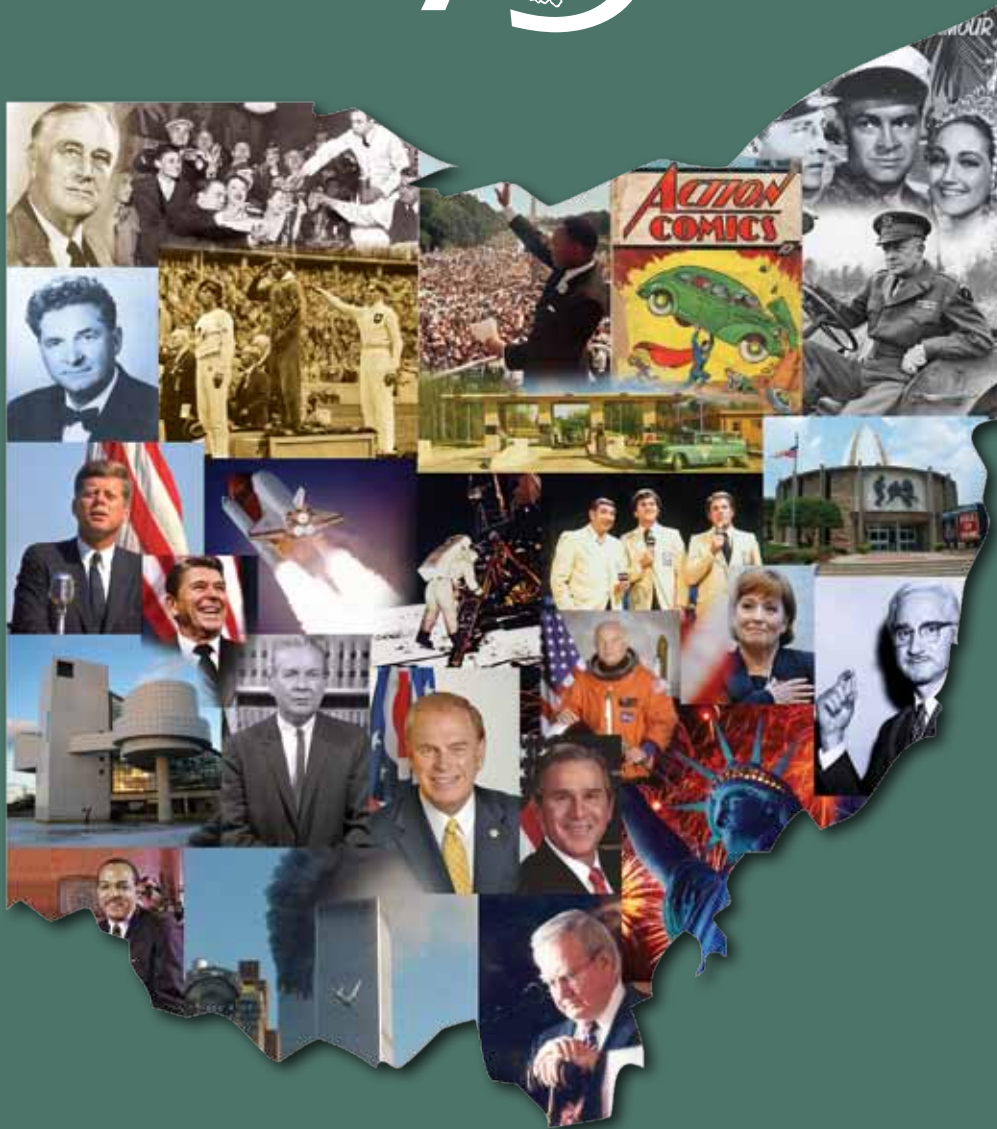


75

CELEBRATING  YEARS



WHOLESALE BEER AND WINE ASSOCIATION OF OHIO



2010 BOARD CHAIRMAN'S
LETTER AND INTRODUCTION

GOVERNOR'S LETTER



HONORING
THE WHOLESALE BEER AND WINE ASSOCIATION OF OHIO
ON ITS SEVENTY-FIFTH ANNIVERSARY

On behalf of the members of the Senate of the 128th General Assembly of Ohio, I am pleased to congratulate the Wholesale Beer and Wine Association of Ohio on the auspicious occasion of its Seventy-fifth Anniversary.

Recognition of this prestigious milestone is a fitting tribute to the Wholesale Beer and Wine Association of Ohio, for it has achieved a remarkable record of service to the state. Since the association's inception in 1935, Ohio's wholesalers have created 5,010 jobs with \$205 million in wages, delivered nearly 124 million cases of product resulting in \$56.5 million in excise taxes, and generated \$3.5 billion in retail sales that resulted in \$223.1 million in sales taxes and licensing fees, and these activities have created 26,000 jobs in affiliated industries with \$788.7 million in wages and generated \$186.8 million in state and local taxes. In addition, WBWAO has supported and created several programs to curb alcohol abuse and stop underage drinking, and these achievements are a justifiable source of pride and an outstanding reflection not only on the organization itself but also on its dedicated members, for these individuals have certainly distinguished themselves as conscientious and hard-working Ohioans.

Over the years, the Wholesale Beer and Wine Association of Ohio has enhanced the quality of life within the State of Ohio and has earned the respect and gratitude of many. I am certain that as this worthy organization maintains its dedication to service, it will continue in the tradition of excellence that has long been its hallmark.

Thus, with sincere pleasure, I commend the Wholesale Beer and Wine Association of Ohio on its Seventy-fifth Anniversary and extend best wishes for ongoing success.




Senator Bill Harris
President of the Ohio Senate

HOUSE RESOLUTION

A HISTORY OF SERVICE, VALUE AND RESPONSIBILITY

It was March, 1935. Prohibition had been repealed three short years earlier. The alcoholic beverage industry – starting virtually from scratch – was poised for a period of growth that would continue through the rest of the 20th century and into the 21st.

In Columbus, a small group of pioneers in Ohio's new beer distribution industry came together with a common purpose: to reorganize their fledgling industry association – known then as the "Eighth District" – into what would become one of the state's most venerable and most respected industry organizations.

Thus was formed the Wholesale Beer Association of Ohio, one of the two forerunners of what is today the Wholesale Beer and Wine Association of Ohio. The organization as it is structured today was created nearly 50 years later when it merged with the Ohio Wholesale Wine Association.

Much has changed during the past three-quarters of a century, but the original purpose of the Association has not. It continues today to represent its members with integrity, to work with state officials to carry out the state's public policy on the manufacture, sale, distribution and retail sales of alcoholic beverages, and to serve the public through the promotion of responsible alcohol consumption.

Today, 75 years after the Association's founding, WBWAO members continue to be an integral part of the state, and of their individual communities.

WBWAO members today employ more than 4,500 Ohio workers and support tens of thousands of jobs in affiliated industries with a total economic impact on the state of more than \$23 billion annually.

WBWAO members actively support programs to encourage responsible alcohol consumption.

And WBWAO members donate millions of dollars each year to community programs and organizations all over Ohio.

What remains unique about the WBWAO is that its members began as – and still are today – family-owned businesses. WBWAO members today are managed by many second-, third- and even fourth-generation family members. The ties to their communities these families have developed over decades make WBWAO members integral – and important – members of their communities, and of the State of Ohio.

Over 75 years, much has changed about the business of distributing alcoholic beverages. State and federal laws have impacted the business, and the industry has seen growth but also a recent period of dramatic consolidation. WBWAO has been an integral part of that change, but through three-quarters of a century has remained steadfast in its commitment to its core values.

PROMOTING RESPONSIBLE REGULATION

The 21st Amendment to the U.S. Constitution granted to each of the states the authority to regulate the sale of alcoholic beverages. For more than 75 years, the state of Ohio has worked successfully with a system for distributing beer and wine that's good for taxpayers, for consumers and for businesses large and small.

Ohio's system defines specific roles for each of 3 tiers: suppliers, wholesalers and retailers. It works because it:

- Helps achieve the state's long-standing policy goal of carefully regulating the distribution of alcoholic beverages;
- Maintains the independence of distributors, helping to prevent undue influence by powerful interests in either the supplier or retail tier;
- Ensures the state collects alcohol taxes efficiently;
- Guarantees that consumers have access to a wide selection of beer and wine at reasonable prices;
- Supports a thriving retail industry.

Ohio's beer and wine market is competitive, efficient and extremely responsive to customer needs and local concerns. Through this system, thousands of small brewers and vintners are able to offer their unique products to Ohio consumers.

THE ROLE OF WHOLESALERS/DISTRIBUTORS

Serving as the middle tier in Ohio's 3-tier system, independent beer and wine wholesalers play a vital role in allowing the state of Ohio to successfully balance the needs of consumers with responsible control of alcohol. The state's wholesale distributors act as the link between hundreds of beer and wine suppliers, and the more than 23,000 retail locations that sell beer and wine to Ohio consumers.

Ohio's beer and wine distributors play role in ensuring service and selection for consumers, while at the same time promoting the legal and safe consumption of alcoholic beverages.

Distributors support Ohio's territory system, which requires beer and wine brands to be assigned to specific geographic territories. The territory system allows distributors to efficiently conduct sales and marketing activities, guarantee the quality and freshness of products and provide high-level service and prompt delivery to all retailers, ensuring that consumers have the widest choice of brands at the largest possible number of retail locations.

SUPPORTING THE STATE AND LOCAL ECONOMY

Ohio's beer and wine distribution industry makes a significant contribution to the state's economy, and to local economies in every corner of Ohio. More than 4,500 Ohioans are directly employed by beer and wine distributors, and a 2008 study showed distributors paid more than \$200 million in wages; collected more than \$54 million in excise taxes for the state; and paid more than \$75 million in business and payroll taxes.

And by assuring that retailers get the service and selection their customers demand, distributors support an additional 26,000 jobs in affiliated industries, generating nearly \$800 million in wages and \$23 billion in economic activity.

PROTECTING OHIO'S SMALL BUSINESSES

Most beer and wine retailers are small, family-owned independent businesses. By providing every retailer – regardless of size – with broad selection and high-quality service, distributors help protect this vibrant retail industry and ensure consumers that no matter where they shop, they will find service, selection and value.

Through the Wholesale Beer & Wine Association of Ohio, distributors support their retail partners in the Coalition for Choice and Competition, which works with lawmakers to protect the interests of Ohio retailers, and through Premium Beer and Wine Specialists, a collection of nearly 200 small, independent retailers dedicated to providing customers with the highest standards of service, selection and value.

Distributors also help enforce Ohio's cash law, which requires all retailers to pay cash on delivery for alcoholic beverages. This prevents large retailers from using credit and their buying power to gain an advantage over smaller retailers, and protects consumers by allowing any business with the proper license and adequate cash flow to purchase approved products from a local distributor.

PROMOTING RESPONSIBLE ALCOHOL CONSUMPTION

Ohio's beer and wine distributors have a long history of support for efforts to combat drunk driving and curb underage drinking.

Members of the Wholesale Beer and Wine Association of Ohio (WBWAO) founded Ohioans for Responsible Drinking in 1999. Partnering with the Ohio Department of Public Safety, the Ohio State Highway Patrol and private industry, Ohioans for Responsible Drinking has sponsored a statewide Designated Driver Awareness Program, helps retailers fight underage drinking through educational programs that help them effectively check IDs, and works with colleges and universities to promote legal and responsible drinking by young adults.

The WBWAO is a founding supporter of the Coalition for a Safe and Responsible Ohio, a partnership of public and private health and safety organizations promoting safe and responsible alcohol sales to protect Ohio's communities and our young citizens.

And many WBWAO members work at the local level to support community programs designed to encourage responsible alcohol consumption and reduce and prevent underage drinking.

SUPPORTING OUR COMMUNITIES

Ohio's beer and wine distributors and their employees are active supporters of local schools and colleges, health and social agencies, civic and service organizations, churches and the arts. Each year, distributors contribute millions of dollars to worthwhile local causes, and their employees provide countless hours of volunteer service to the communities they serve.

WBWAO AND ITS PEOPLE

WBWAO is led by its elected Board of Directors – men and women who think beyond their own businesses and work together to lead the Association's efforts to represent all of its members.



Front row (from left) – Vail Miller, Jr., John Fleming, Jim Matesich, Jeff Hursh. Back row (from left) – Ron Strickmaker, Gregg Hipp, Kris Klepper, Mike Tramonte.

WBWAO 2010 BOARD OF DIRECTORS

John T. Fleming, President

James M. Matesich, Vice President

Vail Miller, Jr., Secretary

Jeffery E. Hursh, Treasurer

Gregory P. Hipp, Director

Kris A. Klepper, Director

Ronald Strickmaker, Director

Michael Tramonte, Director

Over the years, WBWAO has been able to attract highly-skilled staff members who lead the day-to-day effort to represent Ohio's beer and wine wholesalers at the state level.



From left: Sue Remy, Andy Herf, J. Richard Lumpe, David Raber, Tim Bechtold

WBWAO STAFF

J. Richard Lumpe, General Counsel

David A. Raber, Counsel/Legal Affairs

Timothy J. Bechtold, Counsel/Regulatory Affairs

Andrew W. Herf, Vice President/Legislative Affairs

Susan K. Remy, Director of Administration

A LEGACY OF LEADERSHIP

Throughout its history, WBWAO has been blessed with strong leadership. From its first president – Frank Guilinger – through more than seven decades, WBWAO Presidents have provided the leadership and guidance needed to keep the Association strong and vibrant.

PAST PRESIDENTS OF WBWAO

R.D. Finnell, 1934

Frank Gillinger, 1935-36 & 1938-41

A.S. McCombe, 1937

Leander Hipp, 1942-45 & 1954

Henry Seibert, 1946

Richard Jenkins, 1947-49

Thomas P. LaRose, 1950-51

John Stanko, 1952

Carl Pico, 1953

Adam Brandt, 1955

George Flanagan, 1956-57

John Matesich, 1958-59

Richard Esser, 1960-61

C. Fred Millies, 1962

A.G. “Sonny” Spriggs, 1963-64

Robert Fisher, 1965

Rudy Herzog, 1966

Lou Salvador, 1967-68

Charles D. Hill, 1969

James G. Ayres, 1970

R. Kenneth Kerr, 1971

Herb Hoberg, 1972

Robert O’Donnell, 1973

Matthew Matesich, 1974-75

William Edmunds, 1976

Jack Tramonte, 1977

Carl “Bud” Offerle, 1978

James Pauken, 1979

Ronald J. Plattner, 1980

Robert W. Litter, 1981

Robert A. Knall, 1982

Jerry Linton, 1983

Robert Klepper, 1984

Don Fellabaum, Jr., 1985

Rochard Enderlin, Jr., 1986

Charles D. Hill, Jr., 1987

Eric T. Rolf, 1988

Samuel J. Guagenti, 1989

Robert Connolly, 1990

James H. Ayres, 1991-92

Joseph F. LaRose, 1993-94

Ronald L. Strickmaker, 1995-96

James P. Riepenhoff, 1997-98

Vail K. Miller, 1999-2000

John M. Antonucci, 2001-02

John C. Matesich III, 2003-04

Frank J. LaRose, 2005-06

John Dickerson, 2007-08

John T. Fleming, 2009-10

PAST WINE PRESIDENTS

James G. Ayres

John Antonucci

William Hauck

George Matesich

John Matesich

Al Vontz

ASSOCIATE MEMBERS

Anheuser-Busch/InBev
Constellation Wine U.S.
Crown Imports, LLC
WJ Deutsch & Sons, Ltd.
E & J Gallo Winery
MillerCoors
Moet Hennessy USA
North American Breweries
Pabst Brewing Co.
Paramount Distillers
RNDC/General
Southern Wine & Spirits of Ohio
The Wine Group

WINE ADVISORY COUNCIL

Greg Maurer, Chair
Joe Blumetti
Casey Forbes
Mark Maher
Mike McCaffrey
John Roberts

ALLIED MEMBERS

AIM Leasing Co.
ARCO National Construction – Beverage Group
BBT Fleet Services LLC
Bickers Consulting Group LLC
John Gerlach & Co., LLP
Magline, Inc.
Micro Matic
Precision Distribution Consultants, Inc.
Ryder Transportation
Superfleet Speedway SuperAmerica
Wells Fargo Beverage Finance

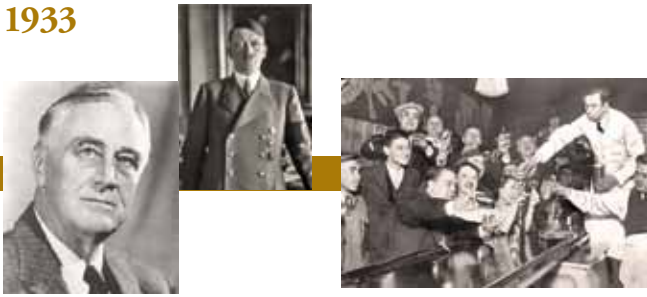
COUNCIL FOR LEADERSHIP DEVELOPMENT

Curt McCamon, Chair
Brock Anderson
Mark Guagenti
Matt Litter
Michael Miller
Mike Stagnaro

WHO WE ARE:

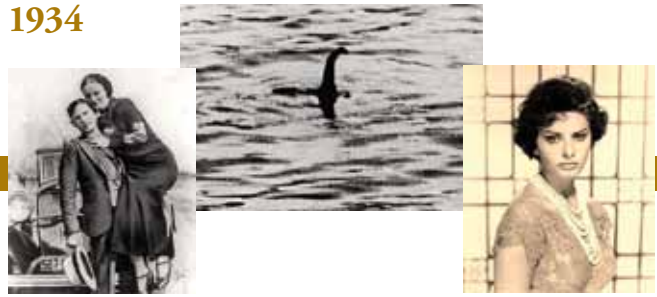
WBWAO MEMBER PROFILES

1933



Franklin Delano Roosevelt becomes President of the United States.
Adolph Hitler becomes Chancellor of Germany.
Prohibition ends.
The Great Depression continues.

1934



Bonnie Parker, Clyde Barrow killed.
Loch Ness monster sighted for the first time.
Sophia Loren born.
First Ohio sales tax imposed at 3%.

AFP DISTRIBUTORS, INC. DBA MILLER BRANDS OF SE OHIO

Andrew F Phillips and Michael J Mazzoni purchased the assets of Pico Wholesale effective May 1992. Mazzoni later sold his interest in the company to Phillips, the sole owner, effective April 2000.

Prior to the Miller Brands acquisition, Pico Wholesale serviced the southeast Ohio area for 91 years . The founder, James Pico, started the business in the days when wooden barrels of Weidemann beer, brought in by train to Glouster, Ohio, were delivered by horse and wagon.

During Prohibition, the company was joined by James Pico's sons, Julius and Carl, and operated as a cigar and candy company. After the repeal of Prohibition, they founded what was known as Pico Wholesale and Pico Wine Co. Rights were obtained to distribute several brands of beer, including Budweiser, Miller, Bricks and Weidemann.

In August 1970, Carl Pico died and Julius Pico became the sole owner of the company. Wayne Norman and Jack McClenaghan purchased the company in 1977 and continued to operate as Pico Wholesale until the Miller Brands acquisition.

Today, Miller Brands of SE Ohio services eight counties in southeastern Ohio with Miller Brewing Company products and a variety of wines and non-alcoholic mixers, juices, drinks and waters. Miller Brands employees 21 people, services 580 accounts and has been a member of WBWAO since the company's inception in 1992. Prior to that, Pico Wholesale was a WBWAO member for 58 years.

1935



Martin Luther Davey becomes 53rd Governor of Ohio.
 Amelia Earhart flies solo over the Pacific Ocean.
 First canned beer goes on sale.
 Wholesale Beer Association of Ohio formed.

1936



Ohio's Jesse Owens wins 4 gold medals at the 1936 Summer Olympic Games in Berlin.
 Hoover (Boulder) Dam finished.
 Franklin Delano Roosevelt re-elected President.



ANHEUSER-BUSCH SALES OF CANTON

Anheuser-Busch sales of Canton traces its heritage to 1939, when John Phillips founded the Home Beverage Company, distributing Anheuser-Busch beer products and several brands of wine.

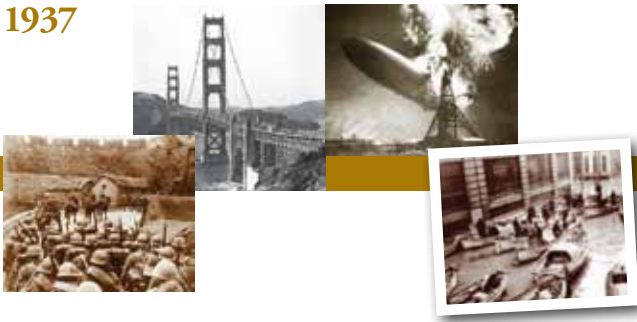
In 1975, the company moved into its current facility at 1611 Marietta Ave. SE in Canton. During the 1980s it dropped its wine business to focus exclusively on distributing Anheuser-Busch products, and during that decade reached the 1 million mark in cases sold.

The company was acquired by Anheuser-Busch in 1994. In 2007, it acquired Hansen Beverage Monster, and added Rolling Rock and InBev products Stella Artois, Hoegaarden, Becks, Leffe and Bass Ale to its product line.

Today, Anheuser-Busch of Canton's 86 employees serve customers in Stark, Carroll, Tuscarawas, Ashland, Wayne and Holmes counties. It is led by Vice President/General Manager Joseph A. Castanheira.



1937



Japan invades China.
The Golden Gate Bridge is completed.
The German Airship Hindenberg explodes at Lakehurst, New Jersey.
Ohio River floods, leaving 750,000 homeless.

1938



Radio broadcast of Orson Welles adaptation of H.G. Wells' *War of the Worlds* creates a nationwide panic.
First Superman comic, created by Clevelanders Jerry Siegel and Joe Shuster, issued.
Roy J. Plunkett of New Carlisle invents Teflon.

BEERCO/HANSON DISTRIBUTING Co.

Beerco came into existence in 1969, when Robert A. Klepper purchased the Hanson Distributing Co. in Fostoria.

Under the leadership of Kent Brodbeck, the company moved from its original dirt-floor warehouse in downtown Fostoria to a modern facility west of the city and underwent a long period of industry share growth and market leadership.

In May of 2009, Hanson acquired the assets of City Beverage of Defiance from Tom and Tim Sauer, adding City Beverage's Anheuser-Busch footprint in 11 Northwest Ohio counties.

Members of the Klepper family – including Kris Klepper, Mike Klepper, Tanya Klepper and Anne Noone – remain active in the business, and Kent Brodbeck continues to serve on the company's board of directors.

Beerco employs 36 and services customers in Seneca, Wyandot, Wood and Hancock counties.

1939



Germany invades Poland.
 France, Australia and the United Kingdom declare war on Germany.
 New York World's Fair opens.
 John W. Bricker becomes 54th Governor of Ohio.
The Wizard of Oz movie released.

1940



The Narrows Bridge in Tacoma Washington collapses.
 Charlie Chaplin's film, *The Great Dictator* is released.
 Leon Trotsky, Russian revolutionary assassinated in Mexico.
 Franklin D. Roosevelt elected to third term as President.

THE BELLAS COMPANY/IRON CITY DISTRIBUTING

In 1937, the Bellas Company dba Iron City Distributing Company (ICDC) was founded in Steubenville, OH by the late Constantine M. Bellas. The company relocated from Steubenville to its present location at 2670 Commercial Avenue, Mingo Junction, OH in 1966 and in 1991 the leadership of the organization was transferred to his son Michael C. Bellas, the current Chairman.

Along with the management team that includes President Robert M. Chapman, Vice President/General Manager Kevin G. Medley and Sales Manager Ted Stupak, Iron City Distributing Company employees an additional 15 individuals who collectively have over 250 years of beverage industry experience.

Iron City Distributing Company is eastern Ohio's oldest wholesaler specializing in the distribution of beer, wine, spirits, and a wide assortment of non-alcoholic beverages in the entire counties of Jefferson, Harrison, Belmont, and Monroe and south of Route 30 in Columbiana County.



1941



Japanese attack Pearl Harbor, bringing the United States into the war.
Mt. Rushmore sculpture featuring U. S. Presidents is completed.
Bob Hope's first USO show at March Field, California.

1942



120,000 people of Japanese ancestry moved to relocation centers in the western United States.
Manhattan Project established to coordinate U.S. efforts to build the Atomic Bomb.
Gas rationing goes into effect in the United States.

BEVERAGE DISTRIBUTORS, INC.

The Balazy family founded Beverage Distributors, Inc. in 1933, following the repeal of Prohibition.

Originally a beer and wine distributor, the company has evolved over the years and now carries Miller, Heineken, Guinness, Samuel Adams, Mike's Hard Lemonade, Stroh's and several smaller beer brands.

The company was sold to an employee stock ownership plan in the mid-1980s, and was later purchased by the Conway Family. James V. Conway is now the principal of Beverage Distributors, Inc.

Headquartered in Cleveland, the company has 140 employees and serves customers in Cuyahoga County.



1943



The Pentagon is finished, becoming the world's largest office building.
German Afrika Korps and Italian forces surrender to Allies.
Dwight D. Eisenhower becomes Supreme Allied Commander.

1944



155,000 Allied troops land on beaches at Normandy, invade Europe.
Germany launches V1 and V2 rockets against London.
U. S. Forces liberate Italy.
Franklin D. Roosevelt elected to 4th term as President.

BOBBY FISHER DISTRIBUTING

Robert W. Fisher, Sr., founded Fisher Beverage Co. in Springfield, Ohio in 1947. Mr. Fisher came to Springfield from Youngstown, where he had worked for the Coca-Cola Co. During his lifetime he also owned beer distributing companies in Cincinnati and in Jacksonville and Melbourne, FL.

His eldest son, Woodrow, owned and operated beer companies in Cincinnati, Wilmington, NC and Daytona Beach, FL. His youngest son, James, worked with his father in the beverage companies.

In 1976, Robert W. Fisher, Sr. sold his Stroh's and Schlitz franchises to his son, Robert Fisher, Jr., and Bobby Fisher Distributing was officially founded. Bobby Fisher Distributing later added the Stroh's franchise in Charlotte, NC and the Pabst franchise in Vero Beach, FL.

The Springfield operation added the Coors, Corona and Pabst lines in 1985 and the Miller franchise in 1988. Over the years, many other breweries and brands joined the Fisher portfolio, which today includes Heineken, CCM, MillerCoors, Christian Moerlein, Crown, Firehouse, High Falls, Diageo, Labatt, Magic Hat, New Castle, Pabst, Pyramid, Samuel Adams, Warsteiner, and non-alcoholic brands Rhino, Frostop Root Beer, Calypso Lemonade and Xyience.

Robert Fisher, Jr. remains President and CEO. His daughter, Maria Fisher-Coleman, joined the company in 1988 as vice president of operations.

With 50 employees, Bobby Fisher Distributing serves customers in Clark, Champaign, Shelby, Logan, Miami, Greene, Union, Fayette, Clinton, Madison and Auglaize counties.



1945



Franklin D. Roosevelt dies, Harry S. Truman becomes President.
 Germany surrenders, Japan surrenders, World War II ends.
 Ho Chi Minh declares independence of Vietnam from France.
 Frank J. Lausche becomes 55th Governor of Ohio.

1946



U. S. Atomic Energy Commission is formed.
 Tupperware is sold in department and hardware stores.
 Vespa, the first successful motor scooter introduced in Italy.
 George W. Bush born in New Haven, CT.

BONBRIGHT DISTRIBUTORS

For more 75 years – beginning in 1933 – Bonbright Distributors has been a proud beer distributor serving the Dayton metropolitan area.

Carl Bonbright founded the company in 1934 when he received the license to sell Schoenling Brewing products in the five-county metro area. From a modest beginning with a single truck, Mr. Bonbright built the company into one of the state’s leading distributorships,

Gaining distribution rights for Miller Brewing Co. brands in 1951, Bonbright eventually grew to sales approaching 5.5 million cases annually.

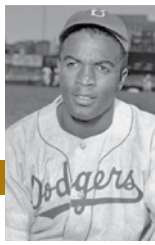
In 1983, Brock Anderson acquired Bonbright from the Bonbright family, and the company continued its steady growth. It acquired B&W Distributors in 1984 and acquired the rights to sell Corona brands in the Dayton area in 1987.

A 70,000-square-foot, state-of-the-art office and warehouse facility opened in downtown Dayton in 1993. The next year, Bonbright acquired the distribution rights for Heineken brands. Bonbright acquired CCC Distributors of Wilmington in 1998; Hamilton Distributing in 2003, and Phoenix Beverage Company of Springboro in 2005, continually adding additional brands to its portfolio and additional counties to its service area.

Brock Anderson remains principal of the company, which now boasts 125 employees. Bonbright serves customers in Montgomery, Greene, Warren, Butler, Preble, Darke, Highland, Clermont and Clinton counties.



1947



Dead Sea Scrolls discovered at Qumran in Israel.
Jackie Robinson joins the Brooklyn Dodgers.
Thomas J. Herbert becomes 56th Governor of Ohio.

1948



NASCAR (National Association of Stock Car Auto Racing) formed in Daytona Beach, FL.

United States and Great Britain begin massive airlift of food, water and medicine to West Berliners after Soviet blockade.

Harry S. Truman elected President of the United States.

BROWN DISTRIBUTING CO.

Brown Distributing Co. came into being in 1969 when Richard L. Brown purchased the Hines Distributing of Newark from Don Hines.

Brown Distributing started with products from the Schlitz and Gambrinus breweries, and over the course of the next 30 years purchased 10 additional distribution territories, adding brands such as Miller, Coors, Fosters, Heineken, Corona, Molson, Iron City, Pabst, Old Milwaukee, Grolsch, St. Pauli Girl, Newcastle and Tsing Tao.

The company also added wine, carrying the Raven Glenn brand, and today also distributes a variety of non-alcoholic beverages.

From a distributorship with 10 employees and sales of 151,000 cases, Brown Distributing has grown to employ 55. Its sales peaked in 1989 when it sold 2 million cases.

Richard L. Brown remains as principal of the company, which distributes products to customers in Licking, Muskingum, Guernsey, Belmont, Knox, Coshocton, Holmes, Fairfield, Perry, Morgan, Noble and Monroe counties.



1949



North Atlantic Treaty Organization (NATO) established.
First Volkswagen Beetle sold in the United States.
First Polaroid camera sold for \$89.95.
Frank J. Lausche becomes 57th Governor of Ohio.

1950



Diners Club issues first credit cards.
Korean War begins when Communist forces invade South Korea.
Charles Schultz introduces *Peanuts* comic strip.

BUCKEYE DISTRIBUTING Co.

Troy Bigham and Jim Gilbride saw an opportunity. They formed Buckeye Distributing in 2000 for the sole purpose of distributing Red Bull energy drink throughout Ohio. The beginnings were modest; the product was delivered to Troy's garage. Today, Buckeye Distributing is Red Bull NA's fourth largest distributor.

Buckeye Distributing added its wine business in 2007 when it began representing Raven's Glen Winery. In a short period of time it has grown into a full-service, statewide distributor of wines from all over the world.

In 2009, Buckeye Distributing added Nesquik, Arizona Ice Tea, Myoplex and NJoy to its product line.

Its principals are J. Troy Bigham, Terry Bigham and Jim Gilbride. Buckeye Distributing employs 200 people. It is headquartered in the Cleveland suburb of Broadview Heights, with sales and distribution centers in Broadview Heights, Columbus, West Chester and Northwood. Buckeye Distributing serves customers in 63 of Ohio's 88 counties.



1951



Color TV introduced in the United States.

UNIVAC, the first business computer to handle numeric and alphabetic information is introduced.

First nuclear power plant built by the U.S. Atomic Energy Commission in Arco, Idaho.

1952



U.S. detonates first hydrogen bomb.

The first Holiday Inn opens in Tennessee.

The Today Show debuts on NBC with Dave Garroway hosting.

C&G DISTRIBUTING Co., INC.

C&G Distributing Co. was founded in 1947, distributing products such as Foxhead, Braumeister and Carlings. It first became an Anheuser-Busch distributor in 1967, adding additional territory in 1971.

The company entered the wine and spirits business in 1972, carrying such products as Zonin Lambrusco, Italian Swiss Colony and Smoky Mountain Wines.

The company's first corporate headquarters was a 24,000-square-foot building constructed in 1973 on St. Johns Road in Lima. That building has been expanded several times and currently encompasses 60,000 square feet of state-of-the-art, climate-controlled warehousing space along with new offices and a Busch Satellite Network training facility.

In 1989, C&G Distributing built a 30,000-square-foot warehouse and office facility in Versailles, Ohio, to serve the southern part of its territory. It exited the wine and spirits business in 2000 and is sells Anheuser-Busch products exclusively in the Lima and Versailles areas.

In March, 2008, the company was purchased by Fino J. Cecala, Gary J. Guagenti and Mark G. Guagenti, who represent the third generation of family members to own the company and run its day-to-day operations.

C&G Distributing has 100 employs and serves customers in Allen, Auglaize, Darke, Hardin, Logan, Mercer, Putnam, Shelby and Van Wert counties.



1953



Dwight D. Eisenhower becomes President of the United States.
Sir Edmund Hillary and Tenzing Norgay reach the top of Mt. Everest.
Queen Elizabeth II crowned in London.
Bill Gates born.

1954



USS Nautilus, first nuclear powered submarine commissioned.
Mass vaccination of children against polio begins.
RCA introduces first all electronic color television set for \$1,000.
Swanson introduces frozen TV dinners.

CHOICE BRANDS OF OHIO

Choice Brands of Ohio LLC was formed in 1977 after the purchase of the former S & G Distributing in Steubenville, OH. In 1991, the company relocated from Steubenville to its present location of 2680 Commercial Avenue in Mingo Junction, OH. In 2001, the Mingo Junction facility was renovated and expanded to serve its growing customer base.

Along with its current management team consisting of Chairman Michael C. Bellas, President Nick Latousakis, Sr. Vice President Robert M. Chapman and Sales Manager Brad Jenkins, Choice Brands of Ohio currently employs 24 individuals.

Choice Brands of Ohio is the exclusive Anheuser-Busch distributor in Jefferson, Harrison and southern Columbiana counties.

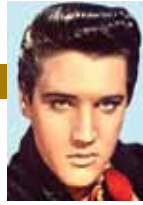


1955



Rosa Parks refuses to sit in the back of a Montgomery, AL bus.
Argentina ousts dictator Juan Peron.
Ohio Turnpike completed.

1956



Elvis Presley emerges as the world's first rock star.
Egypt seizes Suez Canal. Israel, France and Great Britain invade
Egypt until a cease-fire is forced by U. S. pressure.
Oral polio vaccine developed by Dr. Albert Sabin of Cincinnati.

CITY BEVERAGE COMPANY

City Beverage Company was founded in Montpelier, OH in 1933 by Frank Guillinger. Carl (Bud) Offerle purchased City Beverage in 1960 and moved to a more central location in Defiance, OH.

The business rapidly grew during Mr. Offerle's ownership with its primary brands from Anheuser-Busch and Stroh's. In 1990, Mr. Offerle retired and sold City Beverage to longtime employees Tom Sauer & Phil Hoag. A new facility was also built in 1990 at the company's present location on State Route 66 north of Defiance.

In 2004 Tom Sauer became the sole owner and in 2005, Tom's son, Tim, joined City Beverage after working several years at Anheuser-Busch. The company began selling Monster Energy drinks in 2006 and has acquired other imported and craft beers since then.

In May 2009, Tom Sauer sold City Beverage to fellow Anheuser-Busch distributors Kris and Mike Klepper from Fostoria. Tim Sauer continues to serve as General Manager of the company.

Today the City Beverage continues to support its local communities and maintains a high market share as a result of many years of hard work by its loyal employees. City Beverage employs 26 and services customers in Defiance, Williams, Paulding and Henry counties and parts of Fulton and Putnam counties.

1957



Dwight D. Eisenhower sworn in for second term as President.
Ford Motor Company introduces the Edsel.
John William Brown becomes 58th Governor of Ohio for 11 days.
C. William O'Neill becomes 59th Governor of Ohio.

1958



Nikita Khrushchev becomes Premier of the Soviet Union.
Toyota and Datsun cars go on sale in the United States.
National Aeronautics and Space Administration (NASA) formed.

CLASSIC BRANDS/LITTER DISTRIBUTING COMPANY, INC.

The Litter Distributing Company was established in 1948 in Chillicothe, distributing Bavarian Beer, along with products from the Schoenling and Hudepohl Brewing Cos. It added a Pabst Blue Ribbon franchise in 1954, and 11 years later purchased the Anheuser-Busch franchise from Fred Millies. Wines from Gallo and other producers were also included in that purchase.

In 1966, the company constructed a 12,500-square-foot warehouse at the rear of 524 Eastern Ave. in Chillicothe to house its beer and wine operations.

Litter Distributing purchased Mt. Pleasant Distributing Company of Baltimore, Ohio, in 1975, bringing Pabst Blue Ribbon and Blatz beers into its portfolio. Its purchase of Jax Distributing of Athens in 1984 added Rolling Rock and Carling Black Label beers, and it expanded again when it purchased Streitenberger Distributing Co. of Chillicothe and Marchi Distributing Co. of Gallipolis in 1988.

A new Anheuser-Busch warehouse and office building were constructed on Hospital Road in Chillicothe in 1993. A year later, Litter Distributing built a warehouse and office building in Albany, Ohio, and sold off all of its other beer and wine lines to focus entirely on Anheuser-Busch products.

The Anheuser-Busch Classic Brands warehouse in Chillicothe was expanded in 1999, and in 2002, the company purchased Anheuser-Busch Jackson Distributing Co. from the Riepenhoff family.

Today, the company is led by Robert W. Litter, Chairman/CEO, and Matt B. Litter, President. Its 86 employees serve customers in Ross, Pickaway, Madison, Fayette, Highland, Pike, Jackson, Vinton, Hocking, Gallia, Meigs, Athens, Washington, Noble and Perry counties.

Litter's unique Buffalo logo has a history of its own. Robert E. Litter brought the first buffalo from South Dakota to Ohio in 1954. The buffalo, named Belfoos after the city in South Dakota, bore two heifer calves, which became the original stock of the buffalo herd that roamed the Litter Buffalo Ranch. The herd grew as large as 29, but the last of the herd died in 1992. In 1998, two new heifer calves from West Virginia were introduced to the ranch, founding another herd that perpetuates R.E. Litter's dream.



1959



Fidel Castro comes to power in Cuba.

Alaska becomes the 49th state. Hawaii becomes the 50th.

Michael DiSalle becomes 60th Governor of Ohio.

Pop-top can invented by Ermal Fraze of Dayton.

1960



American U2 spy plane shot down over Russia.

70 million TV viewers watch the presidential debate between Senator John F. Kennedy and Vice President Richard M. Nixon.

USS Enterprise, the world's first nuclear powered aircraft carrier is launched.

CLERMONT DISTRIBUTING COMPANY

Clermont Distributing Co. was founded in 1945 in Batavia, Ohio, but its history really dates to 1933 and the end of prohibition. In that year, George W. Schaeffer went to work for the Hudepohl Brewing Co. of Cincinnati as a driver, and the next year his son Earl began working for Hudepohl as an independent contractor hauling draft beer.

Clermont Distributing became part of the Hudepohl distribution network following World War II as a partnership formed by George and Earl Schaeffer and Ray Halverson. They began with two Army surplus trucks operating from a former creamery building in Batavia.

George Schaeffer retired in 1964 and Ray Halverson passed away in 1961, leaving Earl Schaeffer as sole owner of the business. His son, E. Robert Schaeffer, began working for his father part-time in 1963 and full-time in 1971.

Clermont Distributing gained the rights to sell Anheuser-Busch products in 1976. A year later, E. Robert (Bob) Schaeffer – an attorney in private practice – began serving as a County Court judge in Clermont County's night court, a position he held until 1992. Also in 1977, he purchased the remaining shares of the company from his father, and he continued to participate in the company until his death in 2001.

Clermont Distributing moved to its current location in Clermont County's Union Township in 1978. In 1983 Bob Schaeffer's wife, Melanie, joined him in the business and continues to serve as vice president.

Clermont Distributing became an exclusive Anheuser-Busch wholesaler in 1991. Today the company has 31 employees and distributes A-B products in Clermont, Brown, Adams and Clinton counties as well as parts of Hamilton and Highland counties.



1961



John F. Kennedy becomes President of the United States.
Fidel Castro bans free elections in Cuba.
Cuban exiles and CIA try and fail to invade Cuba at the Bay of Pigs.
Barack Obama born in Honolulu.

1962



Cuban Missile Crisis: U. S. Navy blockades Cuba until USSR dismantles missile installation there.
Dr. No, the first of the James Bond movies is an instant success.
Johnny Carson takes over *The Tonight Show*.
Ohio Native John Glenn becomes the first American to orbit Earth.

COLUMBUS DISTRIBUTING CO. AND DELMAR DISTRIBUTING

The Columbus Distributing Company is a family owned sales and service corporation with exclusive rights to distribute Anheuser-Busch InBev products and its allied brands in Franklin County, Ohio. Paul A. Jenkins, Sr. is Chairman, Barbara Jenkins is Vice Chairman, Paul Jenkins, Jr. is President, and Jeffrey Jenkins is Executive Vice President.

At the time of its establishment in 1933 by Richard Jenkins, Columbus Distributing was the pioneer wholesale beer distributor in the state of Ohio. Increased business necessitated larger and more modern facilities throughout the years, its present location representing the company’s fifth move since it was founded.

Columbus Distributing maintains administrative offices and warehousing (130,000 square feet) at 4949 Freeway Drive East in Columbus, Ohio with additional facilities (43,000 square feet) at 1000 Freeway Drive North for keg sales, an in-house print shop, and point-of-sale merchandise storage.

The company sells its products in a 552 square mile market and services over 2000 retail customers. Columbus Distributing employs 225 people in a variety of areas, with the large majority obviously being in sales and delivery.

In 1979, Columbus Distributing acquired Delmar Distributing. Its 50,000 square foot facility is located at 6829 Waldo-Delaware Road in Waldo, Ohio. The company distributes Anheuser-Busch InBev products and its allied brands to four counties in Ohio – Delaware, Marion, Union and Morrow. Delmar services over 450 retail customers and employs 50 people.

Columbus Distributing Beverages, Ltd., located in a 22,000 square foot facility at 883 Freeway Drive North, was started in June of 2007 by Columbus Distributing Company. This company, which employs 16 people, distributes non-alcohol beverages, mainly Hansen Energy drinks (Monster) and Icelandic Glacier water in eight central Ohio counties.

All three companies are environmentally friendly and recycle many products such as shrink wrap, cardboard, paper, etc.

The Columbus Distributing Company is proud to support many community activities and charitable organizations. In addition, over \$70,000 is spent annually on consumer awareness programs in the Columbus area, reminding consumers that “responsibility matters”.

1963



Rev. Dr. Martin Luther King delivers "I have a dream" speech to 200,000 at "March on Washington" civil rights rally.

John F. Kennedy assassinated in Dallas. Lyndon B. Johnson becomes president.

The Pro Football Hall of Fame opens in Canton.

James A. Rhodes becomes 61st Governor of Ohio.

1964



Lyndon Johnson elected President of the United States.

Nelson Mandela, 7 others sentenced to life in prison in South Africa.

Ford Mustang introduced.

CUTTING EDGE SELECTIONS

Cutting Edge Selections has been serving the fine wine markets of Ohio for eighteen years. Over the years, Cutting Edge Selections has gained a stellar reputation for servicing restaurants and independent retailers with a combination of expert knowledge, passion for the business, and dedication to customer service.

The company was started by Mark Maher and is currently owned and managed by Mark and his brother Steve Maher. After graduating from the University of Dayton with a degree in Hospitality and Restaurant Management, Mark moved to Colorado to work in the restaurant industry.

In 1991, he moved back to his hometown of Cincinnati to establish Cutting Edge Selections. Because of his unique background in restaurant management, he was able to quickly establish a firm hold on the fine dining market of the greater Cincinnati area. Working from that base of support and employing the same customer focused approach, he expanded the company's operations into the rest of Ohio.

Cutting Edge Selections bases its operations in Cincinnati, with a satellite warehouse in Cleveland. The company has 20 employees and services customers statewide.



1965



President Lyndon Johnson signs Medicare bill; Harry Truman signs on as the first enrollee.

Pope Paul VI becomes the first Pope to visit the United States.

Rev. Dr. Martin Luther King and 2,600 others arrested in Selma, Alabama demonstrating against voter registration rules.

1966



The first Star Trek episode broadcast on NBC.

Ronald Reagan enters politics, becoming Governor of California.

The Astrodome completed in Houston.

DICKERSON DISTRIBUTING Co.

The repeal of prohibition led – as it did with many current WBWAO members – to the establishment of the Reckman-Dickerson Distributing Co. in Butler County. Eugene Dickerson and George Reckman founded the company in 1934 to distribute Wiedemann and Anheuser-Busch products.

Eugene Dickerson passed away in 1946, the same year the company became a wine distributor, and beginning in 1947, his sons James and Robert Dickerson and John Hopkins, the adopted son of George Reckman, became principals of the company.

James Dickerson died in 1971 and John E. Dickerson Sr. joined Robert Dickerson and John Hopkins as principals.

The company acquired additional territory in southern Butler County in 1974 and relocated from Middletown to its current location in Monroe. The same year, John Hopkins left the company, which changed its name to Dickerson Distributing Co. In 1981, John Dickerson Jr. joined the company, and in 1982 he was joined by Michael Dickerson and executive vice president Michael Harkrader, completing the management team that remains in place today.

Exiting the wine business in 1986, Dickerson Distributing became an exclusive Anheuser-Busch distributor and passed the 1 million-case mark in sales for the first time. Its sales reached 2 million cases annually in 1991 and 3 million cases in 2003.

Dickerson Distributing's principals are John Dickerson, chairman and CEO; Michael Dickerson, president; Melinda Dickerson, secretary and Julie Huffman, treasurer.

With 73 employees, the company distributes Anheuser-Busch products in Butler, Preble and Warren counties.

1967



Thurgood Marshall becomes first African American Justice of the U.S. Supreme Court.

The first issue of Rolling Stone magazine is published.

Carl B. Stokes elected Mayor of Cleveland after 3 terms in the Ohio House of Representatives.

The first Superbowl is played. Greenbay defeats Kansas City 35-10.

1968



Martin Luther King, Jr. assassinated in Memphis.

Robert F. Kennedy assassinated in Los Angeles.

60 Minutes begins airing on CBS.

The Boeing 747 jumbo jet makes its maiden flight.

EAGLE BEVERAGE CO.

James W. Acra was born and raised in Middletown, Ohio. He served his country in World War II as a paratrooper in the Army's 101st Airborne Division. When he returned from war he began his professional career in banking as an auditor. He soon saw an opportunity to begin his legacy when there was a beer distributor for sale. James scraped every penny he could to purchase Eagle Beverage Company in 1973. James then moved his wife, Marcy, and son, Jim to Springfield to start a new life.

In 1973 Eagle Beverage was an afterthought when it came to beer selection. Their competition dominated the market leaving Eagle Beverage with a twenty-percent market share. At the time Eagle Beverage sold four times as much Weidemann products as it did Anheuser-Busch. James was determined to make it work through determination and will. Once Jim graduated from college, he came to work for Eagle Beverage full-time as a delivery driver. Patsy Kincaid soon joined the team as well, handling all sales administrative duties.

With the team in place of James, Patsy, and Jim, Eagle Beverage began to flourish. Anheuser-Busch brands soon became the consumer's first choice. The company's growth was exponential. As an acknowledgment of the company's success James was elected to the Anheuser-Busch Wholesaler Advisory Panel in 1982. Things did not stop there. Eagle beverage reached its first one million case sale for one fiscal year in 1986. In 1990 Eagle Beverage became an exclusive Anheuser-Busch wholesaler and had grown their yearly sales to almost two million cases. Eagle Beverage continued to dominate the market, reaching a market share of fifty-percent in 1991.

In the twenty first century Eagle Beverage has continued a slow growth and has been able to maintain their seventy-percent market share. After graduating from college in 2003, David Acra joined the family business poised to take over as the third generation of Acras to run Eagle Beverage. The company has continued to develop into a full beverage distributor. In 2007 Eagle Beverage acquired the InBev portfolio and Hansen's Energy drinks.

Eagle Beverage has grown their sales for the past thirty-six years to almost two million cases per year with little to no population growth. They have remained a family owned business that has created many jobs for residents of their territory and continue to give back to their community.



1969



Richard M. Nixon inaugurated as President of the United States.
Apollo 11 astronauts, Neil Armstrong, of Wapakoneta, OH, and Edwin Aldrin, Jr. are first men to walk on the Moon.
Woodstock attracts more than 350,000 rock and roll fans.



1970



National Guard kills four students at Kent State University.
The Beatles break up.
Monday Night Football debuts on ABC from Cleveland's Municipal Stadium. Browns defeat New York Jets 31-21.

GLAZER'S DISTRIBUTORS

Celebrating its 100th anniversary, Glazer's Distributors has been a driving force in the history and development of the wine and beer industry in Ohio. Having Ohio roots that date back to 1914, Glazer's has successfully integrated the collective entrepreneurial spirit of Al Hammer, Lou Robins, Art Bauer, and Bill Foss with that of Louis Glazer.

Alfred Hammer began selling altar wine to Catholic churches in 1914. After World War II, Al was followed into the business by four of his sons, Jerry, Leo, George, and John, fueling the expansion of the Hammer business into the mainstream and fine wine categories. Subsequent generations followed and by the year 2000, nine of Al's grandchildren and one great grandchild were firmly entrenched in the family business.

Lou Robins founded Excello Wine in 1934 along with Al Rosen and continued to lead the beer and wine distributorship until his retirement in 1988. Lou was joined by his son Stan in the mid 1960s, with Stan taking over for Lou upon his retirement. Stan renamed the business Robins Wine and Spirits, and drove the company to its position in 1999 as the largest single wine wholesaler in the state.

Art Bauer and Bill Foss believed, in the early 70s, that Ohio consumers were ready to begin exploring the world of high quality wines. They founded Bauer & Foss in 1972 specifically to provide Ohioans with great wines from the best areas of the world. By 2000, Bauer & Foss had assumed its position as a premier Ohio fine wine distributor.

Glazer's began in 1909 in Dallas, Texas when Louis Glazer opened the Jumbo Bottling Company, which distributed a line of flavored soda waters from the back of horse drawn wagons. Glazer's Distributors, as the company is known today, was established in 1933 by Max and Nolan Glazer, two of Louis Glazer's sons. By 1966, Glazer's had expanded beyond Texas to three additional states and its energized growth continues today.

Glazer's entered the Ohio market in 1999 with the acquisition and consolidation of The Hammer Company, Robins Wine and Spirits and Bauer & Foss.

Glazer's of Ohio is led today by its state president John Roberts, a 38 year veteran of Ohio's wine and beer industry. Glazer's has distribution facilities in Cleveland, Columbus, Toledo and Cincinnati, from which its more than 400 employees service all 88 Ohio counties.



1971



Intel releases the first microprocessor.
Texas Instruments releases the first pocket calculator.
John J. Gilligan becomes 62nd Governor of Ohio.

1972



Bobby Fischer beats Boris Spassky in World Chess Championship.
11 Israeli Olympic athletes murdered by Arab gunmen in Munich.
*M*A*S*H* premieres on CBS.

GOODMAN BEVERAGE COMPANY

Sam Goodman started the Goodman Beverage Company in May, 1935 and joined WBWAO in September of the same year. The first facility was on Broadway Avenue, and the first beer to be distributed by Goodman was Black Forest, brewed by Cleveland Home Brewery.

Sam's sons and grandsons continued to run the distributorship until 2008, when they sold their stock to Heidelberg Distributing Company.

Today the company sells a large variety of both malt beverages from Heineken, Corona, Labatt, Guinness, Pabst, Mike's, Smirnoff Ice and others.

Heidelberg's third generation Albert W. Vontz III and brother-in-law Vail K. Miller share the top leadership role as Co-Chairmen. Fourth generation family members are helping shape the future of the company and currently include Vail Miller Jr., Dayton market CEO and Corporate Chief Marketing Officer; Brooke Miller Hice, General Counsel; Sean Hice, General Sales Manager in Northeast Ohio; and Michael Miller, Wine General Sales Manager in Southwest Ohio. Kevin Knight serves as vice president/general manager.

Goodman Beverage Company is located in Lorain. Its 65 employees serve customers in Erie, Lorain and Ottawa counties.

Visit www.HeidelbergDistributing.com to learn more Goodman Beverage Company and Heidelberg.



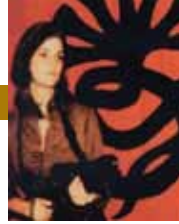
GOODMAN

1973



Richard Nixon begins second term as president.
Arab oil embargo, in retaliation for Western countries' involvement in Yom Kippur war causes price rise of 200%.
Ohio State Lottery approved by voters.

1974



Patricia Hearst kidnapped by Symbionese Liberation Army.
Richard M. Nixon resigns the presidency; Gerald R. Ford becomes President of the United States.
John Glenn becomes Senator from Ohio.

HEIDELBERG DISTRIBUTING Co.

The company was founded in 1938 by German immigrant Albert W. Vontz. He was born in Hanover in 1885 and traveled to Cincinnati in 1907 at the age of 22. A trained brewer, he immediately invested in two local taverns which both did well until Prohibition. Albert survived the Prohibition years by working in other businesses, and when Prohibition ended he helped open the Vienna Brewery on Poplar Street. Albert sold out to his brother-in-law, and in 1938 he invested in the Dayton delivery branch of the Heidelberg Brewery (Covington, Kentucky), known for its Student Prince Beer.

Albert's only child, Albert W. Vontz Jr., returned from World War II as lieutenant in the U.S. Navy and became active in the business. With a graduate degree in economics from the University of Cincinnati, Al looked for opportunities to expand Heidelberg Distributing. The firm has been growing ever since.

In the 1950's, wine products represented a large part of the Dayton operation's sales. In 1959 Al purchased the Anheuser-Busch branch in Cincinnati, and in 1961 he purchased the Dayton Budweiser distributorship in 1961. Through mergers, acquisitions and industry consolidation Heidelberg continued to grow. Most recently, during the company's 70th anniversary, Heidelberg purchased the stock of state-wide Wine Trends as well as the Goodman Beverage and Mid-Ohio Wine companies.

Al Vontz Jr. passed away in 2002 at the age of 83. His son Albert W. Vontz III and his son-in-law Vail K. Miller share the top leadership role as Co-Chairmen. Fourth generation family members are helping shape the future of the company and currently include Vail Miller Jr., Dayton market CEO and Corporate Chief Marketing Officer; Brooke Miller Hice, General Counsel; Sean Hice, General Sales Manager in Northeast Ohio; and Michael Miller, Wine General Sales Manager in Southwest Ohio.

The company today maintains its headquarters in Dayton with major facilities in Cincinnati, Evendale, Columbus, Cleveland, Toledo, Lorain, Norwalk and in Covington, Ky. With 1,400 employees, it serves customers in all 88 counties in Ohio as well as all Kentucky counties that permit alcoholic beverage sales.



1975



Saigon is surrendered, remaining Americans are evacuated, ending the Vietnam War.

Home videocassette recorders developed in Japan by Sony (Betamax) and Matsushita (VHS).

James A. Rhodes becomes 63rd Governor of Ohio.

1976



Apple Computer Company formed by Steve Jobs and Steve Wozniak.

NASA unveils the first Space Shuttle, Enterprise.

United States celebrates Bicentennial.

HILL DISTRIBUTING Co.

Charlie Hill was a 30-year-old life insurance salesman when Prohibition was repealed in 1933. Seeing an opportunity, he obtained one of the first wholesale beer permits issued by the state of Ohio, and Hill Distributing Co. was born in Columbus.

The success of the company over the next seven decades can be attributed in large measure to Charlie Hill's ability to recognize the changes occurring in the industry and to implement changes within his own organization to recognize coming trends and anticipate their results.

When he passed away in 1991 at the age of 88, he left an organization ready to carry on the Hill tradition.

Charlie's son, Chuck, became president of the company in 1969 and diversified into wine in 1974, and into bottled water and new age beverages in 1980. He also recognized the potential in the imported beer market and acquired the rights to distribute beers such as Corona, Heineken and Guinness in the 1980s, long before they became popular in the United States.

The third generation of the Hill family took the reins of the company in 2005, when Chuck's daughter Cyndie D. Hill Conie became president and COO. Cyndie's sister, Chrissie D. Hill Wilson, joined the company in 2004 and currently serves as vice president of sales.

Under the leadership of Cyndie Hill, Hill Distributing has continued to grow, and has been recognized for its excellence by many suppliers, as well as earning the award as Local Family Business of the Year in Columbus in 2007. In addition, the Hill family has been active in industry affairs, with Chuck Hill serving as president of WBWAO in 1987 and as a board member for 22 years.

With gross sales of more than \$30 million annually, Hill Distributing employs 90, and distributes products in Franklin, Delaware, Union, Madison, Pickaway and Fairfield counties.



1977



Jimmy Carter becomes President of the United States.
World Trade Center completed.
First commercial flight of the Concorde, London to New York.

1978



Followers of Jim Jones commit mass suicide in Guyana.
Pope Paul VI dies, is succeeded by Pope John Paul I who dies 34 days later and is succeeded by Pope John Paul II.
Three American balloonists make the first crossing of the Atlantic in Double Eagle II.

HOUSE OF LAROSE

The House of LaRose had its beginning, not in the beer distribution business, but in transportation. In the early 1920's, Thomas P. LaRose started the Grant Street and South Bus Line in Akron to transport workers to their jobs in the rubber factories.

The business grew with the addition of the Portage Lakes Transportation Company, which served the Portage Lakes area south of Akron. During this time, brothers Peter D. LaRose and Joseph F. LaRose began working at the bus company with Thomas.

In 1935, while still operating the bus service, Thomas P. LaRose became the Sales Manager for the Akron Brewing Company. The following year, in 1936, Thomas and his brothers founded The House of LaRose to distribute beer to retail outlets throughout the Akron area. Three years later the brothers purchased the Akron Distributing Company and began to distribute beer full time in 1939.

During World War II, Thomas LaRose added wine distribution to the growing list of products, while Peter served in the army and brother, Joe, served in the Marine Corps.

After the war, Peter and Joseph came back to work in the business, then located on South Main Street in Akron.

Thomas A. LaRose, the son of the founder, entered the family business in 1950. The firm continued to prosper, becoming a wholesaler for Anheuser-Busch products in 1954. During the next three decades the Company grew steadily moving the operation to Opportunity Parkway in Akron.

In 1979, The House of LaRose purchased the Anheuser-Busch distributorship in Cleveland from the Drenik family, making it the largest beer wholesaler in Ohio and one of the largest in the nation. A new office and warehouse facility opened in Cleveland in June, 1990.

In 2004, the Akron and Cleveland facilities were relocated to Brecksville, Ohio. The newly constructed facility gave The House of LaRose the opportunity to operate from one centrally located distribution facility with over 300,000 square feet of office and warehouse space and the capacity to store 1.5 million cases of product. The facility features state of the art systems in warehouse management, material handling, routing and loading in addition to leading edge sales tracking and order capture programs. The offices feature technologically advanced tools and working spaces for our sales and marketing department, which include training, sign making, category space management, retailer meeting and hospitality.

The House of LaRose is an Anheuser-Busch/InBev and Hansen Beverage Company wholesaler distributing products to over 4,500 retailers in seven counties in northeastern Ohio. Currently, The House of LaRose employs 305 people. The Company retains its family business beginnings with Thomas A. "Tom" LaRose, as

1979



Iranian radicals storm the U.S. Embassy in Tehran, taking hostages.
Sony Walkman introduced at \$200.
President Jimmy Carter and Leonid Brezhnev sign SALT II agreement.
Nuclear power accident at Three Mile Island, PA releases radiation.

1980



CNN, the first all-news cable network launched by Ted Turner.
Mt. St. Helens erupts in Washington, killing 57.
John Lennon assassinated in New York.

Chairman Emeritus, Joseph P. LaRose, Vice Chairman Emeritus, Thomas C. "Tim" LaRose, Chairman of the Board and Chief Executive Officer, James P. LaRose, President and Chief Operating Officer, Peter C. LaRose, Vice President of Business Development, Frank J. LaRose, Vice President of Government Affairs, Mark T. LaRose, Vice President of Operations and Facilities Planning, and Ann LaRose-McIntyre, Director of Corporate and Community Affairs.

The company's executive team is led by Larry Crabbe, Vice President of Operations, Art Sunday, Vice President of Sales and Marketing, Norm McCauley, Vice President of Finance, Mark Yakubowski, Chief Financial Officer, and Al Scott, Vice President of Human Resources.

For 70 years, the LaRose family has operated its business believing that customers and employees are both essential to long-term success.



1981



Ronald Reagan becomes President of the United States.
Iran releases U.S. hostages after 444 days.
Sandra Day O'Connor appointed Justice of the U.S. Supreme Court.
MTV launched.

1982



British overcome Argentina in Falklands war
John W. Hinckley, Jr. found not guilty because of insanity in shooting of President Reagan.
France terrorized in a wave of attacks by Ilich Ramirez Sanchez (aka Carlos the Jackal).
Vietnam Veterans Memorial dedicated in Washington, D.C.

KERR DISTRIBUTING CO.

In 1950, R. Kenneth Kerr, Jr. and Ralph N. Smeck acquired the beer distribution business of the Covert Baking Co. of Middleport, Ohio, moved it to Athens and founded the Keck Distributing Co. – combining the last names of the two principals to create the company name.

A year later, Keck began distributing Stroh's Beer, and in 1966 its territory expanded to include Scioto, Lawrence and Adams counties, later transferred to the newly-established Kerr Wholesale Company in Chillicothe.

R. Kenneth Kerr, Jr. acquired his partner's ownership interest in 1973, and two years later changed the company name to Kerr Distributing Co. The company added a 36,000-square-foot temperature-controlled warehouse in 1978. It acquired the beer division of the Marchi Distributing Co. in 1983, and added Coors brands to its portfolio in 1984, leading to a 10,000-square-foot addition to its Athens facilities.

Kerr Distributing celebrates its 60th anniversary in 2010. Its principals today are R. Kenneth Kerr III, president; Ron Strickmaker, executive vice president; Calista Kerr Strickmaker and Theresa M. Kerr, directors; Sonnie Vosler, treasurer and Allen Bolin, sales administrator.

With 50 employees, Kerr Distributing serves customers in a broad swath of Southeastern Ohio, including Athens, Fairfield, Gallia, Hocking, Meigs, Noble, Perry and Washington counties. Its current brands include Coors Light, Keystone Light, Molson, Corona, Heineken, St. Pauli Girl, New Castle, Guinness, Mike's Hard Lemonade, Pabst, Old Milwaukee Light, Schlitz, Stroh's, Magic Hat Variety and Smirnoff Ice, plus several major non-alcoholic beverage brands.



KERR WHOLESALE CO.

Kerr Wholesale Co. was formed in 1973 when R. Kenneth Kerr III and his sister, Calista Kerr Strickmaker acquired the assets of the Go Distributing Co. in Chillicothe.

Starting with only four brands of beer, Kerr Wholesale acquired the Stroh's brand, and expanded its distribution territory. It moved into its 14,000-square-foot temperature-controlled warehouse at 505 E. Seventh St. in Chillicothe in 1974. Coors brands were added in 1984, as was a new refrigerated warehouse addition.

The company in its present form came into being in 2003, when Kerr Distributing Co. of Athens closed its warehouse operation in Franklin Furnace, and its assets were acquired by Kerr Wholesale Co. Kerr Wholesale built yet another addition to its Chillicothe facility to enable it to serve its expanded territory.

Kerr Wholesale's current brand portfolio includes Miller and Miller Lite, Coors Light, Keystone Light, Old Milwaukee Light, Pabst, Stroh's, Heineken, Molson, Corona, Guinness, New Castle, St. Pauli Girl, Schlitz, Smirnoff Ice and Mike's Hard Lemonade as well as RedBull Energy drinks and other non-alcoholic beverage brands.

Its principals today are R. Kenneth Kerr III, president; Ron Strickmaker, executive vice president; Calista Kerr Strickmaker and Theresa M. Kerr, directors; Sonnie Vosler, treasurer; and Mike Waldron, general manager.

Kerr Wholesale employs 50 and distributes its products in Fayette, Highland, Jackson, Lawrence, Pickaway, Pike, Ross, Scioto, Vinton and Adams counties.



1983



More than 125 million viewers watch the final episode of *M*A*S*H*.
Sally K. Ride becomes the first U.S. woman in space aboard the Space Shuttle Challenger.
Dick Celeste becomes 64th Governor of Ohio.

1984



First Apple Macintosh personal computers go on sale.
The Cosby Show begins airing on NBC television.
Indian Prime Minister Indira Gandhi assassinated.
Ronald Reagan re-elected in landslide victory.

KLEPPER'S OF TIFFIN/LIMA

In 1948, Bob Klepper and his brother, Don, started what is now part of Superior Distributing in Findlay with Old Crown, Wooden Shoe, Drewereys and other local (and some now non-existent) beers in its portfolio.

In 1950, the corporate office was moved to Tiffin, and Miller High Life and Champagne Velvet were added to the company's offerings – serviced by a two-truck fleet.

Klepper's opened in Lima in 1952 with Schlitz and Schoenling products as its mainstays.

Throughout the 1950s and 1960s, brands were both added and eliminated, until Pabst, Blatz, Schlitz and Genesee made up the core of the company's operations.

The Adolph Coors Co. brands were added in both Tiffin and Lima in 1984, and the company added to its offerings through the acquisition of Tiffin Beverage, Carmi Distributing, Ruhe Beverage and Bowling Green Beverage.

The Klepper family remains active in the business, with Kris Klepper, Mike Klepper, Tanya Klepper and Anne Noone playing active roles.

Today – 61 years after its founding – Kleppers of Tiffin and Lima employs 45 and serves customers in Seneca, Hancock, Wyandot, Wood, Sandusky, Allen, Auglaize, Hardin, Putnam, Mercer, Van Wert and Logan counties.

R. L. LIPTON DISTRIBUTING CO. INC.

R L. Lipton Distributing was founded in 1963 by Bob Lipton. Over the next 25 years Bob purchased a total of seven (7) distributors; among them were Speck, National, Crystal, John's, and Rini Wine, as well as purchasing the rights to Corona. After Bob passed away in 1997, R. L. Lipton has been controlled by a Trust, established prior to his death and operates for the benefit of his family.

Currently, R. L. Lipton services Cuyahoga County with Crown Imports, NAB, Ab/Inbev, Pabst, Warsteiner and many other imports along with a variety of non-alcoholic beverages.

With an experienced management team including Steve Eisenberg, President, Len Ganley, Vice President and General Manager and Ken Puffenbarger, Sales Manager, as well as 80 top of the line employees in July 2009 R. L. Lipton opened its new office and warehouse addition, adding 25,000 sq. ft. to its existing 70,00 sq. ft..

R. L. Lipton continues to grow and is always looking for new opportunities to expand our existing business.



1985



Madonna launches her first road show, The Virgin Tour.

Microsoft releases the first version of Windows.

Space shuttle Atlantis launched.

Wholesale Beer Association of Ohio merges with Ohio Wholesale Wine Association to become WBWAO,

1986



Nuclear reactor at Chernobyl explodes, releasing radioactive material across much of Europe.

Iran-Contra hearings begin.

IBM introduces the first laptop computer: the PC Convertible.

MAPLE CITY ICE COMPANY

The Maple City Ice Company has been in business since 1917. The Company was started by three Hipp brothers (Walter, Leander and Oliver), and is still family-owned with the 2nd, 3rd and 4th generation of Leander Hipp still working in the business. As its name implies, the Company started out as an ice manufacturer, providing ice for cold storage prior to the advent of the modern refrigerator. After Prohibition ended in 1933, the Company became primarily a beverage distributor, selling beer, wine, mixed drinks and soda pop to retail establishments.

Leander Hipp became a beer industry leader. He was one of the original founders of the Wholesale Beer and Wine Association of Ohio, served as its president from 1942 to 1945 and again in 1954. He was president of the National Beer Wholesalers Association at the time of his death in 1964. After Leander's death, his son Paul managed the Norwalk branch, his son-in-law Clarence Beat managed the Mansfield branch and his cousin Cletus Hipp managed the Elyria branch.

Leander's youngest son, Gerard (Jerry), and his wife, Pat, took controlling interest in the Company in 1973, and Pat has been the CEO since then. While Pat and Jerry remain active in the business, their sons Jeff, John and Joel, and their son-in-law, Mike Berry, actively manage the day-to-day operations. And members of the 4th generation of Hipps, while still in school, work at the Company during their summers.

Over the years, Maple City Ice has sold many different brands of beer and wine, but in recent years it has narrowed its focus. The wine business was sold in 1988, and today the Company is an exclusive distributor for Anheuser-Busch InBev. Its growth is easily shown by its sales figures: in 1934, Maple City Ice sold 55,000 cases. In 2008, that number was 5.5 million cases.

Maple City Ice employs 90 in its three facilities and distributes Anheuser-Busch InBev products in Huron, Erie, Lorain, Richland, Ashland, Holmes and Crawford counties and in parts of Sandusky, Ottawa and Wayne counties

1987



Eli Lilly & Company debuts Prozac in the United States.
\$1.6 million dollar search for Loch Ness monster reveals nothing.
U.S. Senate rejects Robert H. Bork Supreme Court nomination.
Pan Am Jet bombed over Lockerbie, Scotland.

1988



First transatlantic fiber optic cable laid.
Stealth bomber unveiled.
Ted Turner launches Turner Network Television (TNT) and buys MGM's film library.
CDs outsell vinyl records for the first time.

MATESICH DISTRIBUTING Co.

In 1928, then 18-year-old John C. Matesich, Jr., founded Matesich Distributing Co. in Zanesville, Ohio, selling Prima near beer, and 7 Up soda. Following the repeal of prohibition during the 1930s and 1940s, the company added Red Top and Weidemann beers.

As they graduated high school, John Jr.'s brothers – Matthew, Stephen and Mark – joined the company. Their brother George graduated from The Ohio State University and then joined his brothers in the business.

In 1935, John Jr. was able to buy out a faltering competitor who had a single brand from a small brewery in St. Louis. The brewery was Anheuser-Busch, and the brand was Budweiser. And in that same year, Matesich also started selling various brands of table wines and low-proof spirits.

In 1945/46, Matesich Distributing expanded by opening a branch operation in Newark, managed by Matthew and Stephen Matesich. Newark became the site of the company's Controlled Environment Warehouse in 1981, and the Zanesville and Newark operations were consolidated in the new Newark facility.

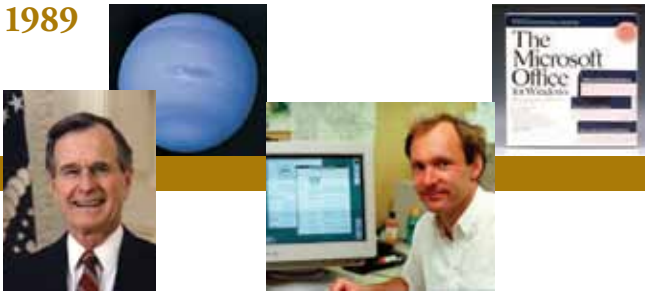
In 1997 the company sold its wine and distilled spirits business, and in 1999 contracted with Anheuser-Busch to operate a distribution support facility for Anheuser-Busch wholesalers in Central and Southern Ohio, Northern Kentucky and parts of West Virginia. That company chose not to renew that contract in 2007 to allow it to devote more warehouse space to expand its portfolio of InBev imported malt beverages and Hansen Energy Drinks.

Matesich Distributing – while striving for success in the sales and distribution of its products – is also dedicated to building awareness within the communities it serves, to promoting responsible drinking, and to preventing underage consumption of alcohol and drunk driving.

Matesich Distributing today employs 90 people and distributes to retailers in Coshocton, Fairfield, Guernsey, Knox, Licking, Morgan, Muskingum and Noble counties and in parts of Monroe, Perry and Tuscarawas counties. Additionally, its Hanson Energy Drinks market includes Athens and Washington counties. John C. Matesich III is Chairman of the Board and Jim Matesich is President and CEO.



1989



George H. W. Bush becomes president of the United States.
Voyager 2 makes startling discoveries about Neptune and its moons.
First World Wide Web server/browser developed by Tim Berners-Lee.
First Microsoft Office bundles released.

1990



General Motors launches new Saturn brand of cars.
The Simpsons debuts on Fox TV.
Nelson Mandela released from South African prison after 28 years.
Saddam Hussein orders Iraqi army to invade Kuwait.

MID-OHIO WINES

Mid-Ohio Wines was founded in 1988 by Ray Moosbrugger, although historically it can be traced back to Mansfield Liquor & Wine, North Central Ohio Wines and Brandt Distributing, all located in Mansfield. Ray also owned Standard Beverage Company in Sandusky. Both companies were purchased by the Goodman family in 1989 and were relocated to Norwalk as Mid-Ohio Wines, Inc.

The Goodman family sold their stock to Heidelberg Distributing Company in 2008.

Today the company sells a large variety of wines from Banfi, Beringer, Brown-Forman, Constellation, E&J Gallo; Firelands, Jim Beam, Kendall-Jackson, Trinchero; White Rock, The Wine Group and more.

Sam's sons and grandsons continued to run the distributorship until 2008, when they sold their stock to Heidelberg Distributing Company.

Heidelberg's third generation Albert W. Vontz III and brother-in-law Vail K. Miller share the top leadership role as Co-Chairmen. Fourth generation family members are helping shape the future of the company and currently include Vail Miller Jr., Dayton market CEO and Corporate Chief Marketing Officer; Brooke Miller Hice, General Counsel; Sean Hice, General Sales Manager in Northeast Ohio; and Michael Miller, Wine General Sales Manager in Southwest Ohio. Kevin Knight serves as vice president/general manager.

From its headquarters in Norwalk, Mid-Ohio's 55 employees serve customers in Ashland, Crawford, Erie, Huron, Marion, Morrow, Ottawa, Richland, Sandusky, Seneca and Wyandot counties.

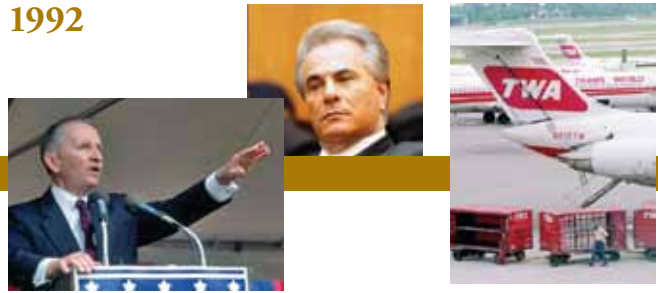
Visit www.HeidelbergDistributing.com to learn more about Goodman Beverage Company and Heidelberg.

1991



George Voinovich becomes 65th Governor of Ohio.
Operation Desert Storm: coalition forces eject Iraqi army from Kuwait.
Bob Hope's final USO show in Saudi Arabia.
Mikhail Gorbachev resigns - the USSR officially ceases to exist.

1992



H. Ross Perot runs as an Independent against President George Bush and Bill Clinton.
Mafia boss John Gotti sentenced to life in prison.
Trans World Airlines declares bankruptcy.

MUXIE DISTRIBUTING CO.

Muxie Distributing Co. was founded in 1952 by Bruno "Muxie" Paolina and his wife, Virginia, who lived in Bellaire in Belmont County. They began the business with products from only three breweries – Weidemann, Schmidt and Rolling Rock – operating out of a small building in downtown Bellaire about the size of a four-car garage.

As the business grew, the company moved to its current location in North Bellaire, and in 1955 added Anheuser-Busch brands to its product portfolio.

In the late 1960s, the Paolinas' daughter, Sandra, took over the business and led it through continued growth, instilling the values of family business and hard work in her children, who bought the company in the mid-1980s.

A business that began with three employees and sales of only 100,000 cases of beer a year grew to one that now distributes more than a million cases annually. Part of Muxie's growth was fueled by acquisitions. The company purchased the Fort Steuben distributor in Steubenville in 1992, and Valley Distributing in 2001, adding Coors and Miller products to its portfolio.

The three children of Sandra Paolina remain as principals of the business. Jeff Paolina is president and CEO; Rick Paolina is vice president of sales; and Kelly Paolina-Lipperman is vice president of administration.

Muxie Distributing employs 27 people and distributes in Belmont and Monroe counties.



N.W.O. BEVERAGE, INC.

N.W.O. Beverage was founded in 2008, with facilities in Defiance and Findlay, and planned to move its headquarters to Toledo by the end of 2009.

Its principals are Joe Schetz, Kevin Sullivan, PJ Sullivan and Tim Sullivan.

With 60 employees, N.W.O. Beverage serves customers through Northwest Ohio in Allen, Defiance, Fulton, Hancock, Hardin, Henry, Lucas, Ottawa, Paulding, Putnam, Sandusky, Seneca, Van Wert, Williams, Wood and Wyandot counties.



1993



William Jefferson Clinton sworn in as President of the United States.
First Beanie Babies appear.
Mosaic web browser developed by Marc Andreesson.
Ruth Bader Ginsburg appointed to the Supreme Court

1994



Channel Tunnel, connecting France and England opens.
Netscape Navigator web browser released.
Lisa Marie Presley marries Michael Jackson.
Newt Gingrich named Speaker of the U. S. House of Representatives.

OHIO VALLEY WINE & BEER COMPANY

Ohio Valley Wine Co. was founded in 1974 when two former executives of Heidelberg Distributing, general manager Bob Connolly and sales manager Russ Wiles, opened a wine-only distributorship.

Two years later Ohio Valley acquired the Schmidt's beer line and changed the company name to Ohio Valley Wine & Beer, operating from a facility in Sharonville in Cincinnati's northern suburbs.

Upon the death of Bob Connolly in 1993, Russ Wiles sold the business to Heidelberg, and Russ Wiles took over the role as president of both Heidelberg and Ohio Valley's Cincinnati operations. The company remains a "sister" company of Heidelberg. Albert Vontz III is Ohio Valley's president, and Joe Noll serves as vice president/general manager.

Ohio Valley distributes beers from Boston Beer, Christian Moerlein, Crown Importing, Heineken, North American Breweries, Pabst and others, and wines from Foster's Wine Estates, Centerra, Future Brands, Kendall-Jackson, Trinchero, VineOne, The Wine Group and many others.

Now headquartered in Evendale, a northern Cincinnati suburb, Ohio Valley Wine & Beer employs 230 serving customers in Adams, Brown, Butler, Clinton, Clermont, Hamilton, Highland and Warren counties.



OHIO WINE IMPORTS Co.

Ohio Wine was founded by Frank Blumetti in 1970 on Crescent St. in Youngstown, where it is still headquartered.

Originally an importer of primarily Italian and Greek wines, Ohio Wine entered the beer business in 1972, distributing beers from Hudepohl Brewing Co. of Cincinnati.

After acquiring many smaller beers from surrounding states, Mr. Blumetti also pioneered his own packaging, including a few very successful labels, such as USA Beer. Building upon his strength in importing beer and wine, he grew the company through hard work and several trips overseas. By the late 1980s, Ohio Wine Co. distributed the wines of the #1 and #2 importers of Italian wines in the U.S.

In 1995, Frank Blumetti passed away and was succeeded by his son, Joseph. Joseph has followed the pioneering ways of his father, garnering several prestigious brands over the past 15 years. Joe is joined in the businesses by Ann Marie Blumetti.

The company continues to thrive in a challenging business environment by following the style of "electrified enthusiasm" characterized by its founder, known throughout the industry as "Franky Blue."

Among the prestige brands Ohio Wine Co. has acquired in recent years are the Canandaigua Brands, Pernod Ricard, Mike's Hard Lemonade's family of products, Sierra Nevada, Great Lakes Brewery, Arizona Ice Tea, Red Bull and Nestle's.

With 35 employees, Ohio Wine Co. serves customers in Mahoning, Trumbull, Columbiana and Ashtabula counties in Northeast Ohio.



1995



Oklahoma City federal building bombed.
Vernal G. Riffe retires from the Ohio House after serving 36 years.
150 million watch as O. J. Simpson not guilty verdict is read.
Rock and Roll Hall of Fame Museum opens in Cleveland.

1996



IBM's Deep Blue defeats chess champion Gary Kasparov.
The Regina Maersk, world's largest container ship begins operation.
Janet Jackson's \$80 million deal with Virgin Records makes her the highest paid musician in history.
William Jefferson Clinton reelected President.

SPRIGGS DISTRIBUTING CO.

Spriggs Distributing is yet another WBWAO member that has remained in the same family since its founding.

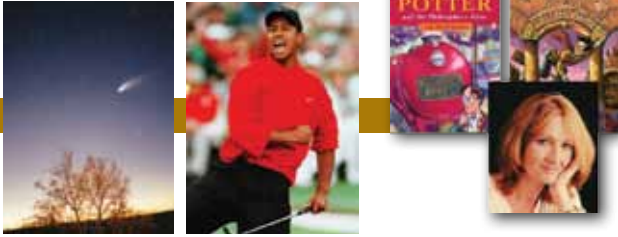
Guy Spriggs founded the company in 1934 to serve customers in Southeast Ohio. Starting as a Falls City and Gambrinus distributor, Spriggs acquired Black Label, Hudepohl, Schoenling, Genessee and various imported beers over the years, although today it focuses on Anheuser-Busch products and Hansen's non-alcoholic beverages.

Guy Spriggs was succeeded in 1944 by his widow, Faye Spriggs, who sold the business to their son, A.G. (Sonny) Spriggs in 1946. Spriggs Distributing now operates from its 3rd location in Ironton which has undergone three expansions since 1978.

Today the company is chaired by Wm. Guy Spriggs, the third generation of the Spriggs family to own the business, having purchased it in 1989. Spriggs Distributing has 20 employees and serves customers in Lawrence, Scioto and Gallia counties.

Wm. Guy Spriggs is also owner and Chairman of Eagle Distributing Co. in Huntington, WV and Eagle Distributing Co. in Ashland, KY. He is currently in the process of consolidating his three operations' management, administrative and operation staffs into one located at their corporate headquarters in Huntington which will carry the name Triple Crown Beverage. Guy's partners include his brother, R. Scott Spriggs and Ed Whitworth & Casey Hill, his managing partners.

1997



Hale-Bopp comet passes by Earth, not to return until 4397.

Tiger Woods, at age 21 becomes leading money winner on the PGA tour and achieves No 1 world ranking.

J.K. Rowling's *Harry Potter and the Philosopher's Stone*, first in the series, published in the UK. Released in the US in 1998 as *Harry Potter and the Sorcerer's Stone*

1998



Google launched. Windows 98 released. iMac released.

Theodore Kaczynski, aka: The Unabomber sentenced to 4 life terms.

John Glenn becomes oldest person to fly in space.

Nancy Hollister Ohio's first woman Governor, serving for 11 days.

STAGNARO DISTRIBUTING, LLC

The current Stagnaro Distributing grew out of two long-time Cincinnati-area distributors – Hoberg Distributing Co. and H. Dennert Distributing Co.

The Stagnaro family acquired Hoberg Distributing in 2008 and originally retained the name of the company, which distributed Coors, Heineken and other brands in a five-county area east of Cincinnati.

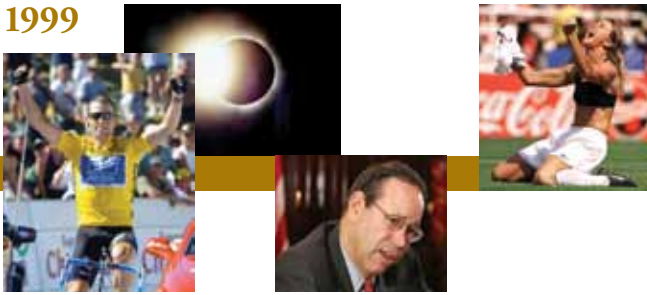
A year later, the new Hoberg Distributing acquired H. Dennert, which was a MillerCoors distributor serving Hamilton County. The companies were merged and renamed Stagnaro Distributing, LLC in February of 2009, with its headquarters on Wilmer Avenue in Cincinnati.

Arthur Stagnaro serves as chairman of the company. Two of his sons – Michael and Chris – manage the day-to-day operations of the company as President and Vice President, while Jeffrey Stagnaro serves as Secretary/General Counsel.

Stagnaro Distributing represents approximately 10 beer suppliers, with MillerCoors products making up a majority of the company's sales. The company has 110 employees in Ohio and sells approximately 4.5 million cases of beer each year in six Ohio counties: Hamilton, Clermont, Brown, Adams, Highland and Clinton.



1999



Lance Armstrong wins his first Tour de France.
 Total solar eclipse seen in Europe and Asia.
 Robert A. Taft II becomes 67th Governor of Ohio.
 US women's soccer team wins FIFA Women's World Cup.

2000



Hillary Clinton elected to US Senate, representing New York.
 America Online and Time Warner merge.
 Dreaded Y2K bug fails to cause any damage anywhere.
 The growth of Mad Cow Disease causes alarm in Europe.
 George W. Bush defeats Al Gore in the closest US Presidential election in decades.

SUPERIOR BEVERAGE GROUP

While many WBWAO members trace their roots to the 1930s, Superior Beverage Group's heritage actually began in 1922, when Marion N. Antonucci founded the Superior Wholesale Grocery Company in Youngstown. Shortly after the depression, Marion decided to go into the wholesale beer and wine business and established the Superior Beverage Co.

From the 1940s until 1984, Superior Beverage prospered under the leadership of Marion's son, John R. (Jack) Antonucci, who was recognized by Time magazine with their "Distinguished Beverage Wholesaler Award." Jack Antonucci, though retired, continues to serve as Chairman Emeritus of the company.

Throughout the 1980s and 1990s, the company was guided through an aggressive period of consolidation, led by its current chairman, John M. Antonucci, who represents the third generation of Antonucci family leadership.

From its roots in Youngstown, the company expanded into the Akron, Steubenville and Canton markets. In 1998, John M. Antonucci and John T. Fleming formed Superior Beverage Group Columbus, which distributes alcoholic beverage products in the Columbus and Mansfield markets.

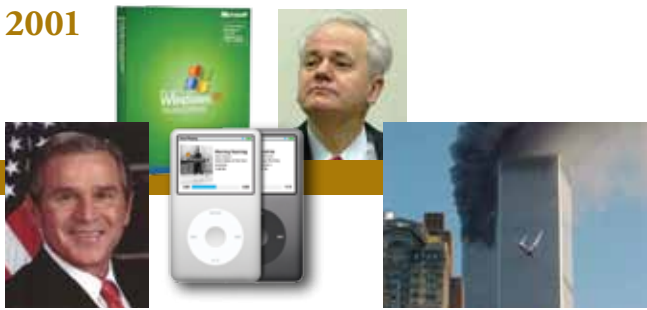
In 2006, Superior Beverage entered the Greater Cleveland marketplace, expanding its sales and delivery capabilities to service the four-county area.

Today, Superior Beverage Group and Superior Beverage Group Columbus service approximately 10,000 retail customers in 31 Ohio counties with 26 beer brands and 58 wine suppliers.

Headquartered today in Austintown, Ohio, with facilities in Columbus, Mansfield, Mayfield Village and a sales office in Hudson, Superior's combined operations employ 550 people. It distributes in Ashland, Ashtabula, Belmont, Carroll, Columbiana, Crawford, Cuyahoga, Delaware, Erie, Fairfield, Franklin, Geauga, Harrison, Holmes, Huron, Jefferson, Knox, Lake, Licking, Lorain, Mahoning, Marion, Medina, Morrow, Portage, Richland, Stark, Summit, Trumbull, Tuscarawas and Wayne counties.



2001



George W. Bush sworn in as 43rd President of the United States.
Apple releases the iPod. Microsoft releases Windows XP
Slobodan Milosevic arrested, charged with corruption, theft and war crimes.
Terrorists attack the World Trade Center and the Pentagon.

2002



Queen Elizabeth II celebrates her Golden Jubilee.
The Euro becomes official currency of 12 European Union members.
Kelly Clarkson wins first *American Idol* contest.
Ken Lay, Chairman of bankrupt Enron Corp. resigns amid mounting scandal and federal investigation.

TRAMONTE DISTRIBUTING CO.

Tramonte Distributing Company was founded in 1940 in Akron by Giacomo Tramonte and, true to its roots, remains in the city of Akron where it is the only alcoholic beverage distributor.

The business began with distribution rights for the Miller and Duquesne brands, and shortly thereafter added Fort Pitt Beer, Cribari wines and Weidemann beer. Tramonte continued to acquire brands and in the late 1960s acquired Molson brands through a highly unusual process. Jack S. Tramonte purchased the Molson inventory at a Summit County Sheriff's sale and thus became a Molson distributor.

In addition to its core business, Tramonte Distributing prides itself on being a solid corporate citizen. Joining with its breweries, Tramonte is in the forefront of the effort to encourage responsible consumption, sponsoring a Safe Ride program during key holiday periods. Tramonte also offers certified TIPS training to retailers. And the company is a major contributor to and is actively involved in a variety of both local and national charities.

Tramonte family members currently active in the business include Jack S. Tramonte, president; Jack T. Tramonte, vice president; Jack F. Tramonte, treasurer and Michael A. Tramonte, secretary.

From its Akron headquarters, Tramonte's 100 employees serve customers in Summit, Medina, Portage, Wayne and Ashland counties.



TRI COUNTY WHOLESALE DISTRIBUTORS, INC.

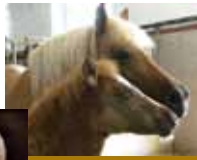
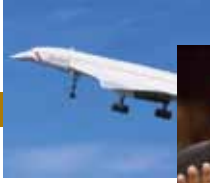
Martin & Ester Lipton founded Tri County Distributing in 1934 when they purchased a small local distributorship named Genesee Distributing from the Genesee Brewing Company. The company had been passed down through generations. Martin & Ester's sons, Bob and Sanford, assumed control in the early 60's and upon Sanford's death, Bob took control. Prior to Bob's death in 1997, a trust was established to oversee his many businesses for the continuing benefit of his family and the employment of his people.

Currently, Tri County employees 35 individuals led by Steven Eisenberg, President; Mark Biggin, General Manager; and Tony Galose, Sales Manager. Tri County continues to service the three county area, Trumbull, Mahoning, Columbiana, with an excellent portfolio of beers, wines, and non-alcoholics.

The beer portfolio includes: NAB, Pabst, Crown, Diageo, Warsteiner, Moosehead, Shiner. The wine portfolio includes: Trinchero Family Estates, Fosters Wine Estates, The Wine Group, Banfi, Brown Forman, Bacardi USA, Ste. Michelle Winery, Ferrante, Kendall Jackson, Schmitt Sohne, Avia, Kenwood, Remy, Wente, Paramount Distillers, Meiers Winery, and an assortment of non-alcoholics.



2003



The Concorde supersonic airliner makes its final flight.
Secretary of State, Colin Powell urges UN Security Council to move against Iraq.
Prometea (the first cloned horse) is born in Italy.
Arnold Schwarzenegger elected Governor of California.

2004



Lance Armstrong wins 6th consecutive Tour de France.
Taipei 101, world's tallest skyscraper at 1,675 ft. opens in Taipei.
Martha Stewart convicted, sentenced to 5 months in jail
George W. Bush elected to second term as President.

TREU HOUSE OF MUNCH, INC.

The history of what today is Treu House of Munch, Inc. is long – so long that it reaches back into the 19th Century when Joseph Munch founded the J. Munch & Sons Company in 1875 in East Toledo. The original business included a department store, restaurant and cigar store in addition to the wholesale beer, wine and liquor business. The first telephone installed in East Toledo was at the company's location at Front and Main Streets, and the first electric light in East Toledo was installed outside the business.

House of Munch, as the company became to be known, was appointed the first wholesale distributor for the Stroh Brewery in 1909, and shortly thereafter House of Munch acquired the rights to distribute the Anheuser-Busch brands. But in 1918, Prohibition forced the company to give up beer distribution and return to selling candies and confections.

Surviving Prohibition was a difficult challenge; however, the Depression nearly proved to be a knockout punch. But John Stroh of the Stroh Brewery Company introduced Leo Munch – Joseph's son – to a Saginaw, Michigan beer distributor. In 1934, Leo Munch and Max Treu each put up \$10,000 to form Treu House of Munch, Inc., distributing Stroh's and Pepsi Cola products.

Richard A. Esser, who joined the company in 1940 as a truck route salesman, rose within the company and purchased Mr. Munch's stock in the company. Esser led the company until his death in 1976. During his tenure, the company became the first Stroh's distributor to sell 1 million cases of Stroh's Beer in one year – a feat it repeated for 11 consecutive years.

It took until 1961 for Treu House of Munch to reacquire the rights to distribute the Anheuser-Busch product line, having lost the brands after the repeal of Prohibition. In 1993, the company acquired the distribution rights for the Grupo Modelo brands.

Today, Treu House of Munch is owned by Rich Esser, son of Richard A. Esser, and Rich's son Todd. Company officers include,
Richard G. Esser - President,
Todd R. Esser – Vice President of Sales,
Gregory P. Hipp – Vice President/General Manager,
Richard C. Niehaus – Vice President of Marketing,
James W. Layman – Treasurer,
Margie Esser – Secretary.

Treu house of Munch, Inc. employs 100 people and serves 1,200 retail customers in Lucas, Wood, Fulton and Ottawa counties.



2005



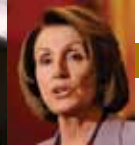
Hurricane Katrina devastates New Orleans and Louisiana, Alabama and Mississippi coastal areas.

Cardinal Joseph Ratzinger becomes Pope Benedict XVI.

Microsoft releases Xbox 360 in North America.

London transport system rocked by 4 explosions.

2006



The International Astronomical Union (IAU) downgrades Pluto from a Planet to a dwarf planet.

John Bolton steps down as US Ambassador to the United Nations.

Al Gore premieres *An Inconvenient Truth* at Cannes Film Festival.

Nancy Pelosi becomes first woman Speaker of the US House of Representatives.

STOP (Sober Truth on Preventing) Underage Drinking Act passed.

VANGUARD WINES

The story of Vanguard Wines is really the story of one man's love affair with wine.

Drew Nieman – founder of Vanguard Wines and its CEO – developed a love for wine while working with his cousins in their Akron wine store – a store best known for providing President Richard M. Nixon with his yearly supply of Chateau Margaux.

After receiving a degree in economics, Drew took a job with a wine wholesaler, but eventually was drawn to the Napa Valley, where he landed a job with Newton Vineyards and its legendary winemaker, John Kongsgaard in 1994.

In 1997, he established Nieman Cellars, purchasing fruit from several iconic Napa Valley vineyards. His devotion to wine led to three of his vintages scoring over 90 points in 2008, the first year his wines were reviewed by Wine Spectator.

While developing Nieman Cellars, Drew Nieman also worked to bring fine wines to his native Ohio. He established Vanguard Wines in 1998, limiting his portfolio to California wineries which must pass an anonymous taste test conducted by California winemakers.

Drew Nieman lives in Napa, and the day-to-day operations of Vanguard are overseen by his business partner, Eric Stewart, president of Vanguard. Eric's background also includes involvement in the California wine industry.

In 2006 Vanguard launched an import division, known as VWI. It has established a portfolio of wines from family growers in Italy that includes some of that country's most prominent vineyards. In 2009 VWI expanded to include relationships with winemakers in France and in Argentina.

Today Vanguard Wines employs 20 and distributes fine wines in all 88 counties from its headquarters in Columbus.



2007



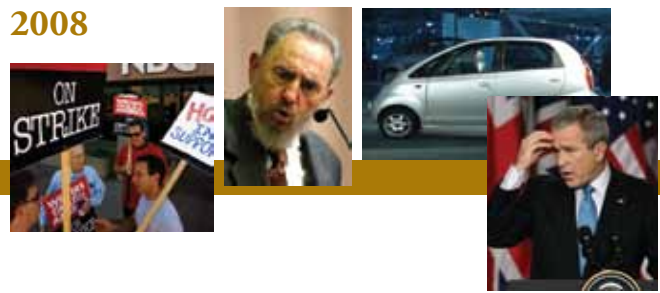
Apple introduces the iPhone.

Harry Potter and the Deathly Hallows published...the last in the series.

During a news conference in Baghdad, an Egyptian reporter throws his shoe at President Bush, narrowly missing.

Ted Strickland becomes 68th Governor of Ohio.

2008



Writers' strike against studios, networks and production companies lasts 3 months.

Fidel Castro steps down as president of Cuba after 50 years.

Tata Nano (world's cheapest car) debuts at New Delhi auto show.

President Bush signs \$700 billion Emergency Economic Stabilization Act of 2008.

VINTAGE WINE DISTRIBUTOR, INC.

Vintage Wine Distributor was founded in 1972 as the fulfillment of the dreams of a businessman and a wine expert. Jim Forbes had retired after 30 years with General Electric, while Gene Parrino had a 28-year-career with a Cleveland-area beverage retailer.

First located in rented space in the basement of a retail shopping area, Vintage Wine Distributor grew quickly, moving to an above-ground warehouse in Solon in 1979, when the company began distributing wines statewide. A Columbus warehouse was added in 1986.

Over the years, the company has represented many brands and created some of its own brands. It has also been an innovator. It hired the first female wine representative in the state; helped pioneer wine-by-the-glass programs with restaurants; bringing to Ohio dignitaries such as Alexis Lichine, Paul Bocuse, Piero Antinori and Robert Drouhin; and keeping pace with technology, graduating from handhelds to tablet computers to laptops.

Vintage Wine Distributor also helped bring the Court of Master Sommeliers to Ohio, providing unique training opportunities for many in the art of wine sales and service.

Today, the company employs more than 100 people, with a broad base of distribution and resident salespersons in all of Ohio's major markets. Vintage Wine Distributor is managed by Casey Forbes, Dave Gaddis and Bill Forbes. The company distributes wines from all over the world to customers throughout Ohio.



VINTNER SELECT

Vintner Select was founded by Gordon Hullar and Doris Holzheimer in 1989 with an initial focus of selling distinctive, high quality California wines to the Cincinnati and Dayton markets.

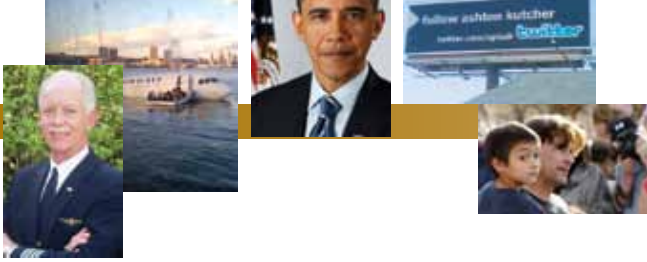
Over the next four years Vintner Select's portfolio expanded to include Italian wine (from Marc de Grazia), French wine (from Alain Junguenet, VSI Imports and Eric Solomon) and wines from Australia/New Zealand, and the company's geographic market expanded to include the entire state of Ohio. Spanish wines (from Eric Solomon) were added to the portfolio in 2003.

Vintner Select expanded into Kentucky in 1993 and Indiana in 2009.

The company is headquartered in Mason, OH and employs 20.



2009



Chesley Sullenberger becomes hero after ditching his disabled airliner in the Hudson River. All 155 aboard survived.

Barack Obama becomes President of the United States.

Twitter hits 5 billion tweets.

Falcon Heene becomes "Balloon Boy" in media hoax.

2010



The Ohio State Buckeyes win the Rose Bowl.

WALTER BERMAN & COMPANY

In 1942, the husband-wife team of Walter and Leona Berman went into the wine distributing business in downtown Toledo. They were well-known throughout the city and built the company with brands such as Gallo, Mogen David, Taylor, Manischewitz, Wild Irish Rose and Tokay.

When Heidelberg Distributing purchased the firm in 1967, all four sales representatives and office staff stayed on board and moved to Perrysburg, south of Toledo off I-75. The name Walter Berman has remained to this day to honor the founder. Berman shares warehouse and delivery functions with Heidelberg Toledo, but two sales forces compete on the street for different portfolios.

Among many others, Berman represents wines from Bacardi-Martini, Brown-Forman, Centerra, E&J Gallo, Foster's Wine Estates, Kendall Jackson, Paramount, The Wine Group and White Rock. Beers come from Anchor Steam, Gambrinus, Goose Island, Merchant Du Vin, North American Breweries, Sierra Nevada and more.

As part of the Heidelberg family, the company's principals include co-chairmen Vail Miller Sr. and Albert W. Vontz III, along with vice president/general manager Tom McHugh.

Berman employs 125 people and serves customers in Allen, Defiance, Fulton, Hardin, Hancock, Henry, Lucas, Ottawa, Paulding, Putnam, Sandusky, Van Wert, Williams and Wood counties.



Walter Berman & Co.
DISTRIBUTORS OF FINE WINES & PREMIUM BEERS

WINE TRENDS

Founded in 1984 by Sandy Earl, the Wine Trends business model was based on creating and developing emerging artisan and luxury wines to distribute initially in Northeast Ohio and later statewide.

Sandy focused on sales and marketing while husband Peter Earl developed operations and IT systems to support the ever-changing wine distributorship needs. One unique aspect of Wine Trends was its preference to outsource delivery wherever the efficiencies benefited the customer, vintner and Wine Trends. Wine Trends took pride in its customer, vintner, employee and industry colleague relationships.

In 2008 Heidelberg Distributing purchased Wine Trends. Happily Wine Trends remains an entity today. It is best known for its well defined portfolio that continues the tradition of creating and developing emerging artisan wines for Ohio customers.

Brent Wagener is Wine Trends' chief operating officer. The company is headquartered in Independence, and its 44 employees serve customers in all 88 Ohio counties.

Please visit www.winetrendsinc.com for more information about its people and emerging, artisan and luxury wines.





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