

	Company	Location	Product Mix	2011 Sales (in U.S. \$ Millions)
1	THE COCA-COLA CO.	ATLANTA	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea/Coffee, Energy Drinks, Sports Drinks	46,542
2	ANHEUSER-BUSCH INBEV	LEUVEN, BELGIUM	Beer	39,046
3	PEPSICO INC.	PURCHASE, N.Y.	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea/Coffee, Energy Drinks, Sports Drinks	33,917
4	NESTLÉ SA	VEVEY, SWITZERLAND	Coffee, Water, Juice/Juice Drinks, Dairy-based Drinks, Beverage Mixes	26,343
5	SUNTORY HOLDINGS LTD.	TOKYO	Spirits, Water	23,288†
6	HEINEKEN N.V.	AMSTERDAM	Beer, Wine, Spirits, Soft Drinks	22,190
7	SABMILLER PLC	LONDON	Beer, Wine, Spirits, Flavored Malt Beverages	19,408
8	DIAGEO	LONDON	Spirits, Wine, Beer, Flavored Malt Beverages	15,424
9	STARBUCKS CORP.	SEATTLE	Coffee, Tea, RTD Tea/Coffee	11,700
10	PERNOD RICARD	PARIS	Spirits, Wine	9,905
11	KRAFT FOODS INC.	NORTHFIELD, ILL.	Coffee, Tea, Powdered Drinks, Dairy Drinks, Juice/Juice Drinks	9,792
12	GRUPO MODELO SA	MEXICO CITY	Beer	6,539
13	DR PEPPER SNAPPLE GROUP	PLANO, TEXAS	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea, Energy Drinks, Dairy-based Drinks, Beverage Mixes	5,903
14	UNILEVER GROUP	LONDON	Tea	5,705*
15	BACARDI LTD.	HAMILTON, BERMUDA	Spirits	5,549*
16	RED BULL GMBH	FUSCHL AM SEE, AUSTRIA	Energy Drinks	5,512
17	ITO EN GROUP	TOKYO	Tea, RTD Tea/Coffee	4,572
18	LVMH MOÛT HENNESSY LOUIS VUITTON	PARIS	Wine, Spirits	4,567
19	DANONE GROUP	PARIS	Water, Dairy Drinks	4,185††
20	MOLSON COORS BREWING CO.	DENVER AND MONTREAL	Beer	3,516
21	BROWN-FORMAN CORP.	LOUISVILLE, KY.	Spirits, Wine	3,404
22	CONSTELLATION BRANDS INC.	VICTOR, N.Y.	Beer, Wine, Spirits	3,332
23	BEAM INC.	DEERFIELD, ILL.	Spirits, Wine	2,872
24	GREEN MOUNTAIN COFFEE ROASTERS INC.	WATERBURY, VT.	Coffee	2,651
25	COTT CORP.	MISSISSAUGA, ONTARIO	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea, Energy Drinks, Sports Drinks	2,335
26	E. & J. GALLO WINERY	MODESTO, CALIF.	Wine, Spirits	2,250*
27	J.M. SMUCKER CO.	ORRVILLE, OHIO	Juice/Juice Drinks, Coffee	1,931
28	MONSTER BEVERAGE CORP.	CORONA, CALIF.	Soft Drinks, Energy Drinks/Shots, Juice/Juice Drinks, RTD Tea, Beverage Mixes	1,703
29	DAVIDE CAMPARI-MILANO S.P.A.	MILAN	Spirits, Wine, Soft Drinks	1,651
30	OCEAN SPRAY CRANBERRIES INC.	LAKEVILLE-MIDDLEBORO, MASS.	Juice/Juice Drinks	1,600
31	TATA GLOBAL BEVERAGES	LONDON	Tea	1,500
32	TREASURY WINE ESTATES	SOUTHBANK, AUSTRALIA	Wine	1,475*
33	FEROLITO, VULTAGGIO & SONS	WOODBURY, N.Y.	RTD Tea, Juice/Juice Drinks, Sports Drinks, Energy Drinks/Shots, Beer	1,365*
34	LIVING ESSENTIALS LLC	FARMINGTON HILLS, MICH.	Energy Shots	1,000
35	ROCKSTAR INC.	LAS VEGAS	Energy Drinks	1,000*
36	THE WINE GROUP	SAN FRANCISCO	Wine	982*
37	VIÑA CONCHA Y TORO	SANTIAGO, CHILE	Wine	790
38	CAMPBELL SOUP CO.	CAMDEN, N.J.	Juice/Juice Drinks	759
39	FREIXENET SA	BARCELONA, SPAIN	Wine	648*
40	WELCH'S/NATIONAL GRAPE COOPERATIVE ASSOCIATION	CONCORD, MASS.	Juice/Juice Drinks	641
41	NATIONAL BEVERAGE CORP.	FORT LAUDERDALE, FLA.	Soft Drinks, Water, Juice/Juice Drinks, Energy Drinks	600
42	TRINCHERO FAMILY ESTATES	ST. HELENA, CALIF.	Wine	600*
43	SUNNY DELIGHT BEVERAGES CO.	CINCINNATI	Juice/Juice Drinks, Water	532
44	KENDALL-JACKSON WINE ESTATES LTD.	SANTA ROSA, CALIF.	Wine	531*
45	PABST BREWING CO.	LOS ANGELES	Beer	520*
46	D.G. YUENGLING & SON INC.	POTTSVILLE, PA.	Beer	517*
47	STE. MICHELLE WINE ESTATES	WOODINVILLE, WASH.	Wine	516
48	NORTH AMERICAN BREWERIES	ROCHESTER, N.Y.	Beer, Flavored Malt Beverages	515*
49	BOSTON BEER CO. INC.	BOSTON	Beer, Flavored Malt Beverages, Hard Cider	513
50	FARMER BROS. CO.	TORRANCE, CALIF.	Coffee	464
51	FLORIDA'S NATURAL GROWERS	LAKE WALES, FLA.	Juice/Juice Drinks	428*
52	PEET'S COFFEE & TEA INC.	EMERYVILLE, CALIF.	Coffee, Tea	372
53	CYTOSPORT	BENICIA, CALIF.	Sports Drinks	360
54	BANFI VINTNERS	OLD BROOKVILLE, N.Y.	Wine	350
55	BOLTHOUSE FARMS	BAKERSFIELD, CALIF.	Juice/Juice Drinks, Dairy Alternative Drinks	350*
56	CARIBOU COFFEE	MINNEAPOLIS	Coffee, Tea	327
57	ROLL GLOBAL	LOS ANGELES	Juice/Juice Drinks, Water, RTD Tea/Coffee	309*
58	TERLATO WINES INTERNATIONAL	LAKE BLUFF, ILL.	Wine	307*
59	BRONCO WINE GROUP	CERES, CALIF.	Wine	300
60	MARC ANTHONY BRANDS	VANCOUVER, B.C.	Flavored Malt Beverages	287*
61	APPLE & EVE LLC	PORT WASHINGTON, N.Y.	Juice/Juice Drinks	241*
62	JAMBA INC.	EMERYVILLE, CALIF.	Juice/Juice Drinks, Tea	226
63	VITAL PHARMACEUTICALS	WESTON, FLA.	Energy Drinks, Sports Drinks/Shots	225
64	WHITE ROCK DISTILLERIES	LEWISTON, MAINE	Spirits	217*
65	CAROLINA BEVERAGE CO.	MOORESVILLE, N.C.	Soft Drinks	193*
66	TREE TOP INC.	SELAH, WASH.	Juice/Juice Drinks	186*
67	LANGER JUICE CO. INC.	CITY OF INDUSTRY, CALIF.	Juice/Juice Drinks	185
68	HEAVEN HILL DISTILLERIES INC.	BARDSTOWN, KY.	Spirits	164*
69	SIERRA NEVADA BREWING	CHICO, CALIF.	Beer	164
70	NEW BELGIUM BREWING	FORT COLLINS, COLO.	Beer	157*
71	BIG RED/ALL SPORT	AUSTIN, TEXAS	Soft Drinks, Sports Drinks	150
72	OLD ORCHARD BRANDS	SPARTA, MICH.	Juice/Juice Drinks	150*
73	CRAFT BREW ALLIANCE	PORTLAND, ORE.	Beer	149
74	AMERICAN BEVERAGE CORP.	VERONA, PA.	Juice/Juice Drinks, Spirits	146
75	R.C. BIGELOW INC.	FAIRFIELD, CONN.	Tea, RTD Tea	145*
76	THE GAMBRINUS CO.	SAN ANTONIO	Beer	107*
77	GLACIER WATER SERVICES INC.	VISTA, CALIF.	Water	100
78	VITA COCO	NEW YORK CITY	Juice/Juice Drinks	100
79	HAIN CELESTIAL GROUP	MELVILLE, N.Y.	Tea	99†††
80	DON SEBASTIANI & SONS INTERNATIONAL	SONOMA, CALIF.	Wine	82*
81	GENESIS TODAY	AUSTIN, TEXAS	Juice/Juice Drinks, Energy Drinks/Shots	80
82	LIFEWAY FOODS	MORTON GROVE, ILL.	Dairy Drinks	76††††
83	CRYSTAL ROCK HOLDINGS INC.	WATERTOWN, CONN.	Water, Coffee	72
84	NVE PHARMACEUTICALS	ANDOVER, N.J.	Energy Drinks/Shots	68*
85	BROOKLYN BOTTLING	MILTON, N.Y.	Soft Drinks, Juice/Juice Drinks	65
86	BIG TRAIN	LAKE FOREST, CALIF.	Beverage Mixes	60
87	SUN ORCHARD INC.	TEMPE, ARIZ.	Juice/Juice Drinks, Beverage Mixes	60
88	DESCHUTES BREWERY INC.	BEND, ORE.	Beer	49*
89	LAIRD & CO.	SCOBEYVILLE, N.J.	Wine, Spirits	47*
90	VERMONT HARD CIDER CO.	MIDDLEBURY, VT.	Hard Cider	46*
91	MATT BREWING CO.	UTICA, N.Y.	Beer	43*
92	BELL'S BREWERY INC.	GALESBURG, MICH.	Beer	40*
93	LAGUNITAS BREWING CO.	PETALUMA, CALIF.	Beer	39
94	HARPOON BREWERY	BOSTON	Beer	38*
95	BOULEVARD BREWING CO.	KANSAS CITY, MO.	Beer	35*
96	TOTAL BEVERAGE SOLUTION	MT. PLEASANT, S.C.	Beer, Wine, Spirits	35
97	STONE BREWING CO.	ESCONDIDO, CALIF.	Beer	33*
98	XYIENCE	LAS VEGAS	Energy Drinks	33*
99	CASTLE BRANDS INC.	NEW YORK CITY	Spirits	32
100	DOGFISH HEAD CRAFT BREWERY	MILTON, DEL.	Beer, Spirits	32*
* Estimate † Includes all operating units †† Tea sales only ††† Bottled water only †††† Kefir sales only				
BEVERAGE INDUSTRY'S TOP 100 LIST IS BASED ON WORLDWIDE SALES FOR U.S. COMPANIES AND FOREIGN-HELD COMPANIES THAT HAVE SIGNIFICANT SALES IN THE UNITED STATES. FIGURES REPRESENT PUBLISHED SALES FOR PUBLIC COMPANIES, VOLUNTARILY DISCLOSED SALES FOR PRIVATE COMPANIES, AND ESTIMATES BASED ON INDUSTRY SOURCES AND PUBLICLY AVAILABLE BUSINESS REPORTING SOURCES.				