

	COMPANY	LOCATION	PRODUCT MIX	2012 SALES (IN U.S. \$ MILLIONS)
1	THE COCA-COLA CO.	ATLANTA	Soft Drinks, Water, Sports Drinks, Juice/Juice Drinks, RTD Tea/Coffee, Energy Drinks, Liquid Concentrates	48,017
2	ANHEUSER-BUSCH INBEV	LEUVEN, BELGIUM	Beer, Soft Drinks	39,758
3	PEPSICO INC.	PURCHASE, N.Y.	Soft Drinks, Sports Drinks, Water, Energy Drinks, Juice/Juice Drinks, RTD Tea/Coffee	32,091
4	NESTLÉ SA	VEVEY, SWITZERLAND	Coffee, Water, Juice/Juice Drinks, RTD Tea/Coffee, Energy Drinks, Sports Drinks, Dairy-based Drinks, Beverage Mixes	29,735
5	HEINEKEN N.V.	AMSTERDAM	Beer, Hard Cider, Spirits, Wine, Soft Drinks	24,272
6	DIAGEO	LONDON	Spirits, Wine, Beer, Flavored Malt Beverages	23,750
7	SABMILLER PLC	LONDON	Beer, Hard Cider, Soft Drinks, Spirits, Wine	21,760
8	SUNTORY HOLDINGS LTD.	TOKYO	Beer, Juice/Juice Drinks, RTD Coffee/Tea, Soft Drinks, Spirits, Wine	18,116
9	PERNOD RICARD	PARIS	Spirits, Wine	10,847
10	STARBUCKS CORP.	SEATTLE	Coffee, RTD Tea/Coffee, Juice/Juice Drinks, Tea	10,507
11	GRUPO MODELO SA	MEXICO CITY	Beer	7,723
12	RED BULL GMBH	FUSCHL AM SEE, AUSTRIA	Energy Drinks	6,509*
13	UNILEVER GROUP	LONDON	Tea, RTD Tea, Coffee	6,420*
14	MONDELEZ INTERNATIONAL	DEERFIELD, ILL.	Coffee, Beverage Mixes	6,000
15	DR PEPPER SNAPPLE GROUP	PLANO, TEXAS	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea, Energy Drinks, Dairy-based Drinks, Energy Drinks	5,995
16	LVMH MOËT HENNESSY LOUIS VUITTON	PARIS	Spirits, Wine	5,462
17	DANONE GROUP	PARIS	Water, Dairy-based Drinks	4,818†††
18	BACARDI LTD.	HAMILTON, BERMUDA	Spirits	4,576*
19	ITO EN GROUP	TOKYO	Tea, RTD Tea/Coffee, Water, Juice/Juice Drinks, Dairy-based Drinks, Soft Drinks, Sports Drinks	4,221
20	MOLSON COORS BREWING CO.	DENVER / MONTREAL	Beer	3,917
21	BROWN-FORMAN CORP.	LOUISVILLE, KY.	Spirits, Wine	3,614
22	D.E. MASTER BLENDEERS 1753	AMSTERDAM	Coffee, Tea	3,462
23	E. & J. GALLO WINERY	MODESTO, CALIF.	Wine	3,400*
24	KRAFT FOODS GROUP INC.	NORTHFIELD, ILL.	Coffee, Tea, Juice/Juice Drinks, Beverage Mixes, Liquid Concentrates	3,301
25	CONSTELLATION BRANDS INC.	VICTOR, N.Y.	Beer, Wine, Spirits	2,979
26	J.M. SMUCKER CO.	ORRVILLE, OHIO	Coffee, Juice/Juice Drinks	2,763

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27	GREEN MOUNTAIN COFFEE ROASTERS INC.	WATERBURY, VT.	Coffee, Tea	2,709
28	BEAM INC.	DEERFIELD, ILL.	Spirits, Wine	2,466
29	MONSTER BEVERAGE CORP.	CORONA, CALIF.	Energy Drinks/Shots, Juice/Juice Drinks, RTD Tea, Soft Drinks, Water, Beverage Mixes	2,373
30	COTT CORP.	MISSISSAUGUA, ONTARIO TAMPA, FLA.	Soft Drinks, Water, Juice/Juice Drinks, RTD Tea, Energy Drinks/Shots, Sports Drinks	2,251
31	D.G. YUENGLING & SON INC.	POTTSVILLE, PA.	Beer	1,800*
32	DAVIDE CAMPARI	MILAN	Spirits, Wine, Soft Drinks	1,770
33	TREASURY WINE ESTATES	SOUTHBANK, AUSTRALIA	Wine	1,744
34	BRITVIC PLC	HEMEL HEMPSTEAD, ENGLAND	Soft Drinks, Liquid Concentrates	1,612
35	FEROLITO, VULTAGGIO & SONS	WOODBURY, N.Y.	RTD Tea, Juice/Juice Drinks, Sports Drinks, Energy Drinks/Shots, Flavored Malt Beverages	1,250*‡
36	NIAGARA BOTTLING LLC	ONTARIO, CALIF.	Water	1,200*
37	OCEAN SPRAY CRANBERRIES INC.	LAKEVILLE-MIDDLEBORO, MASS.	Juice/Juice Drinks	1,170
38	LIVING ESSENTIALS LLC	FARMINGTON HILL, MICH.	Energy Shots	1,100*
39	THE WINE GROUP	SAN FRANCISCO	Wine, Spirits	1,000*
40	VIÑA CONCHA Y TORO S.A.	SANTIAGO, CHILE	Wine	939
41	C&C GROUP PLC	DUBLIN	Beer, Hard Cider	918
42	CAMPBELL SOUP CO.	CAMDEN, N.J.	Juice/Juice Drinks	774
43	BOLTHOUSE FARMS	BAKERSFIELD, CALIF.	Juice/Juice Drinks, Dairy Alternative Drinks	689
44	FREIXENET SA	BARCELONA, SPAIN	Wine	661*
45	WELCH'S/NATIONAL GRAPE COOPERATIVE ASSOCIATION	CONCORD, MASS.	Juice/Juice Drinks	650†
46	ROCKSTAR INC.	LAS VEGAS	Energy Drinks	638
47	FLORIDA'S NATURAL GROWERS	LAKE WALES, FLA.	Juice/Juice Drinks	631
48	NATIONAL BEVERAGE CORP.	FORT LAUDERDALE, FLA.	Soft Drinks, Water, Juice/Juice Drinks, Energy Drinks	629
49	TRINCHERO FAMILY ESTATES	ST. HELENA, CALIF.	Wine	612*
50	THE BOSTON BEER CO. INC.	BOSTON	Beer, Flavored Malt Beverages, Hard Cider	580
51	STE. MICHELLE WINE ESTATES	WOODINVILLE, WASH.	Wine	561
52	PABST BREWING CO.	LOS ANGELES	Beer	520*
53	NORTH AMERICAN BREWERIES	ROCHESTER, N.Y.	Beer, Flavored Malt Beverages	507*

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54	KENDALL-JACKSON WINE ESTATES LTD.	SANTA ROSA, CALIF.	Wine	500*
55	FARMER BROS. CO.	TORRANCE, CALIF.	Coffee, Tea	495
56	MARK ANTHONY BRANDS	VANCOUVER, B.C.	Wine, Beer, Flavored Malt Beverages	440*
57	CYTOSPORT	BENICIA, CALIF.	Sports Drinks	413*
58	SUNNY DELIGHT BEVERAGES CO.	CINCINNATI	Juice/Juice Drinks, Water	411
59	PEET'S COFFEE & TEA INC.	EMERYVILLE, CALIF.	Coffee, Tea	409*
60	ROLL GLOBAL	LOS ANGELES	Juice/Juice Drinks, Water, RTD Tea/Coffee	402*
61	MIKE'S HARD LEMONADE CO.	CHICAGO	Flavored Malt Beverages, Hard Cider	391
62	TATA GLOBAL BEVERAGES LTD.	WEST LONDON, U.K.	Tea, Coffee, Water	388
63	BANFI VINTNERS	OLD BROOKVILLE, N.Y.	Wine	358
64	TAMPICO BEVERAGES INC.	CHICAGO	Juice Drinks	350*
65	CARIBOU COFFEE	MINNEAPOLIS	Coffee, Tea	327*
66	TERLATO WINES INTERNATIONAL	LAKE BLUFF, ILL.	Wine	316
67	BRONCO WINE GROUP	CERES, CALIF.	Wine	306*
68	JAMBA INC.	EMERYVILLE, CALIF.	Juice/Juice Drinks, Tea	229
69	VITAL PHARMACEUTICALS	WESTON, FLA.	Energy Drinks, Sports Drinks/Shots	225
70	APPLE & EVE LLC	PORT WASHINGTON, N.Y.	Juice/Juice Drinks	200*
71	VITA COCO	NEW YORK	Juice/Juice Drinks	200*
72	CAROLINA BEVERAGE CORP.	SALISBURY, N.C.	Soft Drinks	193*
73	TREE TOP INC.	SELAH, WASH.	Juice/Juice Drinks	190*
74	LANGER JUICE CO. INC.	CITY OF INDUSTRY, CALIF.	Juice/Juice Drinks	187
75	SIERRA NEVADA BREWING	CHICO, CALIF.	Beer	184
76	CRAFT BREW ALLIANCE INC.	PORTLAND, ORE.	Beer	182
77	NEW BELGIUM BREWING	FORT COLLINS, COLO.	Beer	176
78	HEAVEN HILL DISTILLERIES INC.	BARDSTOWN, KY.	Spirits	171*
79	BIG RED/ALL SPORT	AUSTIN, TEXAS	Soft Drinks, Sports Drinks	168
80	AMERICAN BEVERAGE CORP.	VERONA, PA.	Juice/Juice Drinks, Spirits	166
81	OLD ORCHARD BRANDS	SPARTA, MICH.	Juice/Juice Drinks	150*
82	PHUSION PROJECTS LLC	CHICAGO	Flavored Malt Beverages	146*

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83	R.C. BIGELOW INC.	FAIRFIELD, CONN.	Tea, RTD Tea	145*
84	MARCHESI DE' FRESCOBALDI	TUSCANY, ITALY	Wine	108
85	THE GAMBRINUS CO.	SAN ANTONIO	Beer	107*
86	THE HAIN CELESTIAL GROUP	MELVILLE, N.Y.	Tea, RTD Tea, Juice/Juice Drinks, Dairy-based Drinks	104††
87	STONE BREWING CO.	ESCONDIDO, CALIF.	Beer	94†
88	LIFEWAY FOODS	MORTON GROVE, ILL.	Dairy-based Drinks	90†
89	DON SEBASTIANI & SONS INTERNATIONAL	SONOMA, CALIF.	Wine	84*
90	BROOKLYN BOTTLING	MILTON, N.Y.	Soft Drinks, Juice/Juice Drinks	79
91	CRYSTAL ROCK HOLDINGS INC.	WATERTOWN, CONN.	Water, Coffee	71
92	DESCHUTES BREWERY INC.	BEND, ORE.	Beer	71
93	SUN ORCHARD INC.	TEMPE, ARIZ.	Juice/Juice Drinks, Beverage Mixes	70
94	VERMONT HARD CIDER CO.	MIDDLEBURY, VT.	Hard Cider	70*
95	LAGUNITAS BREWING CO.	PETALUMA, CALIF.	Beer	55*
96	BELL'S BREWERY INC.	GALESBURG, MICH.	Beer	48*
97	LAIRD & CO.	SCOBENVILLE, N.J.	Wine, Spirits	47
98	MATT BREWING CO.	UTICA, N.Y.	Beer	44*
99	HARPOON BREWERY	BOSTON	Beer	42*
100	TOTAL BEVERAGE SOLUTION	MT. PLEASANT, S.C.	Beer, Wine, Spirits	41

* Estimate † Includes all operating units ‡ RTD Tea sales only †† Tea sales only ††† Bottled water 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 FROM PRIVATE COMPANIES, AND ESTIMATES BASED ON INDUSTRY SOURCES AND PUBLICLY AVAILABLE BUSINESS REPORTING SOURCES.