



Associated Beverage  
Distributors of Nebraska

**2017  
ABDN**

**DIRECTORY**

**ASSOCIATED BEVERAGE  
DISTRIBUTORS OF NEBRASKA**

[www.abdne.org](http://www.abdne.org)

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## IMPORTANT INDUSTRY LINKS

### The Associated Beverage Distributors of Nebraska

[www.abdne.org](http://www.abdne.org)

### Nebraska Unicameral

[www.nebraskalegislature.gov](http://www.nebraskalegislature.gov)

### Nebraska Secretary of State

[www.sos.state.ne.us](http://www.sos.state.ne.us)

### Nebraska Liquor Control Commission

[www.lcc.ne.gov](http://www.lcc.ne.gov)

### Nebraska Department of Revenue

[www.revenue.ne.gov](http://www.revenue.ne.gov)

## LETTER FROM THE CHAIRMAN

### Dear Fellow Distributors:

It is my pleasure to serve as Chairman of the Associated Beverage Distributors of Nebraska in 2017. I look forward to the upcoming year and our Association's involvement in the legislative session as well as other key fundraisers and events.

ABDN will continue to serve our industry by actively engaging in issues that impact our industry such as:

- Defense of the Three-Tier System;
- Protect Nebraska's Beer Franchise Law
- Cash law for beer;
- Excise tax on alcohol;
- Direct Shipping;
- Trade practices;
- Exclusive territories;
- Prohibited conduct

It is with your continued and active support that our membership's interests are represented and protected in this very dynamic industry.

Thank you in advance for this opportunity to serve.

Respectfully,

Jim Gillick, ABDN Chairman 2017

## INDUSTRY ASSOCIATIONS

### National Beer Wholesalers Association

1101 King Street, Suite 600  
Alexandria, Virginia 22314

**P** 703.683.4300

**F** 703.683.8965

### President: Craig Purser

[cpurser@nbwa.org](mailto:cpurser@nbwa.org)

### Nebraska NBWA Director

#### Harry Hoch

**P** 402.405.1535

Eagle Distributing of  
Grand Island

### Brewers Association

736 Pearl Street  
Boulder, CO 80302

**P** 303.447.0816

**F** 303.447.2825

[info@brewersassociation.org](mailto:info@brewersassociation.org)

[www.brewersassociation.org](http://www.brewersassociation.org)

### Beer Institute

122 C Street, NW, Ste. 350  
Washington, D.C. 20001

**P** 202.737.2337

**F** 202.737.7004

[info@beerinstitute.org](mailto:info@beerinstitute.org)

[www.beerinstitute.org](http://www.beerinstitute.org)

## EXECUTIVE COUNCIL 2017

### Chairman

#### Jim Gillick

kgillick@qbdist.com

Quality Brands Distribution, LLC  
DBA Quality Brands of Lincoln  
5840 N. 70th St.  
Lincoln, NE 68507  
P 402.467.3573

### Vice Chairman

#### John Fordham

jfordham@statedistco.com

State Distributing Co.  
400 W. Industrial Lake Dr.  
Lincoln, NE 68528  
P 402.477.5268

### Secretary

#### Bill Boyd

bill@nebraskalanddistributors.com

Nebraskaland Distributors, LLC  
4845 Juergen Road, PO Box 250  
Grand Island, NE 68801  
P 308.382.9130

### Treasurer

#### Bruce Nelsen

bnelsen@edi-bud.com

Eagle Distributing, Inc  
1100 South Bud Boulevard  
Fremont, NE 68025  
P 402.721.9723

### Past Chairman

#### Jeff Scheinost

jeffs@hpbud.com

High Plains Budweiser  
2810 Avenue M  
Scottsbluff, NE 69363  
P 308.632.7424

## STAFF

### ABDN Office

8540 Executive Woods Drive, Suite 500  
Lincoln, NE 68512  
P 402.405.1535



### President

#### Kristin Crawford

kcrawford@abdne.org



### Lobbyist

#### Joe Kohout

jkohout@kisseles.com

## GOVERNMENT REGULATORY AGENCIES

### Nebraska Liquor Control Commission

301 Centennial Mall South, PO Box 95046  
Lincoln, NE 68509-5046  
P 402.471.2571 F 402.471.2814  
www.lcc.ne.gov

### Executive Director: Hobert Rupe

### Audit Division: LeAnna Prange

### Commissioners:

### Robert Batt, Chair (2<sup>nd</sup> Congressional District)

Term Expires: 5/24/19

### Janice Wiebusch (3<sup>rd</sup> Congressional District)

Term Expires 5/24/2021

### Bruce Bailey (1<sup>st</sup> Congressional District)

Term Expires: 5/24/17

## ASSOCIATE MEMBERS

### Rehrig Pacific Company

4010 E. 26th St.

Los Angeles, CA 90058

**P** 469-623-7374 **F** 323-269-8506

#### President/Contact: Devin McCarthy

For over a century Rehrig Pacific Company has optimized supply chain efficiency from palletizer to store shelf with the world's largest CPG firms and their distribution partners. Building on a century of tradition, Rehrig is uniquely positioned to optimize logistics throughout the three tier distribution system. Today's Beer Industry is challenged by SKU proliferation, evolving retail landscape, millennial labor pool and the one constant- seasonality. Focusing on your primary business objectives we have worked with leading Wholesalers and Brewers to increase customer service, employee quality of life and overall efficiencies in the face of these headwinds. To maximize efficiencies and customer service and driver ergonomics generated from "presell" and "build to order" in the warehouse, wholesalers are implementing "one-touch" delivery systems. Rehrig Pacific has studied the value proposition created through one-touch delivery and worked with leading wholesalers to create "Rehrig Delivery"- the country's leading solution currently used on over 3,000 beverage distribution routes throughout the country.

### Fintech

3109 W. Dr. Martin Luther King Jr. Blvd. Suite 200

Tampa, FL 33607

**P** 800-572-0854

#### Director of Regulatory Affairs: Wendy Turk

Fintech is a comprehensive industry solution that streamlines retailer payments through EFT, provides integrated payment and data files, automates retailer POs, and provides multiple reconciliation tools and reports.

### Holmes Murphy

2637 South 158th Plaza #200

Omaha, NE 68130

**P** 402.697.4716

#### AAI, CIC, Vice President: Jeff Shald

#### Account Executive: JD Gustafson

Holmes Murphy, an independent insurance brokerage, partners with business industry leaders throughout the Midwest and across the nation in the areas of property casualty, employee benefits, captive insurance, risk management, and loss control. Holmes Murphy has offices in Des Moines, Davenport and Cedar Rapids, Iowa; Dallas, Texas; Denver, Colo.; Kansas City, Kan.; Omaha, Neb.; Madison, Wis.; Peoria, Ill.; Oklahoma City, Okla.; Scottsdale, Ariz.; and Sioux Falls, S.D.

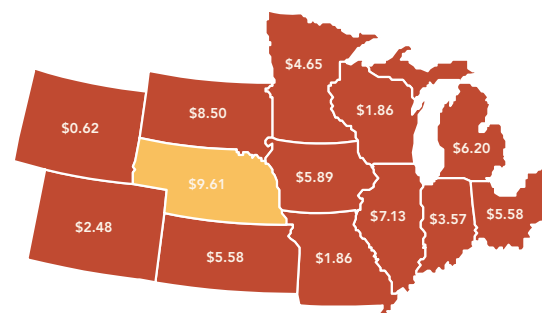
## ECONOMIC IMPACT

The average beer distributor operation is relatively modest in size, but their combined economic impact is quite significant, particularly when measured in conjunction with the brewers, retailers, farmers and suppliers. Beer distributors nationally employ more than 92,000 American workers, paying them more than \$4.9 billion collectively in wages and benefits. The overall economic contribution from America's beer distributors is a whopping \$11.6 billion.

Distributors must conform to a myriad of federal, state, and local regulations covering when, where, to whom and how their products are sold. Few other sectors of industry are more highly regulated than alcohol beverage firms. Nonetheless, they operate in a climate of vigorous and healthy competition and contribute to the economic well-being of the state.

## State Beer Excise Tax Rates (per barrel)

Data taken from 2011 information



The 16 member companies of ABDN are locally owned and operated, independent family businesses. They serve the nearly 4,000 retailers in Nebraska who are licensed to sell alcoholic beverages.

## FAIRBURY

### Eagle Distributing of Fairbury

3020 Industrial Avenue  
Fairbury, NE 68352

**P** 402.721.9723

**F** 402.721.0620

**Owner/President: Bruce Nelsen**

**General Manager: Dave Young**

**Controller: Jan Stork**

#### Brands Distributed

Anheuser Busch, InBev, Constellation Beers, Nebraska Brewing Company, Tallgrass Brewing, Stone Brewing Company, Oskar Blues, Summit, 4 Loko, Ballast Point, First Street Brewing Co., Glacial Till Vineyard & Winery Cider, Infusion Brewing Co., Radeberger Gruppe USA, Xyience and Vermont Hard Cider, Nestle, Liquid Ice Energy, Sparkling Ice Water, Celsius

## FREMONT

### Eagle Distributing, Inc.

1100 South Bud Boulevard  
Fremont, NE 68025

**P** 402.721.9723

**F** 402.721.0620

**Owner/President: Bruce Nelsen**

**General Manager: Dave Young**

**Controller: Jan Stork**

#### Brands Distributed

Anheuser Busch, InBev, Constellation Beers, Nebraska Brewing Company, Tallgrass Brewing, Ballast Point, First Street Brewing Co., Glacial Till Vineyard & Winery Cider, Infusion Brewing Co., Radeberger Gruppe USA, Xyience, Vermont Hard Cider, Stone Brewing Company, Oskar Blues, Summit, 4 Loko, Zipline Brewing, Nestle, Liquid Ice Energy, Sparkling Ice Water, Celsius

## GERING

### Arrowhead Distributing

3434 Lyman Drive  
Gering, NE 69341

**P** 308.633.8833

**F** 308.633.8834

**Owner/President/Manager: Patrick O'Neil**

#### Brands Distributed

Coors, Camo, Odell, Zipline, Red Bull, Kinkaider

### Dietrich Distributing Co., Inc.

102 Lakeview Drive  
Gering, NE 69341

**P** 308.632.5551

**F** 308.632.5577

**Owner/President/Manager: John D. Dietrich**

#### Brands Distributed

Miller, Pabst, Old Milwaukee, Mike's, Sam Adams, Heineken, Dos XX, Boulevard, New Belgium, Empyrean, Abita Brewing, Tallgrass Brewing, Stout Brewing, Lagunitas Brewing Big Sky, Leinenkugels, Foster's, Lucky Bucket, Thunderhead, Angry Orchard, Crispin Cider, Heaven Hill Distillers, Frank-Lyn Distillers, La Chertosa Wines, Chateau Diana Wines, Koltiska Spirits, American Vintage Beverages, United Brands, Dr Pepper Snapple Group

## GRAND ISLAND

### Eagle Distributing of Grand Island

4221 Juergen Road  
Grand Island, NE 68801

**P** 308.384.2121

**F** 308.384.3945

**Owner/President: Bruce Nelsen**

**General Manager: Dave Young**

**Controller: Jan Stork**

#### Brands Distributed

Anheuser Busch, InBev, Constellation Beers, Nebraska Brewing Company, Tallgrass Brewing, Stone Brewing Company, Oskar Blues, Summit, 4 Loko, Ballast Point, First Street Brewing Co., Glacial Till Vineyard & Winery Cider, Infusion Brewing Co., Radeberger Gruppe USA, Xyience and Vermont Hard Cider, Nestle, Liquid Ice Energy, Sparkling Ice Water, Celsius

### Nebraskaland Distributors, LLC

4845 Juergen Road, PO Box 250  
Grand Island, NE 68801

**P** 308.382.9130

**F** 308.382.1701

**Owners: Bill Boyd, Wayne Gappa, Dave Gappa,**

**Michael Boyd**

**Manager: Bill Boyd**

#### Brands Distributed

Miller/Coors, Pabst, Boston Beer Co., Heineken, Boulevard, New Belgium, Mike's Hard Lemonade, Empyrean, RedBull, Lucky Bucket, Thunderhead, Abita, Zipline, Odell, Gottberg Brewing, Dr. Pepper/Snapple Group

## LINCOLN

### **B&J Enterprises Inc.** **DBA: State Distributing Co.**

400 W. Industrial Lake Drive  
Lincoln, NE 68528

**P** 402.477.5268

**F** 402.477.5266

**Owner/President/Manager: John Fordham**

#### Brands Distributed

*Miller/Coors, Pabst, Boulevard, New Belgium, HUSA, Guinness, Crown, Gambirinus, Utah Brewers*

### **Quality Brands Distribution, LLC** **DBA Quality Brands of Lincoln**

5840 N. 70th Street  
Lincoln, NE 68507

**P** 402.467.3573

**F** 402.467.1843

**Owner/President: Anthony G. Gillick**  
**Manager: Joe Ouellette**

#### Brands Distributed

*Anheuser-Busch InBev, Constellation Beer Division, Craft Brew Alliance, Nebraska Brewing Company, Infusion Brewing, Blue Blood Brewing, Ballast Point, Oskar Blues, Stone Brewing, New Holland, Modern Monks, Green Flash, Tallgrass Brewing, Summit Brewing, Vermont Hard Cider, Radeberger Gruppe USA, Schillingbridge Brewing, Sparkling Ice, Nestle, Xyience, Reeds*

### **K&Z Distributing Co., Inc.**

PO Box 29289  
Lincoln, NE 68529

**P** 402.467.4302

**F** 402.467.4311

**Owner/President: Milan "Deder" Knezovich**

#### Brands Distributed

*Abita Brewing, Asahi, Boston Beer, Boulevard Brewing, Camo Brewing, Empyrean Ales, Heineken USA, Lakefront Brewery, Lucky Bucket Brewery, Mark Anthony, Miller/Coors, New Belgium Brewery, Pabst Brewing Co., Spilker Ales Brewery, Thunderhead Brewery, Weyerbacher Brewery, Lagunitas Brewing, Zipline Brewery, Founders Brewery, Ploughshare, Glacial Till, Firestone Walker Brewing Co., Lagunitas Brewing Col, Lagunitas Brewing Co., MoonLight Meadery, North Coast Brewing Co., Paulaner, Stout Brewing Company, White Elm Brewing Co.*

## NORFOLK

### **Eagle Distributing of Norfolk, LLC**

2420 West Omaha Avenue  
Norfolk, NE 68702

**P** 402.371.2333

**F** 402.721.0620

**Owner/President: Bruce Nelsen**  
**General Manager: Dave Young**  
**Controller: Jan Stork**

#### Brands Distributed

*Ballast Point, First Street Brewing Co., Glacial Till Vineyard & Winery Cider, Infusion Brewing Co., Radeberger Gruppe USA, Xyience, Vermont Hard Cider*

### **Heartland Beverage, LLC** **Adamson Distributing Co., Inc.**

1904 S. 4th Street  
Norfolk, NE 68701

**P** 402.371.1700

**Owner/President: Don Adamson**

#### Brands Distributed

*Miller/Coors, Pabst, Heineken, Boston Beer, Mark Anthony, Red Bull, New Belgium, Boulevard, Camo, Empyrean, Lucky Bucket, Thunderhead, Lagunitas, Brickway, Divots, Founders, Good Ass Beer, Stout Brewing*

## NORTH PLATTE

### **Coors Distributing Co. of North Platte, Inc.**

642 N. Willow  
North Platte, NE 69101

**P** 308.534.3410

**Owner/President/Manager: Scott Haneborg**

#### Brands Distributed

*Miller, Coors, Pabst, Mark Anthony, Boston Beer, Heineken USA, New Belgium, Boulevard, Empyrean, Thunderhead, Camo, Lagunitas, United Brands, Stout Brewing, Good Ass Beer, Heaven Hill Distillers, Frank-Lin Distillers, Dr. Pepper/Snapple Group, Red Bull, Xing, Nestle, Jones Soda, Durango Soda*

## Sandhills Distributing, LLC

PO Box 1979  
North Platte, NE 69103

**P** 308.532.4186

**F** 308.532.4276

**Owner/President/Manager: Skip Schreiber**

### Brands Distributed

*Anheuser-Busch, InBev, Modelo, Goose Island, Red Hook, St. Pauli Girl, Kona, Leffe, Hoegaarden, Zipline, Stella Artois, Becks, Bass Ale, Woodchuck Cider, Blue Blood Brewing, Sparkling Ice Water*

## O'NEILL

### Adamson Distributing Co., Inc.

PO Box 226  
O'Neill, NE 68763

**P** 402.336.2450

**Owner/President/Manager: Don Adamson**

### Brands Distributed

*Miller/Coors, Pabst, HUSA, New Belgium, Mike's Hard Lemonade, Bartles & Jaymes, Paramount, Potters, Red Bull, Dr. Pepper, 7-up Group, Seven Springs, Boulevard, CCM, Lucky Bucket, Camo Brewing, Stout Brewing, Good Ass Beer, Boston Beer, Empyrean, Zipline, United Brands*

## OMAHA

### Nebraska Distributing Co.

#### DBA: Premier-Midwest Beverage Co.

10367 S. 134th Street  
Omaha, NE 68138

**P** 402.891.1212

**F** 402.891.9490

**President/GM: Dave Tims**

**VP and Director of Marketing and Business Development**

### Brands Distributed

*Miller/Coors, Pabst, Heineken, Boulevard, Duvel, Red Bull, Boston Beer Company, Mike's Hard Lemonade, Brickway, Empyrean, Lucky Bucket, Zipline, Thunderhead, Ploughshare, Bolo, Spilker, Firestone Walker, Fort Collins, Founder's, Lagunitas, Free State, Abita, Cathedral Square, Lakefront, North Coast, Paulaner, Sprecher, Wasatch, Squatters, Weyerbacher*

## Quality Brands Distribution, LLC

### DBA Quality Brands of Omaha

13255 Centech Road  
Omaha, NE 68138

**P** 402.896.8900

**F** 402.896.9669

**Owner/President: Anthony G. Gillick**

**Manager: Rich Wajda**

### Brands Distributed

*Anheuser-Busch InBev, Constellation Beer Division, Craft Brew Alliance, Nebraska Brewing Company, Infusion Brewing, Blue Blood Brewing, Ballast Point, Oskar Blues, Stone Brewing, New Holland, Phusion Products, Modern Monks, Green Flash, Tallgrass Brewing, Summit Brewing, Vermont Hard Cider, Radeberger Gruppe USA, Sparkling Ice, Nestle, Xyience, Reeds*

## SCOTTSBLUFF

### Pivo Inc.

#### DBA: High Plains Budweiser

2810 Avenue M, PO Box 771  
Scottsbluff, NE 69363

**P** 308.632.7424

**F** 308.632.5908

**Owner: Jeff, Cindy, and Mary Kate Scheinost**

**President/Manager: Jeff Scheinost**

**Sales Manager: Jason Fulk**

### Brands Distributed

*Anheuser-Busch InBev, Crown Imports, Goose Island, Redhook, Widmer, Kona, Nebraska Brewing Company, Black Tooth Brewing Company, Breckenridge Brewery, Sparkling Ice Water*

## THE THREE-TIER SYSTEM

At the turn of the 20th Century, the beer industry was booming. Local brewers often had ownership ties to the taverns—selling to them on extended credit terms, furnishing them with equipment and supplies, charging low or no interest and paying rebates for pushing their brand or carrying it exclusively. The relationship became known as “tied-houses.” These abusive practices led to a campaign for laws prohibiting all drinking. In 1920, the 18th Amendment to the United States Constitution was passed and made alcohol consumption in the U.S. illegal. This was the beginning of what is known as Prohibition.

In 1933, the 21st Amendment to the United States Constitution repealed Prohibition and gave states the authority to regulate the production, importation, distribution, sale and consumption of alcohol beverages within their own borders. A new regulatory system known as the Three-Tier System was created.

The Three-Tier System inserts an independent distributor between the brewers and the retailers. The three tiers (brewer, distributor, retailer) are also further separated by other laws and regulations prohibiting suppliers and distributors from having any financial interest or influence with retailers. This system was established to eliminate tied-house abuses. Tied-houses would no longer exist—instead, beer would be sold through independent distributors.

### The Three-Tier System has four primary goals:

- To avoid overly aggressive marketing and sales practices of the pre-Prohibition era
- To generate tax revenues that can be collected efficiently from the beer distribution industry
- To facilitate state and local control of alcoholic beverages
- To encourage moderate consumption

## CONTACTING YOUR NEBRASKA STATE SENATOR

The following suggestions are intended to make correspondence with your elected official easy and effective.

Email is the preferred form of communication to your state senator. You can find your senator’s contact information easily on the Legislature’s web site at [www.nebraskalegislature.gov](http://www.nebraskalegislature.gov).

- Write on personal or business letterhead.
- Put your return address on the letter—envelopes are never thrown away.
- Identify yourself as a constituent and a member of the Associated Beverage Distributors of Nebraska.
- Identify your subject matter, title and bill number of the legislation and/or issue.
- State your reason clearly. Your own personal experience is the best supporting evidence. Tell how the issue would affect you, your family, community, or business.
- Be as brief as possible. Use your own words.
- Ask your state senator to reply to your correspondence.
- Be reasonable.
- Time the arrival of your correspondence so that it reaches them before the legislation or issue is acted upon in committee or on the floor.
- Be sure to thank your legislator for his/her time.

### How to draft your correspondence:

The Honorable (Full Name)  
District \_\_\_\_\_  
State Capitol  
PO Box 94604  
Lincoln, NE 68509

Dear Senator (Last Name):

*Compiled and published as a membership service by The Associated Beverage Distributors of Nebraska.*

