



ALLIED BEVERAGE GROUP L.L.C. 700 Kapkowski Road | Elizabeth, NJ 07201 | 1.800.313.6767

May 10th, 2019

Kevin M. Schatz, Senior Deputy Attorney General
Chief, Enforcement Bureau
Division of Alcoholic Beverage Control
140 East Front Street, 5th Floor
Trenton, New Jersey 08625-0087

RE: Investigation #H-DIVISION\Allied/R&R Marketing
In the Matter of the Investigation of Trade Practices

Dear Senior Deputy Attorney General Schatz:

Below is the information that you have requested:

Company	Year	Total Sales	Total RIPS Paid	Total Number of customers to which RIPS were paid
R&R Marketing/BBG	2017 (January-August)	\$222,924,194	\$21,218,819	4,095
Allied Beverage Group	2017	\$842,742,512	\$68,011,383	6,013
Allied Beverage Group	2018	\$1,090,948,917	\$92,028,109	6,262

Very truly yours,

Liliana Alfonso

cc: Jeffrey Altschuler, CEO (Via Email)
Jonathan Maslin, Sr., Vice President (Via Email)
Robert C. Williams, Counsellor At Law (Via Email)

Kevin M. Schatz

From: Neil Barnett <NBarnett@fedway.com>
Sent: Tuesday, April 30, 2019 9:38 AM
To: Kevin M. Schatz
Subject: [EXTERNAL] FW:
Attachments: April22RequestSummary.xlsx; ABC Notice FEDWAY 2017 Demand 2 rev 2.xlsx

Dear Kevin,

Pursuant to your request dated April 22nd, 2018, attached please find information requested. Please contact Kirk Wolthouse or me should you have any questions. Thank you.

Neil

Neil Barnett
President
Fedway Associates
908 394 6217 office
973 896 2236 cell

YEAR	SALES	RIPs	Customers Paid RIPs
2017	\$ 793,180,651	\$ 67,695,203	6587
2018	\$ 847,550,665	\$ 73,129,505	6568

Kevin M. Schatz

From: Tanner, Walter <Walter.Tanner@GalloWineNJ.com>
Sent: Friday, May 3, 2019 7:11 AM
To: Kevin M. Schatz
Subject: [EXTERNAL] RE: Trade Practice Investigation H-Division

Kevin,
Listed below are the total Sales and RIP dollars for GWSNJ for 2017 & 2018. If you require any additional information, please let me know.

Sales
2017: \$217,481,344
2018: \$221,758,537

RIPS:
2017: \$21,213,646
2018: \$21,109,753

Thanks,
Walter

Walter Tanner
Director of Operations-Controller
Office: (908) 289-8000 Ex. 2237
Mobile: (973) 418-5684

GalloWineNJ
SALES Inc.
520 Division Street | Elizabeth, NJ 07201

 GALLO CAREERS | YOUR PERFECT PAIRING     
 **BEST PLACES** to work 2017 Employees' Choice

From: Kevin M. Schatz <Kevin.Schatz@njoag.gov>
Sent: Monday, April 29, 2019 12:17 PM
To: Tanner, Walter <Walter.Tanner@GalloWineNJ.com>
Subject: RE: Trade Practice Investigation H-Division

****External Sender****

A second letter was sent out clarifying the request. ABC's request is limited to Gallo's total sales, total RIP for calendar years 2017 and 2018. At this point, we are not seeking information customer by customer, although that information is something you should have available on an ongoing basis pursuant to the regulation. Thanks for your prompt response.

From: Tanner, Walter [<mailto:Walter.Tanner@GalloWineNJ.com>]
Sent: Monday, April 29, 2019 9:55 AM
To: Kevin M. Schatz <Kevin.Schatz@njoag.gov>
Subject: [EXTERNAL] Trade Practice Investigation H-Division

Kevin,

We recently received two letters dated 04/22/19 requesting Sales and RIP information for the calendar year 2017 and 2018. I just want to confirm that you want the detailed Sales and RIP information by customer by year and not just our company's Sales and RIP totals for each year.

Also, would it be possible to have a little more time to gather this information for you? I was out of the office last week on PTO and it will take some time for us to gather this detailed information.

Please advise.

Thanks,
Walter

Walter Tanner

Director of Operations-Controller
Office: (908) 289-8000 Ex. 2237
Mobile: (973) 418-5684



520 Division Street | Elizabeth, NJ 07201



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Kevin M. Schatz

From: Tanner, Walter <Walter.Tanner@GalloWineNJ.com>
Sent: Friday, May 3, 2019 8:33 AM
To: Kevin M. Schatz
Subject: [EXTERNAL] RE: Trade Practice Investigation H-Division

Kevin,
Here is the additional information requested:

2017: 3,811 accounts purchasing with 3,059 account issued RIPs
2018: 3,831 accounts purchasing with 3,147 accounts issued RIPs

Let me know if you need anything else.

Thanks,
Walter

Walter Tanner

Director of Operations-Controller
Office: (908) 289-8000 Ex. 2237
Mobile: (973) 418-5684



520 Division Street | Elizabeth, NJ 07201



From: Kevin M. Schatz <Kevin.Schatz@njoag.gov>
Sent: Friday, May 03, 2019 7:23 AM
To: Tanner, Walter <Walter.Tanner@GalloWineNJ.com>
Subject: RE: Trade Practice Investigation H-Division

****External Sender****

Thanks. Can you please give me the total number of customers for each year? Thanks again.

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To: Kevin M. Schatz <Kevin.Schatz@njoag.gov>
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Kevin M. Schatz

From: Diane Mondella <mondellad@opici.com>
Sent: Monday, April 29, 2019 4:43 PM
To: Kevin M. Schatz
Subject: [EXTERNAL] RE: Trade Practices Investigation

Confirmed

From: Kevin M. Schatz [mailto:Kevin.Schatz@njoag.gov]
Sent: Monday, April 29, 2019 4:37 PM
To: Diane Mondella
Subject: RE: Trade Practices Investigation

Please confirm that these totals are correct:

2017 Sales: \$162,856,459
2017 RIPs Paid: \$16,892,245
2018 Sales: \$170,673,446
2018 RIPs Paid: \$17,943,332

From: Diane Mondella [mailto:mondellad@opici.com]
Sent: Monday, April 29, 2019 2:45 PM
To: Kevin M. Schatz <Kevin.Schatz@njoag.gov>
Subject: [EXTERNAL] Trade Practices Investigation

Good Afternoon Kevin,

Please find attached requested information from Opici Family Distributing. Should you need anything else or this is not what you require, please feel free to contact me.

Sincerely,



Diane M. Mondella

Assistant to Executive VP Corporate Sales
25 DeBoer Drive
Glen Rock, NJ 07452
201-689-1200 x 3212 phone
201-251-8127 - fax
Email: mondellad@opici.com

"Opici Authentic" Report suspicious email activity to: Phone: 201-689-3233 Email: cybersecurity@opici.com

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Kevin M. Schatz

From: Kim Hillman <Kim.Hillman@winebow.com>
Sent: Thursday, May 2, 2019 2:15 PM
To: Kevin M. Schatz
Cc: Kim Hillman
Subject: [EXTERNAL] Winebow, Inc., Trade Practice Investigation, H-Division; Response to 04.22.2019 Request for Information
Attachments: NJABC Document Demand 4.19.19.pdf; FAX_20190422_1555967117_270.pdf; FAX_20190422_1555958216_360.pdf
Importance: High

Please see attached pursuant to the letter request dated 04.22.2019. Please let me know if you have any questions.

Kim Hillman
Sr. Vice President, General Counsel | Winebow
4800 Cox Rd, Suite 300 | Glen Allen VA 23060
804.681.4405 | Kim.Hillman@winebow.com



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	Winebow		
CALENDAR YEAR	TOTAL SALES	TOTAL RIPS PAID	TOTAL NUMBER OF CUSTOMER SOLD
2017	\$ 55,764,650.91	\$ 5,116,503.96	2510
2018	\$ 52,723,160.38	\$ 5,603,781.85	2522