



KEG 1 Missouri to Acquire Summit Distributing Assets

St. Louis, Missouri, February 08, 2024 – In a strategic move to strengthen their market presence and enhance their distribution capabilities, KEG 1, LLC, Heart of America Beverage Company, and Central States Beverage Company have formed a joint venture called KEG 1 Missouri, LLC to acquire the business of Summit Distributing in St. Louis, Missouri through an asset purchase.

This collaborative venture marks a significant milestone for the partner entities, bringing together a wealth of industry expertise, a commitment to excellence, and a shared vision for growth in the dynamic beverage distribution landscape.

"Today's announcement reflects our growing platform's dedication to expanding our footprint and providing unparalleled service to customers in the St. Louis market," said Bo Huggins, Chairman of KEG 1, LLC. By combining the strengths of KEG 1, Heart of America, and Central States Beverage, we are poised to deliver increased value and service to customers and suppliers in the great state of Missouri."

The acquisition aims to leverage the unique strengths of each KEG 1 Missouri partner, creating a powerhouse of resources, talent, and operational efficiencies. KEG 1 Missouri is committed to a seamless integration and a smooth transition for employees, suppliers, and customers.

Tom Stillman, Owner and Chairman of Summit Distributing, expressed enthusiasm about the acquisition, stating, "Over the years, Summit has grown tremendously and has become a leader in the industry and our market. We believe KEG 1 Missouri will not only continue our growth and success but also be an exceptional steward of the business in the years ahead."

Jim Ferguson, Chairman of Heart of America added, "We are excited about the future opportunities this acquisition brings, and we look forward to building on the success that Summit Distributing has achieved over the decades. Together, we will continue to uphold the highest standards of service, innovation, and community engagement."

“We are honored to be part of this acquisition and proud to be investing in the vibrant culture and community that defines the St. Louis market. We are proud to contribute to the future success of this venture while embracing the opportunity to diversify within this territory geographically,” said Steve Mos, President and CEO of Central States Beverage Company.

Upon consummation of this planned transaction, the combined forces of KEG 1, LLC, Heart of America Beverage Company, and Central States Beverage Company are set to redefine the beverage distribution landscape in the St. Louis region, creating a dynamic and customer-centric platform for success.

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About KEG 1, LLC:

KEG 1 is a highly regarded national consolidator of beverage alcohol distributors. The group includes 10 partners from leading distributors across the country spanning 12 states generating a combined annual sales volume of over 120 million cases.

KEG 1 member businesses include KEG 1 River City, KEG 1 Colorado, KEG 1 O’Neal, Superior Beverage Group, Caffey Distributing, DeCrescente Distributing, Faust Distributing, Houston Distributing, Indiana Beverage, Gulf Distributing Holdings, Northeast Beverage Corp/C&C Distributors, and Merrimack Valley Distributing.

About Heart of America Beverage Company:

With roots in the Ferguson and Gelner families dating back more than 50 years, Heart of America Beverage Company is the leading, supplier-preferred beer distribution company in southwest Missouri. HOA passionately sells a diverse portfolio of quality brands, supported by extraordinary customer service, through a highly competitive team of dedicated employees.

About Central States Beverage Company:

Central States Beverage Company was founded by the Mos family as a distributor of alcoholic beverages on May 28th, 1932 by signing an agreement with Miller Brewing Company to be the distributor for the Miller Brewing Company brands in Kansas City, Missouri.

Today, Central States Beverage Company currently distributes several product lines in Kansas & Missouri with a case volume of over 5 million per year. As the company continues to grow, the goal is to provide the customers within our distribution area with the finest beverage products the world has to offer.

About Summit Distributing:

Since 1994, under the ownership of Tom Stillman, Summit Distributing has delivered decades of growth and innovation, developing a world-class brand portfolio and dramatically expanding its geographical territory.

Over 30 years, a series of brand and territory acquisitions, along with organic growth in volume and market share, has made Summit Distributing one of the leading beer distributors in Missouri. The company traces its roots to the acquisition of St. Louis Beer Sales in 1994, followed by the purchase of the Miller brand rights later that year. Summit went on to acquire additional distribution rights and territory in multiple transactions, resulting in a fully-consolidated MolsonCoors and Constellation footprint, along with a portfolio of leading import and craft brands from suppliers such as Diageo, Boston Beer, Mark Anthony, New Belgium, Heineken, Sierra Nevada, Pabst, Boulevard and Schlafly.

About K1 Management Services (K1)

K1 Management Services (K1) is working to transform beverage distribution through shared services that meet suppliers' needs and a model that supports the local culture and heritage of generational businesses. Formed through the combination of Superior Beverage Group, Houston Distributing, and Caffey Distributing/Carolina Premium, K1MS supports the KEG 1 operating entities. Each K1 distributor is aligned in its commitment to integrity and excellence, and each maintains its unique identity tailored to the specific culture, climate, and history of its business and market. K1 empowers local businesses by providing support and resources to maximize efficiencies and increase value.