



Testimony of Bree Dietly on Behalf of the Beverage Association of Vermont and American Beverage Association: Bottle Bill Background and Next Steps

House Committee on Environment – March 19, 2025

Good morning, Chair Sheldon, Vice-Chair Labor, and members of the Committee. My name is Bree Dietly, and I am a Principal at Breezeway Consulting in Somerville, Massachusetts. I have 39 years of research and operating experience with container deposit return systems or bottle bills across the US. I have been involved with several research projects related to the Vermont law, most recently the Act 148 report in 2013, and as a commenter and reviewer of the ongoing DEC project. I also manage the Vermont Commingling Group, LLC, which is the entity that operates the commingling program, accounting for roughly 87 percent of the redeemed containers in Vermont. While I am not representing the LLC today, my experience with that program provides me with unique insight into the workings of Vermont's bottle bill. I am testifying today at your request to provide background and perspective on next steps for the bottle bill.

In 2022, a working group of stakeholders, convened by Senator Bray, met to discuss a logjam over H.175 and how to move Vermont's bottle bill forward. The more than 50-year-old system has seen relatively little innovation, and as an industry we were encouraged by the willingness to engage in compromise and arrive at a proposal captured as H.158 as introduced in the last session. For example, while our members do not support expansion of the bottle bill, we recognized that the reforms in that bill would lead to a more stable and sustainable path for the program going forward.

A number of amendments to that bill ultimately made it impossible for us to continue our support, but the underlying principles it reflected do provide a basis for moving forward with a similar set of stakeholders to achieve a new consensus on the right next steps. That stands as our recommendation today – that relevant stakeholders re-convene, starting with the original framing of H.158, and refresh our recommendations for today's consumer, business, and environmental realities.

Our Members and Commitments

For background, the Beverage Association of Vermont represents the bottlers and distributors of refreshment beverages in Vermont through our local bottling partners including Coca-Cola Beverages Northeast with operations in Colchester and Rutland, Pepsi-Cola of Burlington, Leader Distribution Systems in Brattleboro, and Polar Beverages. Our industry directly provides jobs for 780 Vermonters; these jobs are some of the best paid, highest-benefit jobs available in local communities to employees with and without college degrees. We are proud of our employees and how they and the companies they work for are involved in and give back to our communities.

The beverage industry plays an important role in advancing the circular economy. Through thoughtful design and material choices, our PET bottles and aluminum cans are highly recyclable, have a high commodity value and, when collected and recycled, can become new bottles and cans. The industry also has invested in local and regional recycling infrastructure for more than 40 years.

The companies have also made commitments to collect and recycle packaging waste, to incorporate more recycled content into our PET bottles and to reduce the amount of new plastic in our bottles. The industry's Every Bottle Back program is investing \$100 million in improvements to collection systems around the country. And we are working on well-designed policies in several states to improve collection such as extended producer responsibility programs and modernized deposit return systems.

Where We Stand

Behind the window at the redemption center where customers bring their bottles and cans lies an outdated, labor-intensive, inefficient material handling system. That is not the fault of the redemption center operators and staff, who struggle mightily with the structure of a program designed for a beverage market, product mix, package mix, and distributor universe that evolved in the 1950s and 1960s. A lot has changed, but not much has changed for redemption centers.

- Vermont has the lowest degree of automation of any deposit state, except Hawaii. In 2024, 93 percent of containers returned through our commingling program (more on that program below) were counted and sorted by hand. The 78 redemption centers that are part of the commingling program handled 140 million returns last year so 130 million of those were hand-sorted.
- The smallest center handled fewer than 1000 containers per week; the largest *averaged* 1000 containers every 15 minutes.
- Depending on their location and volume, centers may have 100 to 150 different bins into which to sort brands, container types and sizes.
- The list of brands and distributors changes daily and runs to six or seven narrowly spaced pages. I've attached an outdated list from several years ago, for illustrative purposes. These are ONLY the noncommingled brands:
 - 297 soda brand/distributor combinations
 - 418 beer brand/distributor combinations
 - Redemption centers must sort by distributor all the brands attributable to that distributor and keep materials and sizes separate as well.

I also want to level-set the Committee with regard to fraud. Whether it is deposits or tax rates, differential treatment of products and prices across state lines *do* lead to shifts in consumer behavior. Some of that is simple market-driven activity, such as the transfer of retail business out of the Vermont side of the Connecticut River Valley to the New Hampshire side. And some of it is fraudulent activity, such as redeeming containers from another state in Vermont. The amount of lost business is significant as has been shown in research from academics to anecdotal

information from individual retailers and businesses. Using data from the latest waste composition study for DEC, I calculated that at least 41 million more beer and soda containers were either redeemed, recycled, or disposed in Vermont than were reported sold here in 2023. Compared to 258 million deposit containers reported sold in Vermont by the Department of Taxes, at least 299 million were counted as redeemed for refunds, recycled in municipal programs, or disposed. That is a lower-bound estimate of 16 percent more containers; in the Act 148 study, which was more comprehensive, it was 18 percent.

That figure represents some combination of lost business and wages to Vermont retailers and suppliers, lost tax revenue to the state, and fraudulently paid out refunds and handling fees by beverage distributors.

Commingling

Commingling represents the main innovation introduced to the Vermont bottle bill since its inception. Two leaders from Burlington Pepsi and Farrell Distributing borrowed from an idea hatched in Maine a few years earlier to combine the brands of the largest distributors in the state so that all of their like containers (*e.g.*, 12 oz cans) would be combined together or commingled in one bag. No more separating Bud from Miller from Coke from Pepsi – all of their containers go together. It is still a manual-sort system, but it dramatically simplified the operations of redemption centers by eliminating approximately 60 sorts and streamlined the logistics of picking up and managing the collected containers.

The commingling group¹, which I manage, accounted for 87 percent of all redemptions reported by the state in 2023 (the most recent data I have). Those containers are sorted into four can sizes, three plastic sizes, and, generally, glass by color in large bins called Gaylords. It is the 13 percent of remaining containers that account for the other 150+ sorts and all of the items you see on the attached brand lists.

I will wrap up this part of my testimony with two observations about commingling. First, in my last round of site visits to redemption centers last fall, staff or owners at every single stop asked me how we could get more containers into the commingled system. They weren't complaining about the handling fee, about TOMRA, about other things I usually hear about – they wanted to cut down on sorting.

Second, expanding the scope of the law to include additional beverage types would dramatically increase the number of sorts and brands in the system. Commingling would capture only a fraction of the additional containers because most of them are distributed through firms other than those that are part of commingling. That would move Vermont toward the unmanageable 600+ sorts found at Maine redemption centers.²

Next Steps

A key to reaching agreement around the principles underlying H.158 as introduced was the recognition that the governance and structure of the redemption system needed to be addressed

¹ I have attached a brief overview of the operation of the commingling group.

² 35 years after expansion, Maine is currently attempting to stanch the bleeding from its ungainly system by implementing a cumbersome reform law; it is very much a work in progress.

before anything else could happen. Whether it is the current sorting burden or expansion at some future date, the system needs to be reformed to prevent further erosion in access to redemption and challenges staffing and operating redemption facilities.

The solution is to move toward a single entity responsible for overseeing the operation of the entire system rather than fragmenting its governance distributor by distributor. That entity can collect all deposits from distributors and refund them collectively, eliminating the need for distributor or brand sorting.

- These changes require the establishment of a distributor organization that all distributors must join. The organization would function like producer responsibility or stewardship organizations under producer responsibility models.
 - A stewardship model is the most common in other countries and at the forefront of the new systems in Europe and elsewhere. We believe it is essential that this be a nonprofit organization.
 - These programs offer greater focus on meeting environmental goals because the stewardship organization (SO) is accountable for performance (*i.e.*, the return rate) as well as reporting on how materials are being utilized to advance a circular economy.
 - The programs have an incentive to provide convenient service to consumers and to do so efficiently. These programs also, without exception, have access to unclaimed deposit revenues to help offset costs – a point to which I will return.
- The organization would develop a stewardship plan. The plan would outline how the SO would meet various performance targets, meet the convenience standard for access to redemption, and provide supporting education and promotional efforts as well as transparent reporting on performance and finances.
 - The organization becomes responsible for ensuring the operational and financial success of redemption centers. Rather than using a state-established flat handling fee, a SO contracts with centers to provide services.
 - This includes flexibility for incorporating technology such as automated counting and sorting equipment into facilities, appropriate to the scale and type of operation.
 - Designing an updated system that is convenient for consumers, takes advantage of availability technology, and is scaled for Vermont's varied geography and demographics will be a challenging exercise. Once the parameters of the system are set, distributors that form the SO would need to consult experts and technology providers to solicit proposals for an integrated system of manual and automated redemption, sorting and scanning technology, and data management to support the system.
- All of this costs money. Today, Vermont is one of the most expensive redemption systems given its high handling fees and the fact that none of the unclaimed deposits are returned to the system. Only Massachusetts and Vermont divert all of those funds to unrelated programs.

- Making investments in the stewardship organization and implementing the plan will take funding and require investment in both planning and capital.
- A key obstacle to these kinds of innovations up to now is the lack of a financial incentive to improve the operation of the system. A fragmented program promotes free riders and without unified action, the reforms will not succeed.
- To be successful, the SO needs access to the unclaimed deposits. The system will still require significant distributor funding to operate, but without the unclaimed deposits, the expense will be too great a burden. This was behind our opposition to the amended version of H.158 last session – we could not support the proposal without adequate funding.

While we do not know the exact form of a future system, typical investments for a modern program would include:

- High-speed sorting and scanning facilities around the state: one or more centrally located facilities would receive bulk (unsorted) containers returned by consumers (possibly at dropoff sites or staffed sites where they were simply counted) and they would be scanned here to properly allocate billing responsibility to various brands/distributors. This equipment is costly and would require dedicated logistics to transport material in and out of the facility.
- Decentralized sorting and scanning: while we typically think of reverse vending machines like those in supermarkets, larger sites can accommodate bulk sorters onsite where the same sorting and scanning occurs, but on a smaller scale. This speeds up consumer transactions while reducing staffing burdens at the site and reducing truck trips by allowing for compacting material.
- Data management systems: the backbone of any reformed system will be a centralized data system that will consolidate sales information from distributors and return information across all platforms. This facilitates reimbursement to redemption operators, reimbursement to consumers who use dropoff locations, billing to distributors, and enhanced monitoring for fraud and other irregularities.
- Consumer interface: a consumer dropoff system could be part of the reform, as these systems have been dramatically successful in attracting customers, especially in Oregon where more than half of returns are dropped off. The system provides consumers with flexibility as to how to apply their refunds: redeem them while shopping, donate to charities, or add to personal saving (*i.e.*, 529 plans). Whether this kind of system could achieve sufficient scale to be economically viable in Vermont is unclear, however.
- Administration: a single, coordinating entity will require professional staff to manage the program. Those costs are currently dispersed among hundreds of individual distributors and vendors.

Summary

The redemption system in Vermont, like those in the other states that enacted them between 1971 and 1983, was designed for a different beverage industry, a different beverage market, a different

retail environment, and different consumers. Yet the deposit system here remains more or less unchanged except for ever-higher costs and the innovation of commingling.

Commingling provides an illustration of how redemption systems need to evolve in order to meet consumers where they are now, not the 1970s, yet it also shows the limitations of that system faced with a vastly more complex mix of beverages and beverage distributors in the market.

We believe a stewardship model is the natural next step for Vermont's program to open up the system to innovation and lay the foundation for improving redemption rates and consumer experiences. In order to succeed, we believe the state should authorize a single stewardship organization to submit a plan that is adequately financed through a combination of distributor fees and unclaimed deposits.

Bringing together stakeholders outside of session to arrive at a reform package appears to us as the most practical next step. Thank you very much for the opportunity to testify today, and I am happy to answer questions or to provide additional information.

Vermont Commingling Summary

All distributors of deposit containers in Vermont are required to select a pickup agent to collect their returns from across the state, unless the distributors are able to do this themselves. Distributors using TOMRA as their pickup agent may consider participating in the commingling group, which means that the distributor's empty containers will be managed together with those of the other participants in the group, rather than collected separately by brand (which is much more costly and inefficient).

Why Is There a Commingling Group?

Redemption centers have struggled to keep up with the staggering number of brewers and beer brands in the Vermont market as well as all the small soda and seltzer brands. These small brands account for only a small share of redemptions, but account for much of the cost of sorting and managing returns. Commingling was implemented in 2008 to simplify sorting for redemption centers and to help manage their costs. Because commingling saves redemption centers money, the handling fee is lower (3.5¢) for those brands in commingling while those not in commingling pay 4¢. Legislation has been proposed to increase that premium.

How Do Distributors Get Billed for Returns Mixed in with Others?

TOMRA collects bags, cases, and bins of commingled returns and bills all commingling participants for their respective share of those returns. The shares are determined by confidential sales data submitted monthly by the distributor to the group's manager. Other methods of allocation could include bulk sorting of returns at central processing sites. Participating distributors only pay for containers of the type they sell, so if a brewer only sells 16 oz cans, they would pay for their share of 16 oz cans returned and not for any other container types.

Should I Participate in Commingling?

Joining commingling allows for more efficient handling, less burden on redemption centers, and a more sustainable system. That is reflected now in the lower handling fee, although the savings provided by commingling are likely greater than reflected in that ½¢ difference.

For redemption centers, commingling significantly reduces time and staff requirements because brand sorting is no longer required. In 2023, 87 percent of returns were managed through the commingling system, leaving only 13 percent of returns that had to be brand sorted. A top priority for many redemption centers is getting more distributors and brands included in the system.

It is likely that distributors joining the group will experience a higher redemption rate than they have been. That is because many smaller brands are already having some of their returns paid for by the commingling group, because the empties are mis-sorted at redemption centers. Because commingling accounts for the vast majority of returns in Vermont, commingling becomes the "default" if a redemption center employee isn't sure what to do with a bottle or can.

Commingling Details: Members of Vermont Commingling Group, LLC

- Soft drinks: Coca-Cola Northeast, Bottling Group, LLC (Burlington Pepsi), Leader Distribution Systems (Pepsi Cola of Brattleboro)
- Beer and malt beverages: Baker Distributing, Calmont Beverage, Farrell Distributing
- Breezeway Consulting LLC (Non-member, Manager)

Based on Department of Taxation data for calendar year 2023, the LLC represented 85% of deposit containers sold (excluding distilled spirits).

What Can Be Commingled?

- Deposit beverage containers that are distributed exclusively by the members or partners. Brands for which outside distributors share distribution rights in Vermont would not be included in the program.
- Eligible brands are commingled by redemption centers, but separated by material and size including aluminum cans (four size categories), PET bottles (3 size categories), and glass (2 size categories and generally separated by color).

Affected Facilities

- Currently 80 redemption centers or retailers are in the commingling program. Those redeeming more than a certain number of containers are required to participate by law, but most facilities are permitted to commingle if they choose.

Pickup Responsibilities

- TOMRA is the designated pickup agent for the system. While the operating principles of the commingling system apply uniformly across all companies and TOMRA, the contractual relationship regarding pickup fees, scrap credits, and terms are individually negotiated between the members or partners and TOMRA; the LLC has no contractual relationship with TOMRA. TOMRA services all locations in the state as it also picks up distributor-sorted empties for dozens of other companies (*e.g.*, Polar, Nestle, Vermont Beer Shepherd). TOMRA is also responsible for conveying sorting instructions (*i.e.*, what belongs in commingling bags/bins) to the redemption centers.

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SODA
ALUMINUM - BRANDS TO SORT BY DISTRIBUTOR - ALUMINUM
DO NOT MIX WITH COMMINGLE

Brand	Distributor Name	Brand	Distributor Name
365 Soda	United Natural Foods	Chameleon Cold-Brew Spk Coffee	Nestle Waters NA
7 UP	Polar Beverage	NuVitae Fiberceutical (12 oz Al)	NuVitae
A & W	Polar Beverage	Ocean Spray Cran Energy (8.4 oz)	Ocean Spray
Adirondack	Adirondack Bev	Ocean Spray Sparking (8.4 oz)	Ocean Spray
Aldi (Red Ctrs Only)	Aldi (Red Ctrs Only)	Patch	Save-a-Lot
Archer Farms Soda	Target	Perrier Sparkling	Nestle Waters NA
Arizona Energy	Arizona Beverage USA LLC	Poland Springs Sparklers	Nestle Waters NA
Arizona Energy (11.5, 23.5oz AL)	Arizona Beverage USA LLC	Polar	Polar Beverage
Arizona Golden Bear Fizz	Arizona Beverage USA LLC	Price Chopper	Price Chopper
Arizona Joltin' Joe Espresso	Arizona Beverage USA LLC	Price Rite	Wakefern
Arizona Shaq Sparkling Soda	Arizona Beverage USA LLC	Pure Life Sparkling	Nestle Waters NA
Arizona Sparkling Rickey	Arizona Beverage USA LLC	Push	Adirondack Bev
Arizona Spk Choc Fudge Float	Arizona Beverage USA LLC	RC	Polar Beverage
Aspire Drinks Inc	Aspire Energy	Red Howl	Save-a-Lot
Beebad Energy Drink 8.4 oz	Bee's Brothers	Red Thunder (Red Ctrs Only)	Aldi (Red Ctrs Only)
Best Yet Soda	Adirondack Bev	Refreshe	Polar Beverage
Bing (12 zo AL)	Inspiration Beverage	Rip It	Faygo Beverage
Bing Kombucha	Inspiration Beverage	Rocky Top	Save-a-Lot
Blue Sky	United Natural Foods	Rush Energy	Save-a-Lot
Bubba	Save-a-Lot	RW Knudsen Sparkling	United Natural Foods
Bunch	Save-a-Lot	Sams Choice	Walmart
Canfields	Motts	San Pellegrino Sparkling	Nestle Waters NA
Celsius (12, 16 oz AL)	Celsius Inc	Santa Cruz	United Natural Foods
China Cola	United Natural Foods	Schecter's Organic Energy Drink	United Natural Foods
Chittenden, Addison and Grand Isle counties only	United Natural Foods	Seagrams GA 12AL only	Polar Beverage
Clear Choice	Refresco-Control Brands	Shasta	Shasta
Clover Valley	Dollar General-Rubicon Global	Shurfine Soda	Adirondack Bev
Crisp	Save-a-Lot	Silver Spring	Polar Beverage
Crystal Ridge Spk	Save-a-Lot	Smart Sense Energy	Refresco Bev-Smart Sense
CVS Blade Energy (12oz)	CVS	Smart Sense Soda	Refresco Bev-Smart Sense
Deter's Ginger Ale	Save-a-Lot	Sparkletts	DS Waters
Diet Rite	Polar Beverage	Spindrift Spk Soda	Spindrift
Dr Browns	United Natural Foods	Squirt	Polar Beverage
Dr Pop	Save-a-Lot	Stars & Stripes	Refresco Bev-Control Brands
Duff	Polar Beverage	Stewarts Shops Soda (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)
Family Dollar	Family Dollar	Stumptown Spk Coffee	United Natural Foods
Faygo	Faygo Beverage	Summerade Sparking Lemonade	Walmart
Fentimans	United Natural Foods	Summit (Red Ctrs Only)	Aldi (Red Ctrs Only)
Franny (replacing Waist Watchers)	Adirondack Bev	Sunkist (South of Route 4)	Polar Beverage
Fresh Finds	Adirondack Bev	Sweet Valley (Red Ctrs Only)	Aldi (Red Ctrs Only)
Goslings Ginger Beer	Polar Beverage	Switch	United Natural Foods
Goya	Goya Foods	Talking Rain	Talking Rain
Green Dragon Energy Drink (8.4 AL)	Cascade Ice	Trader Joes Sparkling Soda	Trader Joes
Guayaki Yerba Mate Spk (12 oz AL)	Yerba Mater Company	Tubz	Save-a-Lot
Guru Energy	United Natural Foods	Ugly Sparkling	Ugly Brands Inc
Hannaford	Polar Beverage	Valley	Save-a-Lot
IBC	Motts	VegasFuel Energy (16 oz AL)	JARMAX
IMPACT Energy (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)	Venom (16 oz AL)	Polar Beverage
Kids Connection	Walmart	Vernors	Polar Beverage
Kirkland SODA	Bevco Sales	Vess	Refresco-Control Brands
LaCroix (12oz AL)	Bevco Sales	Vintage	Refresco-Control Brands
Lotsa	Save-a-Lot	Waist Watchers	Adirondack Bev
Lunchables (8, 12 oz)	Oscar Mayer Foods	Walmart	Walmart
Market Pantry Soda	Target	Welchs (23.5oz)	Arizona Beverage USA LLC
Marley Sparkling Water	United Natural Foods	Wellsley Farms Soda	Polar Beverage
Marquis Energy	Drink Marquis	White Rock	White Rock Bev
Mati Energy Drink	United Natural Foods	Wired Energy Drink (16 oz AL)	Cascade Ice
Mountain Brew (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)	XS Energy (8.4, 12 oz)	Briteway Foods XS Inc
Mt Holler	Save-a-Lot	Xyience Xenergy (16 oz Al)	Motts
My Essentials	Polar Beverage	Zevia	United Natural Foods
Nestle Pure Life Sparkling	Nestle Waters NA		

SODA
GLASS - BRANDS TO SORT BY DISTRIBUTOR - GLASS
DO NOT MIX WITH COMMINGLE

Brand	Distributor Name
Archer Farms Soda	Target
Artisan Ginger Libation	Artisan Beverage Cooperative
Bing Kombucha	Inspiration Beverage
Bitter Love Sparkling	Relevant Brands
Brooklyn Soda	United Natural Foods
Casal	United Natural Foods
Central Market Mineral Water (1LT GLS)	Price Chopper
Corina's Sparkling Juice	Corina's Drinking Vinegars
Craft SODA (12 oz glass)	US Foods
Crush GLASS	Motts
Dad's Old Fashioned	Orca Beverages
Dad's RootBeer	Dad's Root Beer (1LT)
Deerfield Orchard	Walgreens
Dr Browns	United Natural Foods
Dry Soda	United Natural Foods
Fever Tree	United Natural Foods
Gerolsteiner	United Natural Foods
Ginseng Up	United Natural Foods
Goya	Goya Foods
Hi Cliff IPA (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)
IBC	Motts
Izze (12oz Glass)	United Natural Foods
Jackson Hole	Orca Beverages
Jarritos	Tipp Jarritos
Jersey Cream -Ramblin Root Beer	Orca Beverages
Kevita	QSDI (Quaker)
Kirkland Signature Kombucha	Buchi Kombucha
Lorina Sparkling	United Natural Foods
Maine Root	United Natural Foods
Malta Goya	Goya Foods
Maple Mama Spritzer	Food Connects
Mayer Bros Spk Apple Juice (12oz GLS)	Mayer Bros
Me & the Bees's Lemonade	United Natural Foods
ME Sparkling Beverage	United Natural Foods
Mineragua	Tipp Mineragua
Natural Brew	Smuckers Natural Foods
Nature's Nectar Sparkling (Red Ctrs Only)	Aldi (Red Ctrs Only)
Nugrape	Orca Beverages
Organicville Soda	United Natural Foods
O-SO	Orca Beverages
Polar	Polar Beverage
Price Chopper Sparkling Juice (25.4 oz GLS)	Price Chopper
Red Arrow	Orca Beverages
Reeds	United Natural Foods
RW Knudsen Sparkling	Smuckers Natural Foods
San Pellegrino San Bitter	Nestle Waters NA
San Pellegrino Sparkling	Nestle Waters NA
Sangria Seniorial	Tipp Sangria Seniorial
Santa Cruz Sparkling	Smuckers Natural Foods
Sioux City	Orca Beverages
Spindrift Spk Soda	Spindrift
Steap	United Natural Foods
Steaz	United Natural Foods
Switch	United Natural Foods
Tepache	Tipp Tepache
Topo Chico Mineral Water	United Natural Foods
Trader Joes Sparkling Soda	Trader Joes
Virgils	United Natural Foods
Welchs Sparkling Juice (25 GLS)	Welchs
Zevia	United Natural Foods

SODA
PLASTIC - BRANDS TO SORT BY DISTRIBUTOR - PLASTIC
DO NOT MIX WITH COMMINGLE

Brand	Distributor Name	Brand	Distributor Name
365 Sparkling Water	United Natural Foods	Mr P's	Niagara- VT
7- 11 Sparkling Water (16.9oz, 1LT)	Adirondack Bev	Niagara Simply Spk Water	Niagara- VT
7 Select (20 oz PL)	Jones Soda Co USA	Niagara Spk Water	Niagara- VT
7 UP	Polar Beverage	Nice Soda	Walgreens
A & W	Polar Beverage	Over Time Energy (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)
Adirondack	Adirondack Bev	Patch	Save-a-Lot
Aldi (Red Ctrs Only)	Aldi (Red Ctrs Only)	Perrier Sparkling	Nestle Waters NA
Archer Farms Soda	Target	Poland Springs Sparkling	Nestle Waters NA
Arizona	Arizona Beverage USA LLC	Polar	Polar Beverage
Best Yet SELTZERS	Adirondack Bev	Price Chopper	Price Chopper
Best Yet Soda	Adirondack Bev	Price Rite	Wakefern
Big Win (1LT)	Independent Beverage Company	Pur Aqua (Red Ctrs Only)	Aldi (Red Ctrs Only)
Bubba	Save-a-Lot	Push	Adirondack Bev
Bubble Yum (20 oz)	Elizabeth Beverage	Quest	Family Dollar
Bunch	Save-a-Lot	RC	Polar Beverage
Cascade Ice Sparkling (7, 17.2 oz)	Cascade Ice	Red Howl	Save-a-Lot
Classic Select (1LT)	Elizabeth Beverage	Refreshe	Polar Beverage
Clear American	Walmart	Rip It	Faygo Beverage
Clear Choice	Refresco-Control Brands	Rocky Top	Save-a-Lot
Clover Valley	Dollar General-Rubicon Global	Sams Choice	Walmart
Crisp	Save-a-Lot	San Pellegrino Sparkling	Nestle Waters NA
Crystal Ridge Spk	Save-a-Lot	Sangria Seniorial	Tipp Sangria Seniorial
Crystal Rock Sparkling Water	Crystal Rock	Seagrams Soda 2LT	Polar Beverage
Cumberland Farms	Cumberland Farms	Sensational	Adirondack Bev
Cumberland Farms Chill Zone	Cumberland Farms	Seven Select Spk	Niaraga- VT
CVS (1LT, 2LT)	CVS	Shasta	Shasta
Dad's Old Fashioned	Dad's Root Beer Company	Shurfine Soda	Adirondack Bev
Dazzle (Red Ctrs Only)	Aldi (Red Ctrs Only)	Silver Spring	Polar Beverage
Deer Park Sparkling	Nestle Waters NA	Skinny Girl (17 oz)	Arizona Beverage USA LLC
Delish	Walgreens	Smart Sense Soda	Refresco Bev-Smart Sense
Diet Rite	Polar Beverage	Sparkletts	DS Waters
Dr Browns	United Natural Foods	Sparkling Clear (1LT, 20 oz)	Bevco Sales
Dr Pop	Save-a-Lot	Sparkling ICE	Talking Rain
Family Dollar	Family Dollar	Spree Sparkling	Faygo Beverage
Faygo	Faygo Beverage	Squirt	Polar Beverage
Franny (replacing Waist Watchers)	Adirondack Bev	Stars & Stripes	Refresco-Control Brands
Fruit 2 O Spk (17oz)	Sunny Delight Bev	Stewarts Shops Soda (Red Ctrs Only)	Stewarts IceCream (Red Ctrs Only)
Gerolsteiner	United Natural Foods	Summerade Sparking Lemonade	Walmart
Goslings Ginger Beer	Polar Beverage	Summit (Red Ctrs Only)	Aldi (Red Ctrs Only)
Goya	Goya Foods	Sunkist (South of Route 4)	Polar Beverage
Goya Fintenova Spk Water	Goya Foods	Sweet Valley (Red Ctrs Only)	Aldi (Red Ctrs Only)
Great Value	Walmart	Talking Rain	Talking Rain
Hannaford	Polar Beverage	Taste of Inspirations (1LT)	Hannaford Bros
ICE Botanical	Talking Rain	Teddy's Premium Soda (1LT)	Cascade Ice
IGA Soda 2LT	Polar Beverage	Trader Joes Sparkling Soda	Trader Joes
IGA Soda 3LT	Polar Beverage	Tubz	Save-a-Lot
Jarritos	Tipp Jarritos	Valley	Save-a-Lot
Jolly Rancher (20 oz)	Elizabeth Beverage	Vernors	Polar Beverage
Kirkland SODA	Bevco Sales	Vess	Refresco-Control Brands
Kirkland Sparkling WATER (17 oz)	Niagara -VT	Vintage	Refresco-Control Brands
Lotsa	Save-a-Lot	Waist Watchers	Adirondack Bev
Market Pantry Soda	Target	Walgreens	Walgreens
Mineragua	Tipp Mineragua	Walmart	Walmart
Mt Holler	Save-a-Lot	Wellsey Farms Seltzer Water (1LT)	Polar Beverage
Mundet Sidral & GreenApple	Tipp Mundet	Wellsley Farms Sparkling Water	Polar Beverage
My Essentials	Polar Beverage	White Rock	White Rock Bev

**BEER - SORT BY DISTRIBUTOR - CANS IN BAGS; GLASS BOXED CASES 24 OR 12
DO NOT PLACE WITH COMMINGLE CONTAINERS**

Brand	Distributor/Sort	Brand	Distributor/Sort
8 Wired	Hill Farmstead	Bronhor Brew	Hill Farmstead
A Le Coq	Craft Beer Guild of VT	Bruery Terreux	Craft Beer Guild of VT
Abilis	Vermont Beer Shepherd	Bunker Brewing	Craft Beer Guild of VT
Abacadabra Coffee	Vermont Beer Shepherd	Burial	Vermont Beer Shepherd
Achilles	Hill Farmstead	Burlington Beer Co.	Craft Beer Guild of VT
Adnams	Hill Farmstead	Butternuts Beer & Ale	Craft Beer Guild of VT
Adventurous	Hope Beverage	Buxton	Hill Farmstead
Aegir	Hill Farmstead	Calyptra	Hill Farmstead
Aeronaut	Vermont Beer Shepherd	Cambridge Brewing Co.	Craft Beer Guild of VT
Against the Grain	Hill Farmstead	Carlsberg	Craft Beer Guild of VT
Agullons	Hill Farmstead	Cascade	Vermont Beer Shepherd
Ale Apothecary	Vermont Beer Shepherd	Cascadian Schwarzbier	Hill Farmstead
Alesmith Brewing	Craft Beer Guild of VT	CCM	Hill Farmstead
Alken-Maes	Craft Beer Guild of VT	Celestial	Vermont Beer Shepherd
Almanac	Vermont Beer Shepherd	Central Waters	Craft Beer Guild of VT
Almond 22	Craft Beer Guild of VT	Christian Drouin	Craft Beer Guild of VT
Altamont	Vermont Beer Shepherd	Clamour & The Clangour Berliner	Hope Beverage
Alvinne	Craft Beer Guild of VT	Cocophony Mosaic Pale Ale	Hope Beverage
Amager	Hill Farmstead	Coffee by the Heathside Oatmeal Stout	Simple Root Brewing
Anchorage	Hill Farmstead	Collab - NEBco Beer Geek Helles	Hill Farmstead
Anchorage/Grassroots	Hill Farmstead	Collective Arts	Craft Beer Guild of VT
Anchorage/Mikkeller	Hill Farmstead	Conduct of Life	Hill Farmstead
Andechs	Craft Beer Guild of VT	Copper Legend	Hill Farmstead
Andrews Brown	Capital Candy	Corsendonk	Craft Beer Guild of VT
Andrews Golden	Capital Candy	Crabbie's	Craft Beer Guild of VT
Andrews Pale	Capital Candy	Craig Allen	Hill Farmstead
Andrews Porter	Capital Candy	Cranberry Berliner	Hill Farmstead
Apstelbrau	Craft Beer Guild of VT	Crooked Stave	Hill Farmstead
Artisan Ginger Libation	Artisan Beverage Coop	Crux	Vermont Beer Shepherd
Aslan	Vermont Beer Shepherd	Culmination	Vermont Beer Shepherd
Au Baron	Hill Farmstead	De Dolle	Craft Beer Guild of VT
Au Baron & Jester King	Hill Farmstead	De La Senne	Hill Farmstead
Baby Maker	Hill Farmstead	De Molen	Hill Farmstead
Bad Attitude	Hill Farmstead	De Ranke	Hill Farmstead
Baird	Hill Farmstead	De Witte Leeuw	Hill Farmstead
Baladin Birreria	Craft Beer Guild of VT	Devil's Brew	Hill Farmstead
Banded Horn Brewing	Craft Beer Guild of VT	Dharma Bum	Hill Farmstead
Barrel Trolley	Hope Beverage	Dieu du Ciel!	Hill Farmstead
Barritt's Soda	Craft Beer Guild of VT	Difference & Repetition	Hill Farmstead
Base Camp Brewing	Vermont Beer Shepherd	Does Anyone Remember Laughter?	Vermont Beer Shepherd
Bayerischer Bahnhof	Craft Beer Guild of VT	Dog Patch Sour	Vermont Beer Shepherd
Beer Here	Hill Farmstead	Double Citra	Hill Farmstead
Belhaven Brewery	Craft Beer Guild of VT	Double IPA	Vermont Beer Shepherd
Bells Brewing	Craft Beer Guild of VT	Double Nelson	Hill Farmstead
Bent Hill	Vermont Beer Shepherd	Double Take	Hope Beverage
Berliner Braun	Hill Farmstead	Dr Pesca	Craft Beer Guild of VT
Berliner Braun - Barrel-Aged Cherry	Hill Farmstead	Draeckiner	Hill Farmstead
Berliner Lager	Hill Farmstead	Drie Fonteinen	Hill Farmstead
Better Off Red	Vermont Beer Shepherd	Drunk Monk	Hill Farmstead
BFM	Craft Beer Guild of VT	Ducato Birrificio	Craft Beer Guild of VT
Big Tree Brewing	Vermont Beer Shepherd	Dunham	Hill Farmstead
Birra del Borgo	Craft Beer Guild of VT	Dust Bowl	Vermont Beer Shepherd
Bitburger	Craft Beer Guild of VT	Earl	Hill Farmstead
BJs Brewhouse	Craft Beer Guild of VT	Einbecker	Craft Beer Guild of VT
Black Toad	Hope Beverage	Elderflower Saison Farmhouse Ale	Simple Root Brewing
Blackberry Farm	Hill Farmstead	Elison	Vermont Beer Shepherd
Blaugies/Hill Farmstead	Hill Farmstead	Epic	Hill Farmstead
BLDG 8 Brewery (Glass)	Vermont Beer Shepherd	Ettaer Klosterbrauerei	Craft Beer Guild of VT
Boatswain	Hope Beverage	Euphony Lager	Hope Beverage
Boneyard	Vermont Beer Shepherd	Everett	Hill Farmstead
Braubäcker	Hill Farmstead	Every Time Buche De Noel	Hope Beverage
Breakside Brewing	Vermont Beer Shepherd	Evil Twin	Hill Farmstead
Breckenridge	Craft Beer Guild of VT	Excess IPL	Hill Farmstead
Brekeriet	Hill Farmstead	Exhibit A	Vermont Beer Shepherd
Brett Bière de Garde	Hill Farmstead	Extraomnes	Craft Beer Guild of VT
Brewery Maker	Hill Farmstead	Fantome	Hill Farmstead
Brewlist	Hill Farmstead	Fantôme	Hill Farmstead
Brewmaster Jack	Craft Beer Guild of VT	Fantôme/Hill Farmstead	Hill Farmstead
Bride Maker	Hill Farmstead	Fantome/Jester King	Hill Farmstead
Bridge Road	Hill Farmstead	Farm Island Brewing	Hope Beverage

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Brand	Distributor/Sort	Brand	Distributor/Sort
Farm Island Brewing	Vermont Beer Shepherd	Idle Hands	Vermont Beer Shepherd
Farmer's Reserve	Vermont Beer Shepherd	Im Fucshen	Hill Farmstead
Farnham Ale & Lager	Craft Beer Guild of VT	In Tents	Vermont Beer Shepherd
Fat Weasel	Hope Beverage	Ipswich Brewing	Craft Beer Guild of VT
Fifty-Fifty Brewing	Craft Beer Guild of VT	Iron City American Beer	Capital Candy
Finch Brewing	Craft Beer Guild of VT	Iron City American Light	Capital Candy
Fire in the Ham	Hill Farmstead	Iron City Augustiner	Capital Candy
Firestone Walker	Craft Beer Guild of VT	Iron City Beer	Capital Candy
Flo	Hill Farmstead	Iron City Light	Capital Candy
For Wholm Imperial Mexican Stout	Hope Beverage	Is this Reak Kufe	Vermont Beer Shepherd
Fort	Hill Farmstead	Italiano Birrificio	Craft Beer Guild of VT
Foundation Brewing	Vermont Beer Shepherd	Jabby Brau	Hill Farmstead
Four Quarters Brewing	Vermont Beer Shepherd	Jandrain	Hill Farmstead
Framingham Lager	Hill Farmstead	Jester King (& Tired Hands)	Hill Farmstead
Framinghamer	Hill Farmstead	Jester King (& Jolly Pumpkin)	Hill Farmstead
Framinghamer - Barrel-Aged	Hill Farmstead	Jester King (Evil Twin)	Hill Farmstead
Framinghamer - Barrel-Aged Brandy	Hill Farmstead	Jester King (Side Project/Off Color)	Hill Farmstead
Framinghamer - Barrel-Aged Cherry	Hill Farmstead	Jester King (& 18th St)	Hill Farmstead
Framinghamer - Barrel-Aged Cocoa-Nut	Hill Farmstead	Jester King (& AZ Wilderness)	Hill Farmstead
Framinghamer - Barrel-Aged Coffee	Hill Farmstead	Jester King (& Green Bench)	Hill Farmstead
Framinghamer - Barrel-Aged Mole	Hill Farmstead	Jester King (& Local Option)	Hill Farmstead
Framinghamer - Barrel-Aged PB&J	Hill Farmstead	Jester King (& Stillwater)	Hill Farmstead
Framinghamer - Barrel-Aged Vanilla	Hill Farmstead	Josef Belgian	Hope Beverage
Freakcake	Vermont Beer Shepherd	Josephbrau	Hope Beverage
Freigeist	Hill Farmstead	JW Lees	Craft Beer Guild of VT
Frost Beer Works	Craft Beer Guild of VT	Karma Emulsion	Hill Farmstead
Fuchshof	Craft Beer Guild of VT	Kennebec Red	Capital Candy
Full Stack	Vermont Beer Shepherd	Kennebec Summer Ale	Capital Candy
Ganstaller	Hill Farmstead	Kennebeck IPA	Capital Candy
Generic	Hill Farmstead	Kenya Breweries	Craft Beer Guild of VT
George	Hill Farmstead	Kerkom	Hill Farmstead
Get Radical	Hill Farmstead	Kis Kombucha	Vermont Beer Shepherd
Ghostfish Brewing	Vermont Beer Shepherd	Kiuchi Brewery	Craft Beer Guild of VT
Gigantic	Vermont Beer Shepherd	Kiwi Rising	Hill Farmstead
Ginger & Juice	Hill Farmstead	Klosterbrau Neuzelle	Hill Farmstead
Glazen Toren Brouwerij	Craft Beer Guild of VT	Knee Deep Brewing	Craft Beer Guild of VT
Goller	Hill Farmstead	Konig Brauerei	Craft Beer Guild of VT
Good Neighbor India Pale Ale	Simple Root Brewing	Konrad	Hill Farmstead
Grassroots/Anchorage	Hill Farmstead	Kostritzer	Craft Beer Guild of VT
Greater Good	Vermont Beer Shepherd	Kronenbourg	Craft Beer Guild of VT
Green Bench	Hill Farmstead	Krut	Hill Farmstead
Green Empire Brewing	Vermont Beer Shepherd	L' Anjub Cervesa Artesana	Hill Farmstead
Green Fog	Hope Beverage	La Choulette	Hill Farmstead
Groundbreaker	Vermont Beer Shepherd	Lager Ness Monster	Hill Farmstead
GT's	Vermont Beer Shepherd	Lagunitas Brewing	Craft Beer Guild of VT
Gueuzerie Tilquin	Hill Farmstead	Lambrate	Hill Farmstead
Guineu	Hill Farmstead	Lashes	Hill Farmstead
Haand	Hill Farmstead	Lawon's Varities (22 oz GLS)	The Beer Guy LLC (Lawson's Finest Liquids)
Hanssens Artisanaal	Craft Beer Guild of VT	Le Trou du Diable	Hill Farmstead
Hardwood	Hope Beverage	Left Hand Brewing	Craft Beer Guild of VT
Harmony Foretold	Hope Beverage	Legitimacy	Hill Farmstead
Harviestoun	Craft Beer Guild of VT	Leisure Time	Hill Farmstead
Heady Topper	Vermont Beer Shepherd	Leisure Time Lager	Hill Farmstead
Heavy Boots of Lead	Vermont Beer Shepherd	Lervig	Hill Farmstead
Heller Brauerei	Craft Beer Guild of VT	Les Trois Mousquetaires	Hill Farmstead
Henniker Brewing	Craft Beer Guild of VT	Les Vergers de Colline	Hill Farmstead
Hermit Thrush	Craft Beer Guild of VT	Lexington Brewing	Craft Beer Guild of VT
Het Nest	Hill Farmstead	Lion Brewery	Craft Beer Guild of VT
High Water	Vermont Beer Shepherd	Local Option Bierwerker	Hill Farmstead
Hill Farmstead	Hill Farmstead	Lompec Brewing Co	Vermont Beer Shepherd
Hof Ten Dormaal	Hill Farmstead	Lost Nation	Craft Beer Guild of VT
Hofbrouwerijke	Hill Farmstead	Loverbeer Birrificio	Craft Beer Guild of VT
Hogback Mountain (16 oz AL)	Pocock Distributing	Maibock Hurts Like Helles	Hill Farmstead
Hoponius Union	Hill Farmstead	Makana Meadery	Craft Beer Guild of VT
Hoponius Union	Hill Farmstead	Maple Lager	Hill Farmstead
Hopstitution	Hill Farmstead	Marie	Hill Farmstead
House Lager	Hill Farmstead	Marin Brewing	Vermont Beer Shepherd
Howler Brewery	Craft Beer Guild of VT	Marina	Hill Farmstead
Hubbards Cave	Vermont Beer Shepherd	Mary	Hill Farmstead
Huvila	Hill Farmstead	Marz Community Brewing	Hill Farmstead

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Brand	Distributor/Sort	Brand	Distributor/Sort
Mass Rising	Hill Farmstead	Serafin	Hill Farmstead
Mayflower Brewing	Craft Beer Guild of VT	Session Rye IPL	Hill Farmstead
Midtyns	Hill Farmstead	Shell House	Hope Beverage
Mikkeller	Hill Farmstead	Shipyard UPTA Camp	Capital Candy
Mill River	Mill River Brewing	Silver Moon	Vermont Beer Shepherd
Mission St	Hope Beverage	Simpler Times	Hope Beverage
Mo Shuggie	Vermont Beer Shepherd	Single Cut Beersmiths	Vermont Beer Shepherd
MOM	Hill Farmstead	Sip of Sunshine (12,16 oz AL)	The Beer Guy LLC (Lawson's Finest Liquids)
Mom & Pops	Hill Farmstead	Siren	Hill Farmstead
Monarchy	Hill Farmstead	Sixpoint Brewing	Craft Beer Guild of VT
Moondog	Hill Farmstead	Slaapmutske	Hill Farmstead
Moonlight Brewing	Craft Beer Guild of VT	Smoke & Dagger	Hill Farmstead
Moylan's	Vermont Beer Shepherd	Smoke & Dagger - Coffee	Hill Farmstead
Mystic Brewery	Craft Beer Guild of VT	Smoked Marzen	Hill Farmstead
Name Tag	Hope Beverage	SMore Stout	Vermont Beer Shepherd
Naparbier	Hill Farmstead	Society & Solitude	Hill Farmstead
Neuzeller	Hill Farmstead	Softly Spoken Magic Spells	Vermont Beer Shepherd
New North End New England Pale Ale	Simple Root Brewing	Sour Barrel Project: ABS	Hill Farmstead
NGB Gluten Free	Hope Beverage	Sour Barrel Project: Cranberry Sour	Hill Farmstead
nomgne o	Hill Farmstead	Sour Barrel Project: Cuvée D'or Rouge	Hill Farmstead
Nomad Brewing	Craft Beer Guild of VT	Sour Barrel Project: Nectarine Sour	Hill Farmstead
Numb Swagger	Hill Farmstead	Sour Barrel Project: Ninth Blend	Hill Farmstead
Odins	Hill Farmstead	Sour Barrel Project: Pumpkin Smoke & Dagger	Hill Farmstead
Oersoep	Hill Farmstead	Sour Time Lager	Hill Farmstead
Off Color Brewing	Hill Farmstead	St Helene	Hill Farmstead
Okocim	Craft Beer Guild of VT	Steigmaier	Craft Beer Guild of VT
Old Nation Brewing	Vermont Beer Shepherd	Stillwater	Hill Farmstead
Oliver's	Hill Farmstead	Stockyard	Hope Beverage
Omnipollo	Hill Farmstead	Stoke	Hill Farmstead
Orangeboom	Hope Beverage	Storm & Anchor	Hill Farmstead
Orkney Brewery	Craft Beer Guild of VT	Struise	Hill Farmstead
Oskar Blues	Craft Beer Guild of VT	Sun River	Vermont Beer Shepherd
Page 24	Hill Farmstead	Sunny Ridge	Hill Farmstead
Panil	Hill Farmstead	Ten Bends Northern Heights (16oz AL)	Ten Bends Beer
Paradox	Vermont Beer Shepherd	The Bruery	Craft Beer Guild of VT
Pays du Flamad	Hill Farmstead	The Kings English IPA	Hope Beverage
Peak Organic Brewery	Craft Beer Guild of VT	The Monarchy	Hill Farmstead
Pelmaquid Ale	Capital Candy	Thiriez	Hill Farmstead
Peters Brand	Hope Beverage	t'Hofbrouwerijke	Hill Farmstead
Pro - Am	Hill Farmstead	Thornbridge	Craft Beer Guild of VT
Professor Fritz Briem	Craft Beer Guild of VT	Tijuana Mexican Lager	Hope Beverage
Pumpkin Crop	Hill Farmstead	Timothy Taylor	Hill Farmstead
Rare Form	Vermont Beer Shepherd	Tintinnabulation	Hope Beverage
Red Barn	Vermont Beer Shepherd	TJS	Hope Beverage
Red Tape Lager	Hill Farmstead	TO OL	Hill Farmstead
Reissdorf Privat-Brauerei	Craft Beer Guild of VT	Toccalmatto	Hill Farmstead
Renaissance	Hill Farmstead	Trader Joe's	Hope Beverage
Resilience Brewing	Vermont Beer Shepherd	Trader Jose	Hope Beverage
Revision Brewing	Vermont Beer Shepherd	Traunstein Hofbrauhaus	Craft Beer Guild of VT
RIPL Effect	Hill Farmstead	Trois Dames	Hill Farmstead
Ritterguts	Hill Farmstead	Tuatara	Hill Farmstead
River Roost (12oz GLS)	River Roost Brewery	Two Metre Tall	Hill Farmstead
River Roost (16oz AL)	River Roost Brewery	Two Tales	Hill Farmstead
Rooie Dop	Hill Farmstead	Une Annee	Vermont Beer Shepherd
Roscoe's Hop House	Hope Beverage	Urban Family Brewing	Hill Farmstead
Ross on Wye	Hill Farmstead	Wachusett Brewery	Craft Beer Guild of VT
Rothaus Brewery	Craft Beer Guild of VT	Walden	Hill Farmstead
Sainte-Hélène	Hill Farmstead	Weissenohne	Hill Farmstead
Saison de Brettaville	Vermont Beer Shepherd	Wells Brewery	Craft Beer Guild of VT
San Miguel	Craft Beer Guild of VT	West	Hill Farmstead
Saxonator	Hill Farmstead	Weyerbacher	Craft Beer Guild of VT
Saxonator - Barrel Aged	Hill Farmstead	Wheeler View Farm Cider	Hill Farmstead
Scandinavian Spruce	Hill Farmstead	Wild Beer Co.	Craft Beer Guild of VT
Schillience Brewing	Vermont Beer Shepherd	Witte Leeuw	Hill Farmstead
Schilling Beer Co	Vermont Beer Shepherd	Works of Love	Hill Farmstead
Schlenkerla	Craft Beer Guild of VT	Wormtown	Vermont Beer Shepherd
Schneider & Sohn	Craft Beer Guild of VT	Wurzbürger Hofbrau	Craft Beer Guild of VT
Schulz Brau	Vermont Beer Shepherd	xBeeriment	Hill Farmstead
Schwarzbiere Salute Your Schwarz 16oz	Collaborative Brewing	Yeastie Boys	Hill Farmstead