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February 10, 2017

Dear MBWA Members:

The oldest recorded evidence of brewing beer dates back to somewhere between 2500 B.C. and 3500 B.C. Those early brewers could never have imagined or predicted the total number of breweries and beer styles that are available in the world today. The U.S. alone has over 7000 breweries and their success depends on getting their beer to retail. The beer wholesaler makes that all possible. If it wasn't for us, many of those small breweries probably would not survive.

The MBWA organization has never been in a more challenging time, with added pressure coming from both suppliers and retailers. Sunday sales and 3.2% changes are just some of the issues facing us today. We will need to work together and unite our voices in support of our industry, and to further the cause of wholesalers throughout the state.

I appreciate the opportunity to serve as Chair for the MBWA, and encourage every member to join me and our great staff at the MBWA in actively supporting our group's interests.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian Spehar". The signature is fluid and cursive, with a large initial "B" and "S".

Brian Spehar
President
Rohlfing of Duluth