



700 Emeline Street
Sault Sainte Marie, MI 49783
Phone: (906)632-2321
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Owners

John C. Jorgensen Sr.
President
johnsr@marchettdistributing.com

John Jorgensen Jr., James Jorgensen,
Joseph Jorgensen, JoAnn Jorgensen
All: Vice President
johnjr@marchettdistributing.com
jim@marchettdistributing.com
joe@marchettdistributing.com
joann@marchettdistributing.com

Key Employees

Gordi Campbell
Draft, Signs, Meijer & Walmart
gordi@marchettdistributing.com

Jamie Leblanc
Sales
jamie@marchettdistributing.com

Bret Jones
Sales
bretj@marchettdistributing.com

Jerrold Dillian
Sales
jerrold@marchettdistributing.com

Total number of employees: 35
Number of merchandisers: 2
Number of sales reps: 6
Number of sales supervisors: 2

COUNTIES SERVED

- Chippewa
- Mackinac

Total Market population: 50,000

ABOUT US

Marchetti Distributing is a family owned company since 1948. Mareio Marchetti started the business in 1948 and ran it until 1973 when John Jorgensen Sr., his nephew, took over. John Sr. starting working for Marchetti Distributing in 1953 and is still active in the business today. John Sr., along with 4 of his children, John Jr., Jim, Joe and JoAnn Jorgensen, are all running the business now in its 70th year. We and our employees are known for customer service and take great pride in our work ethic. We started in 1948 with Drewrys and Hamm's Beer. In the 1960's, we picked up the Heileman Brands. In 1978, we purchased the local Schlitz & Black Label Distributor, Cook Brothers and in 1985, we were awarded the Coors Brewery brands. In 1986, we purchased the local Stroh's distributor, Douglas Distributing, and the local Anheuser-Busch distributor, Superior Distributing. In 1999, we purchased the local Miller & Pabst Distributor, and over the years we have acquired Boston Beer, Diageo, Constellation Beer, Bell's, Labatt, Mike's, New Belgium, and several Michigan craft beers. We are also a major wine distributor.

COMMUNITY INVOLVEMENT

Major Company donations or charitable organizations supported.

- Hospice of EUP
- Ducks Unlimited
- Relay for Life
- Carol's Corral for Cancer & Veterans
- American Cancer Society
- Mackinac Island Lilac Festival
- Forever Families Adoption & Foster Care
- Habitat for Humanity

CURRENT SUPPLIERS

National: Anheuser-Busch, Miller Coors, North American Breweries, Heineken, Mark Anthony, Boston Beer, New Belgium, Constellation Beers, Diageo & Pabst

Regional: Bell's Brewery, Shiner, Woodchuck

Michigan: Atwater, Austin Brothers, Beards, Bell's, Blake's Cider, Elk Brewing, Les Cheneaux Distillery, Mountain Town, New Holland, Paw Paw, Perrin, Right Brain, Roak, Soo Brewing, Tri-City & Upper Hand

LOCAL MARKET DYNAMICS

- We border with Sault Ste. Marie Ontario Canada population 160,000
- Soo Lock's and freighter passings tourism
- Mackinac Island tourism
- Hunting and fishing
- Snowmobiling

COMPETITIVE ADVANTAGE

- We and our employees are known for customer service and great pride in hard work ethic.
- Jorgensens are well known in the territory, most people know one, if not all of us.
- John Sr. has been with the company for 65yrs, John Jr. 42yrs, Jim 38yrs, Joe 34yrs & JoAnn 32yrs
- Slow employee turn-over. Our employees have been with us for many years, some up to 33 yrs.
- Large community involvement

RETAIL ACCOUNTS

- Off-Premise Accounts: 110
- On-Premise Accounts: 73
- Taps in Market: 489
- Company Taps: 404
- Company Share of Taps: 83%

CHAIN ACCOUNTS

Off-Premise - With number of locations:

- Wal-Mart (1)
- Meijer (1)
- Admiral/GPM (2)
- Blarney Castle E-Z Marts (12)
- Dollar General (1)
- Family Fare (1)
- Holiday Stations (3)
- Rite Aid (1)
- Rite Aid (3)
- Save-A-Lot (1)
- Super Valu (1)
- USA Marathon (1)
- Walgreens (1)

FESTIVAL ACCOUNTS

Major Venues/Special Events/Festivals serviced within the market:

- Kewadin Casino, Sault Sainte Marie - major annual event
- Kewadin Casino, St. Ignace - major annual event
- I-500 Snowmobile Race

- Total Number of Events/Festivals held within market: 6
- Total Number of Events/Festivals serviced by company: 6
- Number of Events/Festivals serviced exclusively by Company: 5 = 84% of total

CURRENT MARKET SHARE:

CHIPPEWA: 98%

MACKINAC: 48%