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Frank Fuhrer III celebrates opening of new \$60M facility in Westmoreland County



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Frank Fuhrer III speaking at the opening of his company's new facility in Westmoreland County.



By Tim Schooley – Reporter, Pittsburgh Business Times
Sep 13, 2023

Frank Fuhrer III's first big business move after the passing of his father last year rises out of the rolling farm land of Westmoreland County as a massive testament to business demand.

"We've pretty much doubled our space with what we have on the South Side," said Fuhrer, standing outside the nearly completed 337,469-square-foot distribution facility at a 40-acre junction of Routes 22 and 66 in Westmoreland County. "There's a lot of opportunity for future growth."

The new 2430 Boquet Road facility in Salem Township outside of Greensburg is expected to start operating as the new home of the Fuhrer Eagle Sales & Service division of Frank B. Fuhrer Wholesale Co. in the fourth quarter of this year, establishing a new distribution hub for the company's Anheuser-Busch InBev, Yuengling, Pittsburgh Brewing Co., Constellation Brands and New Belgium accounts, representing about half of the company's total business.

The new facility will be able to handle a high volume of beer and other beverages along with their specialized storage needs, starting with a 211,647-square-foot warehouse, a 29,783-square-foot cooler, along with other specialized storage space. The new address for the company also includes more than 28,600 square feet of office space for a staff that's expected to total 125 people.

It's an expansion that enables the other half of the company business to continue to operate with a little more elbow room out of its established headquarters on the South Side, where it will continue to service its Molson-Coors, Boston Beer Co., Mark Anthony Brands and Diageo-Guinness accounts.

The larger holding company, Frank B. Fuhrer Holdings Inc., which ranks among the largest in the country and is a rare example of a distributor to represent major competitors such as Anheuser-Busch InBev and Molson Coors, has been maxed out for space at its comparatively enormous facility on the South Side for years, limiting the company's ability to take on more business.

Now, Fuhrer sees the opportunity to expand into new lines of business, such as non-alcoholic beverages and sports drinks, along with hard seltzers, often with companies that don't come with the more demanding franchise agreements typical of major beer brands.

The company worked with ARCO Beverage Group as the contractor and designer of new facility.

Fuhrer credited his employees and suppliers for the company's ongoing expansion along with PNC Bank and long-time accounting firm, downtown-based Grossman Yanak & Ford, LLP in a brief speech at the ribbon cutting celebration before employees and well wishers on a late summer Wednesday afternoon.

He benchmarked how far the company has come, recalling how it started on the South Side 41 years ago, representing 600,000 cases of beer a year in sales and 11 employees. Today, Frank B. Fuhrer Holdings Inc. sells 14 million cases of beer each year and employs 330 people, representing 75 different brands.

State Sen. Kim Ward, Republican, based in Greensburg and now the President Pro Tempore, was happy to have the business investment which totals nearly \$60 million in her district.

"This shows how government and business can work together to get things done," said Ward at the grand opening event.

Fuhrer was sure to remember his father, who founded the business and long remained a major influence in the business before dying in May 2022 at the age of 96.

"Always, remember: you're always moving forward or your moving backwards," said Fuhrer of what his father told him, adding: "This new facility is definitely a huge step forward for the company."