



## Richard Blau Remarks on Southern Glazer's Non-Prosecution Agreement in Inc.

Spencer Fane attorney [Richard Blau](#) was quoted in the article [America's Largest Wine Distributor Admits Employees Bribed Retailers. Now It Will Pay \\$12.5 Million](#), recently published by *Inc.*

This article examines Southern Glazer's Wine and Spirits' \$12.5 million non-prosecution agreement with the U.S. Department of Justice to resolve allegations that employees bribed alcohol retailers and concealed the payments through false invoices. Richard explains that while the settlement amount is significant, similar federal trade practice investigations have resulted in comparable resolutions and that the case underscores the importance of industry compliance. The article also explores the broader implications of the resolution for alcohol distributors, retailers, and regulatory enforcement.

"Statistically speaking, the settlement amount is unusually large. However, there have been a number of federal trade-practice investigations in past years, e.g., 2006, 2017, of similar scope that produced similar-size offers in compromise," Richard said.

For additional analysis of the settlement and what it means for the hospitality industry, read Richard's related insight: [What to Know About the Federal Government's Settlement with Southern Glazer's Wine & Spirits](#).

At the firm, Richard is chairman of the Nationwide Alcohol Beverage and Food Law Group and represents supplier, wholesaler, and retailer licensees across the U.S. in heavily regulated industries, including alcohol beverages, food, and cannabis. His experience encompasses federal and state trade law compliance; responsible vendor and employee training; trade regulation; administrative proceedings; and litigation and dispute resolution.

Read the full article [here](#).