



## **BEELGARA STRENGTHENS ITS PRESENCE IN UK MARKET.**

Beelgara's UK distributor, HBJ Wines & Spirits, has been acquired by the Essex based wine and spirit distributor **Coe Vintners**. Coe Vintners is approximately twice the size of HBJ and the combined entity will now have a formidable presence in the UK market, offering Beelgara the strongest position possible for the future.

Coe Vintners is an independent family firm established in 1930. From small beginnings, Coe's have evolved and expanded over the years to become one of the major operators, and a trusted name, in Wine and Spirit marketing throughout the UK. The company is focused on serving the licensed trade, and offering a range of products and brands. Coe Vintners supply the nation's leading clubs, restaurants and bars.

Coe Vintners plan to retain HBJ as an independent business using its existing base in Ipswich and reverting the company to its former name of **Barwell & Jones**. Most of the current staff will be retained to give continuity of service to existing trade customers. Managing Director of Beelgara, Peter Toohey, is delighted that Coe Vintners are welcoming the brand into their expanded business. 'Coe Vintners larger size and their reach into a broader market in the UK can only strengthen our position for the future, said Peter'. 'In what are rapidly changing times for the wine industry it is reassuring to be involved with a forward looking, successful and strongly independent group', Peter went on to say.

Coe Vintners Managing Director, John Coe, is equally excited about the future opportunities and feels, "The strength of HBJ's customer base and its long association with many leading producers will add extra prestige to a group that already boasts an MW and a brokerage with substantial holdings of fine wines. In spite of the tough times ahead, I am confident that there will be many opportunities and I intend to take full advantage of our group's strong financial position to take it forward."

*For international enquiries contact:*

*Ian Bird, Beelgara Estate UK, phone: +44 (0)1865 774762 email: [ian.bird.ox4@btinternet.com](mailto:ian.bird.ox4@btinternet.com)  
or Beelgara Sydney Australia office, phone: +61 2 9017 6400*

*For Beelgara media enquiries contact:*

*Alex Gilson, Winestream, phone: +61 2 9439 1633 email: [alexgilson@winestream.com.au](mailto:alexgilson@winestream.com.au)*