



## **The Winebow Group Acquires The Henry Wine Group, Expanding Distribution Network into California**

**Richmond, VA—August 1, 2016**—The Winebow Group, a national importer and distributor of fine wine and craft spirits, announced today the acquisition of The Henry Wine Group of Benicia, California. The companies will combine their efforts in California and operate there as The Henry Wine Group.

The Winebow Group was founded in 2014 with the merger of two companies that each date from 1980 with a focus on quality, education and customer service: The Vintner Group and Winebow. With the addition of California, The Winebow Group increases its distribution network to 20 states, including Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Maryland, Massachusetts, Minnesota, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Virginia, Washington, West Virginia, Wisconsin and Washington, D.C.

The Winebow Group is also acquiring Zephyr Express, a wholly owned subsidiary of The Henry Wine Group, which has a sophisticated statewide logistics network and over 25 years of experience managing the storage and delivery of fine wine in California.

“The Henry Wine Group has proven themselves as leaders of fine wine distribution in California and I am thrilled to welcome them to our family,” said David Townsend, President and CEO of The Winebow Group. “Their dedication to exceptional products and outstanding service aligns perfectly with our vision, and their comprehensive market reach remains second to none. We are very excited to work with Ed Hogan and his talented team to further grow operations and expand our distribution network into such a significant market.”

“Our shared commitment to fine wine, craft spirits, education and the highest levels of service make this an excellent fit,” said Ed Hogan, who joined The Henry Wine Group in 2012 as President and CEO, and will stay on with the company to manage day-to-day operations. “I congratulate David Townsend and The Winebow Group on this acquisition and look forward to the opportunities that lie ahead. The entire Henry Wine Group team will benefit from an expanded offering of exceptional brands and an increased infrastructure that will enable us to further strengthen our position and service to our customers.”

Warner Henry said, “We have always dreamed of finding a partner in the wine industry who shares our passion for integrity. I have always admired and respected The Winebow Group and I am thrilled to be joining forces with them.” Warner Henry, who built The Henry Wine Group over three decades, will join the advisory board of The Henry Wine Group.

### **About The Winebow Group**

The Winebow Group comprises national importer and distribution houses that offer comprehensive portfolios of fine wine and craft spirits from around the world. The company represents some of the most established, family-owned properties in prominent growing areas, as well as a new generation of winemakers and distillers who are dedicated to innovation and quality. With a focus on education and outstanding customer service, The Winebow Group’s distribution network reaches over 70 percent of the wine consumption in the U.S. and includes the states of California, Connecticut, Delaware, Florida, Georgia, Idaho, Illinois, Maryland, Massachusetts, Minnesota, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Virginia, Washington, West Virginia, Wisconsin and Washington, D.C. This unprecedented reach and level of service make the company unique in the fine wine and craft spirits sector. For more information, please visit [TheWinebowGroup.com](http://TheWinebowGroup.com).