

An Introduction to Enotria&Coe



Who we are

We are the UK's leading wine and spirits supplier, focused on building strong partnerships with customers, producers and brands to produce results. We work tirelessly to exceed customer expectations across all channels.

By building strong relationships based on trust, we can provide intelligent and category-leading channel activation.



What sets us apart

We own the last mile and offer a tailored, efficient and effective service

Sales Capability: A 70-strong team covering the entire UK – we attract and develop passionate people with the right skills and attitude to deliver results.



Customer Service: A dedicated gang of customer service obsessive staff, on hand to support customers every step of the way.

Warehouse: Our warehouse is supported by nine national depots providing a full UK distribution service.



Distribution: We own the last mile and offer a tailored, efficient and effective distribution service with our own dedicated fleet of vehicles.

Marketing: We offer the full package; bespoke promotional materials, brand support, digital services, copywriting and design.



Portfolio Power

Industry-leading partnerships and unrivalled portfolio depth and breadth

Wine – An Inspiring Collection

With over 250 suppliers of still and sparkling wines, we have scope and scale: unique family estates and iconic names, leading brands and market innovators. We believe in building strong relationships with our suppliers, many of which have been doing business with us since we started in 1972.

A Spirited Offer – Premium & Unique

Our Spirits portfolio of over 2500 products is tailored to your business needs. We have the capability to provide the big brands, as well as high-end and regional products from boutique distilleries. Our relationships with brand owners is the best in the market. We work together to ensure we bring you the latest products and make the most of brand activation – from promotions and training through to consumer engagement at events and online – driving commercial success at individual outlet level.



Portfolio Power

The who's who from the world of wine and spirits





The Future's Bright

Significant investments in creating a strong platform for future growth – superior service as standard



Tailored Service. Built on sector expertise and business knowledge.



Own the last mile. Full ownership of our UK distribution.



Distribution centre, Park Royal, NW London. Next Day delivery via nine regional depots.



All our own employees, some of whom have been with us for over 30 years.



3.7 million cases annually. OTIF rate of 99.8%.



Deliver to a wide range of customers – site-specific and centralised.



Customer Service Team located above warehouse. EPOD billing.



Our Customer Service Team is located above the warehouse, supporting the dedicated Transport team to ensure all queries are dealt with efficiently and quickly.

Training

Our dedicated and expert training team is on hand to help empower your employees, providing a depth of knowledge across both wine and spirits categories, at a variety of price points. With their finger on the pulse, the team provides insights on emerging trends. We also have numerous Brand Owners in market who can provide additional brand-specific training support.

Serving Wine & Spirits With Confidence

Our in-house “Serving Wine and Spirits with Confidence” courses are designed to inspire, engage and build confidence with both wine and spirits.

The unique modular training courses are tailored to the drinks list for individual customers, and recognise that there are diverse skill levels amongst service staff. In particular, the courses help to encourage confidence amongst all staff to sell across a broad range of products, as well as developing commercial acumen to deliver the best cash margin solutions.

WSET

We believe that training and sharing expertise is essential for the good of the sector. That’s why we’re an Approved Programme Provider for the WSET Wine and Spirits Level 1 and Level 2.



What we do

Building brands, delivering solutions and exceeding customer expectations across all channels.

Premium & Fine Dining



Hotel Groups



National Accounts & Casual Dining



Events and Specialty



National Grocers



Specialists

