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## **The Hess Collection Aligns With Young's Market In The West** *Arizona, Washington Heralds Exclusive Partnership*

**Napa, Calif. (January 5, 2012)** — The Hess Collection will be exclusively represented in the western United States by Young's Market Company with the addition of Arizona and Washington, building on a partnership that dates to 1991.

Gary Bulger, president of The Hess Collection, notes that Hess and Young's are both family-owned companies sharing many of the same abiding values of integrity, quality and entrepreneurial spirit. "Since we began our relationship in California and Hawaii in 1991, it's been evident that the close-knit teamwork approach taken by Young's is of great benefit to our business, and one we whole-heartedly embrace," he said. "There has never been a more important time for true partners to face the challenges of today's marketplace, and we believe extending our partnership throughout the West will bring mutually beneficial rewards for our organizations."

Previously, the Hess Collection was distributed by Alliance Beverage in Arizona, and Noble in Washington. Hess is now represented by Young's Market in California, Hawaii, Arizona, Washington, Oregon, Alaska, Wyoming, Montana and Utah.

"We are very proud of our relationship and history with Hess," said Chris Underwood, chief executive officer for Young's Market. "We thank the team at Hess for their commitment to Young's and we look forward to continuing to grow Hess's market share in the West".

Young's Market Company was founded in 1888, and has grown to be the fourth largest wine and spirits distributor in the United States, with current operations in California, Hawaii, Oregon, Washington, Alaska, Idaho, Utah, Montana and Wyoming.

Young's Market will now represent The Hess Collection and its affiliated wineries and brands.

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Hess Family Estates produces terroir driven wines on four continents, and includes the wines of The Hess Collection on Mount Veeder in the Napa Valley; Artezin from California's North Coast; Sequana, highlighting Sonoma's Russian River Valley and the Santa Lucia Highlands of the Central Coast; MacPhail Family Wines, with Pinot Noir expressions from California and Oregon's greatest growing regions; Colomé and Amalaya from the Salta Province of Argentina; Glen Carlou from Paarl, South Africa; and Peter Lehmann wines from Australia's Barossa Valley.