

News Release



For immediate release

Monday, 29th September 2014

T & J Installations Appointed New UK Distributors For By The Glass Wine Preservation Systems

By The Glass International (BTGI) are delighted to announce the appointment of Tamworth based T & J Installations Ltd (T&J) as their sole UK distributors and maintainers for their internationally renowned and award winning wine preservation and dispensing systems.

BTGI have had a presence in the UK since 2009 since when over 100 systems have been installed in the on-trade and off-trade alike. Prestigious installations at venues such as The Perfectionists Café, Booths Supermarkets, Royal Albert Hall and Hakkasan have made By The Glass a well established and trusted brand.

By appointing T&J Installations Ltd, BTGI has found a partner that will be able to scale up their presence in the UK whilst being able to bring in-house the all important post-sales maintenance and support.

Koen Antonis, partner at BTGI, said:

“We are thrilled to enter the next phase of development of By The Glass in the UK through our partnership with T&J. With the introduction of the Modular 2-bottle system and upcoming new product innovations, the By The Glass customer base will grow further, not only in the big cities but in smaller towns as well. The partnership with T&J enables us to share the By The Glass concept with a much bigger audience whilst guaranteeing that we can provide technical support to any user anywhere in the UK”.

In response Ian Jones, Director at T&J Installations, said:

“The partnership with BTGI just made a lot of sense from when we first started discussing the opportunity. Wine preservation dispensers are a comfortable fit with our existing business activities in beer and drinks dispensing, cellar cooling and refrigeration equipment. The wide range of wine systems we can now offer through BTGI completes the existing portfolio to allow us to become the UK’s foremost dispensing experts for both the off and the on-trade.

We have already pre-informed some of our customers and their reactions have been extremely positive as they understand the opportunities By The Glass dispensers could offer them and know that we can guarantee a flawless implementation, operation and support.”

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CONTACT DETAILS

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COMPANY BIOGRAPHIES

T & J Installations Ltd

T&J Installations specialises in installation, service, maintenance and supply of beer dispensing, drinks dispensing, cellar cooling and refrigeration equipment in the Midlands, South Wales, North West and throughout the UK.

Our fully qualified team of technicians provides a high quality, reliable service, 365 days a year to brewers, pub companies, pubs, bars, restaurants, hotels, outdoor events and all forms of licensed premises.

A family business established since 1984, we have now grown to a 100+ strong workforce. We are passionate about the industry we work in and about delivering a first class customer service.

"We believe that we are only as good as our last job and that our knowledge of the industry comes with experience and dedication. Our track record speaks for itself with the majority of our business coming from recommendation and referral." Derek Jones, Chairman.

By The Glass International

By The Glass was started in 2006 by Elout Stevens, a Dutch wine merchant who wanted to sell more wine and saw wine dispensers as the perfect tool to do so.

Disappointed by the quality and flexibility of the available wine dispensers he decided to develop his own wine dispenser. A strategic alliance with Heineken Wholesaling gave By The Glass a flying start.

Joined by partners Ivo Riemens and Koen Antonis, By The Glass quickly spread throughout the world. As early as 2011 By The Glass dispensers could be found in 35 countries worldwide. 2011 was also the year that By The Glass introduced a whisky tasting dispenser for retail in conjunction with Diageo.

In 2012 By The Glass introduced a new 2 bottle wine dispenser as a solution for outlets lacking the space for bigger wine dispensers. As a result of continuous R&D investments, By The Glass will introduce a new interactive tool for wine tastings later this year.

Among By The Glass customers you'll find everything from boutique hotels to the top of the international 5 star hotel chains, from pizzeria's to Michelin star restaurants and from corner shops to big international retailers.