

THE WINE MERCHANT.

An independent magazine for independent retailers

Issue 26, June 2014



The goat-to publication for specialist wine shops

Spain leads the field in Wine Merchant Top 50

Spanish wines are the big winner in this year's Wine Merchant Top 50.

The final list of 50 wines – drawn from a total of more than 350 entries and decided on by a panel of 12 independent merchants joined by co-chairmen Olly Smith and *The Observer's* David Williams – included 11 Spanish wines, ranging in price from £7.50 to £35.99.

France, with eight wines, and Portugal (six), also feature strongly in a list featuring representatives from 13 countries, including star performers from Bulgaria and Greece.

Domaines Paul Mas also had reason to celebrate, contributing a remarkable three wines to the final list, while the Champagne

house of Charles Heidsieck, Austria's Domaine Wachau and Trentino producer Cavit each contributed two wines apiece.

Together, the Top 50 winning wines, which were available to sample at a pop-up tasting on the second day of the London Wine Fair, "reflect the diversity, quality and – equally important – great value of wines available in the independent trade," said Williams.

"We found so many deliciously worthy wines this year, and the contrast with the latest range tastings in the supermarkets – which Olly and I have just endured rather than enjoyed – was really instructive."

Continues page 24 ►



Ted Sandbach of The Oxford Wine Company and Philip Amps of Amps Fine Wines put a sparkling wine through its paces at the judging of The Wine Merchant Top 50

★ THIS MONTH ★

2 BACCHUS

Amazon is talking to your suppliers. Should you care?

4 COMINGS & GOINGS

New wine merchants that lure customers with meat and wood-burning stoves

6 TRIED & TESTED

From Sussex to South Africa in pursuit of excellence

9 MERCHANT PROFILE

Harvey Leonard's, the Glossop monger

14 DAVID WILLIAMS

Jura is painfully trendy, but don't let that put you off

30 GIN GENIE

Artisanal spirits that are tailor-made for independents

38 BIG APPLE WINE

What we can learn from wine shops in New York City

41 SUPPLIER BULLETIN

Essential updates from leading agents and importers

50 DEBT DILEMMAS

What to do when your customer refuses to pay