

# | VINO GAZETTE

## Introducing our new Wines from across Europe

Italy – We are really proud to introduce our new indigenous range from Northern Italy. Super wines that over-deliver for our customers in terms of value and of quality in both bottle and packaging.

### A family vineyard

We have been delivering great Italian wines since 1908, and today we are proud to expand our family, innovating with local traditional wines.

41551300	FARFALLA PINOT GRIGIO 75CL
41551301	FARFALLA PINOT GRIGIO BLUSH 75CL
41551302	FARFALLA TREBBIANO 75CL
41551303	FARFALLA SANGIOVESE 75CL
41551304	PRIMI SOLI PROSECCO DOC 75CL



[www.lwc-drinks.co.uk](http://www.lwc-drinks.co.uk) 0845 402 5125

WINE MERCHANTS  
& SHIPPERS EST. 1978

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Sound bites from Shaun Healy, Wine Director – “Meet the Buyer” (Harpers)

I fell into the trade in 1983, running the Wines and Spirits department for Cash and Carry business Nurdin and Peacock. I finally joined LWC in 2004 as Wine Director – it’s a role I love and we are 100% focused on supplying the on-trade, with our own labels accounting for approximately 85% of group revenue. Prosecco continues to fly. (See our new addition to the family Primi Soli Prosecco.)

We also place far greater emphasis on training and education than we did 15 years ago.

LWC’s Wine Team includes WSET-accredited trainers. (Meet Will, one of our Qualified Educators.)



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A day in the life of **Will Stevens**,  
WDM Eastbourne depot:

At my desk around 7:30/ 45, having turned on my laptop, I make a strong coffee, open the window in my office and sit down to go through emails.

I am hosting wine tastings most evenings of the week so I prep tasting sheets and prepare for these events. I am also an approved Programme Provider and educator of the WSET courses, a real draw for customers. I try to run four to five courses a year.

I then get back to creating wine lists, working with the team and catching up with customers old and new to ensure the wines are working for them.

The joy of my role is getting the opportunity to engage with customers face-to-face, tasting the product they will be listing and speaking about to the end user, whether it's a traditional English pub, a fine-dining restaurant or anything in between.

I work closely with the warehouse team – I firmly believe that we, as LWC South East trading as HT White, are one team pulling together to achieve the same end.

At five o'clock, I leave for tastings and prepare for the event. After what is always a productive and enjoyable evening, I get in my car with a sense of contentment and drive home to my sleeping family.



## We are very pleased to introduce our new French Regional range

*The Noble Varieties  
showing best-in-class examples of these great wines from France with stand-out packaging*



40551204	LE JARDIN SAUVIGNON BLANC VIN DE FRANCE
41551203	LE JARDIN CHARDONNAY VIN DE FRANCE
41551202	LE JARDIN MEDIUM ROSE VIN DE FRANCE
41551201	LE JARDIN MERLOT VIN DE FRANCE
41551200	LE JARDIN CABERNET SAUVIGNON VIN DE FRANCE



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## Exciting Acquisitions

LWC are very pleased to announce we completed the purchase of **Wine in Cornwall** on Monday 28th May.

Nick Sowden and Alex Logan join Carl Burdett in the LWC Cornwall team on Wine Development.