

CATEGORY ADVICE 2023

WINE



- Market Insights
- Must Stock Lines
- Planograms





Market Insight

CATEGORY ADVICE
2023

Spain and South Africa are the only countries of origin to see growth this year in Convenience.

Spain owes this in large parts to suppliers looking to reduce their costs whilst South Africa has taken advantage of poor harvests from New Zealand.

66% of consumers would feel more positive about companies demonstrating efforts to reduce carbon footprint.

The numbers 18-35 year olds who buy wine fell by 14% between 2020 and 2022.

67% of all Wines sold in Convenience are sold below £8 (average price).

Seasonal occasions are key for Wine with the biggest 4 weeks of the year for the category being the 4 weeks of Christmas.
It is a key time to have secondary space for wine.

(Nielsen Scantrack Data to 29.01.21)

Only 13% of shoppers decide exactly what wine to buy before entering a store whilst 28% never intended to buy wine at all, they make an impulse decision to purchase in store.



Market Insight

CATEGORY ADVICE
2023

The top 3 wine occasions shopped for in the channel are:

- To go with a meal
- Quiet night in
- Unwind and relax

These occasions should be considered when merchandising wine in secondary sittings alongside categories such as snacks or confectionary.**

Positioning on the shelf is key to help consumers navigate the category. A good, better, best layout getting more premium at the top is what consumers expect.



Almost half of wine shoppers buy wine to go with a meal. Food pairing suggestions can be a good way of driving larger baskets.**

In a bid to attract younger drinkers to the category, suppliers are introducing products with a sweeter taste profile.

Almost half of wine shoppers find lack of brand selection to be the main barrier to purchase**



Different types of wine do better at different times of year such as Reds in Autumn/Christmas and Rosé during the summer. Think about this when planning secondary displays.*



Sources: * Nielsen Scantrack Data to 29.01.21.

** Source; Source: Lumina Intelligence Convenience Tracking Programme data collected W/E 22/11/20 - 22/08/21



Must Stock Lines

CATEGORY ADVICE
2023

These are the 'Must Stock' lines which shoppers expect to see in a convenience store.
By stocking these lines, you will be meeting your shoppers' needs and therefore they will visit your store again.

= Premium

SINGLE SERVE WINE

White Rosé Red Sparkling

SPARKLING WINE

ROSÉ WINE

FORTIFIED WINE

PERRY

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20

WHITE WINE

Sauvignon Blanc Pinot Grigio Chardonnay White No & Low Alcohol

21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40

RED WINE

Red Shiraz Cabernet Sauvignon Malbec Merlot

41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60



Must Stock Lines

CATEGORY ADVICE
2023

1



YELLOW TAIL PINOT GRIGIO
187ML
SKU CODE: 772576

2



CASILLERO DEL DIABLO
SAUVIGNON BLANC 187ML
SKU CODE: 278210

3



BLOSSOM HILL WHITE
187ML
SKU CODE: 765330

4



BLOSSOM HILL ROSÉ
187ML
SKU CODE: 596413

5



BLOSSOM HILL RED
187ML
SKU CODE: 765274

6



CASILLERO DEL DIABLO
CABERNET SAUVIGNON 187ML
SKU CODE: 278209

7



I HEART PROSECCO
20CL
SKU CODE: 281430

8



MOËT & CHANDON
75CL
SKU CODE: BW 132358 BAT 286145



Must Stock Lines

CATEGORY ADVICE
2023

9



I HEART PROSECCO
75CL
SKU CODE: 154108

13



BAREFOOT WHITE ZINFANDEL
75CL
SKU CODE: 566580

10



ROSSINI PROSECCO
75CL
SKU CODE: 329144

14



GALLO WHITE ZINFANDEL
75CL
SKU CODE: BW 32203 BAT 290621

11



LA GIOIOSA PROSECCO
75CL
SKU CODE: 206032

15



ECHO FALLS SUMMER BERRIES
75CL
SKU CODE: 719012

12



MARTINI ASTI SPUMANTE
75CL
SKU CODE: 123324

16



THE STRAW HAT ROSÉ
75CL
SKU CODE: 317106



Must Stock Lines

CATEGORY ADVICE
2023

17



**Q.C. CREAM
70CL**
SKU CODE: BW 78317 BAT 663072

21



**ISLA NEGRA SAUVIGNON BLANC PX
75CL**
SKU CODE: 413480

18



**BUCKFAST TONIC WINE
75CL**
SKU CODE: BW 114653 BAT 579643

22



**CASILLERO DEL DIABLO
SAUVIGNON BLANC 75CL**
SKU CODE: BW 294890 BAT 294241

19



**MAGNUM TONIC
200ML**
SKU CODE: 370853

23



**I HEART SAUVIGNON BLANC
75CL**
SKU CODE: 154110

20



**AMORINO SPARKLING PM £3.39
1.5LTR**
SKU CODE: 811718

24



**OYSTER BAY MARLBOROUGH
SAUVIGNON BLANC 75CL**
SKU CODE: 654957



Must Stock Lines

CATEGORY ADVICE
2023

25



**OXFORD LANDING SAUVIGNON BLANC
75CL**
SKU CODE: 331595

29



**I HEART PINOT GRIGIO
75CL**
SKU CODE: 154132

26



**CASILLERO DEL DIABLO
PINOT GRIGIO 75CL**
SKU CODE: 718782

30



**GALLO GFV CHARDONNAY
75CL**
SKU CODE: 734223

27



**BAREFOOT PINOT GRIGIO
75CL**
SKU CODE: 566579

31



**CASILLERO DEL DIABLO
CHARDONNAY 75CL**
SKU CODE: 359663

28



**HARDYS VR PINOT GRIGIO
75CL**
SKU CODE: 746278

32



**YELLOW TAIL CHARDONNAY
75CL**
SKU CODE: 772543



Must Stock Lines

CATEGORY ADVICE
2023

33



HARDYS VR CHARDONNAY
75CL
SKU CODE: BW 65269 BAT 553206

37



THE SHY PIG WHITE
75CL
SKU CODE: 440775

34



THE STRAW HAT WHITE
75CL
SKU CODE: 317205

38



NOZECO WHITE
75CL
SKU CODE: 759572

35



ECHO FALLS WHITE
75CL
SKU CODE: BW 76171 BAT 553099

39



EISBERG CHARDONNAY
75CL
SKU CODE: 773157

36



BLOSSOM HILL WHITE
75CL
SKU CODE: 765252

40



MCGUIGAN ZERO SHIRAZ
75CL
SKU CODE: 759550



Must Stock Lines

CATEGORY ADVICE
2023

41



19 CRIMES RED
75CL
SKU CODE: 381697

42



BLOSSOM HILL RED
75CL
SKU CODE: 765241

43



YELLOW TAIL JAMMY RED ROO
75CL
SKU CODE: 155528

44



CAMPO VIEJO RIOJA TEMPRANILLO
75CL
SKU CODE: 704176

45



YELLOW TAIL SHIRAZ
75CL
SKU CODE: 772532

46



HARDYS VR SHIRAZ
75CL
SKU CODE: 553208

47



MCGUIGAN BLACK SHIRAZ
75CL
SKU CODE: 35710

48



JAM SHED SHIRAZ
75CL
SKU CODE: 424157



Must Stock Lines

CATEGORY ADVICE
2023

49



**WOLF BLASS YELLOW LABEL
CABERNET SAUVIGNON 75CL**
SKU CODE: 240611

53



**TRIVENTO MALBEC
75CL**
SKU CODE: 162674

50



**HARDYS VR CABERNET SAUVIGNON
75CL**
SKU CODE: BW 92180 BAT 553205

54



**CASILLERO DEL DIABLO MALBEC
75CL**
SKU CODE: 456707

51



**CASILLERO DEL DIABLO
CABERNET SAUVIGNON 75CL**
SKU CODE: 359641

55



**YELLOW TAIL MALBEC
75CL**
SKU CODE: 206010

52



**DEPORTE DE REYES MALBEC
75CL**
SKU CODE: 384167

56



**BEEFSTEAK CLUB MALBEC
75CL**
SKU CODE: 635284



Must Stock Lines

CATEGORY ADVICE
2023

57



CASILLERO DEL DIABLO MERLOT
75CL
SKU CODE: BW 294922 BAT 294274

59



HARDYS VR MERLOT
75CL
SKU CODE: BW 92191 BAT 553207

58



BAREFOOT MERLOT
75CL
SKU CODE: 566601

60



ISLA NEGRA MERLOT
75CL
SKU CODE: 413478



Planogram 1.25m x 4 Shelf

**CATEGORY ADVICE
2023**

**SHELF
1**



**SHELF
2**



**SHELF
3**



**SHELF
4**



SHELF 1 SKUs

BESTWAY BATLEYS

278210	278210	CASILLERO SAUVIGNON BLANC 187ML
508168	508168	ECHO FALLS CHARDONNAY 187ML
596413	596413	BLOSSOM HILL ROSE 187ML
281430	281430	I HEART PROSECCO 20CL
331847	516129	CELLAR ESTATE ROYAL CAVA BRUT 75CL
329122	329122	ROSSINI ROSATO 75CL
329144	329144	ROSSINI PROSECCO 75CL
154108	154108	I HEART PROSECCO 75CL
240655	584401	LELAC CHAMPAGNE NV 75CL
132358	286145	MOET & CHANDON 75CL

SHELF 2 SKUs

BESTWAY BATLEYS

566579	566579	BAREFOOT PINOT GRIGIO 75CL
154132	154132	I HEART PINOT GRIGIO 75CL
154110	154110	I HEART SAUVIGNON BLANC 75CL
294890	294241	CASILLERO SAUVIGNON BLANC 75CL
356663	356663	CASILLERO CHARDONNAY 75CL
331595	331595	OXFORD LANDING SAUVIGNON BLANC 75CL
240819	240819	WOLFBLOSS YELLOW CHARDONNAY 75CL
430753	430753	GALLO PINOT GRIGIO 75CL
163750	734630	GALLO GFV SAUVIGNON BLANC 75CL
787965	787965	MUD HOUSE SAUVIGNON BLANC 75CL
654957	654957	OYSTER BAY SAUVIGNON BLANC 75CL
213493	213493	VILLA MARIA SAUVIGNON BLANC 75CL



Planogram 1.25m x 4 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF
3



SHELF
4



SHELF 3 SKUs

BESTWAY BATLEYS

772543	772543	YELLOW TAIL CHARDONNAY 75CL
644767	644767	YELLOW TAIL PINOT GRIGIO 75CL
76171	553099	ECHO FALLS WHITE 75CL
508135	508135	ECHO FALLS SAUVIGNON BLANC 75CL
746278	746278	HARDYS VR PINOT GRIGIO 75CL
65269	553206	HARDYS VR CHARDONNAY 75CL
32203	290621	GALLO GFV WHITE ZINFANDEL 75CL
566580	566580	BAREFOOT WHITE ZINFANDEL 75CL
154143	154143	I HEART ROSE 75CL
265546	265546	HARDYS VR ROSE CABERNET SAUVIGNON 75CL

SHELF 4 SKUs

BESTWAY BATLEYS

811718	811718	AMORINO PERRY £3.39 1.5LTR
743226	743226	LAMBRINI ORIGINAL SPARKLING PERRY 6% PM £3.79 1.25LTR
684048	684048	THREE MILLS WHITE 5.5% 75CL
317205	317205	THE STRAW HAT WHITE 75CL
440775	440775	SHY PIG WHITE 75CL
718982	718982	ECHO FALLS PEACH & MANGO 75CL
719012	719012	ECHO FALLS FRUITS SUMMER BERRIES 75CL
440786	440786	SHY PIG BLUSH 75CL
317106	317106	THE STRAW HAT ROSE 75CL



Planogram 2.5m x 4 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF
3



SHELF
4





Planogram 2.5m x 4 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF 1 SKUs

BESTWAY BATLEYS

278210	278210	CASILLERO SAUVIGNON BLANC 187ML
508168	508168	ECHO FALLS CHARDONNAY 187ML
772576	772576	YELLOW TAIL PINOT GRIGIO 187ML
651660	651660	KISSING TREE PINOT GRIGIO 18.7CL
596413	596413	BLOSSOM HILL ROSE 187ML
644789	644789	BLOSSOM HILL WHITE ZINFANDEL 187ML
89852	89852	THE STRAW HAT ROSE 18.7CL
172922	172922	CANTI PROSECCO 20CL
281430	281430	I HEART PROSECCO 20CL
331847	516129	CELLAR ESTATE ROYAL CAVA BRUT 75CL
331858	516139	CELLAR ESTATE ROYAL CAVA ROSE 75CL
206032	206032	LA GIOIOSA PROSECCO DOC 75CL
329122	329122	ROSSINI ROSATO 75CL
329144	329144	ROSSINI PROSECCO 75CL
154108	154108	I HEART PROSECCO 75CL
240655	584401	LELAC CHAMPAGNE NV 75CL
132358	286145	MOET & CHANDON 75CL

SHELF 2 SKUs

BESTWAY BATLEYS

566579	566579	BAREFOOT PINOT GRIGIO 75CL
502979	528936	JACOBS CREEK PINOT GRIGIO 75CL
430753	430753	GALLO PINOT GRIGIO 75CL
163750	734630	GALLO GFV SAUVIGNON BLANC 75CL
787965	787965	MUD HOUSE SAUVIGNON BLANC 75CL
331595	331595	OXFORD LANDING SAUVIGNON BLANC 75CL
331638	331638	OXFORD LANDING CHARDONNY 75CL
240819	240819	WOLFBLOSS YELLOW CHARDONNAY 75CL
356663	356663	CASILLERO CHARDONNAY 75CL
654957	654957	OYSTER BAY SAUVIGNON BLANC 75CL
654968	654968	OYSTER BAY CHARDONNAY 75CL
213493	213493	VILLA MARIA SAUVIGNON BLANC 75CL
566580	566580	BAREFOOT WHITE ZINFANDEL 75CL
32203	290621	GALLO GFV WHITE ZINFANDEL 75CL
163705	734533	GALLO GFV WHITE GRENACHE 75CL
154143	154143	I HEART ROSE 75CL



Planogram 2.5m x 4 Shelf

CATEGORY ADVICE
2023

SHELF
3



SHELF
4



SHELF
3

SKUs

BESTWAY BATLEYS

154110	154110	I HEART SAUVIGNON BLANC 75CL
154132	154132	I HEART PINOT GRIGIO 75CL
508135	508135	ECHO FALLS SAUVIGNON BLANC 75CL
294890	294241	CASILLERO SAUVIGNON BLANC 75CL
413480	413480	ISLA NEGRA SAUVIGNON BLANC PEDRO XIMENEZ 75CL
431068	431068	CAPE CLASSIC WHITE 75CL
386230	386230	KUMALA CHARDONNAY 75CL
644767	644767	YELLOW TAIL PINOT GRIGIO 75CL
772543	772543	YELLOW TAIL CHARDONNAY 75CL
746278	746278	HARDYS VR PINOT GRIGIO 75CL
65269	553206	HARDYS VR CHARDONNAY 75CL
265546	265546	HARDYS VR ROSE CABERNET SAUVIGNON 75CL
317524	317524	ECHO FALLS ROSE 75CL
114840	553095	ECHO FALLS WHITE ZINFADEL 75CL
762814	705396	BLOSSOM HILL WHITE ZINFADEL 75CL

SHELF
4

SKUs

BESTWAY BATLEYS

743226	743226	LAMBRINI ORIGINAL SPARKLING PERRY 6% PM £3.79 1.25LTR
811718	811718	AMORINO PERRY £3.39 1.5LTR
811716	811716	AMORINO PERRY £2.99 1LTR
684048	684048	THREE MILLS WHITE 5.5% 75CL
317205	317205	THE STRAW HAT WHITE 75CL
475497	475497	SILVER BAY POINT WHITE 8% 75CL
440775	440775	SHY PIG WHITE 75CL
76171	553099	ECHO FALLS WHITE 75CL
718982	718982	ECHO FALLS FRUITS PEACH & MANGO 75CL
317106	317106	THE STRAW HAT ROSE 75CL
440786	440786	SHY PIG BLUSH 75CL
719012	719012	ECHO FALLS FRUITS SUMMER BERRIES 75CL
175836	175836	GVF SPRITZ RASPBERRY & LIME 75CL



Planogram 1m x 5 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF
3



SHELF
4



SHELF
5



SHELF 1 SKUs

BESTWAY BATLEYS

78317	663072	Q.C CREAM 70CL
82055	608750	HARVEYS BRISTOL CREAM SHERRY 75CL
111465	283397	STONES GINGER WINE 70CL
59802	608953	COCKBURNS FINE RUBY 75CL
400446	400446	MARTINI EXTRA DRY 75CL
400479	400479	MARTINI BIANCO 75CL
400468	400468	MARTINI ROSSO 75CL
606505	606505	CAMPO VIEJO RIOJA TEMPRANILLO RED WINE 18.7CL
508146	508146	ECHO FALLS MERLOT 187ML
278209	278209	CASILLERO CABERNET SAUVIGNON 187ML

SHELF 2 SKUs

BESTWAY BATLEYS

240611	240611	WOLFBLOSS YELLOW CABERNET SAUVIGNON 75CL
381697	381697	19 CRIMES RED 75CL
424157	424157	LEASINGHAM JAM SHED SHIRAZ 75CL
661827	661827	OYSTER BAY MERLOT 75CL
162674	162674	TRIVENTO MALBEC 75CL
384167	384167	DEPORTE DE REYES MALBEC 75CL
21426	21426	CAMPO VIEJO RIOJA GARNACHA 75CL
52067	569146	CAMPO VIEJO RIOJA TEMPRANILLO 75CL
308040	308040	DARK HORSE CABERNET SAUVIGNON 75CL
605640	605640	DARK HORSE MALBEC 75CL
265579	265579	HARDYS STAMP CABERNET MERLOT 75CL
21588	488218	HARDYS STAMP SHIRAZ CABERNET 75CL



Planogram 1m x 5 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF
3



SHELF
4



SHELF
5



SHELF 3 SKUs

BESTWAY BATLEYS

386241	386241	KUMALA MERLOT 75CL
566601	566601	BAREFOOT MERLOT 75CL
135568	135568	BAREFOOT CABERNET SAUVIGNON 75CL
249162	249162	BAREFOOT MALBEC 75CL
294922	294274	CASILLERO MERLOT 75CL
359641	359641	CASILLERO CABERNET 75CL
456707	456707	CASILLERO RESERVA MALBEC 75CL
644756	644756	YELLOW TAIL MERLOT 75CL
772532	772532	YELLOW TAIL SHIRAZ 75CL
27812	27812	YELLOW TAIL CABERNET SAUVIGNON 75CL
35710	35710	MCGUIGAN BLACK LABEL SHIRAZ 75CL
36113	36113	MCGUIGAN BLACK LABEL RED 75CL

SHELF 4 SKUs

BESTWAY BATLEYS

413478	413478	ISLA NEGRA MERLOT 75CL
508124	528526	ECHO FALLS SHIRAZ 75CL
463609	734320	GALLO GFV CABERNET SAUVIGNON 75CL
154121	154121	I HEART MERLOT 75CL
65236	553208	HARDYS VR SHIRAZ 75CL
92191	553207	HARDYS VR MERLOT 75CL
92180	553205	HARDYS VR CABERNET SAUVIGNON 75CL

SHELF 5 SKUs

BESTWAY BATLEYS

317018	317018	THE STRAW HAT RED 75CL
174251	174251	APOTHIC RED 75CL
718993	718993	ECHO FALLS FRUIT RASPBERRY & CASSIS 75CL
76126	553100	ECHO FALLS RED 75CL
440797	440797	SHY PIG RED 75CL



Planogram 2m x 5 Shelf

CATEGORY ADVICE
2023

SHELF 1 SKUs

BESTWAY BATLEYS

78317	663072	Q.C. CREAM 70CL
78362	663083	Q.C. MEDIUM 70CL
82055	608750	HARVEYS BRISTOL CREAM SHERRY 75CL
122355	323662	CROFT ORIGINAL SHERRY 75CL
126474	126464	CROFT TRIPLE CROWN 75CL
111465	283397	STONES GINGER WINE 70CL
82417	565265	COCKBURNS SPECIAL RESERVE 75CL
59802	608953	COCKBURNS FINE RUBY 75CL
460367	393000	TAYLORS LBV 75CL
400446	400446	MARTINI EXTRA DRY 75CL
400479	400479	MARTINI BIANCO 75CL
400468	400468	MARTINI ROSSO 75CL
606505	606505	CAMPO VIEJO RIOJA TEMPRANILLO 18.7CL
765285	765285	BLOSSOM HILL MERLOT 187ML
278209	278209	CASILLERO CABERNET SAUVIGNON 187ML
772565	772565	YELLOW TAIL SHIRAZ 187ML
508146	508146	ECHO FALLS MERLOT 187.5ML
605662	605662	BAREFOOT MERLOT 187ML

SHELF 2 SKUs

BESTWAY BATLEYS

21426	21426	CAMPO VIEJO RIOJA GARNACHA 75CL
704176	704176	CAMPO VIEJO TEMPRANILLOPM £7.99 75CL
265579	265579	HARDYS STAMP CABERNET MERLOT 75CL
21588	488218	HARDYS STAMP SHIRAZ CABERNET 75CL
266708	266708	CALVET CAHORS MALBEC 75CL
162674	162674	TRIVENTO MALBEC 75CL
661827	661827	OYSTER BAY MERLOT 75CL
994709	994709	OYSTER BAY PINOT NOIR 75CL
381697	381697	19 CRIMES RED 75CL
424157	424157	JAM SHED SHIRAZ 75CL
160913	160913	WOLFBLOSS YELLOW SHIRAZ 75CL
240611	240611	WOLFBLOSS YELLOW CABERNET SAUVIGNON 75CL
308040	308040	DARK HORSE CABERNET SAUVIGNON 75CL
605640	605640	DARK HORSE MALBEC 75CL

SHELF 1



SHELF 2



SHELF 3



SHELF 4



SHELF 5





Planogram 2m x 5 Shelf

**CATEGORY ADVICE
2023**

**SHELF
1**



**SHELF
2**



**SHELF
3**



**SHELF
4**



**SHELF
5**



SHELF 3 SKUs

BESTWAY BATLEYS

27711	553265	JACOBS CREEK MERLOT 75CL
496588	496588	OXFORD LANDING MERLOT 75CL
566601	566601	BAREFOOT MERLOT 75CL
249162	249162	BAREFOOT MALBEC 75CL
135568	135568	BAREFOOT CABERNET SAUVIGNON 75CL
768432	768432	BAREFOOT SHIRAZ 75CL
456707	456707	CASILLERO RESERVA MALBEC 75CL
359641	359641	CASILLERO CABERNET 75CL
294922	294274	CASILLERO MERLOT 75CL
644756	644756	YELLOW TAIL MERLOT 75CL
27812	27812	YELLOW TAIL CABERNET SAUVIGNON 75CL
155528	155528	YELLOW TAIL JAMMY RED ROO 75CL
772532	772532	YELLOW TAIL SHIRAZ 75CL

SHELF 4 SKUs

BESTWAY BATLEYS

508124	528526	ECHO FALLS SHIRAZ 75CL
76148	553097	ECHO FALLS MERLOT 75CL
463609	734320	GALLO GFV CABERNET SAUVIGNON 75CL
416319	216775	GALLO GFV MERLOT 75CL
386217	386217	KUMALA PINOTAGE 75CL
386241	386241	KUMALA MERLOT 75CL
65236	553208	HARDYS VR SHIRAZ 75CL
92180	553205	HARDYS VR CABERNET SAUVIGNON 75CL
92191	553207	HARDYS VR MERLOT 75CL
16865	16865	HARDYS CREST CABERNET SHIRAZ MERLOT 75CL
35710	35710	MCGUIGAN BLACK LABEL SHIRAZ 13.5% 75CL
36113	36113	MCGUIGAN BLACK LABEL RED 13.5% 75CL



Planogram 2m x 5 Shelf

CATEGORY ADVICE
2023

SHELF
1



SHELF
2



SHELF
3



SHELF
4



SHELF
5



SHELF 5 SKUs

BESTWAY BATLEYS

475475	475475	SILVER BAY POINT RED 8% 75CL
317018	317018	THE STRAW HAT RED 75CL
684050	684050	THREE MILLS RED 5.5% 75CL
174251	174251	APOTHIC RED 75CL
718993	718993	ECHO FALLS FRUITS RASPBERRY & CASSIS 75CL
76126	553100	ECHO FALLS RED 75CL
440797	440797	SHY PIG RED 75CL
154121	154121	I HEART MERLOT 75CL
384167	384167	DEPORTE DE REYES MALBEC 75CL
413478	413478	ISLA NEGRA MERLOT 75CL
775489	775489	ISLA NEGRA SEASHORE CABERNET SAUVIGNON 75CL



**For more information including planograms
and advice on other key ranges, go to
www.bestwaywholesale.co.uk/categoryadvice**