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Introduction

JMA WINE SELECTION

Welcome to the first edition of the JMA Wholesale wine selection. JMA have been supplying the On-Trade from our Chesterfield distribution centre for nearly fifteen years, during which time we have seen just how important wine has become to the drinks industry with every account selling wine in some way, shape or form, whether it be in standard bottles, single serve format or on draught.

While we have always offered a wine service and strived to obtain what our customers required, we have decided that the time is right to publish our first wine selection featuring wines which will be permanently available from stock. In starting this process we listened to what our customers wanted and then discussed their requirements with a select number of suppliers chosen for their ability to provide wines which represent excellent value for money whilst not compromising the quality of the product.

After speaking to our customers we made the decision to concentrate our first wine selection on House and Entry Level wines, especially focusing on those that cannot be found on supermarket shelves, but equally not forgetting that there is still a market for well known brands such as Blossom Hill and Stowells. Our decision is made not only on customer feedback but also on the statistic that House & Entry Level wines contribute to somewhere in the region of 80% of all sales purchased from wine lists.

Therefore we have dedicated our efforts to sourcing wines of consistent quality and price from around the world, wines which we firmly believe you will want to feature on your wine list for many years to come. This is not to say that we have forgotten for one minute the demand for Sancerre, Chablis, Chateauneuf du Pape, Barolo or even a St Emilion and with this in mind we have decided to include a small range of specially selected fine wines spread over key areas of the wine making world. This special collection is just a sample of the range of quality fine wines that JMA can bring to your table. If you cannot see the wine that you require here or elsewhere in the catalogue, then please speak to your Area Sales Manager who will be only too happy to help you find the wine that you require.

Throughout our search, we have tried to embody the attitude that, above all, wine should be a 'fun' experience, more often than not shared with friends and while we understand that the label does not make the wine we have introduced several quirky ranges of wines including the excellent French offering 'Le Dog', Pink Fox from California, Kissing Tree and look out for Eddy the Emu on the Curious range, all of which are guaranteed to put a smile on your customers faces. On a more serious note we have included both Organic and Fairtrade wines, both of which are becoming increasingly important to the discerning customer.

The Government are in serious trouble with the borrowing billowing to £175 billion, the chancellor (whichever political colour) will probably increase the duty rates again as they desperately try and pay back some of this astronomical sum. Therefore it is with great reluctance that we have only published a trade price in the catalogue, instead leaving it to your Area Sales Manager to provide you with up to date prices. This means that we can cut down on reprinting costs and pass this benefit on to you in the competitive pricing of the wine.

We believe that we have compiled a selection of wines that will meet the requirements of a still growing market, yet meet the financial restraints that we are all feeling in the current economic climate. We hope that you will enjoy sharing these wines with your customers as much as we did during the strenuous selection process that we had to endure in the compiling of this catalogue.

Good Health!

Managing Director



Taste Guide

JMA WINE SELECTION

Whites	1 & 2	Very dry and dry	Typically including Champagne Brut, Chablis, Pinot Grigio and Sauvignon Blanc.
	3 & 4	Medium and medium sweet	Typically including Champagne and Sparkling Demi Sec, Liebfraumilch and Chenin Blanc.
	5	Sweet	Typically including Sauternes, Muscat de Beaumes-de-Venise and Tokaji.
Reds	A & B	Light, fresh, supple and silky	Typically including Merlot, Valpolicella and Beaujolais.
	C, D & E	Rich, full bodied and intense	Typically including Pinotage, Shiraz, Chianti and Rioja.
Rosé	Our Rosé taste guide is a combination of depth of colour (letter) and level of dryness/sweetness (number). This means a Shiraz Rosé is a 2B or a White Zinfandel is a 3A.		



CONNOISSEURS CHOICE – While the concept of this wine selection is based around wines which represent quality and value for money we have balanced this with a select collection of high quality wines and the CC sign indicates a wine fit for the connoisseur.



SUPERB VALUE – When you find this symbol you will know that you have found a range of wines that quite simply represent superb value for money.



HIDDEN TREASURE – Where ever you see this symbol it signifies wines that you may not know of by area or wine maker, but which our team wishes to bring to your attention as being a hidden treasure combining fantastic quality with great value for money.



FAIR TRADE – Founded to fight poverty through trade; we break the cycle of poverty and despair by helping people to help themselves. The world's poor have skills and ability, but often lack opportunity; helping someone get engaged in trade and gain their fair share of the benefits offers a route to a brighter future, for them, their families and their communities.



ORGANIC – Wines that have been grown organically.



House Wines

JMA WINE SELECTION

VERSARE



Italy

Trade Price Your Price



Bianco

2
12%

Pale yellow, almost white in colour, dry with a pleasant and slightly fruity taste.

£3.29



Chardonnay

2
11.5%

With a straw-yellow colour the Chardonnay is dry with a delicate bouquet.

£3.51



Sauvignon Blanc

1
11.5%

This wine is straw yellow in colour, has a dry and harmonious flavour and attractive bouquet.

£3.51



Pinot Grigio

2
12%

A straw-yellow wine which boasts a sharp, decidedly fruity bouquet which is intense yet delicate.

£3.51



Rosso

B
12%

A ruby red wine, full and composed, perfect for pasta, red and roast meats.

£3.29



Merlot

B
12%

Full bodied wine, ruby red in colour recommended for stewed and grilled meats.

£3.51



Cabernet Sauvignon

C
12%

Dry and full bodied, the hint of herbs in the bouquet is evident in the taste.

£3.51



Shiraz

C
12%

Ruby red with typical and elegant aromas of violets and red fruits. Medium fresh bouquet with delicate red flavours good balance and structure.

£3.51



Valpolicella

B
12%

An open fruity nose with a fresh, bitter cherry character on the palate, ideal for red meat and cheeses.

£3.51



Pinot Grigio Blush

2A
12%

Cherry red with glints of coral, a fresh and slightly fruity fragrance, a dry, light and pleasantly sourish flavour.

£3.51

Please note that Versare are currently in the process of redesigning and improving the brand, therefore as Versare introduce the new style label across the range, your bottle may differ from the one shown above. For your information we have printed both styles of label.



House Wines

JMA WINE SELECTION

VILLA del SOL



Spain

Trade Price Your Price



Macabeo

2
11.5%

A pale golden yellow wine with an intense aroma of ripe fruit, hints of flowers and fine herbs. Fresh on the palate with warm buttery notes and excellent acidity.

£3.64



Tempranillo

C
13.5

A full red wine with an excellent nose of black cherries and a hint of minerals in the background.

£3.64



Monastrell

3A
12%

This fresh young and lively rosé wine has aromas of ripe white fruit with a hint of cherry. Smooth strawberry sensations on the palate complete the finish.

£3.64

MÂTRE D



France

Trade Price Your Price



Cuvée Spéciale
Medium Dry

2
11%

The mix of sweetness and freshness gives a perfect balance to this wine which displays delightful aromas of tropical fruit.

£3.64



Cuvée Spéciale Dry

1
11%

Vibrant and fruity, this wine has a delicate bouquet of citrus fruits and mango. Freshness and roundness gives the wine its character.

£3.64



Cuvée Spéciale
Red

B
12%

Round and fruity with mellow tannins, this wine offers aromas of blackcurrant and cherries.

£3.64



Cuvée Spéciale
Rosé

2B
12%

A perfectly balanced fruity wine to be enjoyed as an aperitif, with salads and grilled meats.

£3.64

KISSING TREE

Various

Trade Price Your Price



Pinot Grigio (Italy)

2
11.5%

Mouth-watering with zingy fresh fruits and citrus tones.

£4.57



Shiraz (Australia)

C
13%

Enticing spicy blackberry notes, well balanced with smooth and lightly spicy plum fruit flavours.

£4.57



Zinfandel Rosé
(California)

3A
10.5%

Lively, delicate with fresh strawberry and tropical fruit flavours.

£4.57



Argentina and Australia

JMA WINE SELECTION

TRIVENTO



Argentina

Trade Price Your Price



Wine Name	Quantity	Percentage	Description	Trade Price	Your Price
Torrontes	2	12.5%	Golden yellow in colour, intense floral nose, reminiscent of roses and violets. Fresh, dry with good acidity, light bodied with notes of soft tropical fruits.	£5.79	
Viognier		13.5%	Greenish tinges in brilliant yellow liquid. Looks as it tastes, of honey and tropical fruit.	£5.79	
Malbec	D	13%	Vibrant red with violet hues, this has a clean nose with a presence of red fruit. The palate has good quality rounded tannins with a medium intensity.	£5.79	
Pinot Noir	B	13.5%	Its tender and complex bouquet of spices and elegant chocolate notes, combine for a fresh medium body.	£5.79	

AUCTION HOUSE



Australia

Trade Price Your Price



Wine Name	Quantity	Percentage	Description	Trade Price	Your Price
Chardonnay	2	13%	A medium bodied wine showing lemon and lime flavours along with tropical fruits, leaving a creamy mouth feel with fresh acidity and good length.	£4.23	
Shiraz	C	13.5%	The wine is a deep purple colour. The nose is reminiscent of blackberries and liquorice with a pepper spice. Rich and rounded with a soft finish.	£4.23	
Cabernet Sauvignon - Merlot	C	14%	Intense ruby red colour with purple reflections. A fruity nose with cassis, plum and chocolate on the palate. Smooth with ripe fruit flavours.	£4.23	
Shiraz Rosé	2B	12.5%	Intense rose colour, a clean bouquet with a hint of blackberry and plum, fruit flavours and subtle spiciness.	£4.23	

DOWN UNDER



Australia

Trade Price Your Price



Wine Name	Quantity	Percentage	Description	Trade Price	Your Price
Chardonnay Sauvignon	3	12.5%	Soft, fresh and clean on the palate, off dry in style, with nuances of tropical fruits and a citrus finish.	£5.04	
Cabernet Merlot	C	13.5%	Lovely garnet / ruby red colour, blackcurrants and cherries predominate the palate, a fresh scented nose and a soft rounded finish.	£5.04	



Australia




JMA WINE SELECTION

CURIOUS



Australia

Trade Price Your Price




	Chardonnay Sauvignon Blanc	3 13%	Aromas of citrus and tropical fruits. Typical Chardonnay flavours of melon and figs with the grassy and grapefruit flavours from the Sauvignon Blanc. The wine is crisp, with a long finish.	£6.20	
	Shiraz	C 14.5%	Deep purple in colour, with intense aromas of dark fruits and spice. Subtly integrated American oak balances with ripe plums and blackberries, this wine has excellent structure and length.	£6.20	
	Moscato	4A 5.5%	This Moscato is lively and fresh with wonderful aromas of rose petals and musk. With a slight spritz to tickle the palate.	£6.20	

McPHERSONS



Australia

Trade Price Your Price



	Verdelho	2 12.5%	Medium straw in colour with green tinges. Aromas of paw paw, pineapple and passionfruit. A range of tropical fruits on the palate with a zesty sherbet like acidity and a clean citrus finish.	£6.80	
	Merlot	C 14%	Rich garnet in colour, flavours of blackberries and stewed plums. Supple and fleshy with a smooth mouth feel and soft finish along with soft tannins.	£6.80	
	Cabernet Rosé	2B 13%	Fuchsia in colour with a nose of raspberries and strawberries. Intense fruit on the palate with underlying hints of musk and mint completing the wine.	£6.80	

DEAKIN ESTATE



Australia

Trade Price Your Price

 CC	Chardonnay	2 14%	Fresh peach flavours with a slightly nutty oak influence. A well structured palate alive with exotic passion fruits with a fresh yet lingering finish.	£7.60	
	Shiraz	D 14%	Full of ripe, jammy raspberry fruit flavours with a delicate hint of spice. The bouquet is rich with dark fruit and liquorice aromas and the finish velvety smooth and rounded.	£7.60	



California and Chile

JMA WINE SELECTION

BLOSSOM HILL



Trade Price Your Price



White	3 11.5%	This crisp, fruity white has melon aromas and an elegant finish, perfect for drinking any time.	£3.99	
Red	A 12.5%	This soft, mellow red has berry aromas and a smooth easy finish, perfect for drinking any time.	£3.99	
Rosé	3A 10.5%	This utterly delicious, medium rosé bursts with ripe strawberry aromas.	£3.99	

PINK FOX



Trade Price Your Price



White Zinfandel	4A 10%	A delicate blush pink colour introduces this fresh, lively wine on your palate. Light creaminess surrenders to a refreshing crisp finish of strawberries and melon.	£4.87	
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TURNSTONE



Trade Price Your Price



Colombard Chardonnay	3 11.5%	Delicate, fine, soft and fruity with a full body.	£5.45	
Red Zinfandel	D 13.5%	Powerful, robust red wine, lovely rich peppery flavour. The most famous of California's red grapes.	£5.45	
Ruby Cabernet	C 12.5%	Deep purple colour, very soft and rich on the palate. Good structure with a very appealing style and flavour.	£5.45	
Zinfandel Rose	3A 10.5%	The wine exhibits bright aromas of strawberry and watermelon, a flavourful well-balanced wine with a refreshing mouth feel.	£5.45	

LOS TRONCOS



Trade Price Your Price



Sauvignon Blanc	2 12.5%	Typically tropical and fresh Sauvignon with aromas of gooseberries and fresh mown hay. Crisp and well balanced.	£6.63	
Carmenere	C 13%	Very lush and rounded with lots of ripe blueberry and raspberry character and a hint of smoke.	£6.63	



Chile

JMA WINE SELECTION

LAS MONTANAS Chile

Trade Price Your Price



Chardonnay 2
13.5% Smooth and satisfying with ripe peach and pineapple flavours and a hint of creamy richness.

£4.00



Sauvignon Blanc 1
13% Fruity and refreshing with floral, citrus and green apple flavours balanced by a hint of ripe tropical fruit.

£4.00



Cabernet Sauvignon C
12.5% Smooth and easy drinking, packed with ripe blackcurrant flavour and a warming peppery finish.

£4.00



Merlot B
13% Soft and fruity with plenty of succulent berry and damson flavours, and a pleasant hint of cinnamon spice.

£4.00



Merlot Rosé 2A
13% Strawberry in colour with a complex nose of grapefruit, grandilla, guava and peppery nasturtium. A dry lingering palate of pomegranate and berry.

£4.00

MILLAMAN CONDOR

 Chile

Trade Price Your Price



Chardonnay 2
12.5% Delightfully fresh with crisp green apples, citrus, ripe melon and tropical fruit especially pineapple topped with a creamy smooth finish.

£4.96



Shiraz D
12.5% Intense violet red colour with purple tinges. Aromas of berries, evolving to black fruit jam and hints of chocolate. Ripe tannins, good structure and a very long finish.

£4.96



Cabernet Sauvignon Rosé 3C
12.5% Dark pink in colour. Fresh nose, palate of soft red fruits. Off dry in style.

£4.96

PALO ALTO Chile

Trade Price Your Price



Sauvignon Blanc 1
13% Crisp, dry and fruity, this citrus packed Sauvignon Blanc has nuances of nettles and fresh cut grass.

£7.13



Palo Alto C
13.5% Intense colour. Aromas of black fruits, blackberries and cacao notes. Well bodied, smooth, balanced & persistent.

£7.13



Shiraz Rosé 3A
13.5% This summer fruit filled dry Shiraz Rosé is bursting with strawberries and raspberries.

£7.13



France

JMA WINE SELECTION

JEAN-JEAN SAINT FELIX de LODEZ



France - Regional

Trade Price Your Price



Wine Name	Code	Percentage	Description	Trade Price	Your Price
Sauvignon Blanc	1	12.5%	A bright yellow colour with delicate green tints. Aromas of exotic fruits with well balanced citrus flavours.	£5.71	
Chardonnay	2	13%	An elegant wine with aromas of exotic fruits and peaches and a well balanced palate.	£5.71	
Merlot	C	13%	This wine has a deep ruby colour and aromas of small red berry fruits and light spices. It has soft plum and berry flavours along with supple tannins.	£5.71	
Cabernet Sauvignon	C	12.5%	With a tantalising aroma of red fruits, this wine is open on the palate with wonderful silky tannins.	£5.71	
Syrah Rosé	2B	13%	This rosé has an intense pink colour with red fruits on the nose and a well balanced flavour on the palate.	£5.71	

Le DOG



France - Regional

Trade Price Your Price



Wine Name	Code	Percentage	Description	Trade Price	Your Price
Sauvignon Blanc d'Anais	1	12.5%	An elegant nose of white fruit, peaches and exotic fruit. Fresh, vigorous with a dry finish.	£5.99	
Chardonnay de Charlotte	2	12.5%	An easy, fresh and aromatic Chardonnay with plenty of panache.	£5.99	
Merlot de Jean Marc	C	13%	A light, fruity Merlot with wild berry flavours and a hint of spice.	£5.99	
Pinot Noir de Pierre	D	12.5%	Intense deep red. Aromas of juicy black fruits and a palate of blackberry.	£5.99	
Rosé de Roselyne	3A	12.5%	A pleasant, fruity rosé with a delicious summer fruits flavour.	£5.99	

DOMAINE CAUVIN TERRA ECOLOGICA



France - Organic

Trade Price Your Price



Wine Name	Code	Percentage	Description	Trade Price	Your Price
Chardonnay Organic	2	14%	Pale yellow colour with a floral bouquet. Aromas of peaches and hints of citrus fruit.	£6.77	
Merlot Organic	C	13.5%	The colour of rubies, complex nose with ripe red fruit and spices. Well balanced wine with soft tannins.	£6.77	



France

JMA WINE SELECTION

BEAUJOLAIS



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
Beaujolais Villages Château de la Pierre	B	12.5%	Fresh fragrant bouquet with soft cherry fruit on the palate. A wine of the highest quality from one of the leading producers of Beaujolais.	£8.26	
Fleurie Domaine de la Virolette	C	13%	Firm fresh fruit with velvety texture, light and luscious with a silky smooth finish.	£10.29	

BORDEAUX



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
St. Emilion Louis Eschenauer	C	12.5%	Deep ruby red. Fruity notes of cherries with liquorice and menthol. Fleshy and harmonious wine.	£10.84	

BURGUNDY



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
Macon Blanc Village Domaine Puits	1	12.5%	An excellent dry, well made white burgundy, flinty, steely with chardonnay flavours. An ideal drink with seafood.	£9.47	
Chablis Domaine Manants Brocard	1	12.5%	A lovely straw colour edged in green. With a clean crisp dry flavour and well structured finish.	£12.06	
Macon Bussieres	C	13%	Sweet red and black fruit with an interesting spice, a note of cassis and a lovely finish. This is not so much a serious wine as just a damn fun drink!	£9.14	

LOIRE



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
Muscadet Sur Lie Fief de la Brie	1	12%	A beautifully made 'Domaine Wine'. Soft and dry with a delicious flavour reminiscent of citrus.	£8.39	
Sancerre Domaine Daulny	1	12.5%	Excellent Domaine Sancerre. Good nose and intense fruit on the palate with a steely rich character.	£12.91	
Anjou Rosé Dame de la Vallee	4B	10.5%	Fragrant, medium in style rosé showing fresh fruit flavours with a soft easy drinking style.	£6.44	

RHÔNE



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
Cotes du Rhône les Grandees Serres	C	13.5%	A quality Rhône red, deep colour showing good balance and soft subtle palate.	£7.19	
Chateauneuf du Pape Domaine Remparts	E	14.5%	Rich, strong full bodied Southern Rhone red, with a powerful scent.	£18.96	

ALSACE



Trade Price Your Price



Wine Name	Code	Alcohol %	Description	Trade Price	Your Price
Gewürztraminer	4	14%	Dry and fresh with a superb spicy aroma. Ideal with oriental food.	£9.76	



Germany and Italy

JMA WINE SELECTION

OTTO PRESSLER



Germany

Trade Price Your Price



Wine Name	Quantity	ABV	Description	Trade Price	Your Price
Liebfraumilch	4	9.5%	A medium-sweet fruity wine with a delicious bouquet. (Also available in 1.5ltrs)	£3.51 £6.70	
Niersteiner Gutes Domtal	3	9.5%	A medium light fruity wine with a flowery bouquet.	£3.78	
Piesporter Michelsberg	3	9%	A crisp medium white wine, with a subtle flowery bouquet and fresh fruity flavour.	£4.59	
Riesling Elite	3	12%	Gorgeous ripe fruit on the palate, fresh and delicate with a very fresh and fruity finish.	£8.53	

VILLA ROMERO



Italy

Trade Price Your Price



Wine Name	Quantity	ABV	Description	Trade Price	Your Price
Pinot Grigio Garganega	3	12%	Light straw in colour, this is a lively, fresh and frisky wine with a crunchy green apple bouquet, dry smooth palate and bracing acidity.	£5.11	
Pinot Grigio Blush	3A	12%	Crisp and lively with good intensity of ripe berry fruit. Italian style in a bottle.	£5.11	

LEONE di SAN MARCO



Italy

Trade Price Your Price



Wine Name	Quantity	ABV	Description	Trade Price	Your Price
Verduzzo (1 litre bottles)	3	11%	Medium dry white wine that has fresh crisp green apple notes.	£5.63	
Merlot (1 litre bottles)	B	11%	Soft, well rounded and medium dry with red cherry fruits and a velvety finish.	£5.63	

REGIONAL CLASSICS



Italy

Trade Price Your Price



Wine Name	Quantity	ABV	Description	Trade Price	Your Price
Soave Clivus	2	11.5%	One of Italy's most famous wines, big powerful and full bodied with a smooth long aftertaste.	£5.96	
Frascati Superiore terre del Pallavicini	3	12.5%	Fragrant, light and exciting wine with a balanced, clean flavour with peach and kernel undertones.	£7.27	
Verdicchio Monticelli Classico	2	12.5%	Intense fruit aroma with attractive citrus acidity and a lovely rounded palate with good length of flavour.	£7.97	
Valpolicella Clivus	C	11.5%	Soft, supple fruit and delicious cherryish flavour that goes well with pasta and meat dishes.	£6.96	
Chianti Cantine di Montalcino	C	12.5%	Brilliant red colour, full of fruit and flavour. A soft juicy wine.	£8.61	
Cavaliere di Moasca, Barolo DOCG		14%	Ruby red in colour, it is full bodied, robust but velvety and harmonious, it goes well with game and red meats.	£15.80	



New Zealand and South Africa

JMA WINE SELECTION

NIKA TIKI   New Zealand Trade Price Your Price



Sauvignon Blanc	1 12.2%	Light straw in colour. Inviting fresh citrus and tropical fruit flavours overlay mineral characters. Good texture with a concentrated mid-palate and a crisp finish.	£6.71	
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BABICH  New Zealand Trade Price Your Price




Unoaked Chardonnay	2 13.5%	The bouquet displays soft notes of peach and rock melon with a hint of red apple. The palate is creamy and rich, flavours of peach and melon are followed by apple and citrus.	£8.61	
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Pinot Noir	B 12.5%	Aromas of strawberries and raspberries mingled with spice. A supple palate of medium weight, earthy notes add a touch of complexity to the mid-palate and a fine coating of tannins dust the finish.	£8.99	
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SPY VALLEY  New Zealand Trade Price Your Price



Sauvignon Blanc 	1 13.5%	Excellent fruit ripeness and complexity. This flavoursome and balanced wine is rich with tropical and gooseberry flavours and an elegant finish.	£9.44	
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CAPE 312 BY GORDONS BAY  South Africa Trade Price Your Price



Chenin Blanc	3 12.5%	Pale yellow with a hint of green. Lemon and lime aromas are abundant. Dry and lightly oaked with nuances of nutmeg and cloves.	£4.00	
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Pinotage	D 14%	A deep dark centred wine with sweet blackberry and smoky aromas, completed by a round finish and soft tannins.	£4.00	
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PEPLERS FIELD  South Africa Trade Price Your Price



Chenin Blanc	3 12%	Bright and vibrant, fresh soft tropical fruit flavours. Medium dry in style, soft and lush after taste.	£4.99	
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Pinotage Merlot	C 13.5%	An easy drinking red. A little peppery spice and lots of blackcurrants and cherries on the palate. A light spicy finish.	£4.99	
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Blush Pink	3B 10.5%	Coral pink in colour, strawberries and cream on the palate. Lots of soft fruit flavours, delicate and refreshing.	£4.99	
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South Africa and Spain

JMA WINE SELECTION

DIAMOND RIVER



South Africa

Trade Price Your Price



Wine Type	Alcohol %	Description	Trade Price	Your Price
Chardonnay	3 13.5%	A soft, lightly wooded Chardonnay with strong citrus and tropical flavours with hints of lemon and vanilla.	£5.59	
Sauvignon Blanc	2 12%	Earthy, green grassy flavours with hints of asparagus and guava. With a crisp, clean and fruity lingering aftertaste.	£5.59	
Shiraz	D 14%	This wine has the typical spicy, blackberry and smoky cassis varietal flavours of Shiraz.	£5.59	
Merlot	C 13.5%	A combination of minty, nutty and berry flavours with soft vanilla to compliment the complexity of the wine.	£5.59	

CARRIZAL



Spain

Trade Price Your Price



Wine Type	Alcohol %	Description	Trade Price	Your Price
Rioja Carrizal Crianza Viura	2 12%	This wine has soft lemon and peach fruit on the nose and a crisp palate with more citrus and peach notes and a subtle hint of fresh white flowers.	£4.76	
Rioja Carrizal Tempranillo	C 12.5%	Well-judged oak maturation is finely balanced combined with upfront fruit makes this delicious to drink alone or in the traditional Spanish way, with any tasty lamb dish.	£4.76	
Rioja Carrizal Crianza	C 12.5%	This is a new-wave contemporary Rioja bursting with juicy, peppery red berry fruits. Savoury cinnamon spiciness with a silky smooth texture.	£6.01	
Rioja Carrizal Crianza Rose	2B 12%	A bright lively cherry coloured rosé with strawberry front on the nose and palate.	£4.76	

PLENO



Spain

Trade Price Your Price



Wine Type	Alcohol %	Description	Trade Price	Your Price
Viura	2 12%	Golden in colour with quite a scented nose, flavoursome on the palate with a dry finish.	£5.57	
Tempranillo	C 13.5%	Very smooth and rounded with bramble and cherry fruit flavours. Soft tannins and a lingering aftertaste and grip.	£5.57	
Rosado	3B 12.5%	Strawberry pink in colour with bright reflections. A medium bodied crisp and fruity finish.	£5.57	



Single Serve Wines

JMA WINE SELECTION

SIMPLY YOURS £ Various Trade Price Your Price



Pinot Grigio (Italy)	2 11.5%	Mouth-watering, zingy with spicy citrus flavours.	£30.70	
Liebfraumilch (Germany)	4 9.5%	Ever popular medium floral style.	£30.70	
Sauvignon Blanc (Chile)	1 13%	Fresh, aromatic with lush gooseberry flavours.	£30.70	
Chardonnay (Australia)	2 13%	Full, round with vanilla and tropical fruit flavours.	£30.70	
Shiraz (Australia)	D 13%	Intense, sumptuous with spicy blackberry and ripe plum fruits.	£30.70	
Cabernet Merlot (Chile)	C 13%	Rich, lingering with mouth-watering blackcurrant flavours.	£30.70	
Zinfandel Rosé (California)	3A 10.5%	Lively, delicate with fresh strawberry and tropical fruit.	£30.70	
Pinot Grigio Rosé (Italy)	2A 11.5%	Fresh, bright with lively summer fruit flavours.	£30.70	



INSPIRAL (187ml)		Various	Trade Price	Your Price
Chenin Blanc (South Africa)	2 12.5%	Medium dry in style with a lovely refreshing fruit finish and a light acidity.	£17.47 (12)	
Chardonnay (Australia)	2 13.5%	Well balanced with tropical fruit, fig and grapefruit aromas, peach and melon on the palate.	£17.47 (12)	
Cabernet Sauvignon (Chile)	B 13%	Intense ruby red with full nose and blackcurrant fruit flavours balanced by medium tannins.	£17.47 (12)	
Pinotage Merlot (South Africa)	B 13.5%	A dry but luscious red, giving plenty of fruit and a light spicy finish.	£17.47 (12)	
Blush Pink (South Africa)	3A 12%	Bright pink colour. Raspberries and strawberries on the palate.	£17.47 (12)	

Inspiral is a new and exciting range of premium wines bottled in PET plastic. The bottles are an innovative approach to wine bottling, embracing up to the minute technology by using the latest oxygen barrier plastic, resulting in 3 times the normal shelf life of PET bottled wine.



Single Serve Wine

JMA WINE SELECTION

SANTIANO 187ml



Chile

Trade Price Your Price

	Sauvignon Blanc	1 12%	A delicious, fresh and lively citrus fruit wine. Enjoy it with seafood or something with a bit of spice.	£33.01	
	Chardonnay	2 13.5%	A rich and warm Chardonnay with ripe tropical fruit flavours.	£33.01	
	Cabernet Sauvignon	D 13.5%	This big red grape relaxes in the Chilean summer sun to offer soft blackcurrant fruit flavours and a rounder style.	£33.01	
	Merlot	C 13%	A soft, plummy red with velvety tannins and a great finish.	£33.01	
	Rosé	3A 12.5%	Strawberries and cream in a glass. This is a very refreshing light wine that goes surprisingly well with something spicy.	£33.01	

BLOSSOM HILL 187ml



California

Trade Price Your Price


	White	2 11.5%	This crisp, fruity white has melon aromas and an elegant finish, perfect for drinking any time.	£33.56	
	Red	B 12.5%	This soft, mellow red has berry aromas and a smooth easy finish, perfect for drinking any time.	£33.56	
	Rosé	3A 10.5%	This utterly delicious, medium rosé bursts with ripe strawberry aromas.	£33.56	

PONTE 187ml



Italy

Trade Price Your Price

	Pinot Grigio	2 12%	Light straw yellow colour, with greenish reflections, light and fruity, dry with good structure.	£36.00	
	Merlot	B 12%	Bright red wine with violet reflections, fresh, fruity and agreeably soft.	£36.00	



Boxed Wine

JMA WINE SELECTION

STOWELLS	Various			Trade Price	Your Price
Vin de Pays du Tarn Medium (France)	3 11.5%		3ltr	£18.07	
Chenin Blanc (South Africa)	3 12%		3ltr 10ltr	£18.29 £57.43	
Liebfraumilch (Germany)	4 9.5%		3ltr 10ltr	£18.36 £60.40	
Sauvignon Blanc (Chile)	1 13%		3ltr	£19.40	
Colombard Chardonnay (Australia)	2 12%		3ltr 10ltr	£20.15 £63.49	
Pinot Grigio (Italy)	2 12%		3ltr 10ltr	£22.56 £69.06	
Côtes du Gascogne Dry (France)	1 11.5%		10ltr	£63.03	
Côtes du Gascogne Medium (France)	3 11.5%		10ltr	£63.03	
Vin de Pays du Gard (France)	B 12.5%		3ltr 10ltr	£17.14 £60.70	
Tempranillo (Spain)	B 12.5%		3ltr	£18.39	
Merlot (French)	C 13%		3ltr	£19.26	
Cabernet Sauvignon (Bulgaria)	C 13.5%		3ltr	£19.47	
Cabernet Merlot (Chile)	C 13%		3ltr	£20.29	
Shiraz Mataro (Australia)	D 13.5%		3ltr 10ltr	£21.29 £62.55	
Zinfandel Blush (California)	3A 11%		3ltr 10ltr	£16.77 £58.04	





Dessert Wine and Sparkling Wine

JMA WINE SELECTION

DESSERT WINE

Various

Trade Price Your Price



Late Harvest Sauvignon (Chile)	5 12%	A wine with honey and mature fruit flavours. An ideal companion for desserts and pastries.	£5.23 (37.5cl)	
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Château Rombeau Muscat de Rivesaltes (France)	5 15.5%	Fresh grapey fragrance with lovely floral tones and an aroma of ripe fruit.	£5.94 (37.5cl)	
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Le Sponde Recioto Soave Classico (Italy)	5 13%	Only the ripest and sweetest grapes go into making this sophisticated pudding wine. Rich, sticky and a joy to drink.	£22.83 (50cl)	
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SPARKLING WINE

Various

Trade Price Your Price



Cava Portaceli Brut Reserva (Spain)	1 11.5%	Pale with a fine and persistent mousse. A light touch of sweetness in the taste. Harmonious, fresh, elegant, tempting and with character.	£5.19	
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Moscato Spumante Ca 'Vittoria (Italy)	4 7%	Medium sweet sparkler with a lovely Muscat flavour. A very popular wine for any occasion.	£5.31	
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Sant Orsola Prosecco (Italy)	1 11.5%	A delightful easy drinking sparkler with a pleasing sweetness to the crisp and aromatic palate.	£5.47	
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Asti Spumante (Italy) Abbazia	4 7%	A perennial favourite, from the Piedmonte region of Northern Italy. Rich, exotic flavours, delicious sweet and sparkling.	£6.89	
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Robe d'Or Sparkling Brut (France)	1 11%	Medium dry in style and produced in the cuvee close method. The ideal sparkler for any occasion.	£6.97	
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Robe d'Or Sparkling Demi Sec (France)	4 11%	Medium dry in style and produced in the cuvee close method. Bright and fresh on the palate with honeyed overtones.	£6.97	
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Prosecco DOC Treviso Frizzante 'Legatura' (Italy)	2 11%	Intensely wonderful aromas of ripe golden apples with soft hints of wild flowers ooze from this classic Italian lightly sparkling wine.	£7.17	
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Cava Portaceli Brut Rosado (Spain)	2A 11.5%	Romantic and fun. Pale rosé and persistent crown. Fruity with touches of cherries and blackberries.	£5.41	
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Rosato Frizzante IGT 'Casa Gheller' (Italy)	2A 10.5%	Lightly sparkling and fresh in style. A bouquet of raspberries, cranberries, cherries and pomegranates which follow through to the palate.	£7.00	
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Champagne

JMA WINE SELECTION

HOUSE CHAMPAGNE



			Trade Price	Your Price
Veuve Ricoteaux	1 12%	An exuberant appetite-arousing fizz stashed with tangy green-apple fruitiness.	£13.86	
Baron de Beaupre	1 12%	Fresh, delicate and racy with a dry palate, long lasting bubbles and a strong finish. (also available in 37.5cl bottles)	£17.70 £10.76	
Andre Drappier Gold Label Brut	1 12%	Light straw gold colour with very fine bubbles. Round and fruity taste with a cream texture and crisp finish. (also available in 20cl bottles)	£20.38 £7.14	
Veuve Ricoteaux	1 12%	A refreshing fizz full of red fruits.	£15.01	

NON-VINTAGE CHAMPAGNE



			Trade Price	Your Price
Lanson Black Label NV	1 12.5%	A competitively priced branded champagne full of sherbet flavours.	£20.83	
Moet et Chandon NV	1 12%	Still the brand leader and favourite with racing drivers and footballers alike.	£25.83	
Veuve Clicquot Yellow Label Brut NV	1 12%	The famous Widow Champagne, still of high quality and full of biscuit tastes.	£28.38	
Moet et Chandon NV Rosé	1 12%	A refreshing champagne and bursting with red fruit flavour.	£37.71	





Tailor Made



JMA WINE SELECTION

TAILOR MADE WINE LISTS

Do you need a wine list Sir? You could ask the Maitre d' or you could come and speak to JMA. At JMA we are finding that there is an increasing demand for complimentary bespoke wine lists, the benefits of which to you can be enormous. Evidence suggests that customers presented with a wine list have the information and confidence to 'trade up' from the safe choice of a house wine, ultimately presenting you with more profit.

This is where JMA can help, simply commit to purchase all your wine supplies from JMA and we will produce for you, free of charge, a professional wine list and we will include you in every step of the process including design, content and presentation.

If you wish to know more about this free service then please contact your Area Sales Manager.



TERMS AND CONDITIONS

All prices quoted for goods are £ duty paid excluding VAT, including delivery. Price may be subject to increase without notice.

RETENTION OF TITLE

All goods remain the sole and absolute property of the seller (JMA Wholesale) until such time as the buyer shall have paid the full price together with any outstanding debts. The buyer acknowledges that the buyer is in possession of the goods solely as bailee for the seller until such time as the full price thereof is paid.

The Buyer's right to possession of the goods shall cease, if being a company, the Buyer does anything which would entitle a Receiver to take possession of any goods or which otherwise would enable any person to present a petition for winding-up.

The Seller may for the purpose of the recovery of goods enter upon any premises where they are stored and repossess the same and the Buyer grants the Seller an unrestricted right of access to its premises for this purpose.

Full conditions of retention of title appear on the Sellers despatch notes.

CLAIMS

All goods must be examined by the buyer on delivery and any damages or deficiencies noted against the buyers signature. Claims must be telephoned to us on the day of delivery other than those for corked bottle(s) which should be telephoned within 24 hours of the bottle being opened. Claims require the goods not to be significantly diminished in quantity. Failure to observe these procedures may result in claims being disallowed. JMA Wholesale remains committed to doing all it can to supply customers with goods in the best possible condition.

ACCOUNTS

Where a credit account has been approved and opened, goods are supplied in accordance with the conditions set on the Credit Account form signed by the buyer. Non-payment of the account on the due date may result in the suspension of credit facilities at the sellers discretion and all amounts owing becoming due for payment immediately. The seller reserves the right to recover from the buyer all costs relating to unpaid cheques or direct debits.

ALTERNATIVES

Due to situations out of our control, it may from time to time be necessary to substitute a wine with another which is of at least equal quality or value. Every effort will be made to inform you of such changes (this includes changes to labels).



Margin Analysis

JMA WINE SELECTION

MARGIN ANALYSIS TABLE FOR PROFIT CALCULATION

This chart can be used to calculate selling prices. In this chart, the cost of the illustrated bottle of wine is exclusive of VAT. Suggested selling prices include VAT at 17.5%.

NB: VAT rate changes to 20% in January 2011

Example: Cost of wine £4.70
 Required Gross Margin 60%
 Selling Price £13.81

Which could be rounded to the most appropriate price point for example £13.95

Your Cost	45% G.P.	Sell 50% G.P.	Sell 55% G.P.	Sell 60% G.P.	Sell 65% G.P.	Sell 70% G.P. Sell
2.60	5.55	6.11	6.79	7.64	8.73	10.18
2.70	5.77	6.35	7.05	7.93	9.06	10.58
2.80	5.98	6.58	7.31	8.23	9.40	10.97
2.90	6.20	6.82	7.57	8.52	9.74	11.36
3.00	6.41	7.05	7.83	8.81	10.07	11.75
3.10	6.62	7.29	8.09	9.11	10.41	12.14
3.20	6.84	7.52	8.36	9.40	10.74	12.53
3.30	7.05	7.76	8.62	9.69	11.08	12.93
3.40	7.26	7.99	8.88	9.99	11.41	13.32
3.50	7.48	8.23	9.14	10.28	11.75	13.71
3.60	7.69	8.46	9.40	10.58	12.09	14.10
3.70	7.90	8.70	9.66	10.87	12.42	14.49
3.80	8.12	8.93	9.92	11.16	12.76	14.88
3.90	8.33	9.17	10.18	11.46	13.09	15.28
4.00	8.55	9.40	10.44	11.75	13.43	15.67
4.10	8.76	9.64	10.71	12.04	13.76	16.06
4.20	8.97	9.87	10.97	12.34	14.10	16.45
4.30	9.19	10.11	11.23	12.63	14.44	16.84
4.40	9.40	10.34	11.49	12.93	14.77	17.23
4.50	9.61	10.58	11.75	13.22	15.11	17.63
4.60	9.83	10.81	12.01	13.51	15.44	18.02
4.70	10.04	11.05	12.27	13.81	15.78	18.41
4.80	10.25	11.28	12.53	14.10	16.11	18.80
4.90	10.47	11.52	12.79	14.39	16.45	19.19
5.00	10.68	11.75	13.06	14.69	16.79	19.58
5.10	10.90	11.99	13.32	14.98	17.12	19.98
5.20	11.11	12.22	13.58	15.28	17.46	20.37
5.30	11.32	12.46	13.84	15.57	17.79	20.76
5.40	11.54	12.69	14.10	15.86	18.13	21.15
5.50	11.75	12.93	14.36	16.16	18.46	21.54
5.60	11.96	13.16	14.62	16.45	18.80	21.93
5.70	12.18	13.40	14.88	16.74	19.14	22.33
5.80	12.39	13.63	15.14	17.04	19.47	22.72
5.90	12.60	13.87	15.41	17.33	19.81	23.11
6.00	12.82	14.10	15.67	17.63	20.14	23.50
6.10	13.03	14.34	15.93	17.92	20.48	23.89
6.20	13.25	14.57	16.19	18.21	20.81	24.28
6.30	13.46	14.81	16.45	18.51	21.15	24.68
6.40	13.67	15.04	16.71	18.80	21.49	25.07
6.50	13.89	15.28	16.97	19.09	21.82	25.46
6.60	14.10	15.51	17.23	19.39	22.16	25.85
6.70	14.31	15.75	17.49	19.68	22.49	26.24
6.80	14.53	15.98	17.76	19.98	22.83	26.63
6.90	14.74	16.22	18.02	20.27	23.16	27.03
7.00	14.95	16.45	18.28	20.56	23.50	27.42
Sales multipliers	2.14	2.35	2.61	2.94	3.36	3.91



Real Service

JMA WINE SELECTION

REAL SERVICE AT REALISTIC PRICES

JMA Wholesale is not just a wine wholesaler, we are in fact one of the fastest growing licensed trade wholesalers serving the on-trade industry.

We offer a comprehensive range of all draught and packaged beers, lagers and ciders from all of the major brewers along with an intensive selection of imported beers. As well as enjoying 'partner wholesaler' status with the major brewers we have also forged links with both key importers and regional brewers alike such as Nastro Peroni, Pilsner Urquell, Fullers and Black Sheep Brewery.

Our portfolio is enhanced with the support of both the Britvic & Schweppes range of soft drinks, this includes the new and innovative size of packaging from Britvic. Not only do we feature the key brands in the soft drinks arena, we also carry a thorough range of additional products such as Red Bull, Simply Fruity and many branded waters.

Alcopops continue to play a major part in the industry and we boast a complete selection of the major players in this sector including Smirnoff Ice, WKD, VK and VS to name but a

few. However we recognise that this sector continues to be revolutionary and we are always on the lookout for new and interesting additions to complement the range.

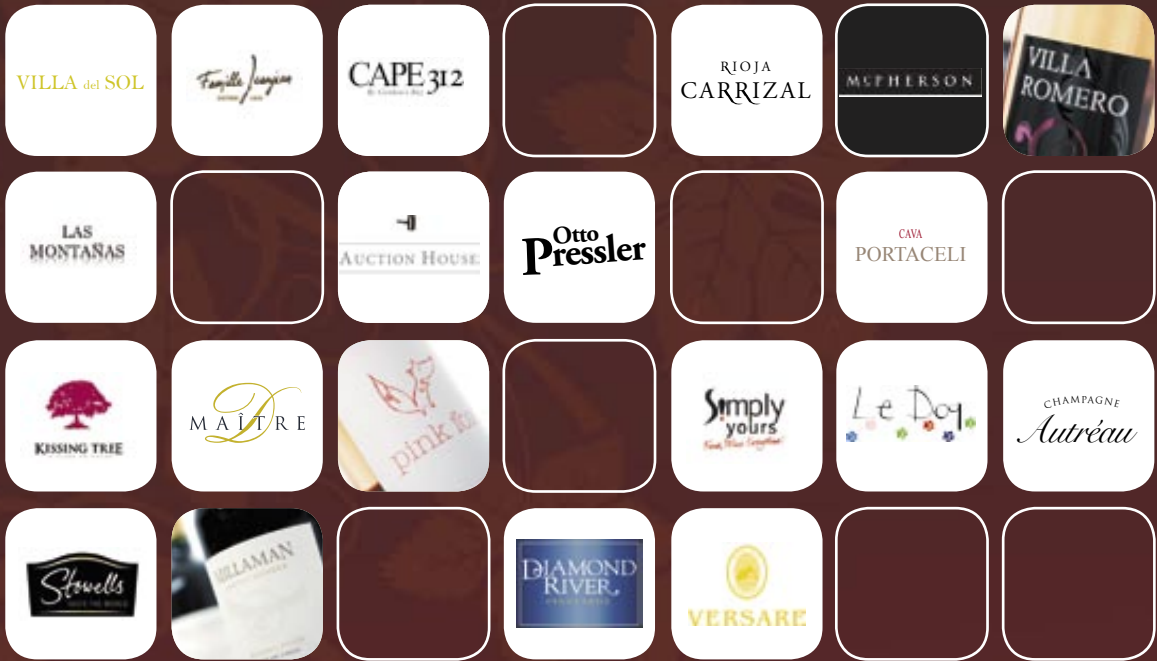
No licensed trade wholesaler would be complete without a portfolio of spirits and we believe ours to be as comprehensive as any you will find elsewhere in the industry. This includes both branded and 'house' ranges in all size mediums.

Finally new to our catalogue is the addition of snacks, a service which we believe adds the finishing touch to our package.

All this is backed up by experienced sales managers who will visit your premises to discuss your requirements, a friendly and courteous telesales team and our legendary seven day a week delivery service, which subject to timings is available on a same day basis.

When you combine the service and portfolio with our competitive pricing policy then we do not think you will find a better wholesale delivery service anywhere in the industry.





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