



HARPERS WINE & SPIRIT

TOP 50 DRINKS WHOLESALERS 2026

16 OXFORD WINE WHOLESALE

Of the many facets to this inspirational retail, wine bar and wholesale collection from the Sandbach family, the trade side supports pubs, clubs, hotels and restaurants across a broad swathe of southern and central UK and beyond, delivering in excess of 20,000 bottles a week. Some 900 SKUs draw on both established and emerging regions, with WSET-trained staff on hand to offer tailored advice to each venue, backed by a buying strategy of quality over quantity. Innovations and advances across all aspects of the business are much in evidence too, with the likes of a bespoke Digital Trade portal and adoption of AI helping deliver a superior service.

17 CORNEY & BARROW

With 246 years of wine-trade heritage, Corney & Barrow is nonetheless very much plugged in to the demands of the modern on-trade. A 15,000-strong portfolio ranges from well-known fine-wine names to emerging producers, with close relationships to the fore. Investment in regional reach, with increased teams expanding the trade well beyond its London base, plus bespoke wine lists, training, WSET education and own-label development are all part of the offer here. Sustainability is also increasingly visible, with use of solar and biofuels, plus lighter bottles all important too. All told, a classy specialist with a national reach.

18 OLD CHAPEL CELLARS

Rioja and Spain are impressive strengths here, with this indie-merchant-come-regional-wholesaler a standout in the south west drinks world, while growing its presence beyond its home territories. An early B Corp on the UK drinks scene, sustainability is at the core of Old Chapel Cellars' operations, with the social and community side also being very important, such as membership of the Cornwall Hospitality Collective, adding to the personal and professional ethos of this impressive company. Meanwhile, investments in warehousing and operations have continued apace, with training and education also very much part of the deal.

19 DAVY'S WINE MERCHANTS

From its Tardis-like Greenwich HQ and warehouse, this merchant-come-wine bar-come-wholesale hybrid business counts 150 years and five generations of building excellence and personality into all that it does. Quality restaurants and merchants in London and the south east form the core of the customer base, with small, independent family producers, typically with a sustainable ethos, at the heart of the offer. Now, with further recent investments in warehousing, operational efficiencies, third-party logistics and delivery flexibility, the wholesale operation continues to expand in a smooth and professional manner.

20 FELS

Fels' portfolio is brimming with wines and fortified from multi-generational family estates, presenting the type of high-end labels that often sit across premium on-trade and indie merchants, but larger retailers too. Guigal in the Rhône, Hugel in Alsace, Tyrrell's in Hunter Valley, Louis Latour and Bouchard in Burgundy and Torres in Spain give a taste of just some of the wealth on offer here, with all of this backed by a highly professional and knowledgeable team. Customer service is at the heart of backing the 3,000-strong number of SKUs, with the launch of the Fels Ordering App this autumn building upon the already well-honed delivery and service that this company provides.

21 ELLIS WINES

This independent, family-owned on-trade focused business has served the south of England since 1822, with the depth and breadth of its portfolio at the heart of its success. Increasingly aligning with producers that sit well with Ellis's sustainable credentials, the 1,500-strong portfolio nonetheless is constantly updated to sit with consumer trends. Investment is much in evidence here too, with an expanded sales team and boosted operational infrastructure further honing the services delivered. B Corp accreditation is simply crowning all that this wholesaler sets out to achieve.



22 HATCH MANSFIELD

A UK specialist in premium wines from independent estates, Hatch is particularly strong in France and Chile, down to its two shareholder brands of Louis Jadot and Errazuriz. This is just a taste of the Hatch portfolio though, with an increasingly wide range of wines being supplemented by the likes of the joint Taittinger English sparkling wine project Domaine Evremond, plus initiatives such as olive oils from Esporão and Zuccardi, or gin from Chapoutier. This wholesaler innovates too, whether that be through premium canned wines or wine on tap, with sustainability, workplace wellbeing and education all very much part of the package.

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