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评论

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# 伦敦寻酒记

既爱酒又不产酒的伦敦对世界各地的葡萄酒兼容并蓄，一视同仁。

文/Charles Curtis MW 译/郭月

对于执着的葡萄酒收藏者来说，找到稀有年份的心仪葡萄酒，就像美梦成真般充满了满足感和成就感。为了这一刻的早日到来，越来越多的收藏者到伦敦寻找机会，因为这里是全世界最重要的葡萄酒交易中心之一。

至少自中世纪开始，英国便享有这样的地位。1154年英王亨利二世娶到阿基坦的埃莉诺，在当时已经是重要产区的波尔多就包含于她的领地之中。不过，自12世纪以来，事情还是发生了巨大的变化。

如今，伦敦就像葡萄酒世界的橱窗，迫不及待地向这些挑剔的客户展示最新的佳酿。英国的顶级酒商多年以来都享有大量的配额，这里还能找到其他市场完全无迹可寻的葡萄酒。当某一款酒只有几百箱产量时，它们通常不会被平均分配到世界各地，而更多地是依靠“老哥们儿关系网”被运往某几个甚至某个地方，这对于收藏葡萄酒的新手而言便是盲区，当然，那些已经学会“破解密码”的人是幸运的。

所以，很多收藏者寻酒的第一站便是传统的英国酒商公司。其中的佼佼者如Corney & Barrow，它不仅是罗曼尼·康帝的代理商，还是Domaine Comte Georges de Vogüé、Domaine Leflaive、柏图斯和沙龙香槟等顶级酒庄的代理商。Corney & Barrow享有英国王室供货许可证，为白金汉宫供应葡萄酒，他们的名声在业界无人能及。

通常情况下，酒商购买葡萄酒后将它们存入自己的库房以待销售。每家酒商都有自己的专长，少数酒商甚至拥有独家货源。例如，Fine + Rare拥有勒桦酒庄为数不少的配额，而Justerini & Brooks则拥有Domaine du Comte Liger-Belair、Château Lafleur、Armand Rousseau、J.J. Prum和其他一些顶级葡萄

酒。除了这几家，英国最好的酒商还包括Farr Vintners、Bordeaux Index和Berry Brothers & Rudd。

英国市场上另一类供货者则是经纪公司。经纪公司知道到哪里寻找货源，并促成买家与卖家的交易，从每一单交易中获得佣金。有些酒商也拥有自己的经纪公司，Corney & Barrow Trading, BBX (Berry Brothers and Rudd旗下) 或BI Live Trade (Bordeaux Index旗下)等服务项目则是陈年稀有葡萄酒的重要来源。与独立经纪公司保持联系也很有必要，因为他们的酒单不断变化，总能让你看到新的产品。有趣的独立经纪公司包括Chelsea Vintners、Latimer Vintners、Cellar & Co.和Seckford Wines。

对很多收藏者来说，葡萄酒来源的可信度是一个棘手问题。幸运的是，英国酒商很善于处理这个问题。英国的葡萄酒可以在“保税”状态下被销售，这意味着直到葡萄酒从库房被运输至终端消费时，才会被征收20%的增值税。葡萄酒可以被交易几乎而始终处于“保税”状态，如果最终出口海外则无需缴纳增值税。

最后，好的来源的关键在于适当的储存，而英国有明显的优势。为了迎合精品酒收藏者的需要，许多国家都有葡萄酒仓库，而很少有像英国这样拥有这么好的自然条件。关键是保持低温和湿度的地下储酒仓库。可能最好的例子就是Octavian酒窖。Octavian位于威尔特郡的科斯罕，这里曾经是为巴思提供建筑石材的采石场。1934年，这里变成了国防部的弹药库。最终在1990年，变成了现在的葡萄酒仓库。现在这里有几万箱精品酒储存于威尔特郡30米的地下。

作为一个保税仓库，Octavian允许买家在保税状态下购买，享有税收的优惠。如果



Charles Curtis MW  
WineAlpha创始人，葡萄酒大师。曾在佳士得担任亚洲和美国葡萄酒部主管。葡萄酒作家和记者，出版了《The Original Grand Cru of Burgundy》一书。

买家愿意，公司还可以代为转卖，或是将酒作为抵押品，向合作的Emigrant Bank Fine Art Finance申请银行贷款。最近就有一单£2000万的交易来自一位将酒品藏于Octavian的亚洲藏家。

对于中国收藏者而言，另一个购酒的机会就是伦敦的拍卖会。香港、纽约和伦敦都是葡萄酒拍卖的中心，各地都能找到类似的酒款。然而，价钱可不见得一样，在伦敦市场上购买葡萄酒往往是一种重要的套利行为。比如，自2017年伊始，DRC La Tâche拍卖的最高价格\$5,763/瓶，来自纽约的Acker Merrall；而最低价格\$2,734/瓶，则来自伦敦佳士得。并不是每个例子都这样充满戏剧性，但伦敦的拍卖市场值得关注。具有更专业品位的买家也感兴趣的是，比起因为有溢价而充斥着蓝筹酒和畅销酒的纽约和香港，在伦敦能找到更多类型和年份的酒。

重要的伦敦国际葡萄酒拍卖行包括佳士得、苏富比和博纳姆。他们每个公司都会派代表来协助你——通常名庄酒部的工作人员熟知葡萄酒知识，而且客服人员可以说中文。你可以现场竞拍，不过这不是必需的，通过电话和邮件这样的书面竞拍也是允许的。在拍卖之前发送报价是确保你坚持预算的好办法。最后这点非常重要，因为在快节奏的葡萄酒拍卖会上，人们有可能被冲昏头脑，最终付出比预期更多的代价。虽然收藏葡萄酒是关乎激情，但收藏的关键是保持你的冷静。☞



## Wine Merchants

### 酒商

#### Corney & Barrow

1 Thomas More Street  
London E1W 1YZ  
+44 (0)20 7265 2400  
<https://www.corneyandbarrow.com/>

#### Justerini & Brooks

61 St. James' s Street  
SW1A 1LZ  
+44 (0)20 7484 6400  
<https://www.justerinis.com/>

#### Farr Vintners Ltd

Commodore House, Battersea Reach  
Juniper Drive, London SW18 1TW  
+44 (0)20 7821 2000  
<https://www.farrvintners.com/>

#### Bordeaux Index

10 Hatton Garden  
London EC1N 8AH  
+44 (0)20 7269 0703  
<https://www.biwine.com/>

#### Berry Bros. & Rudd

3 St James' s Street

London SW1A 1EG  
+44 (0)20 7022 8973  
<https://www.bbr.com/>

## Auction Houses

### 拍卖行

#### Christie' s

8 King Street, St. James' s  
London SW1Y 6QT  
Tel: +44 (0)20 7839 9060  
<http://www.christies.com/>

#### Sotheby' s

34-35 New Bond Street  
London W1S 2RT UK  
+44 (0)20 7293 5000  
<http://www.sothebys.com/>

#### Bonham' s

101 New Bond Street  
London W1S 1SR  
+44 (0)20 7447 7447  
<https://www.bonhams.com/>

## Independent brokers

### 独立经纪公司

#### Chelsea Vintners

Unit 204 Harbour Yard, Chelsea Harbour  
London SW10 0XD

+44 (0)20 7193 8006  
<http://chelseavintners.com/>

#### Latimer Vintners

9 Foundry Mews, 58 Barnes High Street  
London SW13 9AZ  
+44 (0)20 3848 1070  
<http://www.latimervintners.com/>

#### Cellar & Co.

Unit 3a, Park Lane Business Centre  
Park Lane, Langham  
Essex CO4 5WR  
T: 01206 233778  
<http://www.cellarandco.com/>

#### Seckford Wines Ltd

Dock Lane, Melton, Woodbridge  
Suffolk IP12 1PE  
+44 (0)1394 446622  
<http://www.seckfordwines.co.uk/>

## Wine Storage

### 葡萄酒仓库

#### Octavian

Octavian, Corsham Cellars  
Eastlays, Gastard, Corsham,  
Wiltshire SN13 9PP.

## Cracking the Code: Buying Wine in London

Being able to locate the rarest vintage and the most sought-after wines on a moment's notice is only a dream for most committed wine collectors. In pursuit of their dreams, more and more collectors are finding fulfillment by shopping for wine in London, historically one of the world's most important wine-trading centers. England has enjoyed this status at least since the Middle Ages, when English king Henry II married Eleanor of Aquitaine in 1154, since her territory included all of what is today Bordeaux, already an important wine producing region. However, things have progressed enormously since the twelfth century. Today London is the shop window of the wine world, and the competition is fierce to present the latest vintages to this discerning clientele. Many of the top merchants in the UK have enjoyed generous allocations for many years, and it is possible to find wines here that are completely unavailable in other markets. When there are sometimes only as little as a couple hundred cases produced of a particular wine, they are often not distributed evenly throughout the world. The distribution of wine, in fact, can sometimes seem like one of the last bastions of the "old boy network" and the system can be completely opaque to someone new to wine collecting. Those who learn to "crack the code" are fortunate indeed.

First stop for many collectors are the traditional English merchant firms. Preeminent among these is Corney & Barrow, agent for Domaine de la Romanée-Conti and other top wine producers, such as Domaine Comte Georges de Vogüé, Domaine Leflaive, Pétrus and Champagne Salon. Corney & Barrow enjoy the royal warrant, supplying wine to Buckingham Palace, and their reputation is unsurpassed in the industry. Each merchant house has its specialty, but few have exclusivities. For example, Fine + Rare enjoy a very generous allocation of wines from Domaine Leroy, while Justerini & Brooks is a great source for Domaine du Comte Liger-Belair, Château Lafleur, Armand Rousseau, J.J. Prum and others. The best-established merchants in the UK wine trade in addition to those mentioned above include Farr Vintners, Bordeaux Index, and Berry Brothers & Rudd.

Merchants typically purchase stock and have it available in their warehouse for shipment. Another class of supplier in the UK market is the broker. Brokers know where to find stock and they will facilitate the transaction between buyer and seller, taking a commission on each trade. A number of merchants have a broking arm as well, and services such as Corney & Barrow Trading, BBX (from Berry Brothers and Rudd) or BI LiveTrade (from Bordeaux Index) can be superb sources of mature rare wine with marvelous provenance. It is also very worthwhile to stay current with the offers from independent brokers, who can offer fantastic value. Their lists are constantly changing, but they are always available to update you. Interesting independent brokers include Chelsea Vintners, Latimer Vintners, Cellar & Co., and Seckford Wines.

Provenance is a serious concern. Fortunately, the UK market is ideally suited to address these issues. Wine in the UK can be sold "in bond" or before taxation, which means that the 20% value-added tax is not applied until the wine is removed from storage for eventual consumption. Wines can be traded among various owners while still in bond, and if the wine is eventually exported it is not subject to VAT.

Ultimately, the key to good provenance is proper storage, and here the UK has a distinct advantage. While many countries have wine storage warehouses that cater to fine wine collectors, few have the superb natural conditions found in the UK. The key is underground storage at a consistent low temperature and humidity. Perhaps the premier example of this is Octavian Cellars. Octavian is located in Corsham, Wiltshire, in the west of England, in a decommissioned quarry that had originally been used

to source stone for the houses of nearby Bath. In 1934, the site had been converted to a munitions store for the Ministry of Defense. Finally, in the 1990s, it was converted to its present usage and today there are tens of thousands of cases of fine wine stored 100 feet below the surface in Wiltshire. As a fully bonded warehouse, Octavian allows you to enjoy the tax advantages of buying in bond. They can also help you to arrange a sale of your wines if you desire, or even to secure a bank loan using them as collateral via a partnership with Emigrant Bank Fine Art Finance. One recent transaction secured £20 million for an Asian collector who stored his carefully-sourced collection at Octavian.

Another opportunity for Chinese collectors is to buy wine at auction in London. Hong Kong, New York, and London are all centers of the wine auction trade, and similar wines can be found at each. Prices, however, are not always the same, as there is often an important arbitrage to buying wine in the London market. For example, since the beginning of 2017, the highest price paid for DRC La Tâche at auction \$5,763/btl at Acker, Merrall in New York, while the lowest was \$2,734/btl at Christie's London. Not all examples are this dramatic, but it certainly pays to watch the London auction market. It is also of interest to buyers with more specialized tastes, as the greatest variety of type and vintage are often on offer in London, while New York and Hong Kong feature more of the "blue chip" offerings and most sought-after stock due to the premium commanded there.

The significant London-based international wine auction houses include Christie's, Sotheby's and Bonham's. Each of them has representatives who will assist you – normally the specialists in the wine department will know the most about the wines, while customer service representatives may well speak Chinese. While it is possible to bid in person, it is hardly necessary, as bids are also accepted online, over the telephone and via email in the form of absentee bids. Sending in bids prior to the sale is a good way to ensure that you will stick to your budget. This last point is very important, since in the fast-paced world of wine auctions it is possible to get carried away and end up paying more than intended. Although wine collecting is about passion, the key to collecting is often keeping your cool.

### **Wine Merchants**

#### **Corney & Barrow**

1 Thomas More Street  
London E1W 1YZ  
+44 (0)20 7265 2400  
<https://www.corneyandbarrow.com/>

#### **Justerini & Brooks**

61 St. James's Street  
SW1A 1LZ  
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<https://www.justerinis.com/>

#### **Farr Vintners Ltd**

Commodore House, Battersea Reach  
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***Independent brokers***

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<http://www.cellarandco.com/>

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Dock Lane, Melton, Woodbridge  
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<http://www.christies.com/>

**Sotheby's**

34-35 New Bond Street

London W1S 2RT UK

+44 (0)20 7293 5000

<http://www.sothebys.com/>

**Bonham's**

101 New Bond Street

London W1S 1SR

+44 (0)20 7447 7447

<https://www.bonhams.com/>

**Wine Storage****Octavian**

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