

Cape Wine Makers Guild Auction Resultate 2010

Buyers snatch up rare Cape Winemakers Guild Auction wines at market driven prices

Excellent value for money, great diversity and a record number of white wines, was the hallmark of the 26th Nedbank Cape Winemakers Guild auction held in the Stellenbosch winelands over the weekend. While the overall turnover was down on the record highs of 2009, well established brands continued to fetch exceptionally good prices.

The 139 buyers spent a total of R3 867 200, 25% less than last year, on the 39 wines on offer. Spread over 19 different types and styles, this year's auction offered great variety and a record number of 13 white wines. The total volume to go under the hammer was similar to last year and all the wines, a total of 2 298 cases, were sold.

"After our best ever auction in 2009, the results this year are certainly a reflection of the reality of the state of the economy. We are currently in one of the toughest periods and the effect of the recession, coupled with the strong Rand and the increased number of white wines which generally do not fetch the high prices of the reds considered investment wines, certainly made an impact this year. On the up side, the auction offered buyers exceptional value for money and opportunities to buy over a much wider selection," said Johan Malan, Chairman of the Cape Winemakers Guild.

For the second consecutive year, Peter Finlayson achieved the highest price for a case of wine (equivalent of 6 X 750ml bottles) for Bouchard Finlayson Unfiltered Pinot Noir 2007(1,5 litre bottles) at R5 100 just R100 less than last year. Other top selling red wines were Dewaldt Heyns' Saronsberg Die Erf Shiraz 2007 at R4 500 per case followed by Etienne Le Riche's Le Riche Cabernet Sauvignon Auction Reserve 2006 at R3 800 and Abrie Beeslaar's maiden auction wine, Kanonkop CWG Paul Sauer 2007, at R3 700.

The highest price for a case of white wine went to Gary Jordan's Jordan Chardonnay Auction Reserve 2009 at R1 900, followed by David Nieuwoudt's Cederberg Private Cellar Semillon 2010 at R1 800 and Andries Burger's first auction wine, Paul Cluver The Wagon Trail Chardonnay 2009, which fetched R1 700.

The only dessert wine, Adi Badenhorst's Badenhorst Family Wines Kalmoesfontein Semillon Noble Late Harvest Volume 2 2008 (375ml bottles) fetched R2 600, whilst the only port on auction, Carel Nel's Boplaas Auction Reserve Port 2008 fetched R1 700. The highest price for a Méthode Cap Classique was R1 200 for Johan Malan's Simonsig Cuvée Chêne Cap Classique 2004.

The average case price this year was R1 682.85 with the average bottle price at R280.48.

Once again, the bulk of the wines, over 80%, was bought by 110 local buyers but the auction managed to



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attract more overseas buyers totalling 29 this year. Alan Pick of The Butcher Shop and Grill triumphed for the 9th consecutive year as the biggest spender at R644 600. The biggest overseas buyers this year came from the United Kingdom followed by the Netherlands, Hong Kong, Belgium, Denmark, Namibia, Canada, Czech Republic, USA and Germany.

"The market dictated the prices this year and gave the growing number of private collectors the opportunity to buy the Guild's individually crafted, specialist wines at excellent prices," said Henri Hablutzel of Hofmeyr Mills Auctioneers, who has been involved with the Guild auction for more than a decade.

Top selling red wines per 6-bottle case (or the equivalent thereof) *

Bouchard Finlayson Unfiltered Pinot Noir 2007 (1,5 litre bottles)	R5 100
Saronsberg Die Erf Shiraz 2007	R4 500
Le Riche Cabernet Sauvignon Auction Reserve 2006	R3 800
Kanonkop Paul Sauer 2007	R3 700
Kanonkop Pinotage 2008	R3 400
Ernie Els CWG 2008	R3 400

Top selling white wines per 6-bottle case (or the equivalent thereof) *

Badenhorst Family Wines Kalmoesfontein Semillon	
Noble Late harvest Volume 2 2008(375ml bottles)	R2 600
Jordan Chardonnay Auction Reserve 2009	R1 900
Cederberg Private Cellar Semillon 2010	R1 800
Paul Cluver The Wagon Trail Chardonnay 2009	R1 700
Steenberg Vineyards "The Magus" 2009	R1 600

* All prices exclude Vat

Every year a very special charity item is auctioned off to raise funds for the Nedbank Cape Winemakers Guild Development Trust. This year's item, a unique 12-litre bottle of wine comprising a blend of top 2007 vintage wines from all 41 members of the Cape Winemakers Guild, was purchased by Zdenek Lang of the Czech Republic for R16 000. Together with the proceeds of a silent auction, the total raised in aid of the Guild's Development Trust at the auction this year was R107 900.

Founded in 1999, the Nedbank Cape Winemakers Guild Development Trust assists with education, training and empowerment of young people and includes the Guild's Protégé Programme, a mentorship scheme for upcoming winemakers.

Recognised as South Africa's leading wine auction open to the wine trade and the general public, all the wines are crafted exclusively for the auction and are meticulously selected in a blind tasting by members of the Guild to represent the pinnacle of what can be achieved in South African winemaking.



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