



# *Global Market Report*

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**Ciatti Global Wine  
& Grape Brokers**

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## August 2021

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The Northern Hemisphere harvests are just starting to get underway and the tentative early indications are that France and Italy will see crop sizes noticeably below their respective averages, the La Mancha region of Spain a crop slightly down in size from 2020, while California's is likely to come in larger than last year's markedly short harvest but still shy of the 4-million-ton mark.

It has been a difficult growing season in many areas this year, characterised by polarised extremes depending on latitude: northern and central France, and northern Italy, have suffered cooler than normal temperatures, intense or persistent rainfall and some hailstorms, while south-eastern France, southern Italy and California have been in drought, the latter two particularly suffering from high temperatures.

The bulk wine market in general is calm as all eyes turn to the harvests, but there are pockets where buyers are already vying for next vintage supply because the current one is short, for example in Italy (on Puglia's 2021 wines) and in Chile (on 2022 white varieties). Sauvignon Blanc from the 2021 vintage is effectively sold out in Chile and New Zealand, with buyers already seeking 2022 production, in Chile's case 8-9 months early. South Africa's premium Sauvignon Blanc is sold out, while the varietal – along with the other white varieties from the 2021 vintage – is likely to be drawn down in France by the end of the calendar year. The bulk market for reds is far more stable, with decent supply levels and some attractive pricing on good-quality wines in Argentina, Australia, France, South Africa and Spain. Pinot Noir aside, Chile has supply of reds but strong domestic and Chinese demand (Australia's loss is Chile's gain in this case) has prevented prices from softening there.

On the macro level, this month's Italy page summarises the situation best: "Future consumption, COVID-19 variants, slow tourism, economic situations, currency fluctuations, future production, worldwide logistics issues, dry goods price increases, and supply: the uncertainty regarding how the market will look in the next 12 months has probably never been so high". It is hard not to feel that what happens in the next two quarters will dictate the longer-term outlook. If – if – the vaccines are found to have truly broken the link between COVID-19 infection and mortality, even in the midst of a Northern Hemisphere winter, the arguments for lockdowns and heavy restrictions will subside and there will be increasing room for the revival of longer-term planning: more settled consumer patterns leading to new relationships, new lines. In the meantime, Ciatti's here to help you navigate the twists and turns of the marketplace.

Looking ahead to the Southern Hemisphere's 2022 crops, Australia, New Zealand and South Africa have all been receiving plentiful winter rainfalls (perhaps too plentiful in Marlborough, where flooding has occurred), minimising drought as a future issue. A concern is South America: snowpack levels put down in the Andes have been negligible this winter, and rainfall levels in Argentina and Chile have been minimal, amid what has been dubbed a "mega-drought". The average maximum temperature in Chile has even reached as high as 19.5°C this winter. Something to keep an eye on. Read on for more detailed updates on the world's bulk wine and grape markets, get in touch with us directly for more information, and stay safe.

*Robert Selby*

# UK to scrap VI-1 import paperwork

**The UK government announced at the end of July that it intends to scrap the need for VI-1 paperwork on all wine imports into the UK.**

The paperwork (and attendant laboratory testing) is currently required on non-EU wine imports and – because of Brexit – was also due to be applied to imports from the EU as of 31st December 2021. The paperwork takes various guises depending on exporter country – Australia and the US currently enjoy simplified or electronic forms, for example.

As the termination of VI-1 paperwork requires an Act of Parliament, it remains unclear when their scrapping

will come into effect. The UK's Wine & Spirits Trade Association understands the government is “actively looking” at bringing the necessary legislation to Parliament “as soon as possible”.

The UK's All-Parliamentary Group for Wine & Spirits said the VI-1 forms had originally been designed by the wine-producing countries of the EU “to make importing wine from outside the EU more difficult”, and it made “no sense” for the UK to retain them following Brexit, as the UK imports around 99% of the wine it consumes and is also a global hub for the wine trade.

## Wine consumption insight: US, UK, Sweden, Germany

**Is wine losing its hold on younger adults? So asks category analysts Wine Intelligence after it eye-catchingly found 18-34-year-olds represented only 18% and 14% of ‘regular’ wine drinkers (i.e., those consuming wine at least once per month) in the US and UK respectively in 2020, down from 28% and 24% in 2010. Over the same period, the share of those aged 55 and older in the regular-drinking category grew from 32% to 47% in the US and from 37% to 56% in the UK.**

“The data shows that a typical 21-34-year-old in the US is around half as likely to be a monthly wine drinker in 2020 as they were in 2010, and there is a similar story in the UK,” Wine Intelligence states. It cites some mitigating factors, including ageing populations compounding the fact wine consumption has always tended to increase with age. But in general, it seems younger adult drinkers have broadened their repertoire of alcoholic beverages – namely with RTDs, including hard seltzers – so that a growing percentage are becoming ‘irregular’ wine drinkers, i.e., consuming wine less than once per month. Younger people are also leading the trend towards more moderate drinking and abstinence. Another recent pressure has been COVID-19's reduction in the social drinking opportunities that command a large share of drinking occasions for younger adults, and potentially also the pandemic's greater economic impact on the young.

Last year – which will always be synonymous with COVID-19's spread – was the first to see still wine volume growth in the UK for a decade. “Wine will adjust downwards in the short term as the on-trade recovers,

but the longer-term prospects for wine are more positive than they were before the pandemic,” forecasts Wine Intelligence. This assertion stems from the fact the younger adults who remains in the ‘regular’ wine-drinking category are more likely to be “fully engaged, higher spending drinkers” than their predecessors, willing to spend more for everyday wines and trade up even more for special occasions. Wine Intelligence thus deduces that “for those industry players in low priced, mainstream, undifferentiated product, these demographic shifts suggest the long-term outlook is more challenging.”

Wine sales volumes in Sweden grew by 9% in 2020, according to Wine Intelligence's partners International Wine & Spirits Research (IWSR). This they attribute to a shift in at-home drinking and e-commerce during the pandemic, and also to buying wine domestically instead of either abroad on holiday or at border shops in Germany and Norway. The Swedish market is forecast to return closer to normal in 2021 as some sales transfer back to border shops and the country's on-trade.

The premiumisation trend is in evidence in Sweden: spend per bottle has risen 8-10% in the past four years. However, Wine Intelligence also discerns in Sweden the same increasing reliance on older drinkers – especially those 55 and older – as that seen in the US and UK: “The category appears to be losing the interest of younger adult drinkers, particularly those between the ages of 18 and 24. The Gen-Z group

*See next page for more..*



[roughly those born after 1995], if they are drinking wine at all, are shifting between a wide array of beverages, especially cider and cocktails, and still wine especially is struggling for attention.” Sparkling wine, however, continues to attract more younger adult drinkers.

In Germany, wine sales volumes grew 3% in 2020, boosted by increased at-home drinking during lockdowns. The trend towards regionality grew; a boost for German wines. Arguably more importantly,

however, German consumers – traditionally very value-driven when it comes to wine – have in recent years been increasing their spend on wine and this trend sped up during the pandemic. This has been especially “driven by younger wine drinkers who don’t mind spending a few extra euros per bottle. The caveat though, is that they also expect a more interesting product in return.” According to ISWR, wine volumes in Germany are likely to return to a mild decline in 2021, recontinuing the long-term trend.

## Regular Wine Drinker Populations by Age

Regular wine drinkers in the US & UK are getting older

US & UK regular wine drinker population: **By age**  
 % of each age group within total population of US / UK regular wine drinkers

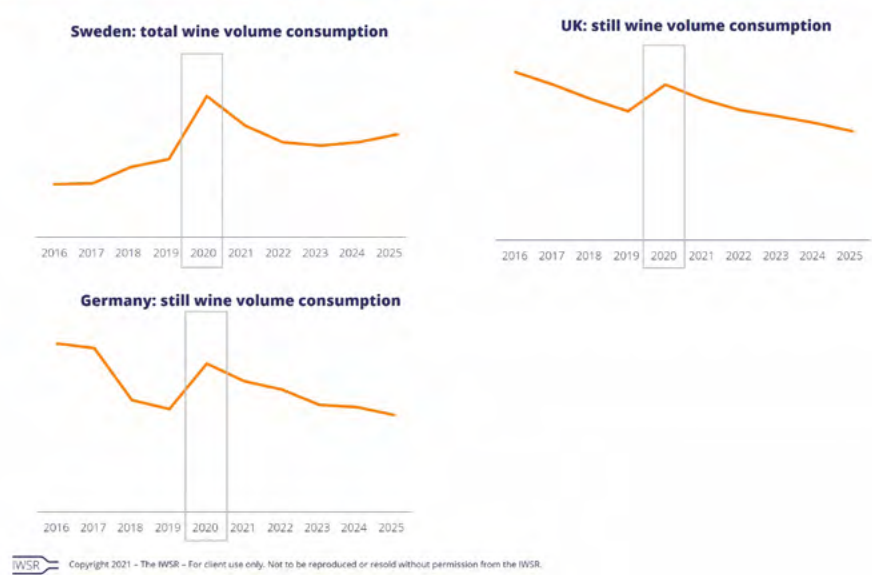


Source: Wine Intelligence Vinitrac® US & UK 2010-2020

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## Wine volume consumption: Inverse V trend

In some markets, Covid-19 prompted an unexpected shift in wine consumption



# California

## *Time on target*



**HARVEST WATCH:** *Crop appears lighter than average; severe drought*

The Central Valley's 2021 harvest got underway a little earlier than normal and some volumes on the early varieties are coming in slightly shorter – by around 10-15% – than grower estimates. Quality looks good. The main concern is a compressed picking period, as very high temperatures in recent weeks have, in some areas, readied Brix levels on multiple varieties all at once. Wineries should be able to cope but a shortage of trucking – due to driver shortages and high demand levels as the US economy reopens – is a potential headache.

Much of California is in drought and the State Water Resources Control Board has issued “emergency curtailment” orders on agricultural access to the rivers of the Sacramento-San Joaquin Delta watershed – essentially the entire Central Valley – and much of the Russian River. The board said water levels have reduced to “alarming lows” and what remains must be conserved for drinking supplies. This is likely to impact specific vineyards – depending on how they get their water – in specific areas; the restrictions, and the drought itself, are likely to have an impact on the final crop size.

A state-wide crop figure is too early to call but, going by eye test so far, we do not expect it to reach 4 million tons, though nor do we expect it to come in as low as last year's 3.4 million tons unless any future fires have an impact. Smoke from the severe Dixie Fire in the northeast of the state has not affected the crop either in the Coast or in the Valley, but fire concerns will of course remain until cooler, wetter weather arrives in autumn/winter.

The market for 2021 grapes in the Central Valley is quiet as nearly everything was pre- contracted; the focus now is on picking. Supply of 2020 and older vintage Valley bulk wines is minimal. Some bulk inventory persists in the Coastal areas but, outside the Napa Valley, activity is muted as prices are perhaps higher than where the market – still driven by ‘California’ appellation demand – currently stands. In addition, there continues to be perceptions around potential smoke exposure on the 2020 Coastal vintage and some buyers are seeking to skip it entirely if possible. Buyers are in any case now hesitant to commit until the picture on the new crop is clearer, as well as on consumer demand for the months ahead. The US is seeing a steady rise in COVID-19 cases – back to daily levels last seen in February – driven by the Delta variant, mask mandates are returning in some circumstances, and the on-trade will be proceeding cautiously.

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*See next page for more on California.*

Total US wine sales volumes domestically are expected to suffer a 0.5% decline this year, following a COVID-inspired minor uptick in 2020 that temporarily checked a longstanding stagnation. However, within the wine category the California appellation is performing robustly and there is a premiumisation trend in evidence on mid-level wines (USD10/bottle and higher), helping to differentiate them from entry-level imports and diversify the California appellation offering in general. But this change is to some extent coming at the expense of non-Napa Valley Coastal appellations, which are – particularly with on-trade demand constrained by the pandemic – finding their bulk prices too high for the off-trade retailer and their area prestige of limited interest to the grocery store shopper.

## Key Takeaways

**Harvest is underway in the Central Valley and – so far – volumes on the early varieties have come in approximately 10-15% shorter than expected, likely due to some November frost, erratic spring weather and then a drought that is now severe across the state: significant restrictions on water usage are in effect. It is too early to call California's total crop size but it is unlikely to come in as short as 2020's 3.4 million tons, but nor will it reach the 4-million-ton mark. Old vintage bulk wine inventory is very tight in the Valley and 2021 grapes were fully pre-contracted; market activity is thus currently muted, with picking the focus.**

**To find out more about California's bulk wine market you can read Ciatti's monthly *California Report*.**

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### California: Current Export Market Pricing (USD per liter)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2020	Generic White	0.90 – 0.99	↔	2020	Generic Red	1.00 – 1.15	↑
2020	Chardonnay	1.20 – 1.59	↔	2020	Cabernet Sauvignon	1.10 – 1.85	↔
2020	Pinot Grigio	1.30 – 1.59	↔	2020	Merlot	1.15 – 1.40	↑
2020	Muscat	1.15 – 1.45	↑	2020	Pinot Noir	1.40 – 1.85	↔
2020	White Zinfandel	1.00 – 1.10	↑	2020	Syrah	1.05 – 1.45	↔
2020	Colombard	0.95 – 1.00	↔	2020	Ruby Cabernet	1.00 – 1.10	↔
				2020	Zinfandel	1.20 – 1.65	↔







# Argentina

## *Time on target*



**HARVEST WATCH:** *2021 crop of 2.22 million tons; usually dry winter*

**With the summer-holiday season underway in the Northern Hemisphere, international demand for Argentina's bulk wines has slowed. There remain good volumes of excellent-quality Malbec and other red varietals, as well as red generics, at competitive pricing. Following strong demand and short supply, availability of white varietals and generics is very limited. Grape juice concentrate prices have dropped from USD1,400-1,500 per metric ton to USD1,200-1,300/ton FCA Plant Mendoza.**

Acute economic problems in Argentina have squeezed domestic wine consumption in 2021: overall wine sales volumes were down 12.2% in the first six months of the year versus the first half of 2020, and down 11.6% in the month of June. While Tetra Brik sales (which account for over 35% of domestic wine sales volumes in Argentina) were down 20.4% in the first six months, bottled sales (which account for over 50%) were down only 6.7%. And while sales of wine labelled without varietal (representing over 65% of the market) were down 22.1%, sale of wine with varietal label (30% of the market) were up 14.1%; sparkling sales were also up, by 58.2%, albeit from a relatively small base.

This polarized picture supports what we surmised last month: Argentina's parlous economic situation is most adversely affecting the job security and salaries of the lower and middle classes, while those with more money have even great discretionary spending power following many months of COVID-19 restrictions on travel. Despite the marked decline in domestic consumer sales of Tetra Brik and non-varietal wines, domestic buyer demand on the bulk market is increasing and it remains a conundrum as to why, considering the disappointing consumer sales. It could be that some degree of speculation is taking place: inflation is running at 50%

a year in Argentina and also a significant devaluation of the peso is expected at some stage after November's legislative elections.

With its electoral prospects in mind, the Argentinian government is against an overnight devaluation of the peso but one is widely viewed as a necessity and an inevitability once the elections have passed. The official currency exchange is approximately ARS102/dollar but the unofficial "blue dollar" recently reached ASR180/dollar at one stage.

As in neighbouring Chile, Argentina has experienced a milder than normal winter and recent temperatures have risen as high as 10-15°C. There have been some frosts but snowfall has been limited and rainfall minimal; groundwater reserves are likely to be a concern going into the next growing season. Argentina is well past its second COVID-19 wave and close to 20% of the country has now been fully vaccinated.

## *Key Takeaways*

**Argentina has good supply levels of varietal and generic reds, competitively-priced and of excellent quality.**

**White wine supply is considerably shorter and thus high in price; grape juice concentrate is also high in price.**

**Domestic buyer activity has picked up in recent weeks despite a contraction in consumer sales of Tetra Brik and non-varietal wines, brought about by Argentina's ailing economy; with inflation running at 50% and a significant peso devaluation expected sometime after November's legislative elections, this buying activity could be due to speculation. A milder, drier winter than normal in Argentina is causing drought concerns for the next growing season.**

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*See next page for more on pricing.*

## Argentina: Current Market Pricing (USD per liter; FCA Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2021	Generic White (Basic)	0.40 – 0.45	↑	2021	Generic Red	0.45 – 0.60	↑
2021	Generic White (Standard)	0.45 – 0.50	↑	2020/21	Cabernet Sauvignon	0.80 – 0.90	↑
2021	Muscat	0.60 – 0.65	↑	2020/21	Merlot	0.65 – 0.75	↑
2021	Torrontes	0.60 – 0.70	↑	2020/21	Syrah	0.65 – 0.75	↑
2021	Sauvignon Blanc	0.80 – 0.90	↑	2020/21	Malbec Standard	0.75 – 0.85	↑
2021	Chardonnay	0.95 – 1.20	↑	2020/21	Malbec Premium	0.90 – 1.10	↑
2020/21	Bonarda	0.60 – 0.70	↑	2020/21	Malbec High End	1.30 – 2.50	↑
				2020/21	Tempranillo	0.60 – 0.70	↑

White Grape Juice Concentrate (per metric ton in bulk): 1,400-1,500 (FCA Plant)

## Chile

### *Time on target*



**HARVEST WATCH:** *Preliminary figure of 1.340 billion litres, a record*

Chile has experienced its warmest July on record (the average maximum temperature was as high as 19.5°C in what is traditionally the coldest month of the year) and also one of the driest (Santiago received 0.6mm of rain, down from the 76mm average). All areas are currently experiencing a significant rainfall deficit (see table below) and any water supply shortages come the summer will be greatly exacerbated by a – to date – 90% deficit in snowpack accumulation.

The ongoing, longstanding dryness has raised drought concerns for the coming growing season but also fear of the damage any spring frosts might wreak. A couple of severe frosts punctuated the mild temperatures in July, harming some plants and fruit trees that normally survive very low temperatures. The start of the growing season will reveal if there has been any winter kill on the vines.

The Chilean Ministry of Agriculture's second preliminary 2021 grape crush figure of 1.340 million

litres – the largest in history – is potentially a deceiving one for buyers. We do not see the amount of wine available on the market that we would expect to see after a record crush: Chile went into the new harvest with very low inventory levels and strong demand, and this demand has continued on the 2021 wines.

Availability of 2021 Sauvignon Blanc, Chardonnay and Pinot Noir is now negligible and US, UK and some European buyers are already securing pre-harvest deals on next year's white varieties, in some cases 8-9 months earlier than normal. There is availability on bulk red wines but nowhere near as much as might be expected after a record crop – something of a conundrum. At least a partial explanation for this may be very strong Chinese demand for reds (Australia having been side-lined as a supplier) and also a seemingly enlarged number of domestic buyers all thirsty for supply. Consequently, prices on Chile's reds have not softened as might be expected after a large crop and have in fact risen, at least on the better qualities (entry-level reds are essentially sold out). Potential buyers are thus cautioned against waiting for prices to soften as sufficient supply may not be available by the time they move onto the market.



The Chilean peso has weakened against the dollar over the past two months, helping to partially offset Chile's bulk wine price increases to international buyers. The peso moved out from an average of CLP726/dollar in June to CLP750/dollar in July, reaching CLP787/dollar as of 10th August. This softening is at least partly related to a weakening in the copper price and reduced output at Chile's copper mines. Moderate candidates were victorious in Chile's presidential primary elections held in mid-July, helping to calm markets – and the country – ahead of the presidential election on 21st November.

The tough global shipping situation has been exacerbated on South America's Pacific seaboard – including off Chile – by large ocean swells that have made it difficult for container vessels to dock in port; some dockings have been prevented entirely. Swells were an issue last year and have since worsened. In addition, the shipping backlog is likely to intensify from October when Chile's fresh fruit season is underway and exporting commences in earnest. Buyers and sellers of wine are advised to be aware of the potential for shipping delays and to take them into account when estimating wine delivery or payment terms. They should also note that freight prices have increased.

Chile's tight restrictions on international travel – inbound and outbound – have reduced the seasonal

labour supply, causing some difficulties with winter pruning in the vineyards. A programme that would permit entry for seasonal labour during the fruit season is now being considered. Close to 70% of Chile's population has been fully vaccinated against COVID-19, the infection level has fallen away and some regions are now in 'Phase 4' restrictions, which equates to an almost total reopening.

## Key Takeaways

Chile's supplies of 2021 white varieties and Pinot Noir are effectively sold out and the focus of activity now is around securing 2022 wines on pre-harvest deals. Despite the record total harvest in 2021, Chile's reds are also in limited supply and prices have risen on all but the entry-level reds, which are sold out. This could be due to the fact Chile went into the 2021 harvest with little inventory and demand from China and domestically (for domestic use and for export) has been very strong. The weakening of the peso against the dollar in the past 10 weeks (averaging CLP750/dollar in July) will help offset Chile's increased bulk wine prices. Shipping delays continue – exacerbated by large ocean swells in the Pacific – and could worsen from October when fresh fruit exports get underway.

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### Chile: Current Market Pricing (Pricing in bulk; FOB Chilean Port)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Generic White	0.60 – 0.70	↔	NV	Generic Red	0.60 – 0.65	↔
2021	Chardonnay	1.05 – 1.30	↔	2021	Cabernet Sauvignon (Basic)	0.70 – 0.80	↔
2021	Sauvignon Blanc Sold Out	0.00 – 0.00	↔	2021	Cabernet Sauvignon (Varietal Plus)	0.85 – 0.95	↔
2021	Sauvignon Blanc Cool Climate Sold Out	0.00 – 0.00	↔	2021	Merlot	0.78 – 0.90	↔
2021	Carmenere	0.75 – 0.85	↔	2021	Malbec (Basic)	0.82 – 1.00	↔
2021	Pinot Noir Sold Out	0.00 – 0.00	↔	2021	Syrah	0.75 – 0.85	↔

### Chilean Export Figures

Wine Export Figures	January 2019 - June 2020			January 2020 - June 2021			Volume
	Million Liters	Million US\$ FOB	Average Price	Million Liters	Million US\$ FOB	Average Price	Variance %
Bottled	222,94	671,12	3,01	234,16	767,55	3,28	5,03
Bulk	175,46	146,68	0,84	171,29	165,25	0,96	-2,38
Sparkling Wines	1,52	6,70	4,41	1,54	6,22	4,05	1,20
Packed Wines	12,21	20,62	1,69	10,70	19,27	1,80	-12,33
<b>Total</b>	<b>412,13</b>	<b>845,13</b>	<b>2,49</b>	<b>417,69</b>	<b>958,28</b>	<b>2,52</b>	<b>1,35</b>

## Rain Status (millimetres) - Updated August 2, 2021

City	Total to date	Last year same date	Normal to Date	Deficit or surplus	Yearly normal
Valparaíso	72,2	230,8	303,0	-76%	413,1
Santiago	78,1	180,8	240,5	-68%	341,8
Curicó	156,8	380,0	463,1	-66%	658,0
Chillán	398,0	490,7	742,4	-46%	1.058,8
Concepción	407,8	692,2	745,9	-45%	1.090,6

# France

## *Time on target*



**HARVEST WATCH:** *Troubled growing season; small crop expected*

July brought persistent rainfall to many of France's growing areas in what is turning out to be one of the wettest and coldest summers of recent years. Growers in Burgundy, Champagne, Bordeaux and South West are busy spraying against mildew and black rot but the prognosis in many vineyards is not good. Southern France, meanwhile, is experiencing the opposite problem: lack of water, with severe drought harming the vines in the Perpignan region in particular, causing dramatic leaf fall and inhibiting ripening. Over in the Rhône valley, the Grenache vines that produce the bulk of the region's tonnage experienced a poor flowering stage, leading to fewer grapes and heterogenous clusters.

These concerns come on top of severe frosts in April that had already led to France's total 2021 yield being estimated at 30-35 million hectolitres, down significantly from the 45 million hectolitre average. Although many vineyards had since started to recover well, this latest bout of inclement weather makes forecasting a final crop size near impossible:

consequently, the market for 2021 wines is not yet launched and starting prices will remain unclear until September. Harvesting should get underway in the Languedoc in the last week of August.

What is clear is that France goes into the new buying campaign with essentially zero carryover inventory of bulk white wines and with a significant percentage of its 2021 whites pre-contracted. Suppliers have prioritised longstanding customers, leaving little wine remaining for new ones. It will be a case of first come, first served. Compounded by a globally tight supply of white varieties (particularly for Sauvignon Blanc), the campaign on the remaining whites available in France will begin quickly and we suspect supply to be drawn down by the end of December.

Potential buyers are thus recommended to finalise their needs for the coming campaign as soon as possible and get in touch; again, pricing remains unclear but we can seek to secure volumes. Based on some transactions on 2021 grapes, and taking into account fermenting and vinifying, we might expect prices on the bulk white wine to start approximately 20% up versus the previous campaign.

*See next page for more on France.*

There remains a balanced supply of older vintage reds available and loadings in some instances have been very slow. We expect prices on red wines to rise slightly at the start of the new buying campaign but not to the same extent as on the whites: the top-end qualities will certainly command a higher price because, with the harvest quality set to be heterogenous (lacking colour and alcohol, potentially), they will be more difficult to source. Suppliers of mid-range reds will need to be careful not to price themselves out of competition with imports, namely from Spain.

The bulk market in France has been experiencing its traditional summer lull and the loading pace has been normal for the time of year. Like all other wine-supplying countries, France continues to experience shipping delays and higher freight rates, though perhaps not quite as acutely as Spain and Italy.

The introduction of the controversial COVID-19 “health pass” in France (proving a completed vaccination programme or a recent negative test result), and the condition – applicable from 9th August – that such passes are mandatory for entry into bars and restaurants (even outdoor terraces), has already muted on-trade footfall and turnover in recent weeks. Hopes that at least July and August would help bailout France’s beleaguered on-trade have been dashed, and there could be some less-than-optimal wine sales figures in evidence by autumn. In addition, a curfew has been reintroduced in southern France – bars and restaurants must close by 11pm – in response to rising infection rates and concerns regarding the spread of the Delta variant.

## Key Takeaways

With French carryover negligible and global supply tight, demand is expected to be high on France’s 2021 white wines. Supply in France will be short due to the difficult growing season this year. Consequently, potential buyers are urged to inform us of their volume needs as soon as possible or they risk missing out. For example, we expect France’s supply of varietal whites to be sold out by the end of the calendar year. Prices on whites are expected to start the campaign up 20% versus last campaign. Reds remain in more plentiful supply, with good inventory levels on mid-range wines supplementing whatever volumes come in from the 2021 harvest. Prices on reds are also expected to increase, but not to the same extent as on the whites.

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### France: Estimated Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2020	Generic White	0.80 – 0.90	↑	2020	Generic Red	0.70 – 0.80	↑
2020	Chardonnay IGP	1.10 – 1.20	↔	2020	Cabernet Sauvignon IGP	0.85 – 1.10	↔
2020	Chardonnay VDF	1.10 – 1.20	↔	2020	Cabernet Sauvignon VDF	0.80 – 0.90	↑
2020	Sauvignon Blanc IGP	0.95 – 1.10	↑	2020	Merlot IGP	0.85 – 1.00	↑
2020	Sauvignon Blanc VDF	0.95 – 1.10	↑	2020	Merlot VDF	0.80 – 0.85	↑
2020	Generic Rosé IGP	0.88 – 1.00	↑	2020	Syrah / Grenache IGP	0.85 – 1.00	↑
2020	Generic Rosé VDF	0.80 – 0.90	↑	2020	Varietal Rosé IGP	0.90 – 1.10	↑





# Spain

## *Time on target*

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**HARVEST WATCH:** *Growing season proceeding smoothly in most areas*

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Conditions in La Mancha's vineyards have remained good, with no adverse weather experienced. The start of August brought intense hailstorms to the citrus and nut-growing province of Castellón, putting grape growers in the neighbouring Valencia province on high alert, but no damage to vineyards has been reported. The harvest will commence in the week commencing 15th August on the early varieties – Sauvignon Blanc, Chardonnay – before moving on to Airén, Tempranillo and the generics in the first week of September.

A clearer indication of the crop size will be available next month. Cooperativas Agro-alimentarias, the organisation representing Spain's agriculture sector, has forecast a La Mancha crop of 25.3-26 million hectolitres, slightly down from 2020's 28 million hectolitres.

As reported last month, a slow loading pace over the past year means stock levels in La Mancha's wineries are high. There is some concern regarding storage capacity for the coming crop and various options will be considered by wineries, from hiring extra space to selling the new crush as sulfated must. Capacity concerns are tempered somewhat by expectations of a smaller crop versus 2020 and robust French and Italian demand following their difficult growing seasons.

Even normally punctual European buyers have taken longer to load all their contracted wines, perhaps a lag effect from COVID-19's impact on consumer demand in 2020. Loadings are now proceeding steadily and an uptick may be noticeable in the next few weeks as contracts approach their deadlines. A slow export loading pace will likely translate this autumn into a lack of clarity on the upper price levels for Spain's 2021 wines.

On prices overall, the traditional price uptick at the start of the Spanish buying campaign is expected again this

year, most noticeably on the white varieties and white generics which are in firm demand and limited supply. The carryover of reds is far greater in size but pricing on the new 2021 reds – once they are available from December – should still, to some extent, mirror the price increases on the whites. Spain's **grape juice concentrate** will be in strong demand from French and Italian buyers but we suspect pricing will remain in line with the previous campaign.

Spanish wine exports in the 12 months to May 2021 totalled 21.7 million hectolitres, up 8.2% on the prior year, with exports to Italy and China experiencing particular growth. La Mancha contributed approximately 50% of this export volume. Domestically, meanwhile, night-time curfews and other COVID-19 restrictions – combined with muted inward tourism – have dampened hopes of a strong summer boost to alcohol sales.

## *Key Takeaways*

Spain continues to offer good supplies of very competitively-priced generic red wines and some international varietal reds also remain. The coming crop looks like being slightly down in size on 2020 but carryover at wineries – mainly reds – is large and prices should not rise to a great extent at the start of the 2021/22 buying campaign; similar is true on grape juice concentrate. Spanish white wine carryover is limited and demand for the new varietal and generic whites is likely to be strong. Demand from France and Italy – on all wines as well as on sulfated must and grape juice concentrate – is expected to be especially firm following April's frosts. A slow loading pace over the past year is providing some storage headaches for Spanish suppliers.

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*See next page for pricing.*

## Spain: Current Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White	0.28	-	0.35	↔	2019	Moscatel	0.45	-	0.55	↑
2019	White Blends (Higher Quality)	0.35	-	0.40	↔	2019	Generic Red	0.30	-	0.45	↔
2019	Sauvignon Blanc	0.60	-	0.70	↑	2019	Generic Red (Higher Quality)	0.45	-	0.55	↓
2019	Chardonnay	0.70	-	0.75	↑	2019	Cabernet Sauvignon	0.55	-	0.65	↑
2019	Generic Rosé	0.30	-	0.38	↔	2019	Merlot	0.60	-	0.70	↑
2019	Varietal Rosé	0.35	-	0.45	↔	2019	Syrah	0.50	-	0.60	↑

# Italy

## Time on target

**HARVEST WATCH:** *Rain and hailstorms in north; drought in south*

The weather conditions have probably never been so heterogenous along the Italian peninsula: the north has been facing many episodes of extreme conditions – such as strong and frequent hailstorms and intense rain – while the south has been without water for an extended period and has suffered very high temperatures, often passing 40°C.

The 2021 harvest is already underway in Sicily on the earliest varieties like Pinot Grigio and Chardonnay and the crop looks high in quality even if quantity seems to be below average. Other regions will start to harvest in the second half of August and the north will see some days of delay. It is difficult to make a volume forecast now but – for sure – the 2021 crop will not be huge: the north, Tuscany, Umbria and Emilia Romagna were affected by spring frost, the south by drought, and the remaining weeks until harvest will have a big influence.

Prices are quite high all over Italy and some wines are almost sold out. The success of Prosecco is exemplified by the size of its sales rise even in July: an increase of 31.5% versus July 2020. Prosecco sales were up 26.1% in January-July 2021 versus the first seven months of 2020, but the comparison with the first seven months of 2019 is also very impressive: + 21%.

Pinot Grigio DOC sales slowed slightly in July (-7%) after growth of 41% in June. Finding available 2020 vintage on the market is difficult. Prices surpassed EUR 1.00/ litre and the increasing demand is probably moving the quotations up for the upcoming vintage. Logistics problems around the world will probably attract some European buyers away from New World wines towards European products and Italy is the world's biggest producer of Pinot Grigio.

Puglia is the other hot market in Italy, with a very crowded field of potential buyers vying to secure the 2021 production, the 2020 wines being almost sold out. Primitivo and Negroamaro grapes are being traded at an average increase in price of 20% versus the 2020 grapes.

It has been quite difficult for all the Italian wine buyers to submit their July tenders – the feeling is that the 2020 prices are far from what the 2021 ones will be. Future consumption, COVID-19 variants, slow tourism, economic situations, currency fluctuations, future production, worldwide logistics issues, dry goods price increases, and supply: the uncertainty regarding how the market will look in the next 12 months has probably never been so high. But the Ciatti team is on hand to help our customers navigate these troubled waters.

*See next page for pricing.*

# Key Takeaways

Italy's growing season has been tough: spring frosts and then rain/hailstorms in the north; drought and extreme temperatures in the south. Vintage quality is expected to be high but volumes are likely to be down. Bulk prices are high across Italy and supply is limited, with demand for Prosecco, Pinot Grigio and Puglia wines especially hot. Prosecco sales were up 31.5% in July but Pinot Grigio sales were down 7% as finding supply is now difficult. The expectation is that, with a smaller harvest expected and demand for Italian wines strong (and potentially getting stronger should European buyers switch away from New World wines due to ongoing global logistics issues), prices on 2021 wines will be up versus 2020 wines.

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### Italy: Current Market Pricing (EUR per liter; Ex-Winery)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2020	Generic White (Alc. 9 - 10%)	0.45 - 0.50	↑	2020	Generic Red (Alc. 11 - 12%)	0.55 - 0.65	↑
2020	Generic White (Alc. 11 - 13%)	0.50 - 0.65	↑	2020	Generic Red (Alc. 13%)	0.78 - 0.95	↑
2020	Organic Generic White (Alc. 10.5 - 12%)	0.80 - 0.95	↑	2020	Organic Generic Red (Alc. 11 - 13%)	1.00 - 1.20	↑
2020	Varietal Chardonnay (Alc. 11 - 13%)	0.85 - 1.10	↔	2020	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.90 - 1.00	↑
2020	Organic Pinot Grigio (Alc. 12%)	1.25 - 1.50	↔	2020	Varietal Merlot (Alc. 12 - 13%)	0.80 - 0.95	↑
2020	DOC Pinot Grigio delle Venezie	1.10 - 1.20	↑	2020	Varietal Syrah (Alc. 12 - 13%)	0.90 - 1.15	↔
2020	Pinot Grigio IGT (Different Regions)	0.95 - 1.05	↑	2020	Rossissimo (Alc. 12.5 - 14%)	1.10 - 1.25	↔
2020	Pinot Grigio IGT (Blends)	0.75 - 0.90	↔	2020	Primitivo IGT Puglia/ Salento (Alc. 12 - 14%)	1.60 - 1.90	↑
2020	DOC Prosecco (Cannot be sold outside of Italy)	2.10 - 2.20	↑	2020	Sangiovese IGT (Alc. 11.50 - 13%)	0.75 - 0.90	↑
2020	Soave or Garganega DOC	0.95 - 1.00	↔	2020	Trebbiano IGT (Alc. 10.5 - 12%)	0.55 - 0.75	↑
				2020	Montepulciano D'Abruzzo DOC	0.90 - 1.10	↔

**\*Bottled Price**





# South Africa

## *Time on target*



**HARVEST WATCH:** *Estimated at 1.46 million tonnes*

**Activity on South Africa's bulk wine market has been at the typically steady pace for July and August. White varietal wines continue to dominate international interest while demand for reds has been perhaps slightly quieter than might have been expected: South Africa still has good supply levels of attractively-priced, excellent-quality Cabernet, Merlot, Shiraz and Pinotage.**

While red wines make up only about 35% of South Africa's total crop, the domestic market – which normally takes more than half of this red wine output – has been quiet due to the country's fourth alcohol sales prohibition, which finally came to an end on 25th July after four weeks. Export prices for South Africa's red wines are stable – in line with Chile and Australia's – but also negotiable. Good stock levels remain of Chenin Blanc, Colombard, and generic red, white and rosé. Chardonnay, Pinot Grigio and premium Sauvignon Blanc are difficult to find in big volumes; standard-level Sauvignon Blanc remains available.

The focus now is on what the final four months of 2021 bring in terms of European demand, once the summer holidays are over and large retailers make their volume and price needs known and they assess where the opportunities are.

Loadings in recent months have proceeded steadily, though shipping was interrupted at the end of July when Transnet, South Africa's state-owned logistics firm, fell victim to a serious cyber attack. Operations at the country's container terminals, including Cape Town port, were halted for 10 days. They have since

restarted, however, and the backlog is now getting worked through. There is the chance of delays of up to 10-14 days due to the global shipping issues, but South Africa has largely escaped the 2-3-week delays seen in some other countries.

Domestic demand was frozen by the aforementioned alcohol sales ban. With the stop-start nature of alcohol sales over the past 18 months, and the likelihood it will continue at least in the medium-term, the supply chain is finding it extremely difficult to plan. An uptick in domestic activity 2-3 months ago meant that most buyers went into the prohibition period with high stock levels warehoused to supply the supermarkets – this will now need to be worked through while buyers assess their strategies for the longer-term. A third wave of COVID-19 has now peaked in South Africa but the country's vaccination programme is proceeding sluggishly. Retailers can only sell alcohol Mondays to Thursdays and the on-trade – struggling for survival – must cease serving alcohol at 8pm before closing at 9pm.

Looking ahead to vintage 2022, the Western Cape has been experiencing above-average winter rainfall and Cape Town dams were at 98% of capacity as of 2nd August, up from 78% at the same stage of 2020. This would suggest that, for the third successive growing season, drought – or its effects – should not be an issue in the growing areas.

*See next page for pricing.*

# Key Takeaways

South Africa can offer good supply levels of Cabernet, Merlot, Shiraz, Pinotage, generic wines and standard-quality Sauvignon Blanc at negotiable, globally-competitive prices. Chardonnay, Pinot Grigio and premium Sauvignon Blanc supplies are more limited, having seen robust international demand early on. Loadings are proceeding steadily and shipping via Cape Town port – except for a 10-day hiatus in July brought about by a cyber attack on logistics company Transnet – is being spared the lengthier delays seen elsewhere around the world.

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South Africa: Current Market Pricing (SA Rand per liter, FOB Cape Town)							
Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2020/21	Dry White	5.40 – 6.50	↔	2020/21	Generic Red	8.20 – 9.00	↔
2020/21	Chardonnay	10.00 – 11.00	↔	2020/21	Cabernet Sauvignon	11.00 – 13.00	↔
2020/21	Sauvignon Blanc	10.00 – 12.00	↔	2020/21	Ruby Cabernet	9.00 – 10.00	↔
2020/21	Chenin Blanc	7.00 – 8.00	↓	2020/21	Merlot	11.00 – 12.50	↔
2020/21	Colombard	6.00 – 6.50	↔	2020/21	Pinotage	10.00 – 11.50	↔
2020/21	Muscat	6.00 – 6.50	↔	2020/21	Shiraz	11.00 – 12.00	↔
2020/21	Generic Rosé	6.00 – 6.50	↔	2020/21	Cinsaut Rose	8.00 – 9.00	↔
2020/21	Cultivar Rosé	7.50 – 8.50	↔				
<u>NB: pricing is directly related to remaining available stock and - due to the current short situation - can change without notice</u>							





# Australia & New Zealand

## *Time on target*



### **HARVEST WATCH:** *Solid winter rains in Au; flooding in Marlborough*

**Market activity for Australia's red wines remains muted and many suppliers are actively looking for buyers. White wines are still in demand and enquiries continue to come in for Sauvignon Blanc, both at entry level and premium grade.**

Solid winter rains have laid the foundations for a good-sized 2022 crush depending on bud burst, fruit set and any potential frost loss. Water pricing is expected to remain at around AUD141 per megalitre, similar to last year because high volumes of water carried over from the 2021-2022 period will assist growers. Wineries will still have large red inventories to work through in the next six months before the new intake arrives, but there are some positive signs of commercial-grade stock continuing to move to Europe.

Wine Australia's recent export report confirms a decline in the total value of Australia's wine exports in the 12 months to the end of June 2021, by 10% to AUD2.56 billion, as well as a decline in total volume, by 5% to 695 million litres. This decline was mainly due to the loss of sales to China following the country's decision to impose very high import tariffs on Australian wines from November 2020 onward.

Of the 695 million litres Australia exported, bulk wine accounted for 417 million litres – an increase of 5% and equivalent to 60% of total export volumes. Value-wise, bulk shipments accounted for AUD577 million – an increase of 11%. This represents 22.5% of the total value of Australia's wine exports and equates to an average of AUD1.38/litre.

If we remove China from the equation, Australia's wine exports increased in value by 12% to AUD1.96 billion and in volume by 6% to 643 million litres. Unfortunately, these increases do not offset the sales

lost due to the China-tariff situation. The below figures display the significant fall in exports to China – down 33% in value to AUD793 million and down 52% in volume to 60.3 million litres. The same chart also confirms, however, the large increase in wine moving to the UK – up 23% in value to AUD472 million and up 16% in volume to 269.1 million litres.

In **New Zealand**, meanwhile, bulk Marlborough Sauvignon Blanc remains unavailable. Early expectations of availability from the 2022 crush are that it will be low and that pricing will be elevated – some buyers have all but moved their country of origin to Chile or South Africa due to availability and potential future pricing.

Recently-released statistics show a slight drop in the value of New Zealand wine exports in the 12 months to May 2021 – down 2% to NZD1.88 billion. Key markets such as the US and UK saw declines in value whereas Australian demand increased by 6% to NZD385 million. Bulk wine exports increased 14%, but we expect this figure to change quickly after the smaller crop availability from this year's vintage.

Heavy rainfall in the Marlborough region has caused widespread flooding. Some areas received 300mm of rain in a 48-hour period in mid-July, causing the worst flood on record. Vineyard damage does not appear to be a major concern but vines are still being assessed as pools of water remain.

Indevin, New Zealand's largest contract winemaker, has entered into an agreement to purchase Villa Maria Estate (VME). The sale sees 100% of the shares on offer after VME's parent company, FFWL, went into receivership last year. The sale is set to include three wineries – in the Marlborough, Hawkes Bay and Auckland regions – along with vineyards, supplier agreements and the prized Villa Maria brand as well as other brands. Villa Maria's business – 2.5 million case goods per year – is estimated to be worth around NZD200 million.

*See next page for more.*



## Wine Australia Export report 1 Jul 2020 to 30 Jun 2021



## Key Takeaways

Australia's white wines are receiving robust demand, including all qualities of Sauvignon Blanc. China's imposition of high import tariffs on Australian wines from November onward caused a 52% decline in export volumes to China in the 12 months to 30th June 2021, leading to a muted market for Australia's reds. An increase in export volumes to the UK and other countries – particularly in Europe – could not fully offset the fall in Chinese business. Solid winter rainfall levels bode well for a good-sized 2022 crop. There has been too much water in New Zealand, where Marlborough has suffered widespread flooding. Bulk Marlborough Sauvignon Blanc is unavailable; limited availability and high pricing is expected from the 2022 crop. New Zealand's bulk wine export volumes rose 14% in the 12 months to May.

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## MAY 2021 Key Performance Indicators

Keep an eye on how New Zealand wine is performing both domestically and internationally.



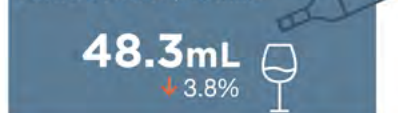
### Packaged Wine Export



### Unpackaged Wine Export



### Domestic Sales, Volume



All figures are for the 12 months to the date specified, figures are in \$NZD unless otherwise specified

Source: New Zealand Winegrowers

## Australia: Current Market Pricing (AUD/litre unless otherwise stated)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Dry White	0.85 – 0.95	↔	NV	Dry Red	0.70 – 0.85	↓
2021	Chardonnay	1.05 – 1.20	↔	2021	Cabernet Sauvignon	0.90 – 1.10	↓
2021	Sauvignon Blanc	1.30 – 1.50	↑	2021	Merlot	0.85 – 1.00	↓
2021	Pinot Gris	1.20 – 1.30	↔	2021	Shiraz	0.90 – 1.10	↓
2021	NZ Marlborough SB	NA		2021	Muscat	0.90 – 1.00	↔

Price stated are indicative only; all offers subject to prior sale and subject to volume, drawdown and terms

# WLT-150

## Your key to eco-ageing

Consumer concern for the environment is greater than ever before. In collaboration with the University of Oxford, in 2020 the United Nations carried out the *People's Climate Vote*, a global survey taking in 1.2 million people across 50 countries representing 56% of the global population. Even amid the COVID-19 pandemic, 64% of respondents (and a majority of respondents in all regions of the world) believed climate change was a global emergency, with "conservation of forests and land" the most popular response to it (in almost every region).

What if spirits makers could be offered a product that saved them time and money while simultaneously allowing them to impress consumers – in markets old and new – with planet-friendly, tree-friendly credentials? This is where WLT-150 from Stoak Technologies comes into its own. This 100% organic product, derived only from original oak wood, contains the exact same core components found in the traditional barrel-aged maturation process, just in a highly concentrated liquid form.

WLT-150 can be used in conjunction with oak barrels, topping up the benefits that the barrel brings. As every distiller knows, over time – as the core congeners that provide flavour, colour and aroma get depleted – barrels deliver less results and they are costly to replace. WLT-150 helps distillers keep hold of their existing barrels for longer, slowing down their need for new oak, which can only be a good thing for preserving forests. In addition, WLT 150 itself uses less than 10% of the wood that other barrel ageing methods require, another environmentally-friendly green bonus. Consequently, when used over time, WLT-150 ages spirits in an eco-friendlier way.

WLT-150 thus provides what we call "eco-ageing", and we believe an eco-aged spirit, so labelled, would stand out on the retail shelf and catch the eye of consumers – as the UN report suggests – not just in mature markets such as North America and Europe but also in the developing ones of Central Asia, Asia-Pacific, the Arab States, Africa, and Latin America.

The second key benefit of WLT-150 is that its concentrated liquid form allows real and rapid molecular engagement that delivers quantifiable results far quicker than through using barrels alone. This enables a much faster product turnaround that frees-up spirits makers to meet market demand as it is right now. This, combined with the reduction in barrel requirements that WLT-150 enables, liberates spirits makers to meet growing interest from a younger demographic which is seeking innovative, quality – and, yes, eco-friendly – spirits but which cannot afford, for example, an 18-year-old single malt. WLT-150 is the key to unlocking the burgeoning market for spirits that match the quality of something that costs more to make while being affordable.

As a liquid, WLT-150 can be dosed during blending, with the distiller able to incrementally and precisely control the process and fine-tune the mouthfeel, smoothness and maturity of the finished spirit. Don't just take our word for it. The WLT-150 range, developed over nearly 15 years, is already used by distillers throughout the world and one of them, an international spirits company of longstanding, told us: "We find WLT-150 easy to use and easily soluble with no side effects. We use the product to keep our blends consistent and to ensure we give our customers the same product every time. We get the wood flavour and some effect on the mouthfeel of our brandies. It works for us."

The world is changing. The UN's *People's Climate Vote* found widespread support in many countries for "requiring companies to communicate on how products are made". Spirits producers can start to meet this growing expectation of planet-friendly methods by adopting the eco-ageing of WLT-150.

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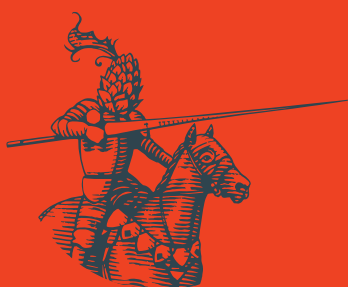
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## Where Bulk Wine, Bulk Spirits & Private Label Happens

The International Bulk Wine and Spirits Show (IBWSS) is an annual trade show and conference, open to trade professionals only, which takes place in San Francisco on November 09 & 10, 2021. IBWSS exhibitors are wineries and distilleries looking to sell bulk wine and spirits, producers and negociants who offer contract manufacturing, private label programs and wineries, distilleries, importers who have one time excess stock to clear.

In addition to a wide range of programs running throughout the fair, the trade show will also feature a business conference dedicated to the private label and bulk wine and spirit business. With in-depth market studies and instructional seminars from some of the industry's biggest names, the central part of the conference's remit is to encourage sustainable growth and profitability in the bulk wine and spirit sector.

### WHATS ON AT IBWSS

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BEVERAGE TRADE NETWORK

# Export Pricing: USD per liter

Currency Conversion Rates as of August 18, 2021

Argentina (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021	Generic White (Basic)	0.40	-	0.45	↑	2021	Generic Red	0.45	-	0.50	↑
2021	Generic White Standard	0.45	-	0.50	↑	2020/21	Cabernet Sauvignon	0.80	-	0.90	↑
2021	Muscat	0.60	-	0.65	↑	2020/21	Merlot	0.65	-	0.75	↑
2021	Torrontes	0.60	-	0.70	↑	2020/21	Syrah	0.65	-	0.75	↑
2021	Sauvignon Blanc	0.80	-	0.90	↑	2020/21	Malbec Standard	0.75	-	0.85	↑
2021	Chardonnay	0.95	-	1.20	↑	2020/21	Malbec Premium	0.90	-	1.10	↑
2020/21	Bonarda	0.60	-	0.70	↑	2020/21	Malbec High End	1.30	-	2.50	↑
						2020/21	Tempranillo	0.60	-	0.70	↑

White Grape Juice Concentrate (per metric ton in bulk): 1,400-1,500 (FCA Plant)

Australia & New Zealand (Pricing in bulk; FCA)						AUD Rate: 0.723471 / NZD Rate: 0.688694					
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Dry White	0.61	-	0.69	↔	NV	Dry Red	0.51	-	0.61	↓
2021	Chardonnay	0.76	-	0.87	↔	2021	Cabernet Sauvignon	0.65	-	0.80	↓
2021	Sauvignon Blanc	0.94	-	1.09	↑	2021	Merlot	0.61	-	0.72	↓
2021	Pinot Gris	0.87	-	0.94	↔	2021	Shiraz	0.65	-	0.80	↓
2021	NZ Marlborough SB		-			2021	Muscat	0.65	-	0.72	↔

California (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2020	Generic White	0.90	-	0.99	↔	2020	Generic Red	1.00	-	1.15	↑
2020	Chardonnay	1.20	-	1.59	↔	2020	Cabernet Sauvignon	1.10	-	1.85	↔
2020	Pinot Grigio	1.30	-	1.59	↔	2020	Merlot	1.15	-	1.40	↑
2020	Muscat	1.15	-	1.45	↑	2020	Pinot Noir	1.40	-	1.85	↔
2020	White Zinfandel	1.00	-	1.10	↑	2020	Syrah	1.05	-	1.45	↔
2020	Colombard	0.95	-	1.00	↔	2020	Ruby Cabernet	1.00	-	1.10	↔
						2020	Zinfandel	1.20	-	1.65	↔

Chile (Pricing in bulk; FOB Chilean Port)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Generic White	0.60	-	0.70	↔	NV	Generic Red	0.60	-	0.65	↔
2021	Chardonnay	1.05	-	1.30	↔	2021	Cabernet Sauvignon (Basic)	0.70	-	0.80	↔
2021	Sauvignon Blanc Sold Out	0.00	-	0.00	↔	2021	Cabernet Sauvignon (Varietal Plus)	0.85	-	0.95	↔
2021	Sauvignon Blanc Cool Climate Sold Out	0.00	-	0.00	↔	2021	Merlot	0.78	-	0.90	↔
2021	Carmenere	0.75	-	0.85	↔	2021	Malbec	0.82	-	1.00	↔
2021	Pinot Noir Sold Out	1.10	-	1.60	↔	2021	Syrah	0.75	-	0.85	↔

France (Estimated Pricing in bulk; Ex-Winery)										Rate: 1.170615	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2020	Generic White	0.94	-	1.05	↑	2020	Generic Red	0.82	-	0.94	↑
2020	Chardonnay IGP	1.29	-	1.40	↔	2020	Cabernet Sauvignon IGP	1.00	-	1.29	↔
2020	Chardonnay VDF	1.29	-	1.40	↔	2020	Cabernet Sauvignon VDF	0.94	-	1.05	↑
2020	Sauvignon Blanc IGP	1.11	-	1.29	↑	2020	Merlot IGP	1.00	-	1.17	↑
2020	Sauvignon Blanc VDF	1.11	-	1.29	↑	2020	Merlot VDF	0.94	-	1.00	↑
2020	Generic Rosé IGP	1.03	-	1.17	↑	2020	Red Syrah / Grenache IGP	1.00	-	1.17	↑
2020	Generic Rosé VDF	0.94	-	1.05	↑	2020	Varietal Rosé IGP	1.05	-	1.29	↑

Italy (Pricing in bulk; Ex-Winery)										Rate: 1.170615	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2020	Generic White (Alc. 9 - 10%)	0.53	-	0.64	↑	2020	Generic Red (Alc. 11 - 12%)	0.64	-	0.76	↑
2020	Generic White (Alc. 11 - 13%)	0.59	-	0.76	↑	2020	Generic Red (Alc. 13%)	0.91	-	1.11	↑
2020	Organic Generic White (Alc. 10 - 12%)	0.94	-	1.11	↑	2020	Organic Generic Red (Alc. 11 - 13%)	1.17	-	1.40	↑
2020	Varietal Chardonnay (Alc. 11 - 13%)	1.00	-	1.29	↔	2020	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	1.05	-	1.17	↑
2020	Organic Pinot Grigio (Alc. 12%)	1.46	-	1.76	↔	2020	Varietal Merlot (Alc. 12 - 13%)	0.94	-	1.11	↑
2020	DOC Pinot Grigio delle Venezie	1.29	-	1.40	↑	2020	Varietal Syrah (Alc. 12 - 13%)	1.05	-	1.35	↔
2020	Pinot Grigio IGT (Different Regions)	1.11	-	1.23	↑	2020	Rossissimo (Alc. 12.5%)	1.29	-	1.46	↔
2020	Pinot Grigio IGT (Blends)	0.88	-	1.05	↔	2020	Primitivo IGT Puglia/ Salento (Alc. 12 - 14%)	1.87	-	2.22	↑
2020	DOC Prosecco (Cannot be sold outside of Italy)	2.46	-	2.58	↑	2020	Sangiovese IGT (Alc. 11.50 - 13%)	0.88	-	1.05	↑
2020	Soave or Garganega DOC	1.11	-	1.17	↔	2020	Trebbiano IGT (Alc. 10.5 - 12%)	0.64	-	0.88	↑
<b>*Bottled Price</b>										<b>0.71</b>	

South Africa (Pricing in bulk; FOB Cape Town)										Rate: 0.066846	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2020/21	Generic White	0.36	-	0.43	↔	2020/21	Generic Red	0.55	-	0.60	↔
2020/21	Chardonnay	0.67	-	0.74	↔	2020/21	Cabernet Sauvignon	0.74	-	0.87	↔
2020/21	Sauvignon Blanc	0.67	-	0.80	↔	2020/21	Ruby Cabernet	0.60	-	0.67	↔
2020/21	Chenin Blanc	0.47	-	0.53	↓	2020/21	Merlot	0.74	-	0.84	↔
2020/21	Colombard	0.40	-	0.43	↔	2020/21	Pinotage	0.67	-	0.77	↔
2020/21	Muscat	0.40	-	0.43	↔	2020/21	Shiraz	0.74	-	0.80	↔
2020/21	Generic Rosé	0.40	-	0.43	↔	2020/21	Cinsaut Rosé	0.53	-	0.60	↔
2020/21	Cultivar Rosé	0.55	-	0.60	↔						



Spain (Pricing in bulk; Ex-Winery)										Rate: 1.170615	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White	0.33	-	0.41	↔	2019	Generic Red	0.35	-	0.53	↔
2019	White Blends (Higher Quality)	0.41	-	0.47	↔	2019	Generic Red (Higher Quality)	0.53	-	0.64	↓
2019	Sauvignon Blanc	0.70	-	0.82	↑	2019	Cabernet Sauvignon	0.64	-	0.76	↑
2019	Chardonnay	0.82	-	0.88	↑	2019	Merlot	0.70	-	0.82	↑
2019	Generic Rosé	0.35	-	0.44	↔	2019	Syrah	0.59	-	0.70	↑
2019	Varietal Rosé	0.41		0.53	↔	2019	Moscatel	0.53	-	0.64	↑





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