



**CIATTI**  
GLOBAL WINE & GRAPE BROKERS



# *Global Market Report*

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**Ciatti Global Wine  
& Grape Brokers**

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The Northern Hemisphere summer is now in full swing but the heat from a difficult economic environment is being felt globally. Supplier countries' currencies are moving out sharply against the strengthening US dollar as investors seek a "safe haven" currency in response to annual inflation moving towards, or exceeding, 10% in many markets (including the US, UK and the Eurozone), continuing energy and fuel price rises, and growing signs consumers are now reining in spending.

These factors are exacerbating local causes for currency weaknesses, with the Chilean peso exceeding CLP1,000/dollar on 13th July – far past the previous record low – and the euro and dollar reaching parity, for the first time in 20 years, on the same day. The Argentinian peso, meanwhile, stood at ARS134/dollar.

Bulk wine and grape markets around the world are on the quiet side: while that is at least partly attributable to holiday season in the Northern Hemisphere, we suspect there is a rising level of buyer hesitancy as they assess consumer demand. In a highly competitive retail environment, amid rising inflation, retailers are demanding their suppliers hold price, so sourcing must adjust to retain margin. We expect to see volume requirements reduce – on whites as well as reds – and many supplier countries are reporting fresh bulk wine opportunities as buyers scale back their needs.

The market quietness is most felt on red wines due to the large inventory of these globally, but also seems to be increasingly affecting the whites. Further slowness is being injected by the ongoing supply chain problems, which means that, in some instances, wines bought some time ago are only now starting to get worked through on the shelf. A shortage of dry goods is exacerbating lags in retailing wine, one prominent example being Italy's Pinot Grigio DOC, sales of which have been hindered by a lack of clear glass bottles.

A few weeks out from the first grapes getting picked, there is little in Europe or California's vineyards to motivate buyers to move quickly: there is drought in California and northern Italy, Spain experienced an unusually early heatwave, and localized areas of France have been affected by hailstorms, but there's little sign yet of overall crops coming in very short. Buyers know, too, that on many varieties in many regions, a short 2022 crop still leaves some 2021 carryover, especially adequate in size if buyers scale back their volume needs. That said, specific wines from specific appellations remain tighter – cool-climate Sauvignon Blanc, for example, Pinot Gris, premium reds, Prosecco – and activity on these is steady. The supply of New Zealand Sauvignon Blanc will have been boosted by the country's large 2022 crop: the variety's output experienced an uptick estimated at 47% versus 2021. Australia's 2022 crop, meanwhile, was 13.5% smaller than 2021's, in line with the long-term average.

The post-COVID picture remains in flux, with a 'new normal' yet to coalesce – though perhaps being in a perpetual state of flux is the new norm! All the more reason to get in touch with Ciatti who can draw on decades of experience to help you navigate the current and future marketplace. In the meantime, read on for detailed updates from each market.

*Robert Selby*



# California

## *Time on target*



**HARVEST WATCH:** *Still too early to call; no concerns in the Interior*

**Conditions in Lodi and the Central Valley have largely been normal for the time of year. There has been some cloudiness and humidity in Lodi, and some shatter in northern Lodi, but – in general – few concerns since mid-April's frost episode beyond the perennial ones about lack of water. Degree-day accumulation has been variable across the state; in general, timing in the Interior is in line with last year.**

Although harvesting should get underway in the southern Valley at the end of July, it still feels too early to make an estimate of the crop size this year. This crop uncertainty is likely a contributing factor in the recent slowdown in activity on California's bulk wine and grape markets. There is hesitancy among buyers and sellers alike, as they try to get a grasp of crop potential, sales numbers, inflation (currently running at 9.1% in the US) and the overall economy.

NielsenIQ off-trade data for 1st January through to 21st May shows a wine sale decline in the US of 9.5% in volume and 5.7% in value versus the equivalent period of 2021. The smaller decline in value versus volume illustrates the outperformance of premium wines versus the overall market, but how robust this trend will be in the face of a tougher economic environment is unknown. Retailers are trying to insulate their customers from inflationary pressure by requiring suppliers to hold price: consequently, we have seen a number of buyers switching from sourcing their wines in the Coast to the Valley.

Overall bulk demand in the Valley, however, has been quiet and prices are stable. Much of what demand does arise is usually on white varieties such as Pinot

Grigio (not produced in large quantities) and Zinfandel (declining in acreage over the years). The Chardonnay market feels in flux, with wineries waiting for a crop estimate before choosing whether to keep their remaining 2021 inventory for longer or release it onto the market. Valley Cabernet supply remains significant but – at the time of writing – pricing has not softened and, unusually, there have been few if any discounted offers ahead of the coming crop. Again, this mixed picture, with both buyers and sellers bullish, is indicative of a marketplace currently trying to feel its way through a low-visibility environment.

Demand for 2022 grapes in the Valley is similarly quiet; likewise, prices are stable. Demand is highest on Chardonnay, Sauvignon Blanc and Zinfandel but buyers are not pushing: many are already covered, while others entered into multi-year deals last year and are simply following those. On the whole, suppliers seem not too concerned at this stage about any buyer hesitancy, perhaps suspecting a short 2022 crop or confident of crushing any unsold grapes into bulk wine themselves. Old-vine Zinfandel grape availability is tight but Cabernet grapes remain unsold and activity on these is slow.

The relative slowness on the Valley's Cabernet grapes and bulk wine is perhaps indicative of over-buying during COVID-19's pantry-stocking boom, when buyers did not wish to risk losing shelf space to competitors, and now that retail sales are pulling back there remains inventory to work through. There has also been a steady increase in supply over the past few years: in Lodi, Cabernet is the only major varietal to have been planted – generally in high-efficiency vineyards – in the past decade.

*See next page for more on California.*

# Key Takeaways

Lodi and the Central Valley's bulk wine and grape markets have slowed in recent weeks as uncertainty builds regarding the 2022 crop size, the retail sales picture, and the wider economic situation. There is some switching from the Coastal areas to the Valley going on in terms of bulk wine sourcing, as inflation continues to rise and retailers demand their suppliers hold price. Many buyers believe they already have sufficient supply of grapes and, with the crop picture still unclear and grape prices stable at an elevated level, have little incentive to move onto the market.

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
2021	Generic White	1.05 – 1.15	↑	2021	Generic Red	1.00 – 1.15	↑
2021	Chardonnay	1.40 – 1.80	↑	2021	Cabernet Sauvignon	1.15 – 1.25	↔
2021	Pinot Grigio	1.30 – 1.59	↔	2021	Merlot	1.15 – 1.40	↑
2021	Muscat	1.15 – 1.45	↑	2021	Pinot Noir	1.40 – 1.85	↔
2021	White Zinfandel	1.05 – 1.15	↑	2021	Syrah	1.05 – 1.45	↔
2021	Colombard	1.10 – 1.25	↑	2021	Ruby Cabernet	1.00 – 1.10	↔
				2021	Zinfandel	1.25 – 1.65	↔

# Argentina

## Time on target



**HARVEST WATCH:** 1.9 million metric tons, down from the 2.5 MT average

The second half of June brought two large snowstorms to the Andes and Argentina's growing areas have been experiencing traditional early winter conditions after a few years without them. Zonda winds at high altitude elevated temperatures at the end of the month into the start of July, but a cooler front followed, bringing early morning temperatures down to around 0°C in the city of Mendoza and the East Valley and as low as -6°C in the southern area including Uco Valley. While



daytime temperatures in Mendoza and the East Valley reached as high as 14-16°C, they were down at 2-7°C in the south. The vines are getting a good rest.

International activity on Argentina's bulk wine market was muted in June into early July and there continues to be large volumes of high-quality Malbec available. Export pricing has softened slightly and is potentially negotiable. The official peso continues to weaken daily versus the dollar, out from ARS127/dollar in mid-June to ARS135/dollar by the 14th July, speeding up slightly in recent days as news broke that the government had appointed a left-leaning politician, Silvina Batakis, as

*See next page for more on Argentina.*

Martín Guzmán’s replacement as economy minister. The unofficial “blue dollar”, which is widely believed to better reflect the peso’s true value, was touching ARS283/dollar.

Argentina’s total wine export volumes were down 19.1% in January-June this year versus the first six months of 2021, from 173.7 million litres to 140 million. For the month of June itself, export volumes were down 14.5%, from 31.6 million to 27 million litres. The biggest export faller in the first six months of the year continued to be bulk wine, by 40.5% from 66.5 million litres to 39.6 million. Bottled exports shrank less, by 5.8%, from 107.1 million litres to 100.9 million, while concentrated must

shipments fell 9.3%. Domestic demand for bulk wine, meanwhile, though quieter since the start of June, continues in the face of annual inflation approaching 70%.

In a bid to shore-up the peso, the Argentinian government has made it harder to acquire dollars to pay for imports, which will have the effect of increasing scarcity on numerous items and, in turn, increase inflation. In addition, a shortage of diesel – and high prices on what is available – has led to work stoppages by truckers and forwarding companies across the country, causing logistical logjams.

## Key Takeaways

Argentina can offer large volumes of high-quality Malbec for export at pricing that is gradually softening and potentially negotiable. The peso continues its daily weakening against the dollar, having passed the ARS130/dollar mark in the first week of July. Argentina’s growing areas have been experiencing traditional early winter conditions, with overnight temperatures down towards freezing and some snowstorms in the mountains – a welcome reversion to the norm after a few years of warmer, drier winters.

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2021	Generic White (Basic)	0.75 – 0.85	↑	2021	Generic Red	0.85 – 0.95	↑
2021	Generic White (Standard)	0.80 – 0.90	↑	2020/21	Cabernet Sauvignon	1.30 – 1.50	↑
2021	Muscat	0.85 – 0.95	↑	2020/21	Merlot	1.20 – 1.50	↑
2021	Torrontes	0.90 – 1.00	↑	2020/21	Syrah	1.10 – 1.20	↑
2021	Sauvignon Blanc	1.40 – 1.60	↑	2020/21	Malbec Standard	1.10 – 1.30	↑
2021	Chardonnay	1.50 – 1.70	↑	2020/21	Malbec Premium	1.40 – 1.70	↑
2020/21	Bonarda	0.95 – 1.05	↑	2020/21	Malbec High End	1.90 – 2.50	↑
				2020/21	Tempranillo	0.95 – 1.05	↑

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



# Chile

## *Time on target*



**HARVEST WATCH:** *2022 crush expected down approximately 10% versus 2021*

**The past month has been an active one on Chile's bulk market, with steady international activity – mainly on 2022 whites such as Sauvignon Blanc, especially from cool-climate areas – and strong domestic demand for generic white wine and white grape juice concentrate, which are getting low in supply.**

The steady international activity on the 2022 vintage is sometimes characterised by a reduction in volume requirements, as buyers respond to the potential consumer slowdown in key markets as inflation rises. Buyers remain committed to Chile, however, and are already working on contracts for their 2023 vintage needs.

As well as on whites, international purchases of Chile's Cabernet, Merlot and Carmenere have been proceeding more steadily than perhaps expected, albeit on limited volumes. Demand for Pinot Noir, however, remains quiet. With the peso weakening past the CLP900/dollar mark towards the end of June – exceeding CLP1,000/dollar as of 13th July – now is an opportune time for international buyers to make their move from a currency exchange perspective.

The Chilean peso's record low against the US dollar is due to a number of factors: copper price declines and proposals by Chile's new government to increase taxes on copper companies; a strong dollar (investors have started to favor the safety of the dollar as global economic growth is hurt by rising inflation); concerns regarding Chile's proposed new constitution, widely perceived to be less market-friendly than the present one and scheduled to be voted on in a referendum on 4th September. As a net exporter, the peso's

devaluation is a welcome boost to Chile's coffers after last year's economic stimulus rolled out to keep the economy moving during COVID-19. As around the world, annual consumer price inflation in Chile is high – reaching 11.5% in May.

The strong domestic demand for generic white and white GJC (in the latter's case, potentially for eventual export) is a symptom of the shorter crop this vintage and especially in the cool-climate white-producing areas of the north, where the precipitation shortfall has been greater than in the central and southern regions. The rainfall disparity is illustrated in the accompanying rain status table, which lists locations from north to south. Though still in deficit, Curicó and the mid-Valle Central region southward have been receiving comparatively good rainfall levels through June into July: this steady precipitation has saturated the soil ensuring that – for what feels like the first time in many winters – rainfall is being absorbed and replenishing ground water supplies rather than hitting dry ground and flooding. Snowpack is also being put down in the mountains – not huge amounts so far, but well ahead of last winter at this stage.

Cool-hour accumulation is also running well ahead of recent winters and the vines are getting a good rest, though eyes will be on springtime to see if vine development is subsequently early, raising the risk of frost damage. All in all, except for in the north, where Chile's longstanding drought is still very much in evidence (Santiago has been receiving some limited rain), it's been an encouraging start to winter meteorologically.

The global supply chain situation as it relates to Chile continues to improve, with shipping times shortening and wine moving. Shipping rates are still at elevated levels, but softening in some instances.

*See next page for more on Chile.*

# Key Takeaways

Chile's 2022 international varietal whites have been experiencing good international demand, particularly Sauvignon Blanc; red varietals are also getting purchased except Pinot Noir, the market for which is quiet. In some instances, acquisitions are for less volumes than before as buyers react to signs of a consumer-spending slowdown in markets affected by high inflation levels. The peso has reached record lows against the dollar in the past four weeks, exceeding CLP990/dollar by 11th July. Shipping times are shortening; in some instances, shipping rates have softened. Domestic demand continues robustly, particularly for generic white and white GJC. The early winter has been the wettest for some years in the central and southern regions of Chile; early snowpack levels have been promising. The rainfall deficit in the north remains acute.

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### Chilean Export Figures

Wine Export Figures	January 2021 - May 2021			January 2022 - May 2022			Volume
	Million Liters	Million US\$ FOB	Average Price	Million Liters	Million US\$ FOB	Average Price	Variance %
Bottled	192,00	624,16	3,25	184,44	600,68	3,26	-3,94
Bulk	141,08	135,63	0,96	152,00	139,54	0,92	7,74
Sparkling Wines	1,27	5,07	3,99	1,24	4,88	3,92	-2,02
Packed Wines	9,22	16,59	1,80	8,69	15,13	1,74	-5,79
<b>Total</b>	<b>343,57</b>	<b>781,45</b>	<b>2,50</b>	<b>346,37</b>	<b>760,24</b>	<b>2,46</b>	<b>0,81</b>

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Generic White	0.70 - 0.75	↑	NV	Generic Red	0.60 - 0.67	↔
2022	Chardonnay	1.00 - 1.10	↔	2022	Cabernet Sauvignon (Basic)	0.65 - 0.75	↓
2022	Sauvignon Blanc	1.00 - 1.10	↔	2022	Cabernet Sauvignon (Varietal Plus)	0.78 - 0.88	↔
2022	Sauvignon Blanc Cool Climate	1.80 - 3.00	↔	2022	Merlot	0.68 - 0.75	↔
2022	Carmenere	0.80 - 0.90	↑	2022	Malbec (Basic)	0.80 - 1.00	↔
2022	Pinot Noir	0.98 - 1.20	↓	2022	Syrah	0.68 - 0.75	↔

### Rain Status (millimeters) - Updated July 5, 2022

City	Total to date	Last year same date	Normal to Date	Deficit or surplus	Yearly normal
Valparaíso	105,7	64,5	200,9	-47%	363,1
Santiago	69,1	77,5	152,5	-55%	286,2
Curicó	176,7	147,0	326,9	-46%	595,9
Chillán	354,8	310,2	514,1	-31%	936,4
Concepción	451,6	330,0	515,1	-12%	984,2

# France

## *Time on target*



**HARVEST WATCH:** *Wave of hailstorms; damage restricted to specific areas*

**June and the beginning of July brought a succession of hailstorms across France, every 3-4 days or so, affecting each growing region in turn. Although spectacular, and a genuine concern for growers, the damage has mostly been limited to specific areas; the Languedoc has largely been spared. A two-week heatwave at the start of June sped up ripening so that harvesting is expected to commence two weeks ahead of a normal schedule.**

Latest estimates are that some 30,000 hectares across France were affected by the hailstorms, with South West – Bordeaux (at least 10,000 hectares), Gascony, Charentes/Cognac – being the hardest-hit region. Despite these hailstorms, and water shortages in many areas (though not the Languedoc), the national crop size is expected to bounce back to a more normal size after 2021's short harvest, and quality is also likely to experience an uptick versus previous vintage.

Southern France is moving into the harvest – now just three weeks away in some areas – still holding a significant carryover of unsold red wines, in all regions but particularly in Bordeaux and Côtes du Rhône. With buyer demand limited and the country about to embark on its summer holidays, prices on reds and rosés across southern France have softened on the spot market, representing a significant opportunity from a price-quality ratio perspective. In some AOP wine-producing regions, some declassification of good-quality red wines into the Vin de France category is possible.

Ultimately, the structural difficulty for the industry is that red wine is predominantly produced but – in many key markets – red wine sales have been slow for a number of years versus white wine, which is growing in consumer preference. That said, white wine and – particularly – rosé and organic wine production are also nearing the maximum capacity of what the current

market can absorb. Now exacerbating buying slowness is the overall pull-back in consumer spending across Europe as inflation makes itself felt. Annual inflation in the Eurozone reached a record 8.6% in June.

The southern French producing regions acknowledge the issue of overproduction of reds and are being proactive in striving to correct this. The wine industry in general is seeking ways to become more resilient against the economic, political and climatical headwinds of our time, and to better stabilise production and pricing between vintages.

Likely another symptom of the consumer pull-back, some batches of white wine – so hotly in demand at the start of the campaign – have been put back on the bulk market and, again, constitute an excellent opportunity for the buyer. After the initial excitement brought about by the smaller harvest size, sales of whites during the 2021/22 buying campaign were slightly slower than expected, with some buyers in some areas still working through what they acquired at the start of the campaign and not coming onto the market to conduct their normal springtime top-ups or, if they did, taking smaller volumes. Consequently, the new 2022/23 white wine campaign is likely to commence at a more normal, steady pace.

Pricing on the coming 2022 whites remains unclear, though inflationary pressure on input costs is likely to prevent prices returning to where they were 2-3 years ago before the white wine price elevation. Pricing on 2022 reds and rosés is likely to remain relatively stable with 2021, though quality should be better. Market pricing for standard-quality wines on the new campaign is likely to take longer than normal to be set, as negotiations between the big buyers and the co-ops will be prolonged by carryover stock levels and consumer sales considerations. For the high-quality

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IGP wines destined for robustly-performing branded programmes, the situation should run smoother.

The global supply chain issues as they relate to France appear to be gradually resolving, though very high shipping rates remain a particular obstacle. Some good news on this finally broke on 30th June when shipping

firm CMA CGM announced that – effective 1st August for 12 months – it will be lowering shipping rates by EUR500 per 40-foot container for consumer products imported by major retail chains to mainland France. This represents a cut of approximately 10%, made to assist French government efforts to curb inflation.

## Key Takeaways

France can offer large volumes of good-quality red wines at an attractive price-quality ratio, with pricing on some standard qualities in some areas competitive with Spanish pricing. Volumes of 2021 rosé volumes also remain, at an attractive price-quality ratio, as well as 2021 organic wines of all colors. Some volumes of 2021 white wines have recently been put back on the spot market. Forward visibility on 2022 vintage pricing is expected to be unclear for a while, as the big buyers who set the market prices are likely to take some time assessing carryover stock levels and consumer behaviour in the face of rising inflation. Despite hailstorms and drought, the crop size this year is expected to return closer to the average after 2021's short harvest.

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2021	Generic White	0.95 – 1.05	↑	2021	Generic Red	0.75 – 1.00	↔
2021	Chardonnay IGP	1.40 – 2.00	↑	2021	Cabernet Sauvignon IGP	0.95 – 1.30	↔
2021	Chardonnay VDF	1.40 – 2.00	↑	2021	Cabernet Sauvignon VDF	0.90 – 1.00	↔
2021	Sauvignon Blanc IGP	1.30 – 1.50	↑	2021	Merlot IGP	0.90 – 1.20	↔
2021	Sauvignon Blanc VDF	1.30 – 1.50	↑	2021	Merlot VDF	0.90 – 1.20	↔
2021	Generic Rosé IGP	0.90 – 1.10	↔	2021	Syrah / Grenache IGP	0.90 – 1.30	↔
2021	Generic Rosé VDF	0.90 – 1.00	↔	2021	Varietal Rosé IGP	0.95 – 1.20	↔





# Spain

## Time on target



**HARVEST WATCH:** *Intense heat spikes make crop outlook uncertain*

The first two weeks of June brought an unusually early, intense heatwave to Spain. While watering was deployed in irrigated vineyards, some unirrigated vineyards may have suffered: it is too soon for any damage to manifest itself and the picture will be clearer once picking is underway. July so far has had periods of extreme heat – with temperatures exceeding 30°C even late at night in some areas – which may compound any vineyard issues. A further complication is that, due to rising costs, some growers have scaled back their watering plans.

Activity on Spain's bulk market has been muted, with demand for small batches of **grape juice concentrate** or premium wine predominating. Availability of standard-quality red wines is significant, pricing has been gradually softening and is expected to soften further by the end of July. Now is an opportune moment for buyers to secure a globally-competitive price-quality ratio on Spanish reds, as domestic buyers will become more active closer to harvest, reducing the pool of good-quality wines.

Volumes of varietal white wines remain, also at competitive pricing. There also remains some generic white at stable to softening pricing – some of this supply might otherwise have been destined for the Russian market. As it always does, we expect the market to adapt over time, finding new routes into Russia. Wine for distillation is priced at EUR2.40-2.50/hectograde.

In general, pricing is negotiable across all Spanish wines, especially if quick loading can be offered. Buyers have been committed to their loading timetables and wine is moving, albeit slightly more sluggishly than in past years. Spanish wine exports reached 4.9 million hectolitres in the month of April, down from 5.9 million in April

2021. The total value of exports, however, saw an uptick. Domestic sales, meanwhile, continue to perform robustly, assisted by the booming popularity among Spanish consumers of wine tourism, a pay-off from years of marketing by the Spanish wine industry and the receding of COVID-19.

Looking ahead to the 2022/23 buying campaign, with inflationary pressure increasingly a drag on consumer spending, we expect activity to mainly consist of small purchases. We suspect that, with a large carryover of wines in cellars at vintage changeover, Spain's 2022 must production will be high and pricing consequently softer post-crop. Spain is likely to be the market leader for GJC during the new buying campaign, pipping Italy due to lower transportation costs.

## Key Takeaways

**Spain continues to possess significant volumes of red wine at ultra-competitive pricing that is negotiable if quick loading can be offered. Now is an opportune time to come onto the market, before domestic buyers draw down the supply of good-quality reds. Spain also possesses some volumes of international white varietals and generic white, also at highly competitive pricing. Exports have declined versus 2021, but domestic demand is proving robust. A growing season that has so far had some intense heat spikes has led to uncertainty regarding the 2022 crop size, especially as rising costs have persuaded some growers to reduce watering programmes.**

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*See next page for more on Spain.*

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

Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend
2021	Generic White	0.38	- 0.42	↑	2021	Moscatel	0.55	- 0.65	↑
2021	White Blends (Higher Quality)	0.45	- 0.50	↔	2021	Generic Red	0.40	- 0.50	↓
2021	Sauvignon Blanc	0.70	- 0.80	↑	2021	Generic Red (Higher Quality)	0.50	- 0.60	↑
2021	Chardonnay	0.75	- 0.80	↑	2021	Cabernet Sauvignon	0.55	- 0.65	↔
2021	Generic Rosé	0.40	- 0.45	↔	2021	Merlot	0.60	- 0.70	↔
2021	Varietal Rosé	0.45	- 0.50	↔	2021	Syrah	0.50	- 0.60	↔

# Italy

## *Time on target*



**HARVEST WATCH:** *Record drought in the north; crop appears normal*

Italy's bulk market has for several reasons started to cool down and uncertainty surrounding the future is higher than ever. Adding to the uncertainty is the production side: the north of Italy is experiencing a record drought, while central areas experienced the hottest June in 30 years. Many regions have declared a drought emergency; if good rainfall levels do not arrive in the next two weeks or so the situation in the vineyards could become complicated.

On the market, it is becoming clear that the purchasing power of the final consumer, all around the world, is being strongly affected by the high inflation levels – in some cases running at the highest level in 40 years – and the forecast for the second half of 2022 is not a positive one. The situation on the reds – large inventory, slow sales – is growing more acute and now demand for whites is also showing signs of decline.

Meanwhile, the dry goods situation is far from normalising and clear glass bottles are the most difficult item to source. This is causing significant problems for the delivery of some appellations – such as Pinot Grigio DOC – that, in theory, are almost sold out but risk arriving at the new harvest with the previous vintage still in stock. This could be an opportunity for those buyers who might need additional volume out of Europe. In June, Prosecco DOC experienced its first monthly sales decrease (-4.7%) versus the year before, but the trend since January is still very strong (+12.9%).

The coming crop appears to be normal at the moment, but the high temperatures and the drought could play a significant role in the final result. Although forecasting is currently difficult, some companies we represent are available to discuss pre-harvest contracts on the main international varieties and organic wines. Our offices stand ready to support you throughout the summer.

*See next page for more on Italy.*

# Key Takeaways

There are signs the inflationary pressure on consumers in key markets is starting to impact wine sales, exacerbating the already slow sales on reds and slowing sales of the whites. Dry-good shortages – particularly of clear glass bottles – are also hindering sales, including of Pinot Grigio DOC. Any resulting volumes still available by harvest time could constitute an opportunity for buyers. The coming crop appears to be normal but a severe drought in the north makes forecasting difficult: despite the uncertainty, pre-harvest contracts are potentially available on international varietal and organic wines.

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2021	Generic White (Alc. 10.5%)	0.50 – 0.65	↔	2021	Generic Red (Alc. 11 - 12%)	0.40 – 0.60	↓
2021	Generic White (Alc. 11 - 13%)	0.53 – 0.75	↔	2021	Generic Red (Alc. 13%)	0.65 – 0.85	↓
2021	Organic Generic White (Alc. 10.5 - 12%)	0.75 – 0.95	↑	2021	Organic Generic Red (Alc. 12.5 - 13%)	0.90 – 1.20	↔
2021	Varietal Chardonnay (Alc. 11 - 13%)	0.80 – 1.05	↔	2021	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.90 – 1.10	↑
2021	Organic Pinot Grigio (Alc. 12%)	1.30 – 1.45	↔	2021	Varietal Merlot (Alc. 12 - 13%)	0.70 – 1.00	↔
2021	DOC Pinot Grigio delle Venezie	1.10 – 1.20	↓	2021	Varietal Syrah (Alc. 12 - 13%)	0.90 – 1.15	↔
2021	Pinot Grigio IGT (Different Regions)	0.95 – 1.05	↔	2021	Rossissimo (Alc. 12.5 - 14%)	0.90 – 1.10	↓
2021	Pinot Grigio IGT (Blends)	0.70 – 0.90	↔	2021	Primitivo IGT Puglia/ Salento (Alc. 12.5 - 14%)	1.20 – 1.50	↓
2021	DOC Prosecco (Cannot be sold outside of Italy)	2.55 - 2.70	↔	2021	Sangiovese IGT (Alc. 11.50 - 13%)	0.75 – 0.95	↔
2021	Soave or Garganega DOC	0.95 – 1.10	↔	2021	Trebbiano IGT (Alc. 10.5 - 12%)	0.55 – 0.75	↔
				2020	Chianti DOCG (13 - 13.50%)	1.80 – 1.90	↔

**\*Bottled Price**



# South Africa

## *Time on target*



**HARVEST WATCH:** *Estimated in line with 10-year avg. of 1.4 MT*

Some 2022 Sauvignon Blanc has become available again on South Africa's bulk market as some buyers have scaled back their requirement due to one or more factors: inflation potentially reining-in consumer spending in key markets of Europe; a scarcity of dry goods with which to package wines; extended shipping periods bringing the 2023 vintage already into calculations. This Sauvignon Blanc constitutes an attractive opportunity as South Africa's pricing continues to remain stubbornly stable in the face of all the upward cost pressures.

Also available on the open market is high-quality 2022 Cinsault and Shiraz rosé – again, at stable pricing. Standard and high-quality Chenin Blanc remains available. There has been an uptick in international demand for South Africa's generic white, but mostly in small volumes.

The market for varietal reds has been quieter, though international interest has been higher than in 2020 and 2021. There remains volumes of stably-priced 2022 Shiraz, Merlot, Cabernet and Pinotage. Pricing on South African bulk wine remains stable across the board and the Rand stood at ZAR17/dollar and ZAR17.20/euro as of 11th July, representing a significant and sustained weakening from where it stood in mid-April.

Europe continues to constitute the majority of export destinations. The shipping of wine out of South Africa was more problematic than normal in June: some vessels omitted Cape Town port altogether due to vessel delays and port congestion, while competition with the citrus industry for the low number of available containers was fierce. Consequently, there is a significant backlog of wine shipments to work through in July – frustrating considering the high demand for South African

wine, but it is hoped the matter improves over the coming weeks. In any case, overall shipping performance from Cape Town port remains better than from many other producer countries, particular on the European routes.

We are noticing a lot of interest in South Africa's bulk wine – through to sampling and the offering stage – that does not translate into contracting. With annual inflation over 9% in the UK and 8.6% across the Eurozone, retailers are uncertain about what consumer demand will be like for the next six to twelve months, leading some buyers to commit to smaller volumes or none at all. The general shortage and high price of dry-goods is making the packaging of wine laborious, another contributing factor to hesitant bulk wine buying.

Domestically, demand has continued strongly along its elevated level versus the COVID-impacted years of 2020 and 2021, keeping pricing of generic reds and whites robust.

## *Key Takeaways*

South African can offer re-released volumes of 2022 Sauvignon Blanc, as well as 2022 Cinsault and Shiraz rosé. Also available are 2022 Chenin Blancs of all qualities, generic white, and international varietal reds. Pricing is stable and the Rand has trended weaker in recent months. Overall demand, led by Europe, has been good, though there has been some buyer hesitancy given the inflationary picture in key markets, shortages of dry goods, and extended shipping times. Shipping out of Cape Town port was particularly problematic in June, leading to a backlog of shipments to work through in July, but shipping from South Africa – particularly to Europe – is generally more straightforward than from other competitor countries.

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*See next page for more on South Africa.*

## South Africa: Current Market Pricing (SA Rand per liter, FOB Cape Town)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2021/22	Dry White	5.00 – 6.00	↓	2021/22	Generic Red	8.50 – 9.00	↔
2021/22	Chardonnay	10.80 – 11.80	↑	2021/22	Cabernet Sauvignon	11.00 – 13.00	↔
2021/22	Sauvignon Blanc	11.00 – 13.50	↑	2021/22	Ruby Cabernet	9.00 – 10.50	↔
2021/22	Chenin Blanc	7.20 – 8.25	↓	2021/22	Merlot	11.00 – 12.50	↔
2021/22	Colombard	6.00 – 6.50	↔	2021/22	Pinotage	10.00 – 11.50	↔
2021/22	Muscat	6.80 – 7.20	↑	2021/22	Shiraz	11.00 – 12.00	↔
2021/22	Generic Rosé	6.00 – 6.50	↔	2021/22	Cinsaut Rose	8.35 – 9.00	↔
2021/22	Cultivar Rosé	8.20 – 8.50	↔				

**NB:** pricing is directly related to remaining available stock and - due to the current short situation - can change without notice

# Australia & New Zealand

## Time on target



**HARVEST WATCH:** *Estimates: Australia 1.73 million tonnes; NZ 532,000 tonnes*

Australia's bulk market remains sluggish, with limited buyers seen purchasing bulk wine. Those that do are chasing in-demand varieties, notably Chardonnay, Pinot Gris, Sauvignon Blanc, Dry White and Prosecco/Glera. Pinot Noir continues to be in limited supply but high in demand. Shiraz, Cabernet and Merlot remain long in supply. Many wineries have finalised their allocation tastings and grape growers are pruning vines.

Wine Australia's Vintage Report has confirmed the 2022 crush number is estimated at 1.73 million tonnes, 2% below the long-term average and 13.5% below last year's record crush of 2.01 million tonnes. The volume of red varieties crushed dropped 17%; white varieties were down 9%. Shiraz and Chardonnay, whilst the largest varieties crushed, still saw a decrease in volume of 19% and 6% respectively. The average price for red fruit dropped 15% to AUD707/tonne; the average white fruit price increased 2% to AUD548/tonne. Some 73% of the overall volume was produced in the three main irrigated, inland regions – an increase of 2% from

2021. Cool climate regions in South Australia and Victoria saw an overall decrease in their intake; New South Wales and Western Australia saw a slight increase.

At the recent Australian Wine Industry Technical Conference in Adelaide, the CEO of Australian Grape & Wine, Tony Battaglione, provided a clear assessment of the current state of Australia's wine industry, confirming the oversupply situation would extend into 2023. There is a significant amount of red wine that remains in tank which is simply not moving through to the marketplace. Bulk red wine prices will continue to remain low as the majority of wineries have adequate stock of their own, with no need to purchase additional material. Looking ahead, tank space will be limited and international shipping will continue to be expensive and sluggish. Battaglione also cited issues with competition from other wine supplier countries, which are receiving better funding from their government bodies, and issues surrounding China.

Australia's central bank - the Reserve Bank of Australia - has increased the official cash rate to 1.35%, an increase of 50 basis points. This widely anticipated rise is an attempt to lower inflation as housing prices remain at elevated levels and the

*See next page for more.*

cost of living is putting pressure on families and businesses. More interest rate increases are expected in the coming months. The positive news from this is that the Australian dollar is currently trading around USD0.68, the lowest it has been since the onset of COVID-19 in March 2020.

Solid winter rainfall has fallen in most of Australia as part of the ongoing La Niña weather event. Recent heavy rainfall in western Sydney and northern New South Wales near the Hunter Valley has caused flash flooding and forced the evacuation of many homes. Some areas have received 800mm of rainfall in four days. This is the second time the area has received excessive rainfall this year, as flooding occurred only a few months before, in March. Dartmouth Dam, the largest capacity dam in Victoria, is currently 95% full; the Hume Dam, the largest in New South Wales, is at 94% with water being released to offset the continuing rainfall. Both dams have a capacity of over three million megalitres.

The new Australian government has conducted initial talks with the Chinese government, the first time face-to-face discussions have been held since early 2020. Despite the positive first steps, Australia's new Prime Minister, Anthony Albanese, has insisted China drop its list of trade sanctions on Australia in order to rebuild the relationship between the two countries. China has listed 14 grievances that it requires Australia to rectify before it openly looks at lifting trade sanctions.

New Zealand Winegrowers (NZW) has estimated that **New Zealand's** 2022 wine grape harvest came in at 532,000 tonnes, 44% up from the greatly-reduced 2021 crop of 370,000 tonnes that was brought about by a cool spring and late frosts. The 2022 crop size is a bumper one versus even 2020's 457,000 tonnes and comfortably ahead of 2019 (413,000 tonnes), 2018 (419,000), 2017 (396,000) and 2016 (436,000).

All principal varieties are estimated to have experienced a production uptick versus 2021, led by Pinot Noir (+57% to 34,569 tonnes) and followed by Sauvignon Blanc (+47% to 393,956 tonnes), Pinot Gris (+45% to 30,465 tonnes) and Chardonnay (+27% to 29,762 tonnes). All major growing regions saw an increase in output except Hawkes Bay (-2% to 40,172 tonnes), with the largest region – Marlborough – experiencing a 54% uptick to 414,649 tonnes.

NZW said the country's grape growers and wineries were "breathing a sigh of relief" as the big crop will

"rebuild seriously depleted stocks and sales" – the small 2021 crop caused New Zealand's total wine sales to fall 14% from the peak achieved in January 2021. The prevalence of the Omicron variant of COVID-19 was the main hurdle this vintage, exacerbating a labor shortage.

New Zealand has entered into a Free Trade Agreement with the EU. The FTA will see the same removal of trade barriers as New Zealand's recently-agreed FTA with the UK, signed earlier this year. The NZ-EU FTA will also see a reduction in burdens from certification and labelling requirements in a dedicated Wine Annex, including protection for Geographical Indications (GIs) such as Marlborough and Hawke's Bay. The new structure will save New Zealand winegrowers an estimated NZD5.5 million per year. Other exports – kiwifruit, onions, apples and manuka honey – will all see an immediate tariff elimination. Each year, New Zealand ships over 20 million litres of wine to the EU, worth NZD150 million. In comparison, exports to the UK – New Zealand wine's second-largest export market after the US – are worth over NZD400 million per year.

## Key Takeaways

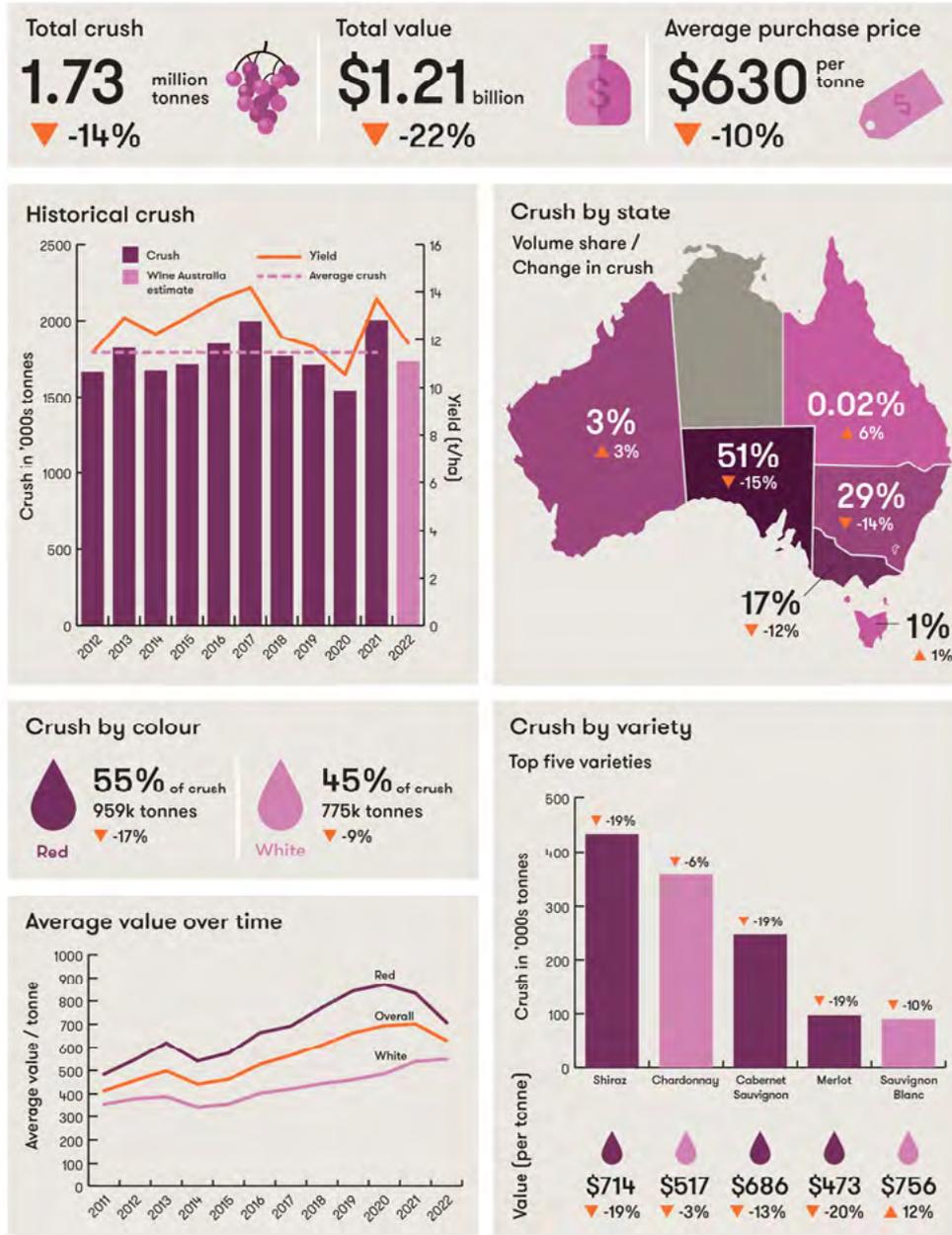
**White wine activity continues to dominate Australia's bulk wine market. Red wines, except for Pinot Noir, remain long in supply and, consequently, red prices are expected to remain low and tank space limited. Production of red varieties from the 2022 crop fell 17% versus 2021 and the average tonnage price fell 15%; production of whites fell 9% and the average tonnage price increased 2%. Most of Australia has been receiving significant winter rainfall due to La Niña. Australia's new government has conducted initial talks with the Chinese government regarding resolving the trade sanctions dispute. The bounce-back in New Zealand's grape production after the very short 2021 crop has been welcomed as a boost to "seriously depleted" wine stocks and sales. New Zealand has entered into an FTA with the EU which will see the removal of trade barriers, reduce certification and labelling requirements, and protection for New Zealand wine's Geographical Indications.**

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Source: Wine Australia

## 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	0.45 - 0.55	↓
2021/22	Chardonnay	1.00 - 1.15	↔	2021	Cabernet Sauvignon	0.50 - 0.70	↓
2021/22	Sauvignon Blanc	1.45 - 1.75	↔	2021	Merlot	0.50 - 0.70	↓
2021/22	Pinot Gris	1.20 - 1.30	↔	2021	Shiraz	0.50 - 0.70	↓
<b>2022</b>	<b>NZ Marlborough SB</b>	<b>NZD 5.95 - 6.25</b>		2021	Muscat	0.90 - 1.00	↔

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

# Structan

## Your sustainable, eco-friendly barrel-ageing alternative



**Oak trees have immense cultural significance: often living for up to a thousand years, they symbolise strength and endurance. The most famous oak worshipers were the pagan Druids – ‘Dru’ and ‘Id’ being Ancient Greek for ‘oak’ and ‘spirit’. Their acorns were symbols of fertility and renewal, and an important source of food.**

But even more importantly, oak trees are a keystone species for the planet’s wellbeing. They are often an area’s most ecosystem-rich trees. In California’s Central Valley, for example, they support approximately 300 species of bird and animal, 1,100 plants, 370 fungi, and 5,000 insects and invertebrates. And oaks continue to be useful to wildlife even after they die: worms, snails and ants live in decomposing logs and help turn the wood into humus, which enriches the soil.

That’s just the start. With humanity having been forced by COVID-19 to take a breather, our air quality improved and we have come to realise that we can, quite rapidly, tangibly improve the environment. Oaks like other trees sequester carbon in their mass but – due to their often immense size and age – they convert via photosynthesis more quantities of harmful carbon dioxide into oxygen than most other tree species, contributing hugely to the offsetting of rising CO2 emissions. Oak leaves absorb airborne pollutants: one tree can absorb up to 10lbs of air pollution in a single year.

Furthermore, due to the ecosystem-rich nature of oaks, the surrounding soil is immensely dense in organic content which can also sequester high levels of CO2. Finally, if all that were not enough, oaks reduce water pollution by absorbing fertilizer nutrients, pesticides, and other trace contaminants in soil, allowing compounds to break down slowly and be taken up as nutrients. So, when 150-year-old oak trees are cut down in France, or 90-year-old oak trees in the US, to be turned into barrels in which to age wine, is that good guardianship of the environment for the next generation and the generations that come after? Is it really sustainable, with the global population surging from 2.5 billion to 7.5 billion in just 70 years, to fell oaks which – like all trees – are the lungs of the planet and a finite resource? What simple change can you make to improve sustainability around your business and contribute to the environment?

This is where Structan from Stoak Technologies come into their own. Structan contains the same aromatic integrating congeners contained in 150-year-old French oak and 90-year-old American oak but in a highly concentrated and effective, easy-to-dose liquid form. They greatly reduce cost by improving production efficiency and shortening maturation times while still enhancing the structure, flavor, aromatics and color of the wine just as barrel-ageing would. But the attribute of Structan that Stoak is most passionate about is this: while 50 kilograms of wood will make one 300-litre barrel which – if it is used three times – will produce 900 litres of finished product, Structan with the same 50kg of wood can treat 30,000 litres of finished product. And Structan uses less wood than chips and staves which – anyway – have an inconsistent impact, absorb liquid, and require removal.

The United Nations Environment Programme has called for a “transformational and green recovery”, in which new steps by individuals and businesses to help the environment dovetail with the post-COVID-19 economic rebuild. The question every business should now be asking itself is: are we being responsible with the natural resources at our disposal? An easy first step for wineries is to look into Structan, which dramatically reduces the need for oak barrels.

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# IBWSS

San Francisco / July 26 & 27, 2022

## Grow your bulk wine, bulk spirits, and private label business

The International Bulk Wine and Spirits Show (IBWSS) is an annual trade show and conference, open to trade professionals only, which is set to happen in San Francisco on July 26 & 27, 2022. 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

- Expo Floor
- Conference



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# Export Pricing: USD per liter

Currency Conversion Rates as of July 18, 2022

Argentina (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021	Generic White (Basic)	0.75	-	0.85	↑	2021	Generic Red	0.85	-	0.95	↑
2021	Generic White Standard	0.80	-	0.90	↑	2020/21	Cabernet Sauvignon	1.30	-	1.50	↑
2021	Muscat	0.85	-	0.95	↑	2020/21	Merlot	1.20	-	1.50	↑
2021	Torrontes	0.90	-	1.00	↑	2020/21	Syrah	1.10	-	1.20	↑
2021	Sauvignon Blanc	1.40	-	1.60	↑	2020/21	Malbec Standard	1.10	-	1.30	↑
2021	Chardonnay	1.50	-	1.70	↑	2020/21	Malbec Premium	1.40	-	1.70	↑
2020/21	Bonarda	0.95	-	1.05	↑	2020/21	Malbec High End	1.90	-	2.50	↑
						2020/21	Tempranillo	0.95	-	1.05	↑

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

Australia & New Zealand (Pricing in bulk; FCA)											
						AUD Rate: 0.681323 / NZD Rate: 0.615342					
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Dry White	0.58	-	0.65	↔	NV	Dry Red	0.31	-	0.37	↓
2021/22	Chardonnay	0.68	-	0.78	↔	2021	Cabernet Sauvignon	0.34	-	0.48	↓
2021/22	Sauvignon Blanc	0.99	-	1.19	↔	2021	Merlot	0.34	-	0.48	↓
2021/22	Pinot Gris	0.61	-	0.68	↔	2021	Shiraz	0.34	-	0.48	↓
2022	NZ Marlborough SB	3.54	-	3.85		2021	Muscat	0.61	-	0.68	↔

California (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021	Generic White	1.05	-	1.15	↑	2021	Generic Red	1.00	-	1.15	↑
2021	Chardonnay	1.40	-	1.80	↑	2021	Cabernet Sauvignon	1.15	-	1.25	↔
2021	Pinot Grigio	1.30	-	1.59	↔	2021	Merlot	1.15	-	1.40	↑
2021	Muscat	1.15	-	1.45	↑	2021	Pinot Noir	1.40	-	1.85	↔
2021	White Zinfandel	1.05	-	1.15	↑	2021	Syrah	1.05	-	1.45	↔
2021	Colombard	1.10	-	1.25	↑	2021	Ruby Cabernet	1.00	-	1.10	↔
						2021	Zinfandel	1.25	-	1.65	↔

Chile (Pricing in bulk; FOB Chilean Port)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Generic White	0.70	-	0.75	↑	NV	Generic Red	0.60	-	0.67	↔
2022	Chardonnay	1.00	-	1.10	↔	2022	Cabernet Sauvignon (Basic)	0.65	-	0.75	↓
2022	Sauvignon Blanc	1.00	-	1.10	↔	2022	Cabernet Sauvignon (Varietal Plus)	0.78	-	0.88	↔
2022	Sauvignon Blanc Cool Climate	1.80	-	3.00	↔	2022	Merlot	0.68	-	0.75	↔
2022	Carmenere	0.80	-	0.90	↑	2022	Malbec	0.80	-	1.00	↔
2022	Pinot Noir	0.98	-	1.20	↓	2022	Syrah	0.68	-	0.75	↔

## France (Estimated Pricing in bulk; Ex-Winery)

Rate: 1.014445

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021	Generic White	0.96	-	1.07	↑	2021	Generic Red	0.76	-	1.01	↔
2021	Chardonnay IGP	1.42	-	2.03	↑	2021	Cabernet Sauvignon IGP	0.96	-	1.32	↔
2021	Chardonnay VDF	1.42	-	2.03	↑	2021	Cabernet Sauvignon VDF	0.91	-	1.01	↔
2021	Sauvignon Blanc IGP	1.32	-	1.52	↑	2021	Merlot IGP	0.91	-	1.22	↔
2021	Sauvignon Blanc VDF	1.32	-	1.52	↑	2021	Merlot VDF	0.91	-	1.22	↔
2021	Generic Rosé IGP	0.91	-	1.12	↔	2021	Red Syrah / Grenache IGP	0.91	-	1.32	↔
2021	Generic Rosé VDF	0.91	-	1.01	↔	2021	Varietal Rosé IGP	0.96	-	1.22	↔

## Italy (Pricing in bulk; Ex-Winery)

Rate: 1.014445

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021	Generic White (Alc. 10.5%)	0.51	-	0.66	↔	2021	Generic Red (Alc. 11 - 12%)	0.41	-	0.61	↓
2021	Generic White (Alc. 11 - 13%)	0.54	-	0.76	↔	2021	Generic Red (Alc. 13%)	0.66	-	0.86	↓
2021	Organic Generic White (Alc. 10 - 12%)	0.76	-	0.96	↑	2021	Organic Generic Red (Alc. 12.5 - 13%)	0.91	-	1.22	↔
2021	Varietal Chardonnay (Alc. 11 - 13%)	0.81	-	1.07	↔	2021	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.91	-	1.12	↑
2021	Organic Pinot Grigio (Alc. 12%)	1.32	-	1.47	↔	2021	Varietal Merlot (Alc. 12 - 13%)	0.71	-	1.01	↔
2021	DOC Pinot Grigio delle Venezie	1.12	-	1.22	↓	2021	Varietal Syrah (Alc. 12 - 13%)	0.91	-	1.17	↔
2021	Pinot Grigio IGT (Different Regions)	0.96	-	1.07	↔	2021	Rossissimo (Alc. 12.5%)	0.91	-	1.12	↓
2021	Pinot Grigio IGT (Blends)	0.71	-	0.91	↔	2021	Primitivo IGT Puglia/Salento (Alc. 12.5 - 14%)	1.22	-	1.52	↓
2021	DOC Prosecco (Cannot be sold outside of Italy)	2.59	-	2.74	↔	2021	Sangiovese IGT (Alc. 11.50 - 13%)	0.76	-	0.96	↔
2021	Soave or Garganega DOC	0.96	-	1.12	↔	2021	Trebbiano IGT (Alc. 10.5 - 12%)	0.56	-	0.76	↔
						2021	Chianti DOCG (Alc. 13 - 13.5%)	1.83	-	1.93	↔

**\*Bottled Price**

**0.89**

## South Africa (Pricing in bulk; FOB Cape Town)

Rate: 0.058442

Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2021/22	Generic White	0.29	-	0.35	↓	2021/22	Generic Red	0.50	-	0.53	↔
2021/22	Chardonnay	0.63	-	0.69	↑	2021/22	Cabernet Sauvignon	0.64	-	0.76	↔
2021/22	Sauvignon Blanc	0.64	-	0.79	↑	2021/22	Ruby Cabernet	0.53	-	0.61	↔
2021/22	Chenin Blanc	0.42	-	0.48	↓	2021/22	Merlot	0.64	-	0.73	↔
2021/22	Colombard	0.35	-	0.38	↔	2021/22	Pinotage	0.58	-	0.67	↔
2021/22	Muscat	0.40	-	0.42	↑	2021/22	Shiraz	0.64	-	0.70	↔
2021/22	Generic Rosé	0.35	-	0.38	↔	2021/22	Cinsaut Rosé	0.49	-	0.53	↔
2021/22	Cultivar Rosé	0.48	-	0.50	↔						

Spain (Pricing in bulk; Ex-Winery)							Rate: 1.014445			
Vintage	Variety	Price		Trend	Vintage	Variety	Price		Trend	
2021	Generic White	0.39	- 0.43	↑	2021	Generic Red	0.41	- 0.51	↓	
2021	White Blends (Higher Quality)	0.46	- 0.51	↔	2021	Generic Red (Higher Quality)	0.51	- 0.61	↑	
2021	Sauvignon Blanc	0.71	- 0.81	↑	2021	Cabernet Sauvignon	0.56	- 0.66	↔	
2021	Chardonnay	0.76	- 0.81	↑	2021	Merlot	0.61	- 0.71	↔	
2021	Generic Rosé	0.41	- 0.46	↔	2021	Syrah	0.51	- 0.61	↔	
2021	Varietal Rosé	0.46	0.51	↔	2021	Moscatel	0.56	- 0.66	↑	



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