



Global Market Report

May 2020
Volume 11, Issue No. 5

**Ciatti Global Wine
& Grape Brokers**

201 Alameda Del Prado #101
Novato, CA 94949
Phone (415) 458-5150

Ciatti Market Update

Please Join Our Webinar!

Wednesday, June 3rd, 2020

11:00AM - 12:00PM

The Ciatti Company will be hosting a session to discuss the current market conditions that exist in our industry as we go through this unprecedented time. Please tune in and listen – you can register by clicking [here](#). We will provide you our insight about the current wine and grape market, and also hear from some outstanding outside speakers Steven Rannekleiv and Tony Correia who will give you their thoughts. There will be time during the session for questions from the audience.

Speakers:

Glenn Proctor – Wine/Grape Domestic Market

Greg Livengood – Wine/Grape Global Market

Stephen Rannekleiv, RaboBank – Market Observations and Consumer Insight

Tony Correia, The Correia Company – Wine Business M&A Activity

REGISTER

May 2020

Volume 11, Issue No. 5

- 3 California
- 4 Argentina
- 6 Chile
- 8 France
- 10 Spain
- 11 Italy
- 13 South Africa
- 14 Australia
- 14 New Zealand
- 16 John Fearless Update
- 18 USD Pricing
- 21 Contacts

Reading online?
Use the links above
to jump through this
document.

No part of this publication may be reproduced or transmitted in any form by any means without the written permission of Ciatti Company.

As the world moves into the second phase of its COVID-19 response – gradually easing restrictions and learning to live indefinitely with social distancing guidelines – we can see the first phase has left behind a significant level of inventory that would in normal times have supplied the on-trade. Spain, which implemented one of the world's strictest lockdowns, has now permitted the reopening of outside terraces of restaurants and bars, albeit at a third of capacity and not in Madrid or Barcelona – a tentative early sign, perhaps, that on-trade demand may at least recover somewhat in the coming months even in those countries hardest-hit.

Many suppliers of on-trade wines have been working to redirect their supply into the off-trade channels and online, mainly to the supermarkets which have remained open throughout the lockdowns and which, in most countries, have been permitted to continue selling alcohol. This redirection is not always possible for suppliers, as they may lack relationships with retailers, may not be able to scale-up supply to meet retailer distribution, and often must accept a price ceiling that is, of course, lower than it is in the HoReCa (Hotel/Restaurant/Catering) trade. We at Ciatti can offer guidance, and we have been fielding large numbers of enquiries.

With the inventory build-up, and their 2020 harvests on the horizon, the wine industries in Europe are lobbying the EU and their respective national governments to roll out crisis distillation plans. You can read more about what this would entail on this month's France, Spain and Italy pages. There is no denying that buyers – those with off-trade and private label brands to fulfil – currently have the advantage over growers and suppliers, with solid carryover inventories in most supplier countries around the world. The weakness of emerging market currencies such as the Argentinian peso, Chilean peso and South African Rand is also a boon to those international buyers transacting in dollars or euros. For buyers, opportunities abound, but most are covering only their short-term needs as market visibility looking ahead is minimal. After all, who could have foreseen the predicament the world is in just 10 weeks ago?

In better news for suppliers, an uptick in off-trade wine sales triggered by the announcement of lockdowns in March has been sustained in at least some markets: consumers in the US, the UK and Australia, for example, appear to have increased their at-home wine consumption, buying from the supermarket or online wine retailers/clubs. Buyer demand from China, which has been steadily reopening over the past two months, appears to be gradually rising again. Furthermore, other than in the Western Cape, the main Southern Hemisphere harvests came in below their long-term averages: perhaps 15-20% down in Chile and 20% down in both Australia and Argentina.

Last month, even in the thick of lockdown, we could say wine around the world was getting loaded, bottled, shipped, and bought by consumers. And so it follows that, a month on, with countries tentatively opening back up, that statement is now even more true. The marketplace is carrying on and Ciatti is here to help you navigate its twists and turns, drawing on decades of expertise, so don't hesitate to get in touch. In the meantime, stay safe.

Robert Selby

California

Time on target



HARVEST WATCH: *No vineyard issues; on track for average-sized crop*

The boom in wine sales in the US off-trade continued through April, with dollar sales up approximately 30% year on year in the eight weeks to 25th April. Activity on California's bulk wine market ramped-up from the second half of March through to mid-April as buyers came in to resupply the retailers, before the market pace stabilised again mid-month.

Mainly it is only short-term bulk wine needs that are being covered, as longer-term visibility in terms of COVID-19 and its impact on consumer behaviour is highly limited. Only a few, well-positioned big brands are thinking longer-term at this point. 'California' appellation wine that can hit retail shelves at lower-end prices are the wines most in demand; more premium

appellations are sometimes required to supply a retailer's private label brands, but there is a significant price ceiling on these above which the buyer will not go.

In terms of overall cost to the industry, the boom in off-trade sales is projected to be more than offset by the slump in on-trade sales, with restaurants, bars and tasting rooms still shut. This will disproportionately impact the smaller wineries, which are more likely to rely on these channels and lack the ability to scale-up for grocery store or online retailer distribution, at least on a national basis. There have been signs that some such wineries are lowering their on-trade sales projections and subsequently putting wines onto the bulk market.

With the state's bulk wine inventory still large, the increased bulk wine activity has yet to feed through to the grape market, which continues to be quiet except for some limited, site specific activity mainly carried out in the Central Valley by some big buyers. If the off-trade continues to boom while the on-trade struggles, the grape market – when it does get underway – is likely to be Central-Valley driven.

With significant inventory and early signs that the coming 2020 crop will be at least average-sized (vineyard conditions have been good across the state, with little if any frost or disease pressure), there continues to be multi-year opportunities for international buyers on California appellation wines right through to premium Coastal appellations. The attractiveness of the state's offer has been recognised by Canadian buyers, for example, who recently came onto the market to source Californian wines following difficulties importing from South America.

In the other direction, the tariffs placed on French wine imports by the US government last October have certainly reduced the volume of French wines coming into the country. However, demand for French wines has been good from US online wine clubs – subscription services that deliver wines from around the world to Americans' doors, which have been performing well during lockdown.



We don't carry wine in bulk,
we carry tons of moments to savor.

We treat bulk wine with the same care that we treat the most precious bottle of wine.

Our R&D team collaborates with wine experts to design specific flexitanks that preserve the quality of the wine and its freshness, and that are 100% recyclable. We provide end-to-end solutions, from design and manufacturing to shipping and recycling, at a global level.

Hillebrand
FORWARDING PASSION

www.hillebrand.com

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

See next page for more on California.

Key Takeaways

Due to its large pre-existing inventory, the surge in off-trade demand across the US has not affected California's ability to offer international buyers very good quality wines on multi-year deals at pricing lower than it has been for many years – including wine from some premium Coastal appellations. The same applies to grapes.

Ciatti Contacts

Import/Export

CEO – Greg Livengood
Steve Dorfman
Jed Lucey
T. +415 458-5150
E. greg@ciatti.com
E. steve@ciatti.com
E. jed@ciatti.com

Domestic

T. +415 458-5150
Glenn Proctor – glenn@ciatti.com
John White – johnw@ciatti.com
Chris Welch – chris@ciatti.com
Todd Azevedo – todd@ciatti.com
Johnny Leonardo – johnny@ciatti.com

California: Current Export Market Pricing (USD per liter)

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2019	Generic White	0.90 – 0.99	↔	2018/19	Generic Red	0.79 – 1.05	↔
2019	Chardonnay	1.20 – 1.59	↔	2018/19	Cabernet Sauvignon	1.09 – 1.85	↓
2019	Pinot Grigio	1.25 – 1.59	↔	2018/19	Merlot	1.12 – 1.38	↔
2019	Muscat	1.07 – 1.45	↔	2018/19	Pinot Noir	1.40 – 1.85	↓
2019	White Zinfandel	0.94 – 1.00	↔	2018/19	Syrah	1.09 – 1.58	↔
2019	Colombard	0.89 – 1.00	↔	2018/19	Ruby Cabernet	0.97 – 1.10	↔
				2018/19	Zinfandel	1.20 – 1.65	↔

Argentina

Time on target



HARVEST WATCH: *Estimated at 2.042 million tons as of 3rd May*

Argentina entered lockdown on 20 March and it is not scheduled to be lifted until at least 24th May. The country's 2020 harvest continued as best it could while respecting social distancing guidelines: the harvest was 99% complete by the end of April and – as of 3rd May – totalled 2.042 million tons, down approximately 20% from the long-term average, in line with our recent estimates. Mendoza had produced some 1.444 million tons, San Juan 488,500 tons.

Picking conditions through April were very good and the vintage is expected to be of high quality. The below-average tonnage has not moved the needle on

Argentina's bulk market: there is abundant supply of most wines, particularly reds (generic white supply is shorter than generic red, for example, as less of it is produced), and the country's pricing remains highly attractive from an international standpoint as the peso has stayed at its weak ARS65-66/dollar position.

The peso is being artificially pinned at this rate by the Argentinian government while it tries to renegotiate debt repayments to the International Monetary Fund and other creditors (default is a real danger), all the while inflation continues to rise inside the county. While Argentina's exporters must receive the official ARS65-66/dollar for their goods, the 'blue market' peso – the true street value of the peso – is at around ARS122/dollar (up from ARS85/dollar in just five weeks). As a result, margins for Argentina's wine exporters are

See next page for more on Argentina.

becoming squeezed – but while this might normally disincentivize exporting, domestic demand is highly muted due to COVID-19, the impact of the virus on tourism levels now and moving forward, and the country’s pre-existing economic problems.

Argentinian bulk suppliers thus remain alert to international business; there has been activity from North American, Chinese, UK and Scandinavian

Key Takeaways

Argentina’s bulk wine business with the rest of the world has continued through these difficult times, with international buyers attracted to Argentina’s highly-competitive and stable pricing on good quality wines, from generics through to Malbec of all quality levels. The 2020 vintage looks like coming in 20% shorter than the long-term average but – with muted domestic demand and a large carryover from 2019 (particularly on the reds) – attractive pricing that is negotiable is set to continue.

buyers. Argentina’s dollar pricing is stable, highly attractive from a global perspective, and open to negotiation. There is availability on all wines generic and varietal, including on Malbec of all quality levels. Overall quality is good. Samples and wines are being shipped, but please allow a little extra time as there have been understandable delays obtaining the customs paperwork during the COVID-19 lockdown. Give Ciatti Argentina a call for the latest opportunities.

Ciatti Contact

Eduardo Conill
T. +54 261 420 3434
E. eduardo@ciatti.com.ar

Argentina: Current Market Pricing (USD per liter; FCA Winery)							
Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2019	Generic White (Basic)	0.25 – 0.30	↓	2019	Generic Red	0.25 – 0.30	↓
2019	Generic White (Standard)	0.24 – 0.36	↓	2019	Cabernet Sauvignon	0.50 – 0.60	↓
2019	Muscat	0.30 – 0.35	↓	2019	Merlot	0.45 – 0.55	↓
2019	Torrontes	0.35 – 0.45	↓	2019	Syrah	0.35 – 0.45	↓
2019	Sauvignon Blanc	0.45 – 0.55	↓	2019	Malbec Standard	0.55 – 0.65	↓
2019	Chardonnay	0.45 – 0.55	↓	2019	Malbec Premium	0.70 – 1.00	↓
2019	Bonarda	0.35 – 0.45	↓	2019	Malbec High End	1.00 – 2.50	↓
2019	Tempranillo	0.35 – 0.45	↓				
White Grape Juice Concentrate *Per metric ton in bulk		950.00 – 1,000.00		Red Grape Juice Concentrate (Color 1,000) *Per metric ton in bulk		1,300.00	

Chile

Time on target



HARVEST WATCH: *Estimated 15-20% down in size on long-term average*

Chile has been operating a localised lockdown approach, with those urban areas particularly affected by COVID-19 – such as parts of Santiago – under strict lockdown, while other, more isolated areas with a lower rate of infection have been under looser restrictions.

The country's 2020 wine grape harvest continued to operate as normal and ended at the end of April, a month or so early. Rainfall in Chile's growing areas has been below-average for approximately ten successive years and this past summer was very hot and dry, autumn unreasonably dry. Furthermore, a final frost which occurred on 1 December – two weeks later than normal – collided with a growing season that was two weeks ahead. The expectation is a 2020 harvest at around 1.00-1.05 billion litres, down 15-20% on the average.

Overall, vintage quality is expected to be normal: Sauvignon Blanc quality looks normal, Chardonnay good, so too the reds, while the quality of Carménère – the last red to be picked – is mixed. Before the COVID-19 outbreak, the prospect of a shorter crop combined with good export sales momentum saw Chile's average wine grape price rise, but any feed-through of this uptick to bulk wine prices has been offset by the Chilean peso's weakness, with the average April exchange rate at CLP853.38/dollar and currently standing at approximately CLP824/dollar (as of 12 May). Chile's bulk wine prices remain stable from a dollar point of view.

Chile's 2020 Sauvignon Blanc and Pinot Noir are almost sold out. Chardonnay – and Merlot to some degree – are also currently in hot demand. US, Canadian and UK buyers are particularly active, so too Swedish. Cabernet demand is quieter and there is good inventory. Aided by

the peso's weakness, Chile can be relatively aggressive on bulk wine prices versus its Southern Hemisphere competitors except for neighbour Argentina, whose own peso is heavily devaluated. Stock of 2019 vintage Designation of Origin wines at Chilean wineries on 31 December 2019 was estimated at 1.1 billion litres, 5.6% up on the year before.

Suppliers in Chile are open to negotiation on price and there are also opportunities to be had on some high-quality premium wines that would normally get sold as case goods into Chile's domestic HoReCa channel, which – like the Hotel/Restaurant/Catering trade throughout the world – is currently closed. Chile's case good suppliers already had to contend with the impact on the domestic HoReCa channel of the country's civil unrest, mainly seen last October. In addition, the leading destinations of Chile's bottled wines in 2019 were China and Brazil respectively: Chinese demand subsequently fell back due to the impact on its economy of its trade war with the US, then COVID-19; the devaluation of the Real has slowed Brazilian demand.

Chile's bottled export volumes were up 3.2% in the first three months of 2020 but – given the situation highlighted above – it could trend flatter moving forward. Bulk export volumes were down 13% in Q1 2020 mainly due to the economic and COVID-19 situations in China. Chile's sparkling export volumes, meanwhile, were down 1.9%, with demand from leading destination Japan down 41% due to increased market competition (enabled by the new Japan-Europe FTA) and the COVID-19 outbreak.

With international travel not possible, gaining approvals has been a challenge and great logistical effort is going into getting samples to where they need to be. A lot of such issues have been ironed out since the opening weeks of the COVID-19 crisis and wines are getting shipped with less lead times than required a month ago, but please continue to allow extra time.

See next page for pricing.

Key Takeaways

Chile's bulk wine prices remain stable and highly competitive thanks to the continuing weakness of the peso, which has helped offset an increase in the grape price following a harvest estimated to have come in 15-20% shorter. International buyers are active on the market and wine is shipping. The 2020 Sauvignon Blanc and Pinot Noir have been in hot demand and are almost sold out, while Chardonnay and Merlot are also experiencing strong demand. There are bulk opportunities to be had on premium wines that would normally go as case goods into the domestic on-trade, which is shut.

Ciatti Contact

Marco Adam

T. +56 2 32511 691 – or –

T. +56 2 32511 692

E. madam@ciattichile.cl

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
NV	Generic White	0.50 – 0.60	↔	NV	Generic Red	0.48 – 0.60	↔
2019/20	Chardonnay	0.85 – 0.95	↑	2019/20	Cabernet Sauvignon (Basic)	0.65 – 0.80	↓
2019/20	Sauvignon Blanc	0.75 – 0.85	↑	2019/20	Cabernet Sauvignon (Varietal Plus)	0.85 – 0.95	↔
2019/20	Syrah	0.72 – 0.78	↔	2019/20	Merlot	0.75 – 0.85	↑
2019/20	Carmenere	0.75 – 0.85	↔	2019/20	Malbec (Basic)	0.90 – 1.15	↔
2019/20	Pinot Noir	0.95 – 1.15	↔				

Chilean Export Figures

Wine Export Figures	January 2019 - February 2019			January 2020 - February 2020			Volume
	Million Liters	Million US\$ FOB	Average Price	Million Liters	Million US\$ FOB	Average Price	Variance %
Bottled	71,08	228,09	3,21	77,59	244,52	3,15	9,17
Bulk	66,60	66,86	1,00	63,02	54,05	0,86	-5,37
Sparkling Wines	0,47	1,87	3,99	0,56	2,39	4,24	19,97
Packed Wines	2,71	4,84	1,78	3,75	6,32	1,68	38,35
Total	140,86	301,66	2,49	144,93	307,28	2,48	2,89



France

Time on target



HARVEST WATCH: *Frost risk has passed with little damage*

France entered lockdown on 17 March and commenced the easing of restrictions on 11 May, starting with the re-opening of some schools, non-essential shops and markets. Bars and restaurants are not expected to be permitted to re-open until June at the earliest.

In France as across the world, those wine suppliers who are in a good position to serve the off-trade have been faring well; those that rely on the on-trade and tourism – and/or who supply high-end wines like Champagne, premium Bordeaux wines or Provencal rosé, for example – have suffered. That said, French supermarkets have not experienced the same surge in wine sales before and during lockdown as retailers in the US and UK have. (Consumers have been sticking to one large, weekly shop: as a result, for the ease that they provide, 5-litre bag in box brands have been big beneficiaries.) In addition, strict lockdown restrictions in place across the country has made the carrying out of normal business – sales reps meeting clients etc – more challenging.

As the bulk wine market pace in France – particularly on the red wines – was not hectic before COVID-19 hit, and the country's supermarkets have been steadily working through normal volumes during lockdown, the market is proceeding at a steady but unspectacular pace. We are not seeing a big increase in purchases: buyers are mainly active loading what they have already bought. If purchases do get made, they are usually by retailers – or those who supply retailers – for small volumes only. With no huge spike in wine sales in recent weeks and the expectation that tourism – which represented 7.3% of France's GDP in 2018 – will be negligible this year, plus the poor visibility regarding the COVID-19 situation in

general moving forward, hesitancy prevails on the bulk market and suppliers are feeling financial pressure. As a result, bulk wine prices in France were moving downward at the start of April but this was paused from mid-month with the emergence of discussions regarding an EU Distillation Plan. This mooted plan is expected to total 10 million hectolitres, with France, Spain and Italy each being allocated 3 million hectolitres. However, when the plan will actually commence – and at what prices per litre – remains unknown. The uncertainty is adding to the hesitancy on France's bulk market, with control boards reluctant to sanction transactions that may be at prices below what the Distillation Plan subsequently offers. The plan could potentially have a big impact on the market in terms of helping to remove slow-moving table wines – particularly reds – from cellars. The Languedoc could potentially be allocated 1.0 million hectolitres to send for distillation, which would equate to 10% of the region's production.

On 11 May, the French ministries of agriculture and the economy announced the first part of their COVID-19 support package for the country's wine sector: EUR140 million for crisis distillation and exemptions from social security contributions for small and medium companies involved in wine. According to the national federation of farmers unions, the FNSEA, the crisis distillation will involve 2 million hectolitres of French wine at an average price of EUR70/hectolitre.

In terms of current international demand for French bulk wine, despite tariff hikes and COVID-19 the US continues to be an important customer, with the country's online wine clubs – which deliver wines from around the world to Americans' doors for a subscription – performing well. Scandinavian demand is also positive. In addition, Chinese buyers have returned to the market, actively covering immediate needs and loading.

See next page for pricing.

France currently has availability on most wines – including Provencal rosé, organic wines and super-premium reds which are of interest to many international buyers. Furthermore, prices are potentially open to negotiation should quick payment and loading terms be possible.

Looking ahead to harvest 2020, some areas of Provence and the Rhône Valley received frost but, outside those areas affected, frost has been negligible and the risk of it has now passed. The vineyards received the normal moderate April rainfall and look in good shape. Vegetative development is approximately 2-3 weeks ahead on some varietals.

Key Takeaways

International and domestic demand for France's bulk wine continues steadily if unspectacularly amid the COVID-19 crisis, although the mooted EU Distillation Plan has injected further hesitancy into the marketplace and paused the softening in prices that began to occur in April. France is able to supply a full range of wines – including premium reds, Provencal rosé and organic wines – at prices open to negotiation should buyers be able to offer quick payment and loading terms.

Ciatti Contact

Florian Ceschi
T. +33 4 67 913532
E. Florian@ciatti.fr

France: Estimated Market Pricing (EUR per liter; Ex-Winery)							
Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2019	Generic White	0.65 – 0.75	↔	2019	Generic Red	0.60 – 0.70	↔
2019	Chardonnay IGP	1.00 – 1.10	↔	2019	Cabernet Sauvignon IGP	0.90 – 1.10	↔
2019	Chardonnay VDF	0.95 – 1.00	↔	2019	Cabernet Sauvignon VDF	0.80 – 0.90	↔
2019	Sauvignon Blanc IGP	0.90 – 1.05	↔	2019	Merlot IGP	0.85 – 1.00	↔
2019	Sauvignon Blanc VDF	0.90 – 0.95	↔	2019	Merlot VDF	0.75 – 0.85	↔
2019	Generic Rosé IGP	0.85 – 1.00	↔	2019	Syrah / Grenache IGP	0.85 – 1.00	↔
2019	Generic Rosé VDF	0.80 – 0.90	↔	2019	Varietal Rosé IGP	0.90 – 1.10	↔





Spain

Time on target



HARVEST WATCH: *Frost risk mostly passed; good groundwater stocks*

Spain entered lockdown on 14 March and commenced a phased return to normal on 2nd May with people permitted to exercise outdoors. Small businesses and the outdoor terraces of bars and restaurants were permitted to re-open from 11 May (except in Madrid and Barcelona where they must remain closed), operating at a third of capacity while adhering to strict social distancing guidelines.

As across the world, the closure of Spain's on-trade for a number of weeks has badly hurt those wine suppliers that serve it. Retailers have remained open and able to sell wine: their suppliers have been active on the domestic bulk market, negotiating prices, covering immediate needs, and shipping. With tourism – representing roughly 12% of the country's GDP – this year likely to be greatly reduced because of COVID-19, domestic demand for wine is likely to be lower than normal this summer season.

Internationally, demand has continued to come from France and Germany, but only for short-term needs. Spain could benefit from the rebound in Chinese interest in European red blends, and there is interest, but as things stand growers and co-ops are facing financial pressure and the new, 2020 harvest is now on the horizon. In addition, though Spain remains competitive and is the first port of call for European buyers, the Southern Hemisphere's 2020 vintage is now coming on-line at highly competitive prices, assisted by weak currencies.

Spain's prices through April were thus softening – most rapidly on the generic whites – if buyers could offer quick payment and loading terms. Similar to the situation in France, the emergence of discussions regarding an

EU Distillation Plan has slowed this downward price movement. The Plan is expected to total 10 million hectolitres, with France, Spain and Italy each being allocated 3 million hectolitres. However, when it will actually commence – and at what prices per litre – remains unknown.

A big question is: will the distilleries have the capacity to take enough wine out of Spanish cellars to make sufficient room for what could be a good-sized 2020 crush? Conditions in the vineyards have been good: winter rainfall was adequate enough to boost groundwater stocks and advanced vine development was not hurt by frost, the risk of which has now mostly passed.

Key Takeaways

As Spain begins to move gradually out of its lockdown, there continues to be good opportunities on all wines, from generics to international varietals including organic wines (selling at only a 20% premium). The country remains the most attractive source of supply – both in terms of price and logistics – for European buyers; French and German buyers are continuing to cover their immediate needs with small volumes. Spain's prices were softening consistently after the COVID-19 outbreak but the downward movement has been somewhat arrested by talk of an EU Distillation Plan which would help remove some inventory from cellars before the coming 2020 harvest.

Ciatti Contact

Nicolas Pacouil
T. +33 4 67 913531
E. nicolas@ciatti.fr

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	0.33	-	0.40	↔	2019	Moscatel	0.45	-	0.55	↔
2019	White Blends (Higher Quality)	0.35	-	0.45	↔	2019	Generic Red	0.40	-	0.50	↔
2019	Sauvignon Blanc	0.65	-	0.75	↔	2019	Generic Red (Higher Quality)	0.45	-	0.60	↔
2019	Chardonnay	0.80	-	0.90	↔	2019	Cabernet Sauvignon	0.60	-	0.75	↔
2019	Generic Rosé	0.35	-	0.40	↔	2019	Merlot	0.65	-	0.75	↔
2019	Varietal Rosé	0.45	-	0.55	↔	2019	Syrah	0.60	-	0.75	↔

Italy

Time on target

HARVEST WATCH: *Conditions currently normal; drought a concern*

As across the rest of the world, in Italy those smaller wine companies mainly focussed on the on-trade channel are suffering, while the larger ones supplying the supermarkets are experiencing business as usual.

According to official data, as of 28 April 2020 the total quantity of wine (52 million hectolitres) and must/concentrate (5.4 million hectolitres) in storage was down 2% and 9.5% respectively on the figures for 30 April 2019. The total figure, however, was approximately 10% up on that for the equivalent date of 2018.

The Prosecco DOC saw a 7.7% fall in bottlings in April, but this was to be expected after a 14% increase in March. Bottling in the January to April 2020 period was up 0.4%. Prices fell to around EUR1.45-1.50/litre, only because those companies selling to the HoReCa channel – Hotels/Restaurants/Catering – needed cashflow. The quantity sold at that price was in any case very small.

The Pinot Grigio DOC performed well in April, seeing a 33% increase in bottlings. This brought the January-April 2020 bottling performance to +0.32% and certifications to +9%. Prices are stable at around EUR75-90/hectolitre. Finally the Pinot Grigio DOC has found a positioning worldwide and experienced a good performance during these difficult times, the Consortium having done a very good job.

Primitivo and all the wines from Puglia are still in good demand. The Scandinavian monopolies and European supermarkets in general are seeing good sales, with organic/vegan wines doing especially well – we see this trend growing in many countries. Shipments to the US are still positive for those companies selling to the big groups.

Prices in Italy are slightly decreasing for entry-level generics and for some less popular appellations, while other wines more in demand are stably priced.

It can be said that the situation until the end of April can be considered quite positive, but all companies are proceeding on a day-by-day basis, buying what they need for immediate loadings. It is very probable that overall consumption during the next few months will be lower due to a COVID-19-induced reduction in tourism and worldwide economic crisis.

The most probable outcome is that – at the end of September – Italy will have an extra stock of wine amounting to about 5-6 million hectolitres, which is why Italy has applied to the European Commission for crisis distillation (as Spain and France have also done). A distillation plan would be of great assistance to the wine business, but until now nothing had been officially approved.

The vineyard situation is currently normal and a few days of sub-zero temperatures in April seem not to have affected the plants. Growers are worried about drought: last winter was one of the hottest and driest in recent years.

See next page for more on Italy.

Key Takeaways

Italy's wine inventory at the end of April was 2% smaller than at the same stage of 2019, but 10% up on 2018. Prosecco and Pinot Grigio bottlings were up in January-April 2020 over the same period of 2019: Prosecco prices fell due to the slump in sales to the – closed – HoReCa channel; Pinot Grigio prices have been stable. Primitivo and all wines from Puglia have been in good demand. Italy is receiving good demand from US and European supermarkets and the Scandinavian monopolies. It is expected, however, that sales through the next few months could be lower as COVID-19 makes itself felt on tourism and countries' economies: Italy, like Spain and France, has lobbied the European Commission for a distillation plan to ease the projected rise in inventory.

Ciatti Contact

Florian Ceschi
T. +33 4 67 913532
E. Florian@ciatti.fr

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2019	Generic White (Alc. 9 - 10%)	0.38 – 0.46	↑	2019	Generic Red (Alc. 11 - 12%)	0.48 – 0.60	↔
2019	Generic White (Alc. 11 - 12.5%)	0.41 – 0.56	↑	2019	Generic Red (Alc. 13%)	0.65 – 0.80	↔
2019	Organic Generic White (Alc. 10 - 12%)	0.58 – 0.72	↑	2019	Organic Generic Red (Alc. 11 - 13%)	0.80 – 1.20	↔
2019	Varietal Chardonnay (Alc. 11 - 13%)	0.78 – 1.10	↔	2019	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.85 – 1.05	↑
2019	Organic Pinot Grigio (Alc. 12%)	1.20 – 1.70	↔	2019	Varietal Merlot (Alc. 12 - 13%)	0.75 – 1.00	↔
2018	DOC Pinot Grigio delle Venezie	0.85 – 1.05	↔	2019	Varietal Syrah (Alc. 12 - 13%)	0.75 – 1.00	↔
2019	Pinot Grigio IGT (Different Regions)	0.90 – 1.10	↔	2019	Rossissimo (Alc. 12.5 - 14%)	1.05 – 1.20	↑
2019	Pinot Grigio IGT (Blends)	0.65 – 0.90	↑	2019	Primitivo IGT Puglia/Salento (Alc. 12 - 14%)	1.35 – 1.55	↑
2019	DOC Prosecco (Cannot be sold outside of Italy)	1.55 – 1.65	↔	2019	Sangiovese IGT (Alc. 11.50 - 13%)	0.60 – 0.80	↑
2019	Soave or Garganega DOC	0.95 – 1.10	↔	2019	Chianti	2.00 – 2.25*	↔
2019	Trebbiano IGT (Alc. 10.5 - 12%)	0.52 – 0.65	↑				

***Bottled Price**

South Africa

Time on target



HARVEST WATCH: *Estimated at 1.31 million tonnes*

South Africa entered lockdown on 26 March and began easing restrictions on 1 May. During this five-week period a prohibition on alcohol exports was lifted but then re-imposed after a few days, causing disruption and leaving international bulk wine buyers understandably frustrated. Since the start of May – when South Africa moved from a Level 5 to a Level 4 lockdown – exports have resumed again and shipping is proceeding as close to normal as possible, with extra lead times required.

The Western Cape's 2020 harvest finished smoothly and is estimated to have totalled 1.31 million tonnes, just down from the ten-year average of 1.35 million tonnes and up on last year's 1.21 million. After a straightforward growing season, quality is widely agreed to be excellent.

With this good-sized new vintage in addition to a large carryover stock, plus a Rand that has weakened by 28% against the dollar (to ZAR19/dollar) and 25% against the euro (to ZAR20/euro) over the past three months, the Cape can provide excellent bulk opportunities. Rand pricing on international varietal wines is in line with 2019 but the Rand's current weakness makes that pricing significantly cheaper to the international buyer. There are also good spot deals to be had on non-vintage wines such as dry white and generic rosé, should the buyer be able to take big volumes and load quickly.

The movement and consumption of alcohol within South Africa remains prohibited, so there is currently

no demand from domestic wine companies or distillers (brandy production is traditionally a big consumer of wine in the month of April). Only bottling for export is currently permitted. Consequently, more of the Cape's wine suppliers are becoming export-focused and ready to rebuild international relationships that have suffered over the past two years in the wake of the short 2018 and 2019 crops.

SAWIS data shows that South Africa's bulk wine exports in the 12 months to the end of February 2020 totalled 170 million litres, some 52 million litres lower than they were the year before and 100 million lower than they were two years before (with particularly pronounced falls in exports to key markets Germany, France, the UK, and North America).

Key Takeaways

South Africa, gradually emerging from its COVID-19 lockdown, can provide big volumes of good-quality 2019 and 2020 varietal wines at lower pricing than a year ago due to the Rand's weakness. In addition, there are excellent spot opportunities to be had on non-vintage dry white and generic rosé. Prices are negotiable if the buyer can offer quick payment and loading terms. The exporting of wine from South Africa is now proceeding more normally after it was embargoed for all but one week of April; the Cape's bulk exporters are keen to rebuild relationships with international buyers following two short crops – give Ciatti a call.

Ciatti Contacts

Petré Morkel
T. +27 82 33 88 123
E. petre@ciatti.co.za

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

Vintage	Variety	Price	Trend	Vintage	Variety	Price	Trend
2019/20	Dry White	6.80 – 7.20	↓	2019/20	Generic Red	9.00 – 9.50	↔
2019/20	Chardonnay	11.00 – 11.80	↔	2019/20	Cabernet Sauvignon	11.80 – 13.00	↔
2019/20	Sauvignon Blanc	10.80 – 12.00	↔	2019/20	Ruby Cabernet	9.50 – 10.00	↔
2019/20	Chenin Blanc	8.00 – 8.50	↓	2019/20	Merlot	11.50 – 12.50	↔
2019/20	Colombard	7.20 – 7.70	↔	2019/20	Pinotage	10.50 – 11.50	↔
2019/20	Muscat	8.00 – 8.50	↔	2019/20	Shiraz	11.00 – 12.00	↔
2019/20	Generic Rosé	7.20 – 7.80	↔	2019/20	Cinsaut Rose	8.65 – 9.00	↑
2019/20	Cultivar Rosé	8.60 – 9.00	↔				

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: *potentially down 20% on the avg. in Australia; quality excellent in NZ*

Australia's 2020 harvest has finally finished. Overall, many are happy with vintage quality but cool climate producers are disappointed with a lack of volume.

Australian Grape & Wine's chief executive has suggested the crush volume could be down by 20%; this would take the 2020 figure to 1.4 million tonnes, while the long-term average is 1.75 million tonnes. This estimate is based on the drought conditions along with the fire and smoke taint impact from the bushfires seen earlier this year. Considering the impact of COVID-19 around the world, many suggest this may be the best time for Australia to have a smaller-sized harvest.

Wineries are currently working on allocations and the grading of their new stock. Entry-level enquiries remain somewhat steady in the marketplace as we understand bottled material at less than AUD10 RRP and cask wines are still in good retail demand by the average consumer, who is in semi-lockdown at home. The 2020 Pinot Noir and dry red are consistent requests. Premium enquiries are slowing picking up again as we see more demand for specific and immediate requirements. Those who were not selling their wine online before COVID-19 reached Australian shores have now adjusted their sales tactics to suit with online and off-trade wines sales.

Heavy rainfall has been experienced over much of South Eastern Australia in early May, with many in the agricultural business hopeful that this will continue through the winter months. Prior to this, conditions were dry.

Treasury Wine Estates is considering a potential demerger of its premium wine brand, Penfolds. A standalone company is expected to offer better return for shareholders and allow the brand to trade solely as a premium business. The expectation from Treasury is that Penfolds would be listed in the Australian Securities Exchange (ASX) between the top 50-100 companies. Penfolds currently accounts for 10% of volumes sold by the company, but makes up for over 50% of its earnings.

There are concerns Australia's wine sales to China could be affected by the Australian government's recent calls for the World Health Organization (WHO) to conduct an inquiry into the origins of the COVID-19 outbreak. Australia has strongly supported the idea of a WHO inquiry and China's ambassador to Australia, Cheng Jingye, said that the "Chinese public" might abandon Australian wine and beef if such an inquiry was to go ahead. Australia remains in semi-lockdown with certain, less populated states faring well and looking to relax their restrictions shortly. Australia's wine exports to mainland China have already fallen in 2020, with exports down by 14% in the first quarter of the year compared to Q1 2019, according to Wine Australia.

Meanwhile, **New Zealand's** 2020 harvest has finished and the vintage has produced excellent quality material. With the COVID-19 uncertainty, and the country having been under Stage 4 lockdown restrictions, many were grateful the industry was considered an essential service and able to get the fruit off the vine. The growing season was slightly longer with cooler temperatures towards the end of the season, giving fruit a fuller flavour. New Zealand has since relaxed lockdown restrictions to Level 3 and – from 14th May – the country entered Level 2 in a phased process, with restaurants able to re-open immediately and bars from 21st May.

See next page for more.

For the third time in the past five years Villa Maria has been voted as the ‘Most Trusted New Zealand Wine Brand’ for 2020 by *Reader’s Digest*. Villa Maria has been New Zealand’s most awarded winery for over 40 years

and this accolade comes just weeks after being named one of the ‘World’s Most Admired Wine Brands’ and the highest-ranking New Zealand winery by *Drinks International*.

Key Takeaways

Australia’s 2020 crush could be 20% down in size on the long-term average. Entry-level wines are in somewhat steady demand due to current consumer preferences (wines at less than AUD10/bottle and cask wines) while Australians continue in semi-lockdown. Demand for premium wine is slowly rising again. Previously on-trade focused wineries are now seeking to sell into the off-trade and online channels. New Zealand’s 2020 harvest was permitted to continue through lockdown and vintage quality looks excellent, with cool weather extending the growing season and giving a fuller flavor.

Ciatti Contacts

Matt Tydeman
T. +61 8 8361 9600
E. matt@ciatti.com.au

Simone George
T. +61 8 8361 9600
E. simone@ciatti.com.au



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	1.20 – 1.35	↑
2019	Chardonnay	1.00 – 1.15	↑	2019	Cabernet Sauvignon	1.50 – 1.65	↔
2019	Sauvignon Blanc	1.15 – 1.30	↔	2019	Merlot	1.50 – 1.65	↔
2019	Pinot Gris	1.20 – 1.40	↔	2019	Shiraz	1.50 – 1.65	↔
2019	NZ Marlborough SB	NZD 3.90 – 4.25	↑	2019	Muscat	0.90 – 1.00	↑

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

FAILING AT THE FINISH LINE

Winemakers spend considerable time, effort and cost in developing a harvest to its full potential. When the final yards approach a nuanced and delicate balance is required to finish strong.

STRUCTAN’S RANGE OF OENEOLOGIC FINISHING TANNINS HAVE BEEN PRECISELY DEVELOPED TO ASSIST THE WINEMAKER WHERE IT MATTERS THE MOST.

info@stoaktechnologies.com
sales@johnfearless.com
Call: 1 844-99-STOAK

Structan
SUPERIOR OAK FINISHING TANNINS

John Fearless Update

JOHN FEARLESS
PROVIDER OF CRAFT HOPS AND PROVISIONS



Oak trees have immense cultural significance: living for well beyond a single human lifespan, sometimes a thousand years or more, they symbolise strength and endurance. They also epitomise continuity: to conserve them is to invest in the future, as their protection is handed down through each successive generation. Transcending normal time, throughout human civilisation oak trees of great size and age have been deemed sacred and used as spiritual centres and meeting places. 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 being forced by COVID-19 to take a breather, we have seen our air quality improve 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 10 lbs 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 was 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 French** and **Structan American** from **Stoak Technologies** come into their own. These products contain 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, flavour, aromatics and color of the wine just as barrel-ageing would. But the attribute of Structan French/American that we are 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 French/American with the same 50kg of wood can treat **30,000 litres** of finished product. And Structan French/American 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 French or American, which dramatically reduces the need for oak barrels.

Key Takeaways

Fearless can provide: US, South African and New Zealand aroma and bittering hops and Muntions Malt Humuflor hop essences; Stoak's all-natural liquid beer stabilizer BrewShield and its WLT-150 liquid oak aroma extract for spirits; Milne MicroDried fruit fragments and powders; and used wine, bourbon, whiskey and rum barrels. Fearless is also the exclusive distributor for Muntions malt in California.

Fearless Contacts

CEO - Rob Bolch

T. +1 800/288 5056

E. rob@johnfearless.com

Sales - Geoff Eiter

T. +1 800/288 5056

E. geoff@johnfearless.com

Purveyor of Quality Used Oak Barrels - Raymond Willmers

E. raymond@johnfearless.com

Andrew Planting

T. +707/699-5117

E. andrew.planting@stoaktechnologies.com

www.johnfearless.com

www.stoaktechnologies.com



The hop fields along the famed Garden Route of the Western Cape, near George, South Africa

BEAUTIFUL

South Africa

THE HOP WORLD'S HIDDEN SECRET



**HOPS &
HOPS AROMA**



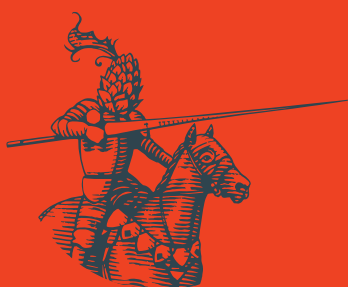
**OAK
PRODUCTS**



**NATURAL
STABILIZERS**



**FRUIT
PRODUCTS**



JOHN FEARLESS

BREW BOLD. BREW FEARLESS.

For more information, contact us at
sales@johnfearless.com

WWW.JOHNFEARLESS.COM

FOLLOW US ON



Export Pricing: USD per liter

Currency Conversion Rates as of May 15, 2020

Argentina (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White (Basic)	0.25	-	0.30	↓	2019	Generic Red	0.25	-	0.30	↓
2019	Generic White Standard	0.24	-	0.36	↓	2019	Cabernet Sauvignon	0.50	-	0.60	↓
2019	Muscat	0.30	-	0.35	↓	2019	Merlot	0.45	-	0.55	↓
2019	Torrontes	0.35	-	0.45	↓	2019	Syrah	0.35	-	0.45	↓
2019	Sauvignon Blanc	0.45	-	0.55	↓	2019	Malbec Standard	0.55	-	0.65	↓
2019	Chardonnay	0.45	-	0.55	↓	2019	Malbec Premium	0.70	-	1.05	↓
2019	Bonarda	0.35	-	0.45	↓	2019	Malbec High End	1.00	-	2.50	↓
2019	Tempranillo	0.35	-	0.45	↓						

Australia & New Zealand (Pricing in bulk; FCA)						AUD Rate: 0.641125 / NZD Rate: 0.592850					
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Dry White	0.54	-	0.61	↔	NV	Dry Red	0.77	-	0.87	↑
2019	Chardonnay	0.64	-	0.74	↑	2019	Cabernet Sauvignon	0.96	-	1.06	↔
2019	Sauvignon Blanc	0.74	-	0.83	↔	2019	Merlot	0.96	-	1.06	↔
2019	Pinot Gris	0.77	-	0.90	↔	2019	Shiraz	0.96	-	1.06	↔
2019	NZ Marlborough SB	2.31	-	2.52	↑	2019	Muscat	0.58	-	0.64	↑

California (Pricing in bulk; FCA)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White	0.90	-	0.99	↔	2018/19	Generic Red	0.79	-	1.05	↔
2019	Chardonnay	1.20	-	1.59	↔	2018/19	Cabernet Sauvignon	1.09	-	1.85	↓
2019	Pinot Grigio	1.25	-	1.59	↔	2018/19	Merlot	1.12	-	1.38	↔
2019	Muscat	1.07	-	1.45	↔	2018/19	Pinot Noir	1.40	-	1.85	↓
2019	White Zinfandel	0.94	-	1.00	↔	2018/19	Syrah	1.09	-	1.58	↔
2019	Colombard	0.89	-	1.00	↔	2018/19	Ruby Cabernet	0.97	-	1.10	↔
						2018/19	Zinfandel	1.20	-	1.65	↔

Chile (Pricing in bulk; FOB Chilean Port)											
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
NV	Generic White	0.50	-	0.60	↔	NV	Generic Red	0.48	-	0.60	↔
2019/20	Chardonnay	0.85	-	0.95	↑	2019/20	Cabernet Sauvignon (Basic)	0.72	-	0.80	↓
2019/20	Sauvignon Blanc	0.75	-	0.85	↑	2019/20	Cabernet Sauvignon (Varietal Plus)	0.85	-	0.95	↔
2019/20	Syrah	0.72	-	0.78	↔	2019/20	Merlot	0.75	-	0.85	↑
2019/20	Carmenere	0.75	-	0.85	↔	2019/20	Malbec	0.90	-	1.15	↔
2019/20	Pinot Noir	0.95	-	1.15	↔						

France (Estimated Pricing in bulk; Ex-Winery)										Rate: 1.081420	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White	0.70	-	0.81	↔	2019	Generic Red	0.65	-	0.76	↔
2019	Chardonnay IGP	1.08	-	1.19	↔	2019	Cabernet Sauvignon IGP	0.97	-	1.19	↔
2019	Chardonnay VDF	1.03	-	1.08	↔	2019	Cabernet Sauvignon VDF	0.87	-	0.97	↔
2019	Sauvignon Blanc IGP	0.97	-	1.14	↔	2019	Merlot IGP	0.92	-	1.08	↔
2019	Sauvignon Blanc VDF	0.97	-	1.03	↔	2019	Merlot VDF	0.81	-	0.92	↔
2019	Generic Rosé IGP	0.92	-	1.08	↔	2019	Red Syrah / Grenache IGP	0.92	-	1.08	↔
2019	Generic Rosé VDF	0.87	-	0.97	↔	2019	Varietal Rosé IGP	0.97	-	1.19	↔

Italy (Pricing in bulk; Ex-Winery)										Rate: 1.081420	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White (Alc. 9 - 10%)	0.41	-	0.50	↑	2019	Generic Red (Alc. 11 - 12%)	0.52	-	0.65	↔
2019	Generic White (Alc. 11 - 12.5%)	0.44	-	0.61	↑	2019	Generic Red (Alc. 13%)	0.70	-	0.87	↔
2019	Organic Generic White (Alc. 10 - 12%)	0.63	-	0.78	↑	2019	Organic Generic Red (Alc. 11 - 13%)	0.87	-	1.30	↔
2019	Varietal Chardonnay (Alc. 11 - 13%)	0.84	-	1.19	↔	2019	Varietal Cabernet Sauvignon (Alc. 12 - 13%)	0.92	-	1.14	↑
2019	Organic Pinot Grigio (Alc. 12%)	1.30	-	1.84	↔	2019	Varietal Merlot (Alc. 12 - 13%)	0.81	-	1.08	↔
2018	DOC Pinot Grigio delle Venezie	0.92	-	1.14	↔	2019	Varietal Syrah (Alc. 12 - 13%)	0.81	-	1.08	↔
2019	Pinot Grigio IGT (Different Regions)	0.97	-	1.19	↔	2019	Rossissimo (Alc. 12.5%)	1.14	-	1.30	↔
2019	Pinot Grigio IGT (Blends)	0.70	-	0.97	↑	2019	Primitivo IGT Puglia/ Salento (Alc. 12 - 14%)	1.46	-	1.68	↔
2019	DOC Prosecco (Cannot be sold outside of Italy)	1.68	-	1.78	↔	2019	Sangiovese IGT (Alc. 11.50 - 13%)	0.65	-	0.87	↔
2019	Soave or Garganega DOC	1.03	-	1.19	↔	2019	Chianti*	2.16	-	2.43*	↔
2019	Trebbiano IGT (Alc. 10.5 - 12%)	0.56	-	0.70	↑						

**Bottled Price*

South Africa (Pricing in bulk; FOB Cape Town)										Rate: 0.053975	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019/20	Generic White	0.37	-	0.39	↓	2019/20	Generic Red	0.49	-	0.51	↔
2019/20	Chardonnay	0.59	-	0.64	↔	2019/20	Cabernet Sauvignon	0.64	-	0.70	↔
2019/20	Sauvignon Blanc	0.58	-	0.65	↔	2019/20	Ruby Cabernet	0.51	-	0.54	↔
2019/20	Chenin Blanc	0.43	-	0.46	↓	2019/20	Merlot	0.62	-	0.67	↔
2019/20	Colombard	0.39	-	0.42	↔	2019/20	Pinotage	0.57	-	0.62	↔
2019/20	Muscat	0.43	-	0.46	↔	2019/20	Shiraz	0.59	-	0.65	↔
2019/20	Generic Rosé	0.39	-	0.42	↔	2019/20	Cinsaut Rosé	0.47	-	0.49	↑
2019/20	Cultivar Rosé	0.46	-	0.49	↔						

Spain (Pricing in bulk; Ex-Winery)										Rate: 1.081420	
Vintage	Variety	Price			Trend	Vintage	Variety	Price			Trend
2019	Generic White	0.36	-	0.43	↔	2019	Generic Red	0.43	-	0.54	↔
2019	White Blends (Higher Quality)	0.38	-	0.49	↔	2019	Generic Red (Higher Quality)	0.49	-	0.65	↔
2019	Sauvignon Blanc	0.70	-	0.81	↔	2019	Cabernet Sauvignon	0.65	-	0.81	↔
2019	Chardonnay	0.87	-	0.97	↔	2019	Merlot	0.70	-	0.81	↔
2019	Generic Rosé	0.38	-	0.43	↔	2019	Syrah	0.65	-	0.81	↔
2019	Varietal Rosé	0.49		0.59	↔	2019	Moscatel	0.65	-	0.59	↔



NATURALLY PRESERVED



STORE WINE NATURALLY
REDUCE YOUR SULPHITE LEVELS
PRESERVE FLAVOR, AROMA AND COLOR










1 844-99-STOAK

info@stoaktechnologies.com
sales@johnfearless.com



Contact Us :

Argentina

Eduardo Conill
T. +54 261 420 3434
E. eduardo@ciatti.com.ar

Australia / New Zealand

Matt Tydeman
Simone George
T. +61 8 8361 9600
E. matt@ciatti.com.au
E. simone@ciatti.com.au

California – Import / Export

CEO – Greg Livengood
Steve Dorfman
T. +415 458-5150
E. greg@ciatti.com
E. steve@ciatti.com
E. jed@ciatti.com

California – Domestic

T. +415 458-5150
Glenn Proctor – glenn@ciatti.com
John White – johnw@ciatti.com
Chris Welch – chris@ciatti.com
Todd Azevedo – todd@ciatti.com
Johnny Leonardo – johnny@ciatti.com

John Fearless CO. Craft Hops & Provisions

CEO - Rob Bolch
Sales - Geoff Eiter
Purveyor of Quality Used Oak Barrels -
Raymond Willmers
T. +1 800 288 5056
E. rob@johnfearless.com
E. geoff@johnfearless.com
E. raymond@johnfearless.com
www.johnfearless.com

Concentrate

Jed Lucey
T. +415 458-5150
E. jed@ciatti.com

Canada & US clients outside of California

Dennis Schrapp
T. +905 688-1340
E. dennis@ciatticanada.com

Chile

Marco Adam
T. +56 2 32511 691 or
T. +56 2 32511 692
E. madam@ciattichile.cl

China / Asia Pacific

Simone George
T. +61 8 8361 9600
E. simone@ciatti.com.au
T. +86 13761583085
E. china@ciatti.com.au

France / Italy

Florian Ceschi
T. +33 4 67 913532
E. Florian@ciatti.fr

Germany

Christian Jungbluth
T. +49 6531 9734 555
E. christian@ciatti.biz

Spain

Nicolas Pacouil
T. +33 4 67 913531
E. nicolas@ciatti.fr

UK / Scandinavia / Holland

Catherine Mendoza
T. +33 4 67 913533
E. catherine@ciatti.fr

South Africa

Vic Gentis
T. +27 21 880 2515
E. vic@ciatti.fr

-or-

Petré Morkel
T. +27 82 33 88 123
E. petre@ciatti.co.za

*To sign up to receive the monthly Global
Market Report, please email info@ciatti.com*

DISCLAIMER

Whilst we have tried to ensure the accuracy and completeness of the contents of the Global Market Report, Ciatti cannot offer any undertaking, warranty or guarantee, either expressly or implicitly, including liability towards third parties, regarding how correct, complete or up to date the contents of the Global Market Report is. We reserve the right to supplement or to change or delete any information contained or views expressed in the Global Market Report.

Where we have provided links to third party websites for further information, you should be aware that we are not responsible for the accuracy, availability or functionality of these sites, and thus cannot be held liable, directly or indirectly, for any loss however caused by your use of these linked sites.

Ciatti accepts no liability for any loss or damage howsoever arising out of the use of, or reliance on, the content of the Global Market Report.