

International sales double at Cape Winemakers Guild Auction

The Nedbank Cape Winemakers Guild Auction, held on Saturday 1 October 2011 achieved a record turnover of R5 286 700, up by R1.4 million over the previous year, a new record price for red wine and the doubling of overseas sales.



Jeremy Mansfield makes a bid for Alan Pick

The highest price per case, a new auction record of R6 000, was paid by a Belgian buyer for the Boekenhoutskloof Syrah Auction Reserve 2009. Alan Pick of The Butcher Shop and Grill was the biggest spender for the 10th consecutive year at R1.3 million.

Over 70% of the wine was bought by local buyers with a record R1.5 million spent by overseas bidders headed by the UK with R586 400 this year. Overseas bids came from the UK, Belgium, Denmark, Germany, Namibia, Czech Republic, Hong Kong, Netherlands and Canada.

"We got the balance right between the ratio of white and the red wines on offer this year and the great diversity of wines ensured keen bidding and interest from the floor right until the end. There was something for everyone with good value on offer, as buyers snatched up wines at competitive prices on the one hand, with the more sought-after collector's items fetching exceptionally good prices on the other," said Louis Strydom, chairman of the Cape Winemakers Guild.

Top sellers

The auction, conducted by Henré Hablutzell of Hofmeyr Mills Auctioneers for the 14th consecutive year, attracted 122 buyers this year including 19 from overseas with a total of 2 955 cases sold at an average price of R1 789 per case equivalent of 6 X 750 ml bottles. The line-up of 56 wines included 38 red wines, 13 white wines, 2 Méthode Cap Classiques, a dessert wine, a port and a potstill brandy.

Other top sellers included:

- Kanonkop CWG Pinotage 2009 with an average price per case of R3 843
- Hartenberg Estate Auction Shiraz 2009 selling at R3 264
- Kanonkop CWG Paul Sauer 2008 at R3 237
- Bouchard Finlayson Pinot Noir 2009 at R3 212
- Neil Ellis Rodanos 2007 at R3 125
- Saronsberg Die Erf Grenache 2010 averaging at R2 677
- Jordan Chardonnay Auction Reserve 2010 with an average price per case of R2 285
- Paul Cluver The Wagon Trail Chardonnay 2009 at R2 100
- Cape Point Vineyards Barrel Fermented Sauvignon Blanc 2010 at R1 822

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