



MERCHANTS of WINE

MW WINE AUCTIONS

— Vendor Information Pack —

WHY SELL YOUR WINE AT MW WINES?

MW Wine Auctions is Australia's largest independent wine auction house.

We have been providing unbiased, honest advice to vendors on selling wines at auction for over 20 years. We have thousands of registered, active buyers, so you can be confident that you will achieve a competitive market price for your wine when you sell through MW Wine Auctions.

There are 4 key reasons you should consider selling your wines through MW Wine Auctions.

1 Proven success

MW Wine Auctions has a strong track record of achieving successful results for our vendors. We have very high monthly clearance rates (65-70% compared

to sometimes lower than 20% for our competitors) and strong hammer price performance across a broad range of wines. Our reputation amongst vendors, and the wine community at large, is beyond compare.

2 Our commitment to you

The MW Wine Auctions team is committed to exemplary service. Our staff consists of experienced industry experts and we will work closely with you to achieve a fantastic result.

3 Transparency

We value each bottle of wine individually and fairly, and give you a realistic appraisal of any wine you're considering selling, along with your total

expected sales estimate and vendor commission rate. There's no hidden fees, no post auction surprises.

4 Competitive rates and prompt payment

We offer competitive vendor rates, and currently charge zero commission to sell Australia's most iconic wine, Penfolds Grange. We also pay our vendors in full 10 business days after the conclusion of an auction, irrespective of whether we have been paid by the buyer for the wine. You can realistically turn your wine into cash in as little as 4 weeks.





HOW DO WE VALUE YOUR WINE?

“We believe the best way to achieve excellent results for our vendors is to value your wine at demonstrable market prices”

Our philosophy is simple — we believe that the best way to achieve excellent results for our vendors is to value your wine at demonstrable market prices. Unlike some auction houses, we assess every bottle individually.

Market Value: the first thing we assess is the existing market value for the wine, based on the actual recent auction results for that wine in our auctions and other wine auctions around the country. If you want to get a sense of this for yourself, you can view our previous auction results.

Bottle Condition: next we will assess the condition of each individual bottle for attributes such as ullage

(a lower fill level) and damage to the label or capsule. Based on the assessed market value and the condition of the individual bottle, we arrive at an estimated value for each bottle.



HENSCHKE



HILL OF GRACE

1963

PREMIER QUALITY ESTATE BOTTLED

C. A. HENSCHKE & CO.

KEYNETON, S.A.

HENSCHKE



HILL OF GRACE

1962

PREMIER QUALITY ESTATE BOTTLED

C. A. HENSCHKE & CO.

KEYNETON, S.A.

Grower:
L. E. HENSCHKE, Esq.
SHIRAZ GRAPE.

NET CONTENTS
1 PT. 6 FL. OZS.
DRY RED WINE

HENSCHKE



HILL OF GRACE 64

PREMIER QUALITY

C. A. HENSCHKE & CO.

Keyneton, S.A.

NET CONTENTS
1 PT. 6 FL. OZ.
HILL OF GRACE VINEYARDS

WHO ARE WE?

MW Wines is a specialist old, rare and fine wine merchant with an established wine auction, storage and retail business in Melbourne.

The MW Wines team operate the largest independent specialist wine auction house in Australia. A dedicated and professional team of wine experts, we pride ourselves on gathering, developing and sharing wine knowledge from the new and old world and love the fact that everyday there is more to discover.

Our relationships are the heart of our business – with wineries, collectors, wine lovers and enthusiasts and we are always on hand to provide honest, experienced and reliable advice and guidance on buying, selling or storing old, rare and fine wine.





NICK STAMFORD

MANAGING DIRECTOR

After several years of discovering great wines through the services of MW Wines, Nick had the opportunity to acquire the business in 2010. Never one to shy away from new challenges or opportunities, Nick took over the reins of MW Wines – where he has combined his business acumen and ever-growing passion of fine wine.



SIMON EVANS

GENERAL MANAGER

As a General Manager for MW Wines, Simon brings this special mix of industry knowledge and technical business nous to the brand. He's focussed on growing and improving all arms of the MW Wines business – from retail, auctions and storage, to IT, marketing and branding.



ANTHONY CAPUTI

AUCTION MANAGER

Anthony brings excellent customer service and a deep knowledge of wines to the MW Wines team – managing the auctions and storage services of the business. Anthony ensures each auction runs smoothly – from sourcing and storage to selling and shipping – and is dedicated to finding some of the best wines in the world for MW Wines.



MICK DOWLING

NATIONAL SALES MANAGER

Mick has been working with (and obsessed with) wine for well over 15 years. As National Sales Manager his role involves providing old, rare and fine wines to his customers – from private collectors to Master Sommeliers in Australia's best restaurants.



READY TO SELL?

Selling your wine at MW Wine Auctions is easy.

- 1** Contact our team on (03) 9419 6990 to discuss the wines you wish to sell. Alternatively, email your consignment list to auctions@mwwines.com.au – you can download a form here if you're not sure what information to provide.
- 2** Our auctions team will be in touch promptly to provide you with auction estimates.
- 3** Drop your wine into our offices at 125 Cambridge St, Collingwood, Victoria 3066 during our business hours. Alternatively, we can assist in organising to get your wine transported to us from anywhere in Australia.
- 4** We pay our vendors 10 business days after the conclusion of the auction, either by cheque or by EFT, your choice.

