

*The December 2014 Fine and Rare Wine Sales at Christie's in New York closed with two world records. It was deemed the most expensive Madeira ever sold on auction was a 1715 Terrantez, and it achieved the highest total turnover for Madeira on a single auction in Christie's history. Wine lovers and collectors rediscover old vintage wines and spirits ...*

## **PASSION & PROFIT:** *Liquid Assets*

To invest in fine old spirits provides one big advantage over investing in fine wines such as Bordeaux or Burgundy, in that once it's bottled it doesn't age and generally doesn't spoil, keeping both the drink and your investment safe. The only problem you might come across is having the willpower not to drink it.

While whisky had a good run in the last years as an investment object, it is 18th and 19th century vintage-dated cognac which is undervalued nowadays and offers great investment potential. Pre-phyloxera cognac was made from premium ancient grape varieties, including the Folle Blanche. After the phylloxera crisis in the 1880's, which wiped out vines, winemakers had little option but to replace the Folle Blanche with the inferior phylloxera resistant Ugni Blanc. The unique character and depth of the 50 to 60 year old Folle Blanche vines was lost forever. The taste of these unique quality pre-phyloxera cognacs is very different to that what is produced today, making them sought after by collectors over the world.

Rum is on its best way to develop a solid secondary market for collectors and investors, as the whisky did so far.

German wine merchant Joerg Matzdorff founded Tokajneum.com in 1999, to market the famous wines from Tokaj/Hungary. Related to his regular import business, he started to collect extremely rare imperial era Tokaji bottles, while expanding the collection later towards precious wines and spirits with outstanding longevity, but also investment potential.

Today he assists connoisseurs and wine & spirits investors to build and diversify their collections. Amongst wines, the focus is on those with extreme longevity and outstanding aging potential, which are known to keep their quality and drinkability for centuries. These are mainly Madeira and Port, but also Tokaji and even wines from the Tsar's estate Massandra. There is an impressive stock of 19th century Tokaji, with vintages dating back to 1814.

The second leg of building an old vintage elixirs collection are the vintage-dated spirits, with cognac playing a major role, followed by the rum. There is also calvados and armagnac, which stands in the shadow of cognac. Therefore it offers great value especially in old vintage-dated bottles, without giving up quality.



*A 1795 Meyer & Fils Cognac Fine Champagne, one of the oldest bottles offered by AntiquWinesAndSpirits.com*

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