



# OLD MUTUAL TROPHY WINE SHOW

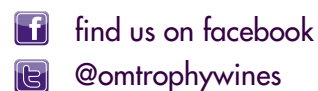
## ENTRY KIT 2018

### ENQUIRIES

Contact Alex Mason-Gordon at OutSorceress Marketing:  
Tel 011 482 5936, Email [alex@outsorceress.co.za](mailto:alex@outsorceress.co.za).

**DIE AFRIKAANSE INSKRYWINGSVORM IS BESKIKBAAR OP:**

[www.trophywineshow.co.za](http://www.trophywineshow.co.za)



# OLD MUTUAL TROPHY WINE SHOW 2018

## THE SHOW AND HOW IT WORKS

The Old Mutual Trophy Wine Show is South Africa's most authoritative wine competition. It is held in May every year and results are announced within a few weeks of the judging.

- Panels comprise three judges (including one overseas juror) as well as an associate.
- Scoring is based on a 100-point system where wines achieving 90 points or more are awarded gold medals, 80 to 89 silver medals and 70 to 79 bronze medals.
- All gold medal winners are submitted to the trophy judging where all the panellists re-assess them from freshly opened bottles. Judges with producer interests are not in a position to influence the award of a medal or a trophy to their own wines.
- The competition results are audited by Grant Thornton.

## THE JUDGES

**Michael Fridjhon**, South Africa's most respected wine authority, is the chairman of the Old Mutual Trophy Wine Show panel of three international and six local judges.

**Debra Meiburg MW** (Hong Kong) - founder and director of the Hong Kong International Wine and Spirit Competition. Regarded as Hong Kong's most influential wine journalist, broadcaster and educator.

**Charles Chevallier** (France) – Recently retired technical director of Domaines Barons de Rothschild (Lafite), senior advisor to the Group.

**Isa Bal MS** (United Kingdom) – Turkish-born Master Sommelier, former Head Sommelier of 3-starred Michelin restaurant The Fat Duck. Winner of the Best Sommelier of Europe title in 2008.

The local judges comprise a panel of winemakers, wine buyers and wine writers – all with proven judging competence. Local judges for 2018 are **Narina Cloete**, **Heidi Duminy CWM**, **Christian Eedes**, **Alexandra McFarlane**, **Nkulu Mkhwanazi** and **James Pietersen**. In addition, associate judges (usually drawn from distinction graduates of the Michael Fridjhon Wine Judging Academy held in conjunction with the Graduate School of Business of the University of Cape Town) sit with each judging panel, participating in the tasting and the post-judging discussion, though their scores are not included in the final tally.

## BENEFITS FOR PRODUCERS AND CONSUMERS

- The Show results receive extensive local and international coverage with a media value in excess of R10 million.
- The trophy, gold and silver medallists are presented at tastings in eight of the country's major centres. Old Mutual's hospitality events host over 2 500 guests and also help to access an important premium market for wineries entering the Show.
- Input from the judges, as well as scores and comments, are available to everyone who submits an entry.
- Sale of medal-winning wines via the appointed retailer from 29 May to 29 June.

- Enhanced recognition of South Africa's cutting-edge producers, rewards for wines that appeal to international palates.
- Feedback from judges at the Judges' Feedback session (a transcript is made available online).
- Medal stickers facilitate quality wine identification in the increasingly confusing retail environment.
- Results are communicated digitally on both the OMTWS app and website, accessible via PC or mobile devices, to ensure information is available throughout the year, to the largest audience possible.

## 2018 DIARY

### JUDGING

Deadline for the submission of entry forms, documentation:	<b>16 MARCH</b>
Deadline for payment of fees on invoice:	<b>6 APRIL</b>
Delivery of wine samples:	<b>25 APRIL</b>
Judging of the wines:	<b>30 APRIL to 3 MAY</b>
Judges' Feedback Session, Paarl:	<b>3 MAY</b>

### RESULTS

Announcement of the competition results, Cape Town:	<b>29 MAY</b>
A full set of results will be posted on the website on 29 May from 15:30 visit <a href="http://www.trophywineshow.co.za">www.trophywineshow.co.za</a>	

### ROADSHOW

Old Mutual Trophy Wine Show Public Tasting, Cape Town:	<b>13 JUNE</b>
Old Mutual Trophy Wine Show Public Tasting, Sandton:	<b>15 JUNE</b>

Old Mutual Trophy Wine Show Masterclass® Tasting, Cape Town 1:	<b>29 MAY</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Cape Town 2:	<b>30 MAY</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Cape Town 3:	<b>31 MAY</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Bloemfontein:	<b>5 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Johannesburg 1:	<b>6 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Pretoria:	<b>7 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, East London:	<b>12 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Port Elizabeth:	<b>13 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Durban:	<b>14 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Johannesburg 2:	<b>20 JUNE</b>
Old Mutual Trophy Wine Show Masterclass® Tasting, Nelspruit:	<b>21 JUNE</b>

Final date for purchase of Show allocations:	<b>29 JUNE</b>
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## COMPETITION ENTRY DATES

**16 March** = closing date for the submission of documentation (completed Excel entry form, certificates and copies of labels). Email to alex@outsorceress.co.za.

**6 April** = closing date for payment of entry fee.

**25 April ONLY** = date that entry samples will be accepted (wines to be delivered to Grande Roche Hotel between 08:00 and 15:00 ONLY); 6 bottles per entry, boxes to be clearly marked.

## ENTRY DOCUMENTS

- OMTWS 2018 Entry Form(s) (Excel format) to be completed in full.** Incomplete and handwritten forms will NOT be accepted.
  - Please ensure that the wine name entered corresponds directly with the label.
  - If any wine was made by a previous winemaker and not by the current winemaker, please list the name of the past winemaker responsible for the vinification of the wine in question on the entry form where requested.
  - The analysis on Entry Form must correspond with the WSB 2a for each entry (i.e. Alcohol percentage must correspond directly with certificate).
  - Please clarify with the organisers any queries regarding class entries prior to submitting your entry.
  - Please submit entry form in Excel format (not PDF or any other version)
- Certification to accompany entry form.** Both WSB 2a and 4a certificates required.
  - Complete analysis must be included on WSB 2a to ensure the correct tasting sequence.
  - If not available at time of entry, producers may supply the WSB 4a by the time of judging; if not available by time of judging please advise organisers.
- A copy of the wine label to accompany each wine entry.**
  - To assist the organisers with the precise name of wines for the potential of listings in publicity and on the Old Mutual app, please supply a copy of the wine label.
  - In the absence of a label (and WSB 4a certificate), please ensure that the wine name entered is precise.
- Complete the OMTWS 2018 - Entry Form Checklist** and submit together with your OMTWS 2018 Entry Form(s) and supporting documentation to OutSorceress Marketing.

## DELIVERY OF WINES

- Each entry to be packed in its own box (not included with other entries).
- Wine samples/bottles to be clearly labelled.
- Name of producer clearly indicated on each box.
- NB: Seal codes must correspond with those indicated on final certification.
- Delivery to Grande Roche Hotel, Plantasie Street on 25 April between 08:00 and 15:00 ONLY.  
GPS Co-ordinates:  
S33° 45'02" E18° 57' 35".  
Grande Roche Hotel is extremely strict about time of deliveries – please adhere to the time stated above **(deliveries will not be accepted by the hotel on any other day).**

## CLASSES OF ENTRY

### White Wine

- 1.1 Sauvignon Blanc (Unwooded)
- 1.2 Sauvignon Blanc (Wooded)
- 2 Chardonnay
- 3 Chenin Blanc
- 4 Semillon
- 5 Viognier
- 6 Rhine/Weisser Riesling
- 7 Niche White Varieties
- 8 Sauvignon Blanc/Semillon Blend
- 9 Other White Blend

### Rosé and Blanc de Noir

- 10.1 Rosé
- 10.2 Blanc de Noir

### Red Wine

- 11 Cabernet Sauvignon
- 12 Cabernet Franc
- 13 Merlot
- 14 Pinotage
- 15 Shiraz/Syrah
- 16 Pinot Noir
- 17 Niche Red Varieties
- 18.1 Dry Red Blend containing at least 30% Pinotage \*
- 18.2 Dry Red Blend containing at least 30% Shiraz \*  
\* Where a blend contains 30% or more of both Pinotage and Shiraz, wines dominated by Pinotage should be in Class 18.1 and wines dominated by Shiraz should be in Class 18.2
- 18.3 Other Red Blend
- 19 Bordeaux-style Red Blend made (only) from two or more of the following varieties: Cabernet Sauvignon, Cabernet Franc, Malbec, Merlot, Petit Verdot

### Fortified Wine

- 20.1 White Muscat varieties (comprising at least 85%)
- 20.2 Red Muscat varieties (comprising at least 85%)
- 20.3 Non-Muscats (more than 15% and less than 85% Muscat varieties)
- 21 Sherry
- 22.1 Cape Ruby
- 22.2 Cape Tawny
- 22.3 LBV
- 22.4 Cape Vintage/Cape Vintage Reserve

### Dessert Wine (unfortified)

- 23.1 Natural Sweet
- 23.2 Botrytis Wines (NLH)
- 23.3 Other

### Sparkling Wine

- 24 Bottle Fermented (Méthode Cap Classique)
- 25 Other (tank fermented, carbonated)

### Boutique Class Wines

The Old Mutual Trophy Wine Show has a section for "Boutique Class Wines" for non-dessert wines with a production volume of between 600 and 900 litres (not valid for Cape Port and dessert wines). Volume and availability criteria applicable to all wine entries apply to Boutique Class entries. Entrants should suffix the relevant class number with a "B" on their entry form, e.g. 3B for Chenin Blanc, 6B for Rhine Riesling, etc. for wines which are eligible for this Trophy (i.e. production volumes between 600 and 900 litres).

### Museum Classes

The Old Mutual Trophy Wine Show includes a section for "Museum Wines". Volume and availability criteria applicable to all other classes have been waived in terms of wines entered in the "Museum Classes" for dry white wines at least four years old and all other wines (including sparkling wines) at least eight years old. Entrants should suffix the relevant class number with an "M" on their entry forms, e.g. 2M for Chardonnay, 11M for Cabernet Sauvignon, 18.3M for Other Red Blend, etc.

For a Museum and Boutique Class entry, suffix with "MB".

**N.B.** WINES ENTERED IN SINGLE VARIETY CLASSES MUST CONTAIN AT LEAST 85% OF THAT CULTIVAR.

**N.B.** WINES LABELLED AS SINGLE VARIETIES CANNOT BE ENTERED IN BLENDED CLASSES.

**N.B.** WINES BRANDED WITH MORE THAN ONE VARIETAL ON THE FRONT LABEL CANNOT BE ENTERED INTO SINGLE VARIETY CLASSES.

## Entry Procedures

**1 Completed entry forms, certification documents (see rule 5) and copies of wine labels must be emailed to OutSorceress Marketing on or before 16 March.** Late submission of entry forms may be accepted at the discretion of the Show chairman. Payment of entry fees on invoice. Please indicate on the entry form if a Purchase Order No. is required.

**2 Entry samples (see rule 8) bearing full/complete labels (see rules 7 and 8) must be delivered to Grande Roche Hotel in Plantasie Street, Paarl, on Wednesday 25 April between 08:00 and 15:00. GPS Co-ordinates S33° 45'02" E18° 57'35".** Late submission of wines will not be accepted.

**3 Certification documentation (WSB 2a MUST have full analysis on the certificate) must accompany the entry forms.** In the event of a producer wishing to enter a bottled wine that has not satisfied or cannot satisfy the certification criteria of the Wine & Spirit Board, the sample must be accompanied by an independent analysis and a letter explaining why certification cannot or has not been obtained – such submissions will be accepted for judging at the discretion of the Show chairman. This notwithstanding, a submission must conform with the laws and regulations governing the production of wine in South Africa including, but not limited to, those detailed in the Liquor Product Act (Act 60 of 1989) and Health and Customs & Excise regulations.

**4** A copy of the wine label must accompany each wine entry required to verify precise wine listings.

**5** All information given on entry forms must be subject to verification and the producer must undertake to make available the originals of the relevant records where necessary. **Medal-winning wines may be submitted to the Wine & Spirit Board and/or an independent laboratory for corroboration that the sample submitted for judging is identical to the wine as certified.**

**6 Only market-ready wines may be entered** – no tank- or barrel-samples will be accepted; submissions must be in their final, bottled condition and should have received full certification from the Wine & Spirit Board (see rule 3).

**7 Entry samples (wines) must be labelled** with either the actual wine label or a computer label stating the correct name and vintage of the wine. Please do not stick anything else on the bottles. Bottle seal codes must correspond with final certification supplied.

**8 Entry samples should comprise 6 bottles of each wine entered, with each entry separately boxed and clearly labelled.** Each box containing the samples must clearly indicate the name of the producer and the words "Old Mutual Trophy Wine Show".

**9** Wine may be entered only by the producer responsible for the brand. The producer in terms of this regulation shall mean a person, partnership, association, co-operative, company or corporate body producing wine or growing grapes and having the wine produced for him/her for the purpose of sale by wholesale or retail under the name or preferred business name of the producer as stated on the entry form.

## Volume Requirements

**10** The minimum amount produced must be 600 litres (67 x 12 x 750ml cases or equivalent volume) in the case of all but dessert and port wines, for which the minimum production requirement is 450 litres.

**11 At least 30 cases x 12 x 750ml (20 cases for Boutique class; 126 litres for dessert /port wines) must be available at the cellar from the date of entry in the competition until 29 June.** This includes wine reserved for promotional purposes which may be deducted from the quantity in the event of the show organisers placing an order for it (see rules 12 and 13).\*

**12 All entrants must be able to supply up to 72 (x 750ml) bottles (or equivalent volume) of each entry for the Roadshow, of which 50% must be supplied free. This applies to medal winners only, who will be advised during the week of 7 May.**

**13 25 cases x 12 x 750 ml (half this volume for dessert / port wines; 15 cases for Boutique class) – or equivalent volume – is the minimum quantity of each wine that MUST be available for sale to the Show organisers or their appointed agents at the Cape trade price** (this price to be specified on the entry form as "Price to Show"). **Producers must reserve this stock until close of business on 29 June even if a portion has been ordered by the show organisers or its agents before this date,** by which time the Show organisers or their appointed agent will have indicated whether they wish to exercise the right to take up some or all of this reserve – to be used either to supplement volumes made available for the Old Mutual Public and Masterclass® Tastings, or to be marketed to enhance awareness of the Show and generate greater consumer demand for the Show's award-winning wines.

\* **Volume requirements are waived for entries in a "Museum Class"** (see Classes of Entry) for wines that are at least four years old in the case of dry white wine or

at least eight years old in the case of all other wines including sparkling wines – entrants only need to submit 6 bottles (6 x 750ml or equivalent volume) for judging purposes, but no further requirements apply in terms of availability at the cellar after the Show, or to Old Mutual for Public and Masterclass® tastings, or for purchase by the Show organisers for promotional purposes.

## Fee Payments

**14 The entry fee in the case of entry forms submitted by or before 16 March is R1475 incl. VAT for each wine entered and the full amount must be paid by EFT on invoice from the Trophy Wine Show by 6 April.** Electronic payments must be made to the Trophy Wine Show, Account name: Vinifera; Bank: Nedbank Ltd; Branch Code: 172805; Account No: 1017661898. Ref: Your invoice no. Proof of payment must faxed to 086 532 5177.

NO CASH/CHEQUE PAYMENTS WILL BE ACCEPTED.

**15** Late submission of entry forms may be accepted at the discretion of the Show chairman (subject to a surcharge of R150 per entry, in which case the total entry fee per wine will be R 1625 incl. VAT) for entries after 16 March.

**16** Entries for which no payment has been made will be disqualified.

**17** Entry fees are not refundable.

## Bottle Stickers

**18** Entrants whose wines win a medal or trophy at the Show will be entitled, by way of appropriate stickers issued by the Old Mutual Trophy Wine Show, to indicate their achievements on the bottles of such wines. **Such stickers may only be affixed to bottles originating from the same certification by the Wine & Spirit Board as the samples submitted to the Show judging panel.**

**19** An OMTWS 2018 Bottle Sticker order form will be emailed to successful entrants when the awards are announced on 29 May and will also be available on [www.trophywineshow.co.za](http://www.trophywineshow.co.za).

Deadline for bottle sticker orders: 8 June.

**20** Entrants requiring bottle stickers in respect of medal- or trophy-winning wines can purchase these stickers from the Show organisers at **R415 (including VAT) per roll of 1000 for orders of 10 or more rolls and R435 (including VAT) per roll of 1000 for orders of less than 10 rolls.** Bottle sticker orders can only be accepted in multiples of 1000.

**21** An invoice for stickers will follow receipt of order.

**22** Bottle stickers will be available for collection from a central depot in Somerset West on proof of payment. If required, courier of stickers can be arranged at an extra charge.

## Declaration

**23** Entrants declare in submitting wine for judging in the Show that such wine has been made strictly in accordance with the regulations pertaining to wine production in South Africa and that no flavourant (natural, nature-identical or artificial) has been used in its production. Entrants further declare that the samples submitted have been drawn from that portion of the stock identified by the WSB certification accompanying this entry and are in all respects identical to that stock. In the event of any of the wine covered by this submission winning an award, entrants confirm that the stickers issued will only be applied to bottles from the same batch and bearing the identical WSB certification.

**24** The Old Mutual Trophy Wine Show is committed to the principles of transparent ethical trading practices by the wine industry and all its stakeholders. Entrant producers are accordingly requested to confirm their compliance to ethical trading practice in the declaration on the entry form.

## Judging Procedures

**25** All entries will be judged in categories according to the variety and/or type of wine (the class) to which it belongs. The Show chairman may amend the class of entry of a submission if, in his opinion, the integrity of the competition will be best served by this amendment.

**26** The chairman of each judging panel – or failing him/her, the Show chairman – will attempt to achieve consensus between the members of the panel as to the score given to a particular wine.

**27** Submissions will be judged on a 100-point system and medals will be awarded on the following basis: Gold = 90 points or more (superlative, world class) Silver = 80 to 89 points (excellent, wine of distinction) Bronze = 70 to 79 points (good to very good).

**28** The gold medal winners in each class will be entered by the judging panels for the trophy selection.

**29** The Show chairman may be called upon by a panel chairman in the event of consensus not being reached in respect of a score awarded to a particular wine. In this event, the Show chairman will determine a score.

**30** All of the judges on the various panels will judge the trophy wine submissions, and the Show chairman will have a casting vote in the event of a deadlock on any decision regarding the awarding of a trophy.

**31** The Show chairman will have the authority to disqualify any submission that in his/her opinion does not fully comply with the competition regulations.





## TROPHIES

Trophies for the best of the gold medal winners – wines scoring 90 or more out of 100 – may be awarded in all classes and to the museum entries in all classes. Cultivar and category trophies (e.g. fortified wine, sparkling wine and/or cultivar specific trophies) will be awarded to the highest scoring wine within the relative class groupings. These include (but are not limited to):

Old Mutual Trophy for Most Successful Producer  
 Old Mutual International Judges' Trophy \*  
 Old Mutual Trophy for Best Red Wine  
 Old Mutual Trophy for Best White Wine  
 Old Mutual Trophy for Best Sparkling Wine  
 Old Mutual Trophy for Best Unfortified Dessert Wine  
 Old Mutual Trophy for Discovery of the Show \*\*  
 American Express Trophy for Best Cabernet Sauvignon  
 Grande Roche Trophy for Best White Blend

Harold Eedes Trophy for Best Chenin Blanc  
 Just Riesling Trophy for Best Riesling  
 Makro Trophy for Best Shiraz  
 Miele Trophy for Best Chardonnay  
 Nestlé Pure Life Trophy for Best Sauvignon Blanc  
 Riedel Trophy for Best Bordeaux-style Red Blend  
 Tony Mossop Trophy for the Best Cape Port  
 Best Fortified Dessert  
 Best Other Red Blend

Best Pinotage  
 Best Sauvignon Blanc Semillon Blend  
 Best Semillon  
 Best White Blend  
 Best Niche Wine  
 Best Boutique Class  
 Best Museum Class Overall

\* The International Judges' Trophy will be presented to the unfortified, non-dessert, non-boutique, non-museum-class gold medallist to which they award their top score.

\*\* The trophy for the Discovery of the Show (best value) will be made to the gold medal winner - unfortified, non-dessert, non-museum, non-boutique - whose final score, divided by its pre-show price (in Rands – adjusted by a red wine/white wine index) produces the highest quotient.

### SHOW STATISTICS 2015

17 trophy-winning wines  
 20 trophies awarded  
 25 wineries won gold medals  
 27 gold medal winners  
 88 silver medal winners  
 430 bronze medal winners  
 545 medals awarded  
 1084 wines judged in total

### SHOW STATISTICS 2016

21 trophy-winning wines  
 27 trophies awarded  
 26 wineries won gold medals  
 35 gold medal winners  
 113 silver medal winners  
 509 bronze medal winners  
 657 medals awarded  
 1067 wines judged in total

### SHOW STATISTICS 2017

20 trophy-winning wines  
 24 trophies awarded  
 36 wineries won gold medals  
 41 gold medal winners  
 135 silver medal winners  
 460 bronze medal winners  
 636 medals awarded  
 960 wines judged in total