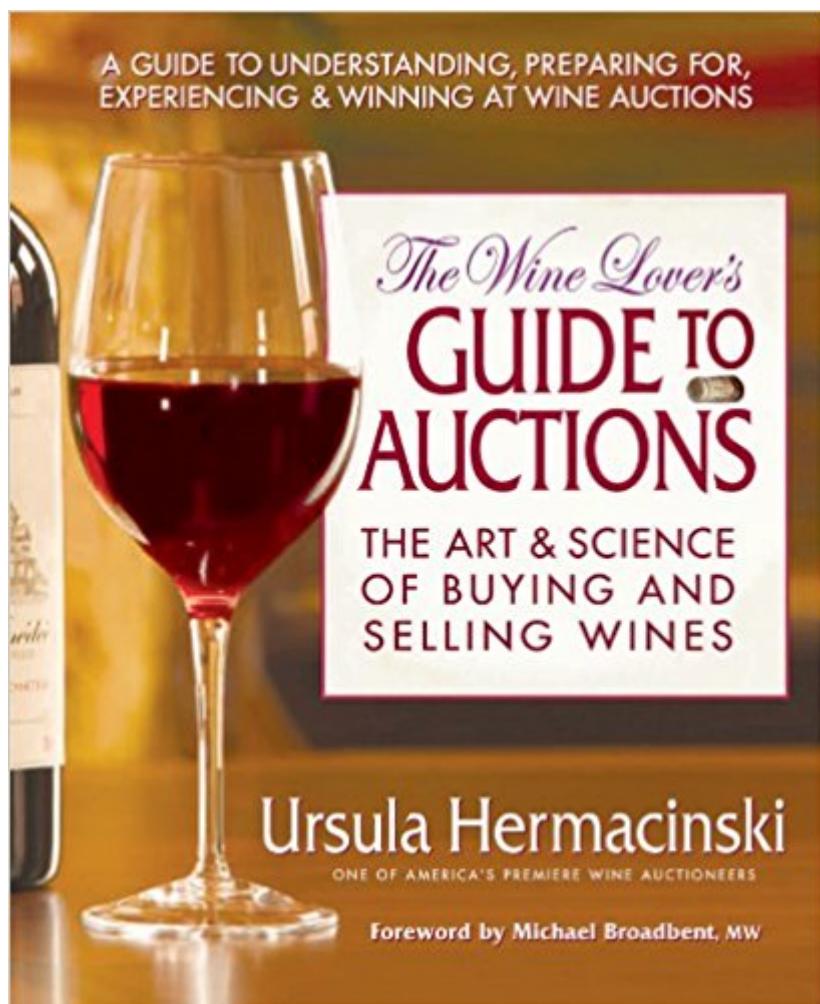


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# The Wine Lover's Guide To Auctions: The Art & Science Of Buying And Selling Wines



## Synopsis

From America to Zanzibar, the popularity of wine has skyrocketed in recent years. While millions of people have come to appreciate wine's taste, a growing number of collectors also recognize it as a sound investment. For these savvy individuals, as well as top chefs and wine aficionados, the wine auction has become an important place to find superior wines. Now, renowned wine auctioneer Ursula Hermacinski has written *The Wine Lover's Guide to Auctions* to explain how wine auctions really work so that you, too, can become a successful player. The guide begins by exploring the history of wine auctions. It then provides information on wine basics and details the auction process for buyers and sellers. Rounding out the book are helpful hints for starting or expanding your wine collection, choosing the best auction house for your needs, and organizing your own wine tasting.

## Book Information

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## Customer Reviews

A foreword by wine guru Michael Broadbent intimates that this book is a serious authority on its subject and it is. Hermacinski, who's been a wine auctioneer for more than 20 years (most of them at Christie's), presents a guide to the wine auction experience that even the most studied oenophile can learn from. The first 48 pages include an entertaining history of wine, auctions and, of course, wine auctions. There's also a solid overview of wine basics, covering grape varieties, regions, bottle shapes and sizes, storage, serving, glasses and food pairing, because understanding wine fundamentals, the author explains, is an integral key to your success at wine auctions. Though the

topic is narrow, anyone with a strong interest in wine might find it worth exploring, because auctions allow buyers to acquire wines that are not available elsewhere because they are very old or very rare. This book takes readers through auctions' pros and cons, terminology and process. Hermacinski wraps up with information on wine collections and furthering one's wine education. Throughout are tidbits of wine-related trivia and an engaging, unpretentious writing style that makes the potentially intimidating world of wine auctions accessible. (July) Copyright © Reed Business Information, a division of Reed Elsevier Inc. All rights reserved.

"[The Wine Lover's Guide to Auctions] is a serious authority on its subject...a guide to the wine auction experience that even the most studied oenophile can learn from...throughout are tidbits of wine-related trivia and an engaging, unpretentious writing style that makes the potentially intimidating world of wine auctions accessible." (Publishers Weekly)

Easy to read and follow, nice summaries of key points, good reference lists. Enjoyable as a general wine market and buying guide, even if not specifically for auctions. Could be helpful to both novice and more advanced wine enthusiasts.

The Wine Lover's Guide to Auctions: The Art & Science of Buying and Selling Wines Ursula Hermacinski. Square One, \$17.95 paper (256p) ISBN 978-0-757-00275-5 A foreword by wine guru Michael Broadbent intimates that this book is a serious authority on its subject-and it is. Hermacinski, who's been a wine auctioneer for more than 20 years (most of them at Christie's), presents a guide to the wine auction experience that even the most studied oenophile can learn from. The first 48 pages include an entertaining history of wine, auctions and, of course, wine auctions. There's also a solid overview of wine basics, covering grape varieties, regions, bottle shapes and sizes, storage, serving, glasses and food pairing, because understanding wine fundamentals, the author explains, is "an integral key to your success at wine auctions." Though the topic is narrow, anyone with a strong interest in wine might find it worth exploring, because auctions allow buyers to "acquire wines that are not available elsewhere because they are very old or very rare." This book takes readers through auctions' pros and cons, terminology and process. Hermacinski wraps up with information on wine collections and furthering one's wine education. Throughout are tidbits of wine-related trivia and an engaging, unpretentious writing style that makes the potentially intimidating world of wine auctions accessible. (July)

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