



## How to Pick a Winning Wine Fund

**By Marisa D'Vari**

April 16, 2012

*For some investors, the answer is in the stars*

**C**urious about what sort of vintages and regions hold their values over the years? Forget the spreadsheets and consider an astrologer.

Henry Weingarten, director of The Astrologers Fund Inc., represents a New York firm that crunches the same data as other market analysts and studies the same charts before turning farther afield for insight.

It isn't clear how much money can be made following Weingarten's approach, but at least he is refreshingly candid as to how he formulates his forecasts. "Finance is about time and place [vintage and terroir], and so is wine," says Weingarten, who uses astrology in addition to fundamental analysis for valuation and technicals for timing.

While China has been central to wine investments for the last four years, according to Weingarten, he predicts 2012 prices will be flat as the Chinese market withdraws from paying top dollar for the first-growth Bordeaux and discovers new regions. "Today's markets move by Chinese demand, as well as by the perception of Chinese growth," says Weingarten.

As for general wine investment advice, Weingarten says, "I consider wine investing a luxury and hopefully a passion. Hence, I recommend funds that buy groups of two (or three) bottles with the intention of drinking one in eight years and selling the other one (or two).

"What is the worst that can happen if the wine does not appreciate? You drink it all!" he says, adding, "In others words, only buy what you can afford to drink and you cannot lose! I also would recommend checking the horoscope of the wine investment fund in addition to its track record."