

# Predicting the quality and prices of wine (Wine analytics)

Tool : Linear regression

## The Analytics Edge :

The price of mature wines may be predicted from data available when grapes are picked.

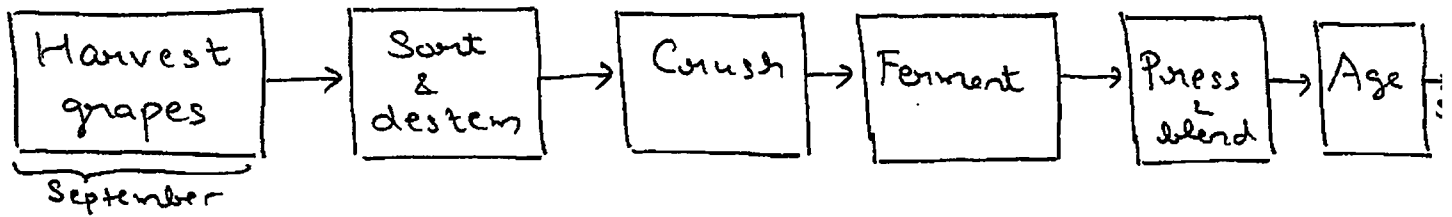
Using a simple linear regression model with weather variables it is possible to predict wine prices which is traditionally done by wine experts and the predictions can often be improved.

Overview : Bordeaux is a region in France that is well known for making wines. The major reason for the success is the excellent environment for growing vines in Bordeaux. Roughly 90% of the wines produced in Bordeaux are red wines. Often these wines are recognized as some of the finest in the world.

Much of the wine in the region has been produced in the same way for hundreds of years yet there is significant differences in quality and price from year to year.

Orley Ashenfelter, a professor at Princeton developed a simple yet powerful analytics approach to help predict the quality & price of Bordeaux wines.

## Wine making process (Schematic)



Bordeaux wines taste better when they are older and hence there is incentive to store them till they come of age.

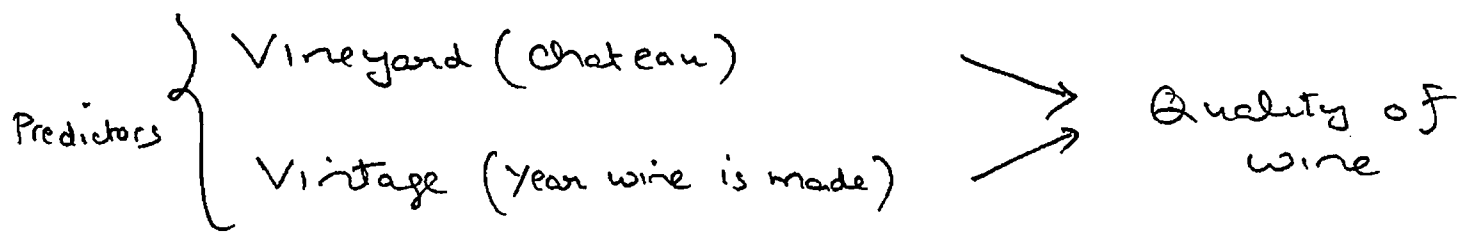
The younger wines are typically more unpleasant to drink.

Key question: Can one predict how good a wine will be when it matures?

This is useful since en primeur or wine futures gives people an opportunity to buy wines early & thus invest in it before it is bottled.

This is often based on sample of the wine much before it ages. Wine experts give scores (wine ratings) based on the tasting.

Example: The 1982 vintage of Chateau Latour was sold at 250 pounds a case en primeur in 1983 and was valued at 9000 pounds in 2007.

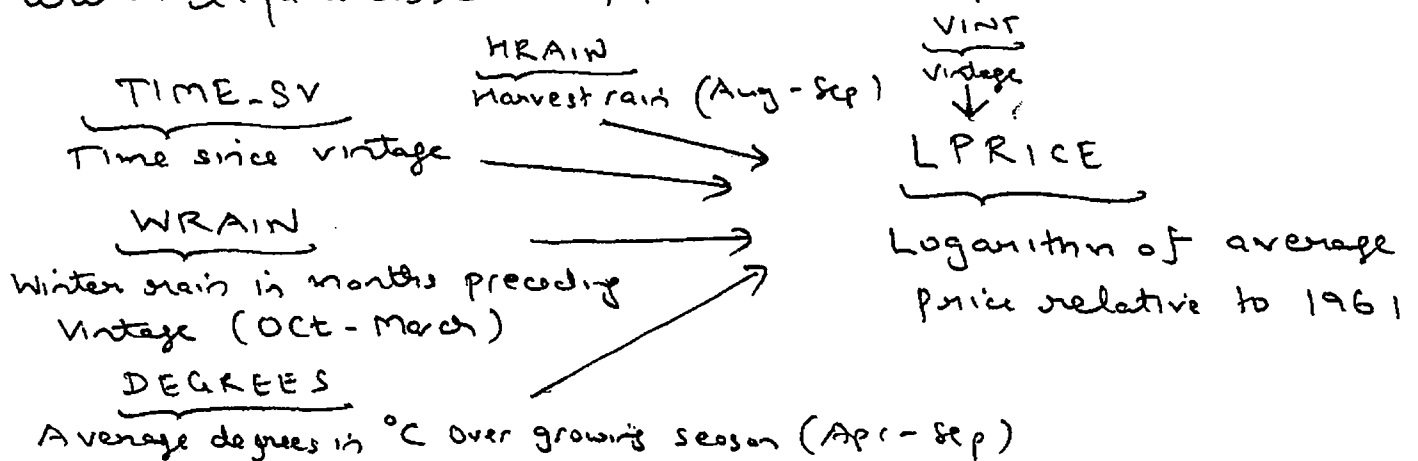


Ashenfelter focused on the vintage as predictor for the quality of the wine, by averaging auction price across chateaux. From the data, one can observe that:

- 1) Older the wine, greater is the value
- 2) However there is still significant variation in average prices that is unexplained.

To explain the quality of the wine better (as approximated by the price of the wine), he proposed the weather as a good predictor of quality. In Bordeaux, the weather significantly changes from year to year for him to believe it to be a good predictor.

To study the analytics approach to this problem, we make use of the dataset from the website [www.liquidasset.com](http://www.liquidasset.com). The data provided is:



# Analytics on Bordeaux wine data : R

## Read and basic analysis of data :

wine ← read.csv("wine.csv")

Str(wine)

Wine dataframe consists of 38 observations of 6 variables

Summary(wine)

VINT , LPRICE , WRAIN , DEGREES ,  
Vintage year    log of Price    winter rain    summer temperature  
HRAIN , TIME-SV  
Harvest rain    Time since vintage

is.na(wine)

1954 and 1956 wine prices not available in dataset since they are rarely sold now  
Prices from 1981 to 1989 not in data

plot(wine\$VINT, wine\$LPRICE)

Scatter plot of vintage and price variable  
Indicates negative relationship but there is considerable variation still that

pairs(wine)  
Split dataset

needs to be captured  
Matrix of scatter plots drawn

wine\_train ← subset(wine, wine\$VINT ≤ 1978 & !is.na(wine\$LPRICE))

wine\_test ← subset(wine, wine\$VINT > 1978)

Creates training set from 1952 to 1978 (excluding 1954, 1956) and test set from 1979 to 1989.

Note that we do not have prices for all the points in the test set.

## 1 variable regression

model 1  $\leftarrow$  lm(LPRICE ~ VINT, data = winetrain)

(Alternative: model 1  $\leftarrow$  lm(winetrain\$LPRICE ~ winetrain\$VINT)

Summary(model 1)

lm() is the basic model to fit a linear model to the data. Here LPRICE is fit with the VINT predictor

The regression equation fit is:

$$\text{LPRICE} = \underbrace{72.99}_{\substack{\text{estimate} \\ \text{intercept}}} - \underbrace{0.0378}_{\substack{\text{estimate}}} \text{VINT}$$

Both estimated coefficients are significant at 0.01 level

$$R^2 = 0.2005 \quad \text{Adjusted } R^2 = 0.1657.$$

plot(winetrain\$VINT, winetrain\$LPRICE)

abline(model 1).

Plots the best fit line with a slope of -0.0378

model 1 \$ residuals

$$\text{SSE1} \leftarrow \text{sum}(\text{model 1} \$ \text{residuals}^2)$$

Sum of squares of errors

$$\text{SST1} \leftarrow \text{sum}((\text{winetrain} \$ \text{LPRICE} - \text{mean}(\text{winetrain} \$ \text{LPRICE}))^2)$$

Total sum of squares

$$1 - \frac{\text{SSE1}}{\text{SST1}}$$

This gives  $R^2$  of 0.20048

(Also known as model  $R^2$ )

abline(a = mean(winetrain\$LPRICE), b = 0)

Older the wine greater the value. However there is still significant variation.

## 1 variable regression

$\text{lm}(\text{LPRICE} \sim \text{WRAIN}, \text{data} = \text{wine train}) \quad R^2 = 0.018$   
 $\text{lm}(\text{LPRICE} \sim \text{DEGREES}, \text{data} = \text{wine train}) \quad R^2 = 0.435$   
 $\text{lm}(\text{LPRICE} \sim \text{HRAIN}, \text{data} = \text{wine train}) \quad R^2 = 0.31$

## 2 variables

Look at the effects of DEGREES & HRAIN on price

`plot(wine train $ DEGREES, wine train $ HRAIN)`

`abline(l = mean(wine train $ HRAIN))`

`abline(v = mean(wine train $ DEGREES))`

To add the dependent variable information,

`plot(wine train $ DEGREES, wine train $ HRAIN,  
col = ifelse(wine train $ LPRICE > mean(wine train $ LPRICE),  
"red", "black"))`

Figure indicates that hot and dry summers produce wines that obtain higher prices while cooler summers with more rain give lower priced wines.

Note that 1961 is the year when an extremely high quality wine was produced.

## 2 Variable regression

model 2  $\leftarrow \text{lm}(LPRICE \sim DEGREES + HRAIN, \text{data} = \text{wine\_train})$   
Summary(model 2)

$$LPRICE = -10.69 + 0.602 DEGREES - 0.0045 HRAIN.$$

All three variables are extremely significant in this fit with  $R^2 = 0.70$  and adjusted  $R^2 = 0.68$ .

Note that one of the variables here refers to the intercept

## Complete regression

model 3  $\leftarrow \text{lm}(LPRICE \sim ., \text{data} = \text{wine\_train})$

Summary(model 3)

Note that TIME-SV coefficients are not defined due to singularities (it perfectly correlates with VINT variable)

Drop the variable and redo regression

model 4  $\leftarrow \text{lm}(LPRICE \sim VINT + DEGREES + HRAIN + WRAIN, \text{data} = \text{wine\_train})$

$$R^2 = 0.8286 \quad \text{and} \quad \text{adjusted } R^2 = 0.7943$$

Coefficients indicate that high quality wines correlate strongly in a positive manner with summer temperatures, negatively correlate with harvest rain, correlate positively with vintage and winter rain

Corr (wine train)

Provides correlation matrix of the variables

High here refers to magnitude of correlation

- High correlation between independent variables is not good (multicollinearity, typically  $> 0.7$ ,  $< -0.7$ )
- High correlation between dependent and independent variables is good

Result indicates that by adding in weather variables, the  $R^2$  increases to 0.8 (80% of the variation can be explained) in comparison to  $R^2$  of 0.2 (20% of the variation can be explained) with the vintage year.

Note that dropping the VINT variable decreases  $R^2$  to 0.75 and adjusted  $R^2$  to 0.74

It seems reasonable to keep it.

Confit (model 4)

Provides confidence intervals at 2.5% and 97.5% level

Confit (model 4, level = 0.99)

Provides confidence interval at 0.5 and 99.5% level



## Predictions

Star (winetest)

wineprediction  $\leftarrow$  predict(model4, winetest)

This function predicts the outcome of the model 4 (from the linear regression) on the values of the variables in the data frame

winetest	Prediction	Actual values
1980	-1.808	-1.99
1979	-1.724	-1.539

$$SSE4 \leftarrow \text{sum} \left( (\text{winetest} \$ \text{LPRICE}[1:2] - \text{wineprediction}[1:2])^2 \right)$$

$$SST4 \leftarrow \text{sum} \left( (\text{winetest} \$ \text{LPRICE}[1:2] - \text{mean}(\text{winetrain} \$ \text{LPRICE}))^2 \right)$$

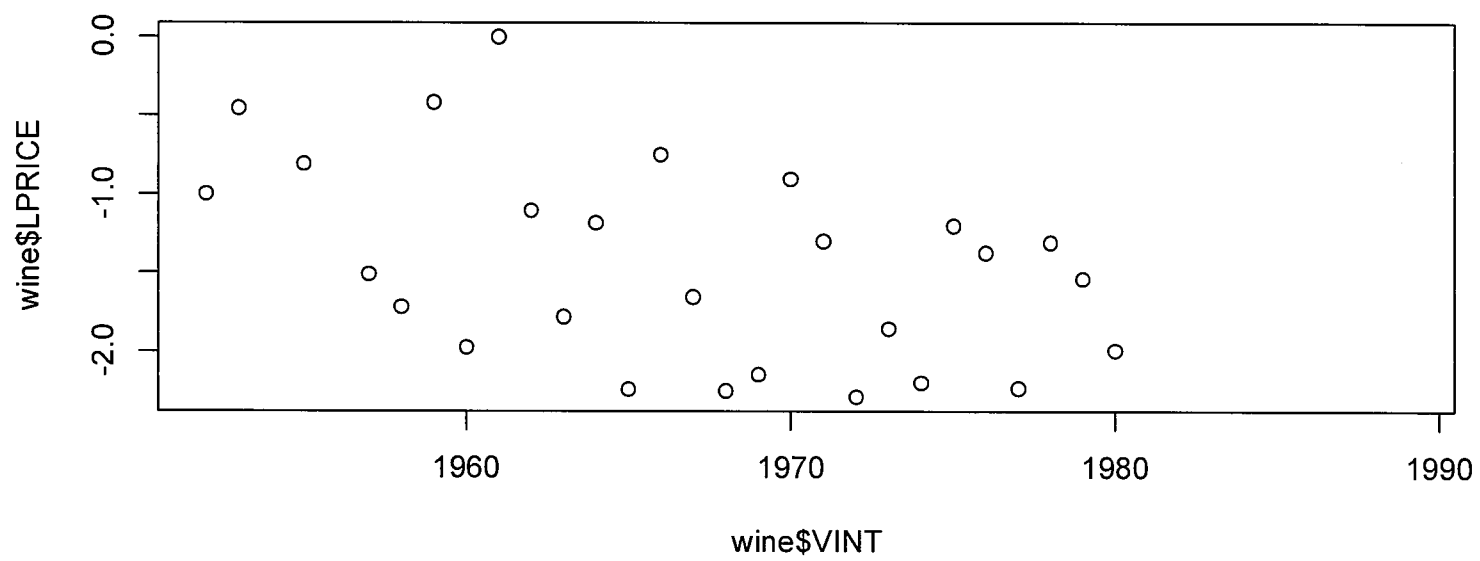
Note we should use training test mean to compute SST for checking effect of regressor

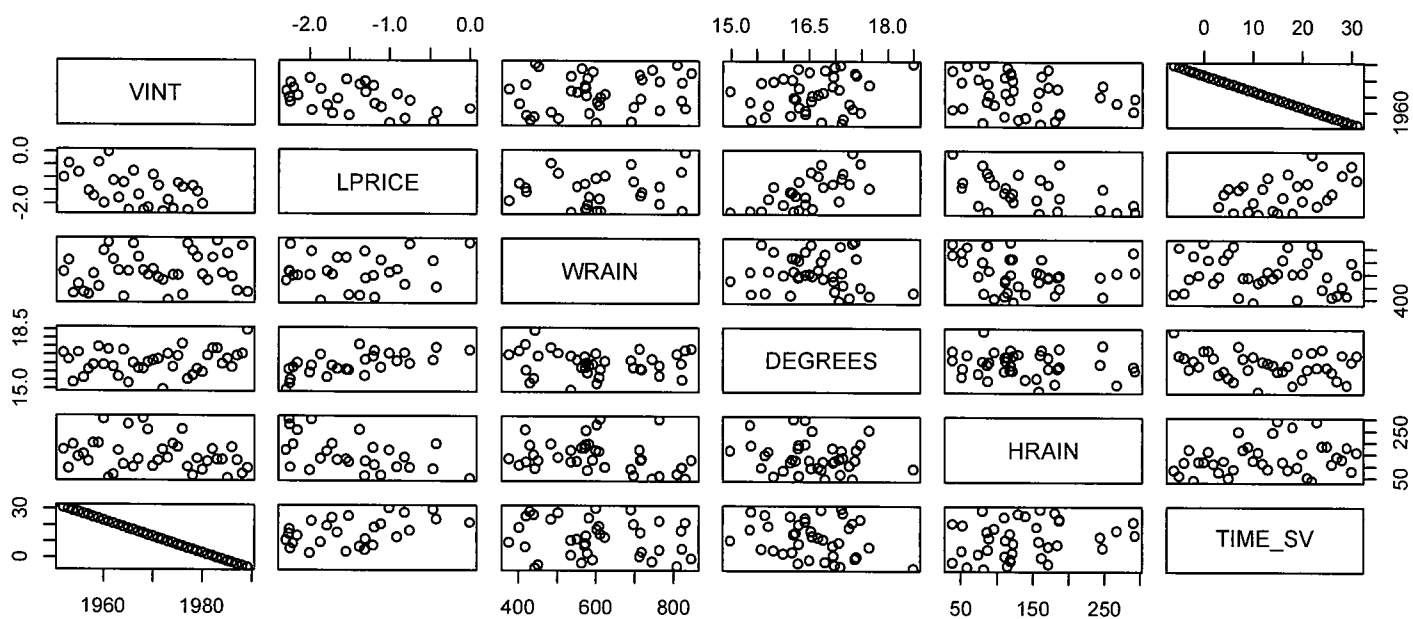
$$1 - SSE4/SST4$$

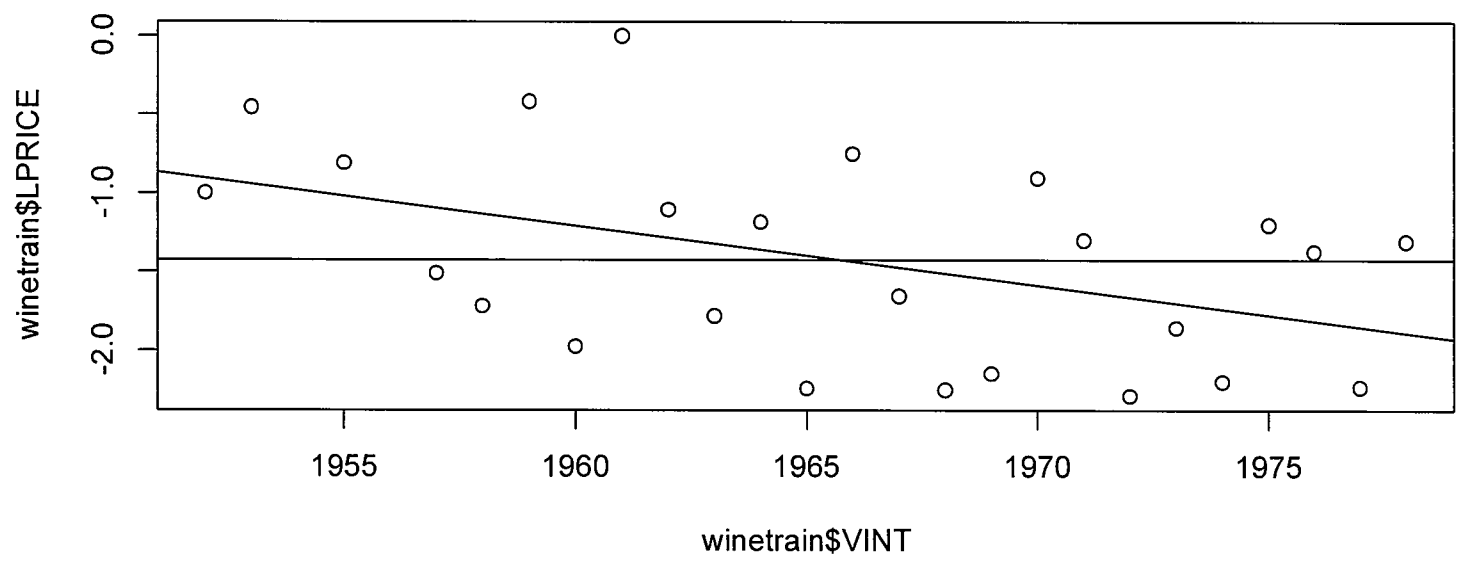
This gives an out of sample  
(or test  $R^2$  of 0.794)

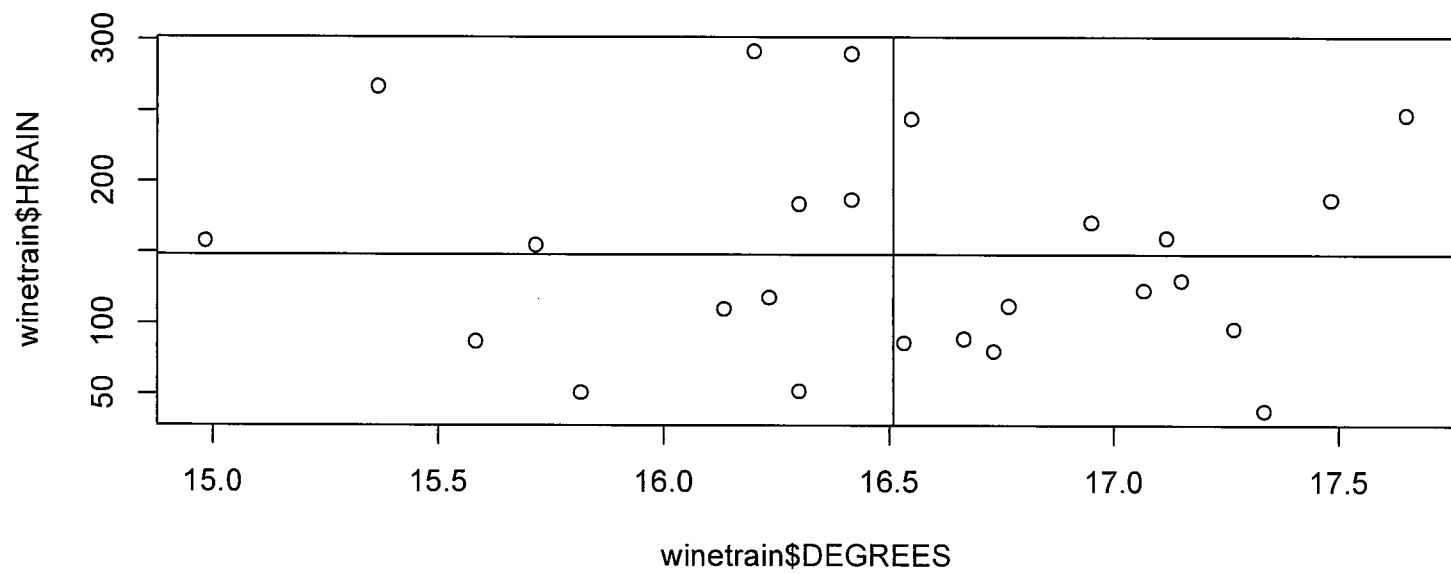
Variables	Model $R^2$	Test $R^2$
DEGREES	0.435	0.788
DEGREES, HRAIN	0.70	-0.08
DEGREES, HRAIN, WRAIN, VINT	0.82	0.794

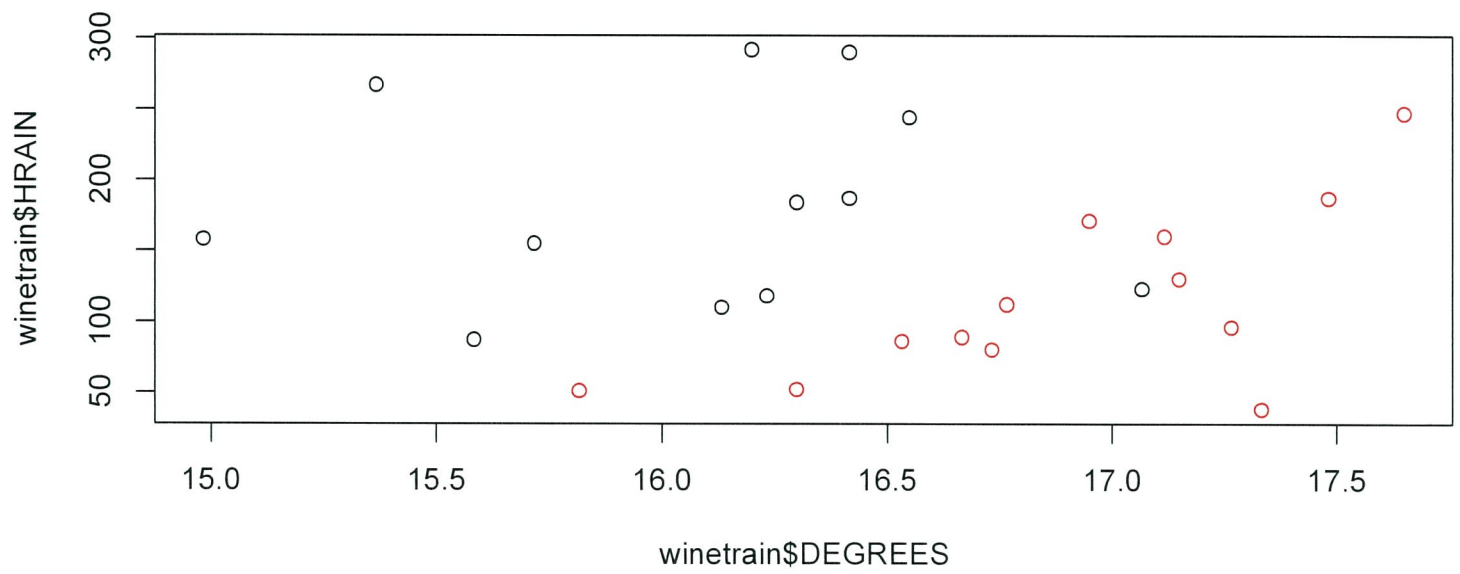
Better model  $R^2$  does not mean better test  $R^2$  which can also be negative.











The results from prediction indicate that 1989 wine would be of very high quality.

How did the predictions do and compare with the predictions of the best wine critics?

Ashenfelter prediction

Robert Parker prediction

1986 - mediocre due to  
below average growing  
Season temperature &  
above average harvest  
rainfall

1986 - very good &  
Sometimes exceptional

1989 - excellent vintage

New York Times later  
said it was fantastic wine

At first Robert Parker  
said it would be

or like 1985

but then said later

its the vintage of

the century

1990 - even better vintage

2000-2001 Both prediction from the model &  
expert agreed that it was very  
high quality wine

Data	<p>Source : <a href="http://www.liquidasset.com">http://www.liquidasset.com</a></p> <p>Price of wine (from auctions), weather information for the vintage</p> <p>Years 1952 - 1989</p> <p>Fairly small data set</p>
Model	<p>Linear regression model to predict wine quality (represented by price)</p> <p>in terms of vintage, summer temperature, winter rain, harvest rain</p>
Decision	<p>Develop a prediction on the quality of wine that is known only when it matures typically using weather variable information available at the time of making the wine.</p>
Value	<p>Predictions are comparable to and can also sometimes beat the prediction of qualitative experts using a simple model.</p>



## Summary of linear regression output (R)

### Residuals

( Provides a summary of the residuals from the linear regression model )

To access the residuals, use `residuals(model1)` or `model1$residuals`

### Coefficients

( Provides estimated coefficients, standard error of coefficients, t value and significance value. To access coefficients, use `coefficients(model1)` or `model1$coefficients`. You can access Std. Error by `coefficients(summary(model1))[, "Std. Err"]` )

### Residual Standard Error

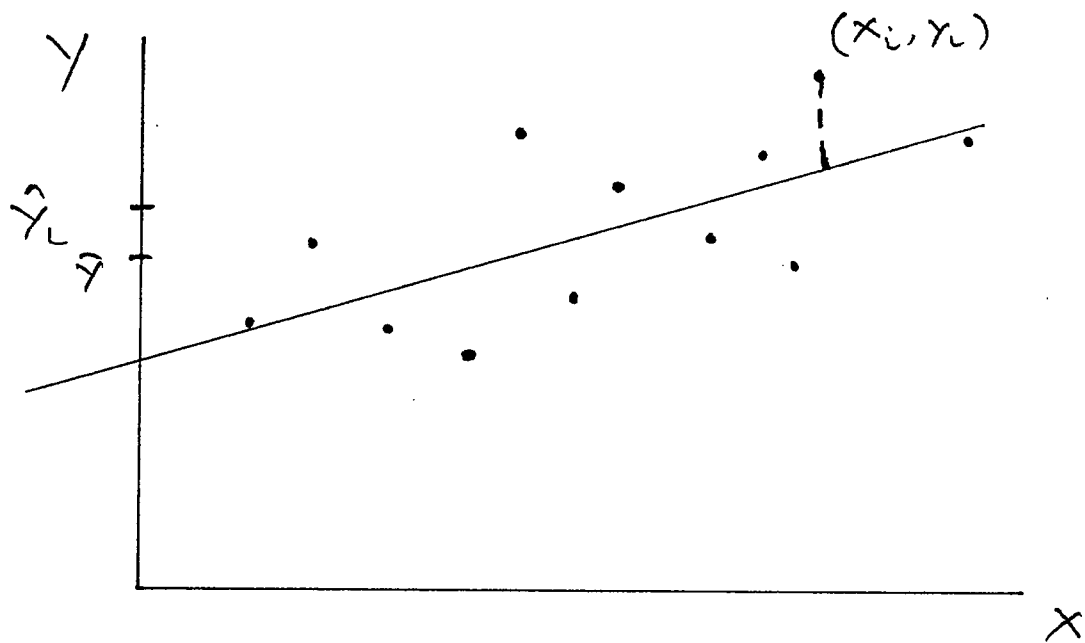
( Provides the average amount that response will deviate from true regression line. Provides a measure of lack of fit of linear model to data )

Multiple  $R^2$  and adjusted  $R^2$  (  $R^2$  is a measure between 0 & 1 to indicate the amount of variability explained by regression. Adjusted  $R^2$  accounts for number of predictors )

### F statistic & p-value

( Test to see if atleast one of the predictors is non zero )

## Linear regression



$p = 1$   
 $n = 12$

Multiple linear regression model

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \dots + \beta_p X_p + \epsilon$$

Data: Observations  $(y_i, x_{i1}, \dots, x_{ip})$  for  $i=1, \dots, n$

$n$  = Number of observations

$p$  = Number of predictor variables

$Y$  = Dependent variable (outcome)

$x_1, \dots, x_p$  = Independent variables (predictors)

Coefficients  $\beta_0, \beta_1, \dots, \beta_p$  are chosen to minimize the sum of squared residuals:

$$\min_{\beta_0, \dots, \beta_p} \sum_{i=1}^n (y_i - \beta_0 - \beta_1 x_{i1} - \dots - \beta_p x_{ip})^2$$

## Main points : Linear regression

$$\textcircled{1} \quad \min_{\beta_0, \dots, \beta_p} \sum_{i=1}^n (y_i - \beta_0 - \beta_1 x_{i1} - \dots - \beta_p x_{ip})^2$$

Solving the optimization problem gives using matrix notation

$$\min (Y - X\beta)'(Y - X\beta)$$

$$\text{where } Y = \begin{pmatrix} y_1 \\ \vdots \\ y_n \end{pmatrix}, \quad X = \begin{pmatrix} 1 & x_{11} & \dots & x_{1p} \\ \vdots & \vdots & \ddots & \vdots \\ 1 & x_{n1} & \dots & x_{np} \end{pmatrix}, \quad \beta = \begin{pmatrix} \beta_0 \\ \beta_1 \\ \vdots \\ \beta_p \end{pmatrix}$$

$$\text{Optimal solution } \hat{\beta} = (X'X)^{-1} X'Y \quad \left. \vphantom{\hat{\beta}} \right\} \begin{array}{l} \text{R computes} \\ \text{these} \\ \text{coefficients} \end{array}$$

$$\text{Fitted values } \hat{Y} = X\hat{\beta}$$

$\textcircled{2}$  The estimates have standard errors associated with them. This is based on the intuition that we develop a regression estimate using observed data to estimate the true population regression line.

Assuming observations  $y_i$  are uncorrelated, have constant variance  $\sigma^2$  and  $x_i$  are nonrandom

$$\begin{aligned} \text{Var}(\hat{\beta}) &= (X'X)^{-1} X'X(X'X)^{-1} \text{Var}(Y) \\ &= (X'X)^{-1} \sigma^2 \end{aligned}$$

$$\text{To estimate } \sigma^2, \text{ use } \hat{\sigma}^2 = \frac{\sum_{i=1}^n (y_i - \hat{y}_i)^2}{n-p-1}$$

The division by  $n-p-1$  is to make the estimator unbiased with  $E(\hat{\sigma}^2) = \sigma^2$

Standard error of the coefficients is equal to the square root of the diagonal element of the matrix  $(X'X)^{-1}\sigma^2$ .

Under null hypothesis that  $\beta_i = 0$ ,

$$t \text{ value} = \frac{\hat{\beta}_i \text{ estimate}}{\text{Std error}(\hat{\beta}_i)} \quad \left( \text{Known as } t\text{-statistic} \right)$$

If  $t$  value is high (in absolute value), the null hypothesis will be rejected to claim

that  $\hat{\beta}_i$  is significant predictor in the model.

This is evaluated as the  $p$ -value ( $P(>|t|)$ ).

### ③ Quality of fit :

a) Residual standard error, residual sum of square errors and Total sum of squares

$$SSE = \sum_{i=1}^n (Y_i - \hat{Y}_i)^2 \quad \text{where } \hat{Y}_i = \hat{\beta}_0 + \hat{\beta}_1 x_{i1} + \dots + \hat{\beta}_p x_{ip}$$

$$\text{Residual standard error} = \sqrt{\frac{SSE}{n-p-1}} \quad \left. \vphantom{\sqrt{\frac{SSE}{n-p-1}}} \right\} \begin{array}{l} \text{Measure of} \\ \text{lack of} \\ \text{fit of model} \end{array}$$

Note that it is possible for models with more variables to have higher residual standard error if the decrease in SSE is small relative to increase in  $p$ .

## b) $R^2$ and adjusted $R^2$

$$R^2 \text{ (coefficient of determination)} = \frac{SSR \text{ (Sum of squares from regression)}}{SST \text{ (Total sum of squares)}}$$
$$\left( \begin{array}{l} SST = \sum_{i=1}^n (y_i - \bar{y})^2 \\ SSE = \sum_{i=1}^n (y_i - \hat{y}_i)^2 \end{array} \right) \begin{array}{l} (SST = SSR + SSE) \\ SSR = \sum_{i=1}^n (\hat{y}_i - \bar{y})^2 \end{array} = 1 - \frac{SSE \rightarrow \text{Sum of squares error.}}{SST}$$

Clearly  $R^2$  is always between 0 and 1.

$R^2$  measures the proportion of the total variation in  $y$  (dependent variable) that is accounted for by variation in regressors (dependent var).

This provides information on the goodness of the fit of the model.

Regression is a horizontal line  $\Rightarrow R^2 = 0$   
( $x$  has no explanatory power)

Regression line perfectly fits all points in a straight line  $\Rightarrow R^2 = 1$   
( $x$  has perfect explanatory power)

All values of  $x_i$  lie in a vertical line  $\Rightarrow R^2$  cannot be computed.

As we increase the number of variables in the model,  $R^2$  will increase.

It will never decrease in this case and hence one needs to be careful of overfitting the data.

The adjusted  $R^2$  statistic penalizes the  $R^2$  statistic as more variables are added in the fit.

The adjusted  $R^2$  can be negative and its value will always be less than or equal to  $R^2$ .

The adjusted  $R^2$  increases when a new explanatory variable is added only if this variable increases the  $R^2$  more than would be expected by chance.

The adjusted  $R^2$  is primarily useful in the feature selection stage of model building.

$$\text{Adjusted } R^2 = 1 - (1 - R^2) \left( \frac{n-1}{n-p-1} \right)$$

### c) F-statistic

$$H_0: \beta_1 = \beta_2 = \dots = \beta_p = 0$$

$H_1$ : At least one  $\beta_i$  is non zero

$$F\text{-Statistic} = \frac{(SST - SSE) / p}{(SSE) / (n - p - 1)}$$

When there is no relationship between response & predictors,  $F^2$  is expected to be close to 1.

If  $H_1$  is true, we expect  $F$  to be greater than 1.



Country/Region		Vintage		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
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Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985		1986		1987		1988		1989		1990		1991		1992		1993		1994		1995		1996		1997		1998		1999		2000		2001		2002		2003		2004		2005		2006		2007		2008		2009		2010		2011		2012		2013	
Austria		Burgenland		1970		1971		1972		1973		1974		1975		1976		1977		1978		1979		1980		1981		1982		1983		1984		1985																																																									



**Rating Ranges:**

95 - 100 Extraordinary, 90 - 95 Outstanding, 80 - 89 Above Average to Excellent.

70 - 79 Average, 60 - 69 Below Average, < 59 Appalling

**Maturity:**

C = Caution, may be too old, E = Early maturing and accessible, NV = Vintage not declared.

I = Irregular, even among the best vintages, NT = Not yet sufficiently tasted to rate,

R = Ready to drink, T = Still tannic, youthful, or slow to mature