



Buyer's Guide

Cask 88 is the Home of Rare and Old Whisky.

There are many routes to whisky appreciation - visiting distilleries, collecting bottles, attending whisky festivals. These will all help to cultivate the compulsive love of Scotland's most famous spirit. But there is another route to a love of fine whisky, which makes you more of an active participant than an observer. For the most hands-on enthusiasts, Cask 88 offers the top prize - your very own cask of whisky.

Whether you're looking for young casks that will grow in quality & value as they mature, or extremely rare & old expressions that have worked their way to greatness, Cask 88 can help. Casks of whisky can be a valuable investment, they can provide bottles to highlight a brand, to celebrate a special occasion, or simply allow you to enjoy a whisky that is uniquely, truly yours.

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Why Buy Scotch?

The Story of Scotch Until Today

It has been almost 200 years since Scotch whisky became big business, and the incredible international success story has been mounting over that period. Blended whisky initially propelled Scotch forward, bringing together the individual products of quaint little Highland distilleries. In our times, however, these individual single malts are in ascendance.

Demand for Scotch Whisky has exploded in recent years, turning it into a £4.9bn industry in 2019. Each year the single malts take a progressively greater share of the market by volume and an even greater share of the market by value.



At the extremely high end, long-aged malts, a unique product of time and place, have begun to set incredible prices among collectors of luxury. The rarest bottles from the most prestigious distilleries regularly sell for tens, or even hundreds of thousands of pounds.

With cask whisky, there is the further advantage that the liquid becomes more valuable as it matures. This makes casks of whisky a prime choice for investment.

At Cask 88, we live and breathe the excitement of the whisky industry. Whether you see whisky as the perfect tangible investment product, if you want to have your name on a developing cask of whisky, or if you'd like a perfectly unique bottle of whisky set to your standards, we are there for every step. Let us help you find your perfect whisky cask.

Whisky Statistics

Value of Scotch Whisky Exports (£Bn)



2016



2017

The Primary Market

Top 10 Markets

The largest export destinations for Scotch Whisky (defined by value) in 2019 were:

1. USA: £ 1,069m +2.8% on 2018
2. France: £ 432m -2.4% on 2018
3. Singapore: £300m -6.3% on 2018
4. Taiwan: £205m +22% on 2018
5. Germany: £184m +5.6% on 2018

Though export volumes have dropped in some locations, the value has not dropped so sharply, or has even increased - the bottles are getting more valuable, so people may be turning more to malt whisky.



The largest export destinations for Scotch Whisky (defined by volume, 70cl bottles) in 2019 were:

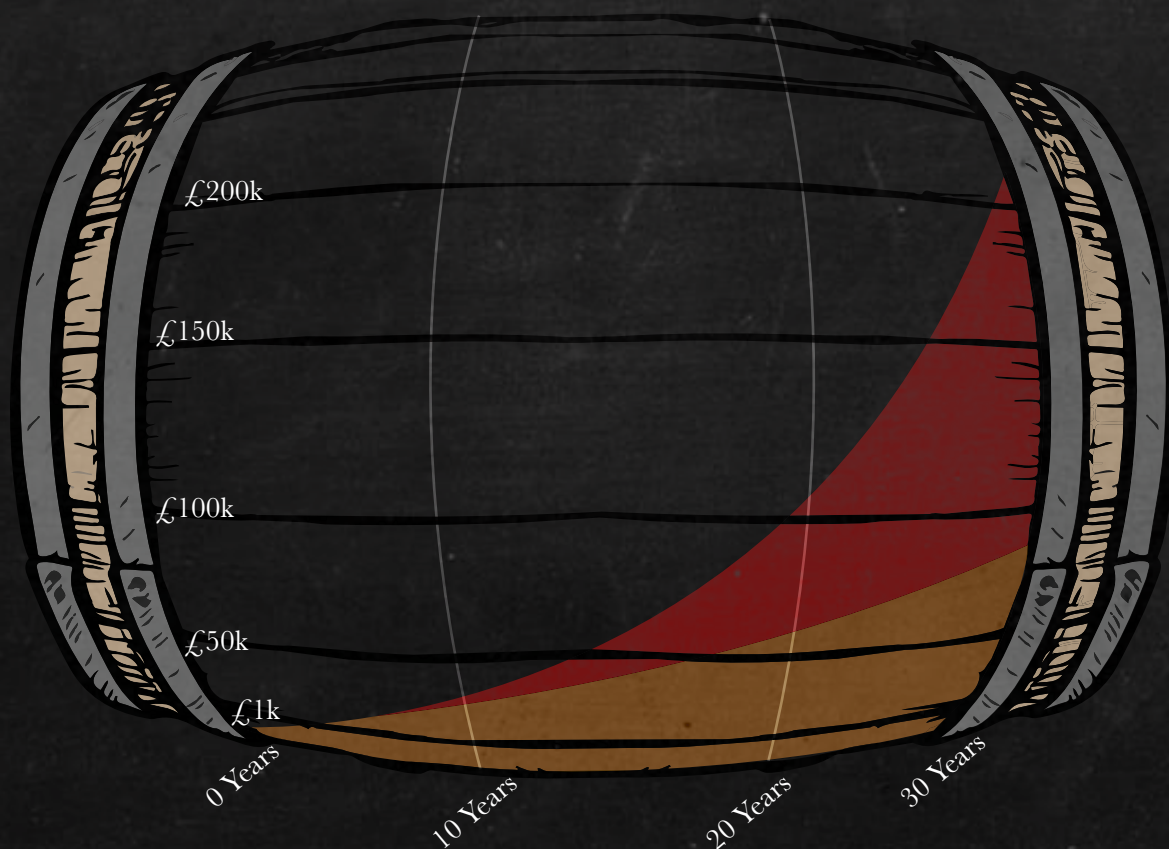
1. France: 173m bottles -7.9% on 2018
2. India: 131m bottles +16.1% on 2018
3. USA: 127m bottles -7% on 2018
4. Japan: 60m bottles +19.7% on 2018
5. Spain: 56m bottles +1.7% on 2018

Age Appreciation of Whisky Casks

Sherry & *Bourbon*

The supply of ex-bourbon casks is plentiful, since distillers in America are only allowed one use of their casks. European casks, especially sherry casks are much harder to separate from the wineries that own them.

This difference in availability, and the size difference between bourbon and sherry casks, means that there is frequently a notable price difference between these two cask types.



All whisky casks increase in value, but different types may behave differently.

Some of the *Distilleries* in Demand

We source casks from all over Scotland, from distilleries large and small, gregarious and demure. Cask availability follows events at the distilleries, and sometimes a distillery may produce a windfall, or keep a greater portion of its casks for internal use.

On this page is a far from exhaustive list of distilleries whose casks have passed through our care over the years.

BenRiach
 Laphroig
 Old Pulteney
 Bunnahabhain
 Glenrothes
 Arran
 Fettercairn
 Highland Park
 Craigellachie
 Clynelish
 Bowmore
 Dalmore
 Auchentoshan
 Bruichladdich
 Capperdonich
 Blair Athol
 Port Charlotte
 Jura
 Macallan
 Balmenach
 Springbank
 Glen Garioch
 Ben Nevis
 Ardbeg
 Mortlach
 Knockdhu
 Littlemill
 Caol Ila

Cask Ages



0 - 3 years

Still technically 'new spirit', any liquid that has spent fewer than three years in a cask cannot be called whisky. It represents a nascent form of whisky: raw, powerful and full of potential to grow in any way its owner chooses. Casks of new spirit have lower prices and can be a great long-term investment.



3 - 10 years

Young, perhaps, but these whiskies are typically ready to be bottled and drunk, should you choose. The whisky contained within will likely taste youthful, with strong flavours and fruity overtones. These casks offer excellent value whether you wish to bottle them immediately, or keep them maturing a while longer.

Whisky Jargon

Virgin Oak: A fresh cask that has never been filled with anything before.

First Fill: A cask that has been filled for the first time with Scotch whisky, but previously contained beer, wine or other spirits which can impart strong flavours to the whisky.

Refill: The cask has been used to hold Scotch whisky before. Typically gives softer, gentler flavours than first-fill. This is good for very long maturations.

10 - 20 years

This is the age range where Scotch Whisky is seen to be truly indulgent. By this time, strong flavours have mellowed and rounded out and sweetness has integrated itself. A large portion of whisky will have evaporated (Angels' Share), but what remains is often deep, rich and sophisticated. Around here, prices begin to climb more steeply.



20+ years

This is premium territory. Only the most cared-for whiskies are kept in their cask for more than 20 years, and become those of which stories are told in Scottish pubs and bars. Long in flavour and profound in aroma, a cask of whisky like this attracts prestige and envy in equal measure. They are the pinnacle of Scotch and their prices reflect this.



How Does it Work?

When you contact us, you will be connected with a member of our sales team who will help guide you through the purchasing process and beyond.



What happens to *your* cask?

The most crucial requirement for a cask of whisky is to keep it in a bonded warehouse for the entire duration of maturation. Whisky may only leave the warehouse if it is travelling directly to another location that is under bond, or in bottles with all taxes paid to HMRC.

At Cask 88 we have cask storage agreements at 28 bonded warehouses across Scotland. The cask is safe within a protected environment, periodically inspected and kept out of harm's way as a most precious commodity.

The responsibility for maintenance, re-racking, insurance and other details will lie with us, while you can be assured that your cask is being taken care of in a way that meets all criteria.

Leave the duty of care in our hands until the time comes to take your cask to the next stage in its development.



What's Next?

Decide the *Fate* of Your Cask.



Hold Cask

Your cask is safely being kept under bond in an HMRC protected warehouse. Over many years, whisky matures in the cask, developing flavour and increasing in value. Holding the cask while it matures is very common. For an annual fee, Cask 88 will take care of all your casks' upkeep. Hold the cask for as long as you like, until you are ready to try another strategy.



Sell Cask

Scotch Whisky is of great interest to enthusiasts, collectors and bottlers. From the time you first acquired your cask, it will have been appreciating in value annually, and may be worth considerably more today than it was when you first purchased it. If you decide that it is a fine time to sell your cask, we will work with our extensive international network of contacts to find the right buyer for your cask, or we may be interested ourselves, at a price you feel is right.

Auction Cask

You may find the process of a direct sale is not for you, and would instead prefer to open up your cask to the whole network of secondary buyers at auction. Cask 88 have relationships with prestigious international auction houses such as Spink, Sotheby's and Bonhams.

Alternatively, you can take part in our own innovative in-house online auction platform. With auctions taking place approximately every three months, we help casks find the right new owner with no hassle.



Bottle Cask

Many people choose to turn their cask of whisky into their own bespoke run of bottles. Whether you choose to work with our exceptional in-house design team or design your own bottles from the ground up, we guarantee that there is no greater pleasure than having a bottle of whisky that is truly your own.

Bespoke Bottling

A bottle containing whisky has every right to be as breathtaking on the eye as its contents are to taste. We have a breadth of experience and the creative contacts to ensure that all designs for bottles, labels, boxes and accoutrements can be created exactly as you imagine, in a style befitting the occasion your whisky will serve.

As well as our talented in-house design team, we work with British artists and designers to ensure each bottle is immaculately presented, and have been awarded for our efforts.

FAQs

Where is the cask located, and can I visit?

The cask will be located in a bonded warehouse in Scotland, under the jurisdiction of HMRC. Some distilleries store on site, but local space is often limited and most casks are stored in larger warehouses separate from distilleries. These large sites are busy and tightly regulated. Some do not permit visits, while others allow visits by pre-arranged bookings.

How does storage and insurance work?

Every warehouse in Scotland has slightly different operating procedures and costs. Cask 88 simplify the administration for you - We store your casks complimentary for three years after purchase, from then on we charge a small annual fee to cover costs.

Can I get samples?

Our casks sell quickly and so we cannot always obtain samples for prospective buyers. However, once the cask has been purchased, our customers may obtain samples for a small fee, which depends on where the cask is stored. Please bear in mind that many warehouses have strict operating procedures, and this can slow down the sending of samples. Please be prepared to wait several weeks for sample delivery.

How complicated is the purchase process?

We aim to make the purchase process as smooth and straightforward as possible. A member of our sales team will work with you over the phone or email for the duration of the purchase process and beyond. If you happen to be in Edinburgh, do feel free to visit us at our Castle Street office.

What payment methods do you accept?

We accept bank transfers (local and international) and payments through credit or debit cards (be aware that your bank may charge a fee). We regret that we do not accept cheques.

Do you ship internationally?

Laws for the protection of Scotch whisky ensure that maturing whisky casks must remain in Scotland and cannot be shipped internationally. Once the whisky is bottled, we can ship to any country worldwide: prices vary from country to country. Our customers are responsible for shipping costs, and for paying local taxes and tariffs on the import of whisky.

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