



# BROKING TERMS OF TRADE

## What we sell

- Wines whose condition and provenance are deemed to be excellent or that otherwise meet our criteria, and for which we have a market.
- Wines need to be stored with Corney & Barrow in the vendor's "Wine Storage Account" and Corney & Barrow offer a free, fully-insured collection service for consignments valued over £1000 from private addresses in mainland UK.
- Free insurance and storage whilst we store and sell your wines.

## What we do not sell

- Wines sourced at auction or re-imported back into the UK from the US or Asia.
- Wines sourced from Europe of recent vintage that may clash with our exclusive agencies.
- DRC wines pre-1990, nor DRC not originally sold by C&B i.e. ex-Domaine directly to the UK agent, including those since moved from our storage.

## What our valuation means

- We indicate our "Recommended List Price" based on current market conditions, and our proposed "Purchase Price" once sold.
- For wines stored with us but not originally bought from us, our price is confirmed upon physical inspection and photographing of the wines, and upon a suitable account of their provenance which meets our criteria.
- Our valuation for external wines does not equate to a final offer until such an inspection and we reserve the right not to sell any wines not deemed to be of suitable selling condition or provenance.

## How we sell

- The Purchase Price and the Payment Terms for the wine(s) are agreed with the vendor prior to Corney & Barrow listing at the Recommended List Price.
- When a third party buyer agrees to buy at the Recommended List Price, Corney & Barrow will purchase your wine at the agreed purchase price and sell it to the third party buyer.
- In the event of Corney & Barrow receiving an offer that is lower than the Recommended List Price, we may contact the vendor to agree an adjustment of the Purchase Price.
- Wines are sold from the vendor's "Wine Storage Account" and remain in the vendor's Title until purchased and sold.

## How we pay and update you

- Payment is **made by bank transfer**, 30 days from completion of sale – being the date on the Broking Sales Advice.  
*Note: "30 days payment terms" means that payment will be made in the week in which the 30 day period falls, meaning that payment could be up to 34 days from the date of the Broking Sales Advice.*
- We send the vendor a notification for each wine sold, and a monthly statement.

## What we promise you

- To try to sell you wines to the best of our ability and through all reasonable means available to us.
- We remain on hand to advise as the sale progresses, and can re-value unsold items or return them at your request.

## What we kindly ask of you

- A reasonable time period in which to sell your wines: 6-8 weeks for smaller parcels, longer or by negotiation for larger cellars.
- Exclusivity to sell your wines.
- Reasonable notice to withdraw unsold wines from sale to return to you.