



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 to the vendor by bank transfer, as soon as receive payment from the buyer.
- 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.

