



 Bordeaux Winebank Group



**BORDEAUX
WINEBANK**

PRIVATE COLLECTOR SERVICES

BWB France 44 chemin de Murielle et Alain 33360 Quinsac
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Bordeaux Winebank is one of the leading négociants in Bordeaux. Our specialty is in the distribution of the Great Bordeaux Growths around the world

We are a dynamic and innovative group. We created the Five Star Provenance patent that is applied to all the wines that we sell. In response to growing demand, BWB has just created a department called BWB Private Collector Services.

What is BWB Private Collector Services?



Our vocation is to assist you, the client, in establishing and maintaining your dream cellar. The ideal wine collection must be one of balance. There should always be wine available to be drunk now and wine that is in reserve for future drinking. In this way, as the years pass, you will benefit from having the right wine of the right maturity. That is why a good replenishment programme is vital to maintain your cellar.

The BWB Private Collector Services department will assist you in choosing your wine by providing as much advice as you need, unconditionally.

The wine that we provide for your cellar only comes from the BWB portfolio and therefore enjoys Five Star Provenance. All wines are in their original wooden cases, sealed and electronically tagged. You have the option of having the wine delivered to your cellar or we can store it on your behalf in a bonded warehouse in Bordeaux that enjoys state of the art climate and humidity control. These can be stored for an indefinite period without paying French VAT (value added tax) on the condition that they cannot be then delivered to any address in France. This is then more suitable for the overseas buyer.



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What is Five Star Provenance?

The Five Star Provenance Advantages

- ★ **All wines are sold exclusively in original wooden case (OWC).**
No cases contain bottles of mixed provenance. Wines are packaged at the châteaux.
- ★ **All wines must have documented “ex-château” provenance.**
Legal documentation is needed to prove that the wine has come from the châteaux.
- ★ **All cases must remain in professional storage in Bordeaux since bottling.**
Before arriving at their respective subsidiary the wines have never left Bordeaux.
- ★ **All facilities must be temperature and humidity controlled and monitored 24/7.**
BWB uses only the finest cellaring facilities available on the market today. No case switching. Bonded facilities available.
- ★ **Certification procedures by a qualified auditor.**
PriceWaterhouseCoopers and Deloitte & Touche evaluates stock quantity, quality, and authenticity.

As a quality label, **Five Star Provenance** certifies authenticity.

As a code of conduct it is our way to guarantee to you that your wine comes directly from the château. It therefore looks, smells, and tastes just as if you were enjoying a bottle at the château.

Five Star Provenance – *Your wine just like at the Château, anywhere, anytime.*



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What are the other benefits of BWB Private Collector Services?

We offer our valued clients an unparalleled full-service wine buying experience.

Guaranteed ex château Provenance
Certificate of Provenance
Shipment and transport fully temperature and humidity controlled
Effective Storage solution
Sale conditions

Guaranteed Ex Château Provenance:

Every case that we have ever purchased has the documentary proof that it has come from the château and has always remained in Bordeaux. We therefore have the required legal documentation attesting that their origin is “ex château”.

Certificate of Provenance:

As all Five Star Provenance wines are certified to have never left Bordeaux, the buyer also receives proof of this through the receipt of a Certificate of Provenance. It works like this:

Just before your purchases from BWB are collected by the shipper or are physically transferred out of BWB stock to the client’s storage area in our warehouse, each case has four seals applied. These seals are scanned and a unique identity is created online for each case. A certificate of provenance is produced for each case and a seal is applied and irrevocably linked to its case via our database. This is sent to you. When you receive it you can scan it using a dot matrix scanning application that can be downloaded to most smart phones. This will confirm the certificate and the case to which it is linked. Alternatively you can email the case number to obtain the same verification. This system works equally with the case itself. You can scan any seal on the case or input any number and email it. You will receive immediate confirmation that it is the same case that left our warehouse and that it is linked to the certificate. Finally, by entering the number on the certificate or case on our website you can access in-depth information on the château, the vintage, and the tasting notes. This traceability guarantees ex château provenance.



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Clients have the choice of either bonded professional storage in Bordeaux or shipment to Taiwan, Hong Kong, Japan, Norway ...

Shipment:

Delivery is made by sea or by plane to all destinations by our accredited partners (handling all related administrative formalities)

Traceability is confirmed by the aforementioned application of four "5 Star Provenance" seals on each case prior to its release and creation of a unique identity number coming from each sealed and scanned case linking the case to the BWB certificate of provenance.

Temperature and humidity controlled transport:

Application of a temperature recording sensor on each case attesting to safe passage of the wine under correct temperature conditions.

Our objective : avoid any "bottle fatigue" or quality demise.

Five Star Provenance also means assuring a fine wine "cool" chain. Travel is tough on fine wine if it is not carefully handled. We ensure that every care is taken to maintain the correct environment for your wine during transport.

BWB provides your storage solution:

An ultra secure warehouse offering the very best storage conditions
Controlled temperature, humidity and lighting levels
Perimetric and volumetric detection alarms
Surveillance 24/7
Secured reception and dispatch areas
A gateway to the market in Bordeaux and the world
Clients are entitled to provide their own insurance cover.

Storage fees: 14 € per case per year

Insurance: 0,5% on the total amount of the wine

The opportunity for you as a foreign buyer, to store and process the wines in Bordeaux without paying French purchase taxes and duties for an unlimited period.



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SALE CONDITIONS

Prices given are per bottle (75cl) in Euros, without VAT, Ex cellars Bordeaux.
Bottles are packed in OWC (Original wooden case) which is sealed with 4 Five Star Provenance seal. A Five Star Provenance Certificate is sent for each case.
Freight and insurance will be charged separately and will be invoiced at the date of shipment.

If applicable, VAT will be due at the moment of availability.

Payment: 30 days from confirmation of order.

Supplement for strip labels: 0,38 EUR per bottle for export

ALL ORDERS MUST BE CONFIRMED BY EMAIL OR FAX. PRICE AND AVAILABILITY SUBJECT TO CONFIRMATION.



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THE IMPORTANCE OF PROVENANCE. THE INVISIBLE THREAT

By Michael Egan, Director of Authenticity and Auctions, BWB

There are many cases of fine wine on the market with a notable travelogue. They have transited through many warehouses, cellars and ports and have basked in the equatorial heat on a dockside or airport shed. They have moved so much that they have never had a moment to rest and develop normally.

The appearance of the case and the bottles therein often yield no tangible evidence of its colourful travel history and the attendant mishandling. To his or her chagrin, the final owner often has no idea that the wine has undergone any damage until the bottle is opened. As with the revelation of Oscar Wilde's picture of Dorian Gray, the wine's true nature is then sadly only too apparent. It is over mature, the bouquet; the wine has lost its freshness and complexity.

Then there are the issues of authenticity. The production of fake bottles of the greatest Bordeaux has increased dramatically these last few years. These are easier to assimilate into the market when so many wines are traded without the accompanying proof of provenance.

The cases from Bordeaux Winebank tell a different and happier story.

When the opportunity arose to join Bordeaux Winebank in May 2010, I took it gladly. Here was a Bordeaux négociant who only purchased directly from the château or from the very first merchants in the chain. I was gratified to be able confirm that all their stock is of exceptional and guaranteed provenance: all has remained in Bordeaux since bottling. All of the Bordeaux Winebank bottles that I have opened for tastings and events have been exceptional. When decanting them, I was amazed at how quickly the aromas filled the room. Every wine is a benchmark as to how it really should taste and thus an important reference. It is as if the wine was tasted at the château.

Michael Egan

