

A wine cellar with rows of wine bottles and a glass of red wine being poured. The background is a dark, dimly lit cellar with rows of wine bottles. In the foreground, a large, elegant glass is being filled with red wine from a bottle. The lighting is warm and focused on the glass and the pouring wine.

Adding Bordeaux to the Bordereau: Insurance for Wine Collections

Thank you for joining us!

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Meet the Experts



Michelle Stegmann

Head of Claims,
Fine Art & Collectibles Program



Neil Kaplan

Founder, Cork Counsel

Distinguished Programs



Distinguished Programs is a leading national insurance Program Manager providing specialized insurance programs for Real Estate & Builder's Risk, Community Associations, Hotels, Restaurants, Fine Art and Collectibles, Inland Marine, Executive Lines, and Environmental and Construction Professional insurance.

More information on these programs can be found on the Distinguished website.

Please Note:

- We will be sending all registrants a copy of the slides, the webinar recording, and a PDF with the questions and answers from today's session.
- If anyone has a question during the presentation please use the Q + A button on the bottom of your screen.





What is Wine Insurance?

Through our Fine Art & Collectibles program, Distinguished offers insurance for wine collections that cover all the most common wine collection exposures. These include:

- **Accidental damage:** Breakage caused by mishandling is unfortunately common and is covered under our policies.
- **Damage in transit:** Distinguished offers worldwide transit protection, so any damage that occurs while your client's wine is on the move should be covered.
- **Equipment breakdown:** Depending on the cause of the breakdown, this policy may cover the incurred damages.
- **Natural Disaster:** Can cover damages caused by events like fires or floods that could physically damage the wine or cause climate control systems to fail.
- **Coverage for related accessories:** In the event of a covered incident, our policy will extend to specific pieces of property, such as wine containers, storage units, or climate control systems.

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What Makes a Wine Collectible?

Primary factors include:

- Quality
- Scarcity
- History
- Commercial demand

While Bordeaux was historically the most popular collectible wine, Burgundy has eclipsed Bordeaux, with Champagne, Napa, Tuscany and Piedmont also being popular.

How is Wine Valued?

By identifying the price of the wine being valued in the market or by finding the value of a comparable wine if the wine is not present in the market.

In both cases, the condition of the reference wine should be similar to the one being valued.

Wine Storage Tips

The most critical element is temperature. Wine should be stored between 55° and 60°, with as little fluctuation as possible.

The other key factors are high humidity—75% is considered ideal—and absence of light.

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Wine Damage Assessment

Most frequently wine becomes damaged due to elevated temperatures.

Physical evidence of damage includes:

- Wine seeping from bottles
- Corks being pushed out of bottles
- Darkening of the wine

Damage can also be determined by tasting the wine to see if its quality has been compromised.

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Wine Damage Assessment Continued

Bottle Condition



Mature white, age-appropriate condition



Low fill, torn and stained label, oxidized color

Heat Damage



Protruding corks and signs of seepage

Stained Label



Undamaged wine stained by exterior source

Damage Assessment Process

- Determine whether any damage has occurred or not and, if so, whether the wine itself has been damaged or only the packaging.
- Determine the wines' value, either from a pre-existing inventory or one created post-damage, if possible.





Questions

First, let's dive into our questions from attendees that sent in questions via email, then we will go live to today's attendee questions.

How Do I Submit Business?

If you'd like to submit new business, register your agency on our website and submit a completed application to submitFAC@distinguished.com.

The application is available to download on the Distinguished Fine Art & Collectibles webpage. If you have any questions along the way, feel free to reach out.

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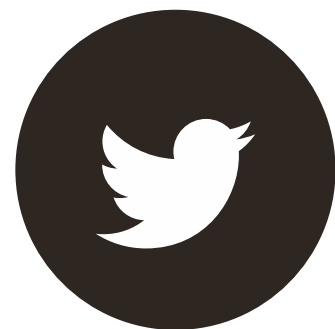


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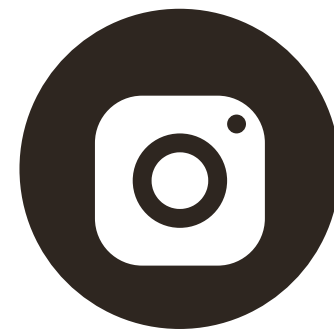
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LIVE Q&A WEBINAR | WINE EXPERT

Adding Bordeaux to the Bordereau: Insurance for Wine Collections

Thank you to everyone who joined us for today's webinar. Thank you for your time and have a wonderful rest of your day!

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