

# The 20-Point Provenance Scorecard

*Score the bottle before discussing price. The score tells you how much of the price is evidence — and how much is story.*

**BOTTLE IDENTITY**

0–5 pts

Label, capsule, cork and glass fully consistent with the producer's release (5). Minor unverifiable detail (3–4). Any element inconsistent or unverifiable (0–2).

**STORAGE**

0–5 pts

Professional bonded storage since release, warehouse(s) named (5). Professional for most of its life, gaps explained (3–4). Domestic or unknown storage for meaningful periods (0–2).

**CUSTODY**

0–5 pts

Every transfer since release documented; one or two owners (5). Chain reconstructable with small gaps (3–4). Story-based custody, undocumented owners (0–2).

**CONDITION**

0–3 pts

Fill level, capsule and label all appropriate for the wine's age (3). One cosmetic doubt (2). Condition issues that need an explanation (0–1).

**RELEASE CHANNEL**

0–2 pts

In-bond, warehouse-to-warehouse, physically verified stock (2). Duty-paid but professionally shipped and insured (1). Bottle leaves professional custody unverified (0).

**Total**

/ 20

**17–20 · EVIDENCE**

*The bottle's history is a record. Price the wine, not the risk.*

**12–16 · DILIGENCE**

*Buyable, with questions asked and answers in writing. The gaps should be reflected in the price.*

**BELOW 12 · STORY**

*Whatever the label says, you are buying a narrative. Walk away, or price it as the gamble it is.*

# The Field Checklist

*The questions whose answers should exist on paper — not in the seller's confidence.*

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## BOTTLE IDENTITY

- Label, capsule, cork branding and glass agree on producer, cuvée, vintage, format
  - Packaging matches the producer's known release for that vintage (label stock, lot codes)
  - Large formats: the producer actually bottled this format in this vintage
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## STORAGE HISTORY

- Professional, temperature-controlled storage — named warehouses, dated from release
  - No period of domestic storage, transit gap or climate the seller cannot account for
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## CHAIN OF CUSTODY

- Every transfer since release evidenced: invoices, warehouse records, auction lots
  - Origin is ex-cellar, en primeur into bond, or a documented secondary purchase
  - The seller's story stays identical when you ask twice
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## CONDITION

- Fill level appropriate for the wine's age
  - Capsule original and intact — no seepage, spinning or re-seating
  - Label condition consistent with the claimed storage history
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## RELEASE CHANNEL

- Transaction in-bond, warehouse-to-warehouse where possible
  - Platform or intermediary physically verifies stock — not a listing board
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*Two honest limits: a perfect score cannot rule out cork taint, which no custody prevents; and no checklist replaces physical inspection by someone who knows the producer's packaging. The score measures evidence, not certainty.*