Fairmont Specialty®
part of Crum & Forster group

WINERY SUPPLEMENTAL QUESTIONNAIRE

Please complete the shaded areas of the questionnaire.

APPLICANT INFORMATION					
Named Insureds					
DBAs					
Effective Date					
Contact Name		**Phone**			
Street Address					
City		**State**		**Zip**	

WINE PRODUCTION, SALES AND INVENTORY	Current	Next Year
Production		
Cased Wine *(wine that is or is to be bottled and sold by you)*		
Cases Produced *(Please enter the number of cases.)*	0	0
Bulk Wine *(wine to be sold as bulk, not bottled)*		
Gallons Produced *(Please enter the number of gallons.)*	0	0
Wine Sales		
Cased Wine *(wine bottled and sold by you)*		
Sales Volume - Total number of cases sold over 12 month period	0	0
Sales Revenue - Total sales related to cased sales over 12 month period	$0	$0
Average - Average case price of wine sold over 12 month period	$0	$0
Bulk Wine *(wine sold as bulk, not bottled)*		
Sales Volume - Total number of gallons sold over 12 month period	0	0
Sales Revenue - Total sales related to bulk wine over 12 month period	$0	$0
Average - Average price per gallon of wine sold over 12 month period	$0	$0
Direct Sales - Percentage sold direct to consumer or through tasting room	0%	0%
Wholesale - To distributors or restaurants	0%	0%
Total	0%	0%
Current Inventory		
Cases Held - wine held at winery or in storage *(Please enter the number of cases.)*	0	0
Bulk wine to be bottled - still in tank or barrel but to be bottled *(Please enter the number of gallons.)*	0	0
Bulk wine to be sold as bulk & not bottled *(Please enter the number of gallons.)*	0	0
Anticipated harvest in coming year (2011) *(Please enter the number of gallons.)*	0	
Total Sales and Revenue		
Total wine sales - (from above)	$0	$0
Grape sales	$0	$0
Custom crush fees	$0	$0
Wine storage fees collected	$0	$0
Restaurant sales	$0	$0
Lodging	$0	$0
Special events fees collected	$0	$0
Other	$0	$0
Total Annual Gross Receipts	$0	$0

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OPERATIONS	
Winemaker	
Name of person	
Years of experience	0
Custom crush and other services	
Do you custom crush for others? *(Yes / No)*	
Number of custom crush clients	0
Estimated volume of wine custom crushed annually *(Please enter the number of gallons.)*	0
Do you bottle wine for others? *(Yes / No)*	
Do you provide storage for others? *(Yes / No)*	
Please provide a copy of your custom crush contract	
Do you utilize a custom crush for your own production? *(Yes/No)*	
Name of facility utilized	
Tasting room	
Is tasting room open to the public? *(Yes / No)*	
Is tasting room by appointment only? *(Yes / No)*	
Number of visitors annually	0
Staff trained in serving alcohol through TIPS or similar program? *(Yes / No)*	
Do you conduct tours of the winery? *(Yes / No)*	
Special events	
Total number of winery events annually (dinners, parties, etc.)	0
Average number of attendees	0
Number of events with greater than 250 guests	0
Please provide details: number of guests, type of event and brief description	
Do you rent or lease your facility to others? *(Yes / No)*	
Number of weddings	0
Please provide a copy of your facility rental contract	
Vineyard and vineyard management	
Number of acres owned	0
Number of acres under vine	0
Number of acres leased	0
Do you farm for others? *(Yes / No)*	
Do you utilize a vineyard manager? *(Yes / No)*	

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PROPERTY	Current	Next Year
Wine Leakage and Contamination		
Maximum leakage exposure for any one vessel	0	0
Maximum value per gallon	$0	$0
In Transit		
What is value of your largest shipment? *(Please enter the total dollar value.)*		$0
How many shipments per year are there at the peak value shown above?		0
Other		
Do you have plans for construction on you premises? *(Yes / No)*		
Are there solar panels and /or electricity generating windmills? *(Yes / No)*		
If yes, please provide: number of control panels and size in KwH per control panel.		
Remarks		

PROTECTIONS

Location Number	Type of on-site water source	Acre ft/gallons	Hydrant	Fire pump