



NATURAL LE COULTRE NETWORK NEWS

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OUR CLIENTS KNOW WHAT THEY WANT - OUR TEAMS DELIVER IT

Delivering impeccable service has always been, and continues to be, the cornerstone of our reputation. We continuously seek out the best transport solutions, offer the securest storage facilities, coordinate operations with utmost attention to detail and carry them out with the greatest care. These are the values that guide and drive us.

Maintaining this superior level of service entails that we are constantly attentive to feedback from our clients, who motivate us year after year to continue in our pursuit of excellence. Meeting the requirements of our highly discerning clients has inspired their confidence and led to the development of new services along the way.

Versatility is crucial for dealing with the considerable challenges that we face. We must ensure on-time delivery and act quickly, appropriately and efficiently at

a time when roads are becoming increasingly congested and airport security checks ever more draconian.

Fortunately, practices are progressing in the right direction. Virtually all customs formalities are now completed electronically, simplifying operations and enabling us to monitor and archive the data required to manage transported goods properly.

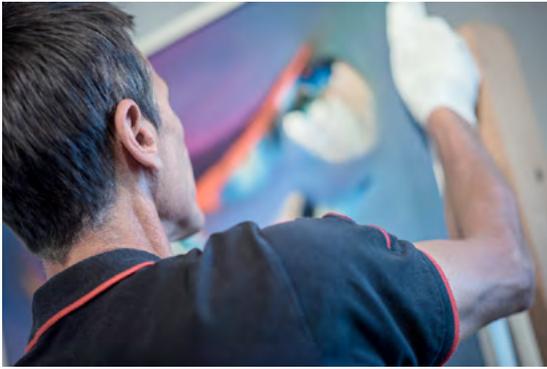
Finally, we critically examine our business every day - optimising costs, from logistics and cargo-handling equipment to highly sophisticated security systems - to remain competitive and offer the best prices, no matter what.

In all we do, our aim is to listen to our clients, refine our services and take our quality to ever greater heights.

F. Momente, Managing Director
Fine Art Transports Natural Le Coultre,
Geneva



**NATURAL
LE COULTRE**



INSURANCE FOR ART'S SAKE

An interview with Franco Momente, Managing Director of Fine Art Transports Natural Le Coultre, and Pascal Perruchoud, a partner at Optimum and insurance broker specialised in fine art.

INSURANCE BROKERS

Insurance brokers provide their clients with the best insurance solution at the best available price. Their expert services span three levels of support: advisory, broking and management. Through their financial stability and independence, they can provide an A-to-Z service. As a result, each policy is tailored to the client's actual needs; unnecessary coverage is eliminated, which in turn leads to lower premiums. Brokers take the pain out of insurance, leaving their clients free to focus on their core business.

Optimum website:
www.optimum-mfs.ch

In your opinion, how important is it to insure fine art?

F. Momente: This is a top priority in our line of work. Even with meticulous safety precautions and painstaking care in our handling, packaging and transport operations, there is no such thing as zero risk. We always require our clients to insure their art, which, in the end, is not as expensive as one might think.

Why did you choose to work with an insurance broker?

F. Momente: Employing the services of a broker gives us access to an expert who can assist us in getting the best coverage from major insurance firms. Insured values today are so high that only a professional can properly manage co-insurance. Moreover, a broker offers many advantages, such as fast, flexible service in any circumstance. By working with him, we are able to obtain tailored solutions and cover all risks in a single, international policy. We cooperate with several insurance firms in order to secure sufficient coverage at a competitive price.

Why purchase insurance? Isn't the carrier already insured?

P. Perruchoud: People often assume that forwarding agents are insured, but their insurance is limited to civil liability. The insured value here is not determined by the work's value, but by the forwarding agent's terms and conditions, which is why it is important to procure specific insurance for handling, transport and

storage. Specific insurance for fine art covers "nail-to-nail" transport; in other words, all risks encountered from the moment a painting is taken down initially to when it is next put on display, including the in-between storage.

How has insurance coverage changed?

P. Perruchoud: In the past ten years, the insured values of fine art have increased substantially. As a result, fewer insurance companies are able to underwrite art collections.

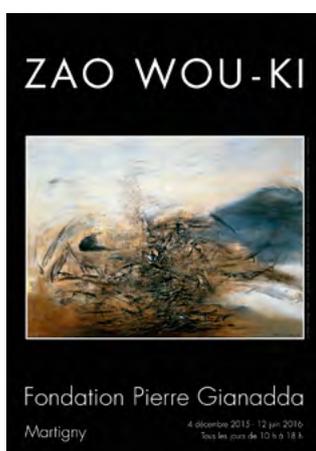
F. Momente: We have also noticed that clients are becoming increasingly "professional"; they are more aware of certain risks and are no longer willing to accept them. On the contrary, they demand tailor-made solutions.

It often seems that brokerage services are more expensive than a direct relationship with the insurance firm. Is this true?

P. Perruchoud: At Optimum, our relationship with insurance firms is comparable to that of an in-house insurance salesman. We are paid according to the business we generate. We are not middle-men, but rather an alternate channel for the client to go through, offering an additional service that is really not any more expensive at all. Ultimately, a broker guarantees that the client receives unbiased assistance, impartial advice and the best solution on the market.

ZAO WOU-KI AT THE PIERRE GIANADDA FOUNDATION: THE CHALLENGE

P. Knecht, *Managing Director, Exhibitions*
Expositions Natural Le Coultre,
Geneva



Expositions Natural Le Coultre is pleased to have had the opportunity to put on the first Zao Wou-Ki retrospective in Switzerland. Some 50 paintings and 30 paper-based works from Switzerland, France, Belgium and Taiwan, including a magnificent collection of large-format creations, will be on display to the public at the Pierre Gianadada Foundation in Martigny, Switzerland, until 12 June 2016.

Setting it up was fairly routine, nothing too complicated – except for a single, 5.25-metre piece from France packed in a crate almost 7 metres long and weighing 490 kilos.

So what was the problem? Getting it into the exhibition hall! The only feasible route was through the museum bookshop, which had to be taken apart entirely, including the bookshelf lights and a part of the ceiling. Once the furniture had

been removed, it was time to unpack the painting in a room measuring approximately 7 by 2.5 metres. The next step was to transport the artwork to its spot in the exhibition hall. There was just one last challenge: we had to turn a sharp corner into a very narrow corridor.

In the end, some ten people laboured for over two hours, unpacking the painting and moving it, centimetre by painstaking centimetre, to its final location. You can imagine the sigh of relief when it was finally installed! The whole endeavour was a textbook example of how to handle artwork. The mood was almost palpable as the tension melted away.

Ah, yes! I forgot to mention one detail. The painting will have to be removed on 12 June 2016 through that very same bookshop...

STUNNING SHOWROOMS IN SINGAPORE

C. Pauli, *General Manager*
Fine Art Logistics Natural Le Coultre,
Singapore

Developed with the highest of expectations in mind, our showrooms are the perfect context for exhibiting artwork. The facilities are truly unique – understated, secure and designed to deliver a thoroughly enjoyable visitor experience.

In addition to featuring subtle modern aesthetics, they also ensure ideal lighting, humidity and temperature conditions, transforming them into the perfect environment for admiring art collections. Our showrooms are large, from 72 to 84m², making them equally suitable for business meetings or private events.

Because they are located next to our warehouses, these showrooms significantly reduce excessive handling and

the troublesome relocations that so often accompany exhibitions of valuable objects. We can guarantee first-rate visibility and maximum security, while minimising logistics, risks, as well as transport times and costs.

Our infrastructure is the result of long-term experience gained by working with business partners who continually entrust us with their valuables. Among them are museums, auction houses, institutions, collectors, art dealers and cultural stakeholders, all of whom settle for nothing but the best. By accommodating their requirements and making their goals our own, we are now able to make this spectacular setting in Singapore available to everyone.



REASONS FOR OUR SPECIAL OFFER

C. Herrmann, *Executive Manager*
Fine Art Logistics Natural Le Coultre,
Luxembourg



Fine Art Logistics Natural Le Coultre, located at the Luxembourg Freeport, strives to support those who serve as the custodians of vital cultural treasures. In addition to offering optimum protection and security, we are strategically located in the heart of Europe, with direct access to the Luxembourg-Findel airport tarmac.

We know that relocating your collections is a costly undertaking. That is why we now offer an integrated solution that includes six free months of storage with any contract of two years or more

for a private unit. (NB: offer valid for a limited time only.) Our units can house any type of collection, eliminating yet another headache when transporting your artwork to Luxembourg. The money you save will help you pay for transport costs and take advantage of our storage solutions.

Our experts are available to advise you and coordinate logistics solutions that are perfectly suited to your budget and the specific requirements of the objects you will be relocating.

ART FAIRS

ART BASEL / HONG KONG

2016, 24-26 March

ART COLOGNE

2016, 14-17 April

FRIEZE NEW YORK

2016, 4-8 May

ART BASEL / BASEL

2016, 16-19 June

MASTERPIECE LONDON

2016, 30 June – 6 July

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FINE ART TRANSPORTS

NATURAL LE COULTRE

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FINE ART LOGISTICS

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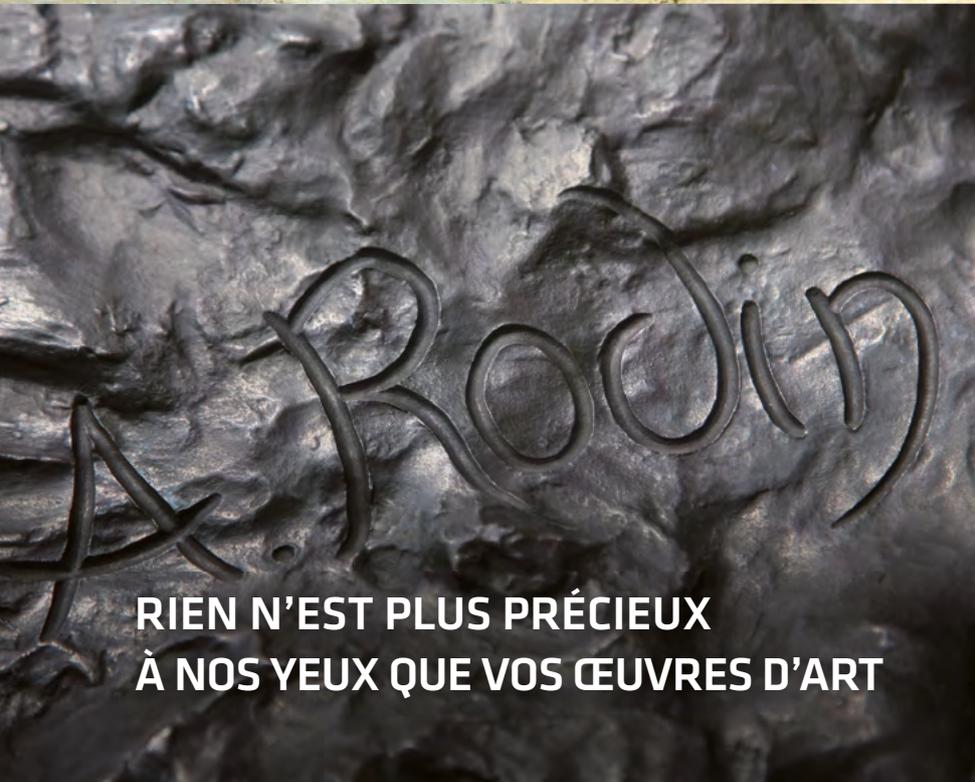
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**RIEN N'EST PLUS PRÉCIEUX
À NOS YEUX QUE VOS ŒUVRES D'ART**

Leader mondial suisse pour le stockage, la prise en charge et l'expédition des œuvres d'art, nous vous apportons un niveau de sécurité inégalé pour toutes vos collections.

Expositions Natural Le Coultre à Genève est le partenaire reconnu des musées, des galeries et des collectionneurs pour la présentation, l'emballage, le transport et l'entreposage de toutes vos pièces de valeur.

www.nlc.ch



EXPOSITIONS
NATURAL LE COULTRE