

The Duckhorn Portfolio Tasting Order

When showcasing the diversity of our portfolio, it is very important to present the varietals and wines in this order, beginning with Sparkling Wine, followed by Rosé Wine, Sauvignon Blanc, Chardonnay, Pinot Noir, Merlot & Zinfandel and finally our Cabernet Sauvignon & Red Blends.

Sparkling Wine

Decoy California Brut Cuvée

Rosé Wine

Decoy California Rosé

Sauvignon Blanc

Decoy California Sauvignon Blanc
Duckhorn Vineyards North Coast Sauvignon Blanc

Chardonnay

Decoy California Chardonnay
Calera Central Coast Chardonnay
Decoy Limited Sonoma Coast Chardonnay
Migration Sonoma Coast Chardonnay
Duckhorn Vineyards Napa Valley Chardonnay
Calera Mt. Harlan Chardonnay
Kosta Browne One-Sixteen Russian River Valley
Chardonnay

Pinot Noir

Decoy California Pinot Noir
Calera Central Coast Pinot Noir
Decoy Limited Sonoma Coast Pinot Noir
Migration Sonoma Coast Pinot Noir
Goldeneye Anderson Valley Pinot Noir
Goldeneye Anderson Valley Pinot Noir
Gowan Creek Vineyard
Goldeneye Ten Degrees Anderson Valley Pinot Noir
Calera Mt. Harlan Pinot Noir *de Villiers Vineyard*
Calera Mt. Harlan Pinot Noir *Ryan Vineyard*
Calera Mt. Harlan Pinot Noir *Mills Vineyard*
Calera Mt. Harlan Pinot Noir *Reed Vineyard*
Calera Mt. Harlan Pinot Noir *Jensen Vineyard*
Kosta Browne Sta. Rita Hills Pinot Noir
Kosta Browne Russian River Valley Pinot Noir
Kosta Browne Anderson Valley Pinot Noir
Kosta Browne Sonoma Coast Pinot Noir
Kosta Browne Mt. Carmel Sta. Rita Hills Pinot Noir
Kosta Browne Cerise Vineyard Anderson Valley Pinot Noir
Kosta Browne Keefer Ranch Russian River Valley Pinot Noir
Kosta Browne Gap's Crown Vineyard Sonoma Coast Pinot Noir

Merlot & Zinfandel

Decoy California Zinfandel
Decoy California Merlot
Duckhorn Vineyards Napa Valley Merlot
Duckhorn Vineyards Napa Valley Merlot *Three Palms Vineyard*

Cabernet Sauvignon & Red Blends

Decoy California Red Wine
Decoy Limited Napa Valley Red Wine
Decoy California/Sonoma County Cabernet Sauvignon
Greenwing Columbia Valley Cabernet Sauvignon
Postmark Paso Robles Cabernet Sauvignon
Decoy Limited Napa Valley Cabernet Sauvignon
Duckhorn Vineyards Napa Valley Cabernet Sauvignon
Duckhorn Vineyards The Discussion Napa Valley Red Wine
Duckhorn Vineyards Howell Mountain Napa Valley
Cabernet Sauvignon
Canvasback Red Mountain Cabernet Sauvignon
Paraduxx Proprietary Napa Valley Red Wine

Resources

- For additional information on showing our wines, please refer to the document: "The Duckhorn Portfolio Wine Dinners - Tips for Success."
- For additional information on the pouring order of Kosta Browne wines, please consult the "Kosta Browne Sales Training" document, or contact Kosta Browne Director of Brand Management, Regina Sanz RSanz@KostaBrowne.com.
- For additional advice on The Duckhorn Portfolio wines, please contact Trade Relations & Education Manager, Kay Malaske KMalaske@Duckhorn.com.

The Duckhorn Portfolio Wine Dinners - Tips for Success

For over 40 years, we've been privileged to serve our wines paired with outstanding cuisine at a multitude of supportive restaurants. In our early days, Dan and Margaret Duckhorn personally represented our company at most of these events. Today, we rely on our skilled sales team to organize and host these spectacular dinners at both independent and national accounts around the world. Below are some tips and best practices to follow when managing a Duckhorn Portfolio event in your territory, ensuring that the tradition and passion that Dan and Margaret had remain a strong part of our identity today.

Naming the Event

Monitor the account's promotion of the wine dinner through their website, mailing lists, social media and printed materials such as table tents or flyers. Ensure that the account correctly promotes the dinner as a "Duckhorn Portfolio Dinner," as it is not a "Duckhorn Vineyards Dinner" unless only wines from Duckhorn Vineyards are being poured. It also is not a dinner with "Duckhorn Winery," as that business does not exist.

As their liaison to Duckhorn Portfolio, it is your job to guide the stakeholder at the account to the Trade and Media section of our website, www.DuckhornPortfolio.com, to ensure they access and utilize the appropriate logos and digital images needed for accurate, brand-building promotion.

Wine Selection and Placement at the Dinner

When selecting the wines for your event, encourage the account to showcase wines from across our diverse portfolio. Often, a wine dinner begins with a casual reception with passed hors d'oeuvres, which provides the opportunity for one or two of our wines to be shared. The seated portion of the meal often contains four courses, providing four additional opportunities for presenting our wines.

Do not allow a business to pair the Paraduxx Proprietary Red Wine with a dessert course. Instead, insist that the wines be paired with a savory course or suggest that the meal's last course be a cheese course. Pairing the wine with a dessert does the wine no favors, sends the wrong message to the diners and de-values its worth.

Proofing the Menu

Ask to see and proof the menu for the event before it is printed. Check very carefully for misspelled words, errors in appellations, vintages and vineyard designations. The devil is in the details, and restaurant managers will not be as exacting in this area as you are as a Duckhorn Portfolio employee. Respectfully submit any and all corrections and see to it that the necessary adjustments are made before printing.

On the Day of the Dinner

Arrive at the venue early to give you ample time to prepare the following:

Meet the manager or owner as well as the staff working the event. Interacting ahead of the event with the contributing employees will raise their engagement in our wines, ensuring a smooth evening and seeding future support.

See to it that the business serves Sparkling Wine between 42 and 50 degrees Fahrenheit, White and Rosé wine between 44 and 55 degrees Fahrenheit and Red wine between 55 and 65 degrees Fahrenheit.

Assist with opening and tasting the wines that will be served. If a flawed wine makes it into a diner's glass, the error reflects more poorly on Duckhorn Portfolio than on the restaurant. Do not leave the critical step of checking the soundness of our wines to the restaurant staff.

Bring your business cards to help create lasting connections with attendees and staff alike. This is also a great opportunity for you to utilize the mailing list tear pad sign-up cards available on the POS Nest. Encourage diners to join our mailing list so they are aware of future happenings they may like to participate in, and mail completed cards to Alex Gerberick.

Ask the lead person at the restaurant about the ideal flow for the evening. Who will introduce you and Duckhorn Portfolio? How much are you expected to speak and at what point or points along the evening? Will the Chef be making an appearance? If so at what time? Sketching out a speaking game plan before the room is full of attendees prevents stumbles later.