

## The Duckhorn Portfolio Tasting Order

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

### Lower-in-Alcohol

Decoy Featherweight California Sauvignon Blanc\*  
Decoy Featherweight California Chardonnay\*  
Sonoma-Cutrer Low-Calorie Chardonnay\*  
Decoy Featherweight California Cabernet Sauvignon\*

### Sparkling Wine

Decoy California Brut Cuvée  
Decoy Limited Brut Rosé

### Rosé

Decoy California Rosé  
Sonoma-Cutrer Rosé of Pinot Noir

### Pinot Grigio

Greenwing Willamette Valley Pinot Grigio

### Sauvignon Blanc

Decoy California Sauvignon Blanc  
Sonoma-Cutrer Sonoma County Sauvignon Blanc  
Decoy Limited North Coast Sauvignon Blanc  
Duckhorn Vineyards North Coast Sauvignon Blanc

### Chardonnay

Decoy California Chardonnay  
Calera Central Coast Chardonnay  
Sonoma-Cutrer Russian River Ranches Chardonnay  
Sonoma-Cutrer Sonoma Coast Chardonnay  
Decoy Limited Sonoma Coast Chardonnay  
Migration Sonoma Coast Chardonnay  
Sonoma-Cutrer Les Pierres Chardonnay  
Sonoma-Cutrer The Cutrer 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  
Greenwing Willamette Valley Pinot Noir  
Sonoma-Cutrer Russian River Valley Pinot Noir  
Decoy Limited Sonoma Coast Pinot Noir  
Migration Sonoma Coast Pinot Noir

### Pinot Noir cont.

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 Anderson Valley Pinot Noir *Cerise Vineyard*  
Kosta Browne Keefer Ranch Russian River Valley Pinot Noir  
Kosta Browne Sonoma Coast Pinot Noir *Gap's Crown Vineyard*

### Merlot & Zinfandel

Decoy California Zinfandel  
Decoy California Merlot  
Decoy Limited Alexander Valley 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 Cabernet Sauvignon  
Greenwing Columbia Valley Cabernet Sauvignon  
Decoy Limited Paso Robles Cabernet Sauvignon  
Postmark Paso Robles Cabernet Sauvignon  
Decoy Limited Alexander Valley 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  
Duckhorn Vineyards Rutherford Napa Valley Cabernet Sauvignon  
Duckhorn Vineyards Oakville Napa Valley Cabernet Sauvignon\*\*  
Canvasback Red Mountain Cabernet Sauvignon  
Paraduxx Proprietary Napa Valley Red Wine

## Additional Resources - Trade & Media Site

For more information on showing our wines, refer to The Duckhorn Portfolio Wine Dinners - Tips for Success.  
For specific information related to Kosta Browne sales, refer to Kosta Browne Sales Training.

For additional advice on The Duckhorn Portfolio wines, please contact:  
Trade Relations & Education Manager, **Kay Malaske**, [KMalaske@Duckhorn.com](mailto:KMalaske@Duckhorn.com).

\*At least 33% lower calories and lower alcohol than our comparable regular Decoy or Sonoma-Cutrer wine.

\*\*On-premise only



# 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](http://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.