

## 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.

### Premium Seltzers

Decoy Premium Seltzer Sauvignon Blanc with Vibrant Lime Decoy Premium Seltzer Chardonnay with Lemon & Ginger Decoy Premium Seltzer Chardonnay with Clementine Orange Decoy Premium Seltzer Rosé with Black Cherry

### Sparkling Wine

Decoy California Brut Cuvée

Rosé Wine Decoy California Rosé

Sauvignon Blanc Decoy California Sauvignon Blanc Duckhorn Vineyards Napa Valley Sauvignon Blanc

### Chardonnay

Decoy Sonoma County 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

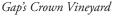
Decoy California Pinot Noir Calera Central Coast Pinot Noir Decoy Limited Sonoma Coast Pinot Noir Migration Sonoma Coast Pinot Noir Goldeneye Anderson Valley Pinot Noir Goldeneye Anderson Valley Pinot Noir Gowan Creek Vineyard Goldeneye Ten Degrees Anderson Valley Pinot Noir Calera Mt. Harlan Pinot Noir 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 Sonoma Coast Pinot Noir Kosta Browne Anderson Valley Pinot Noir Cerise Vineyard Kosta Browne Russian River Valley Pinot Noir Keefer Ranch Kosta Browne 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:
- "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 Duckhorn Portfolio wines, please contact Trade Relations & Education Manager, Kay Malaske KMalaske@Duckhorn.com.





# 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.