



Vineyard & Winery
Vienna, MD



Wine Pouring and Purchasing Info Sheet

- Ask customers what types of wine they prefer - Dry or Sweet?
- Guide them to their preferred wine using the Tasting Cards
- Bottles have pre-measured pourers on them. When offering a customer a tasting, turn the bottle completely upside down (not on it's side) and the flow of wine will automatically stop at the premeasured amount.
- When you have completed a pour of wine, turn the bottle completely right side up before pouring the next customer's taste - this will "re-set" the pourer to pour the correct amount for the next customer.
- Occasionally the wine will not pour, we see this a lot when we open a new bottle or if a bottle gets really low. If this happens, tap the bottom of the bottle on the table or take the pourer off the bottle and shake. This will "re-set" the pourer to pour an even amount.
- Keep all empty bottles as we keep count of them for monthly reporting purposes.
- All prices do not include tax.
- At festivals, we offer quantity discounts of 5% off of 3 bottles, 10% off of 6 bottles, or 15% off of 12 or more bottles.
- Please let customers know that if they order online, we offer free shipping with 6 or more bottles.