Cane Pruned Vines
Spur Prune Vines
3. Aspect - East Facing
   - Morning sun is less hot than afternoon
   - Less direct heat in the afternoon
   - Higher quality as less raisining
   - Less stress on the leaf
   - Less water use
4. Orientation – north south rows

- In the northern hemisphere it is actually 2 o'clock 8 o'clock so that when the sun is hottest there is no shadow on the ground. 3pm in Aug
- With this approach there is less raisining and leaf stress so we are more likely to be able to take the grapes to full flavor ripeness
<table>
<thead>
<tr>
<th>River Soils</th>
<th>Glacial Soils</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low water holding capacity</td>
<td>More water holding capacity</td>
</tr>
<tr>
<td>More irrigation needed</td>
<td>Less irrigation needed</td>
</tr>
<tr>
<td>Usually lower and so more frost prone</td>
<td>Usually on a bench and so better air movement</td>
</tr>
<tr>
<td>De - vigor sites so early stress</td>
<td>Better vigor and so easier to control growth</td>
</tr>
<tr>
<td>More likely to have earlier desiccation</td>
<td>Less likely to have longer hang time</td>
</tr>
</tbody>
</table>
6. Site specific winemaking

- The perfect harvest is based on perfect tannin, sugar and flavor maturity in the vineyard
- In the Alexander Valley we have 150 days from bloom to harvest instead of 100 days as in Bordeaux. This allows a better ability to make fuller and more balanced wines
- Able to make the best wine by mirroring the site terrior
- Winemaking is dialed in each year based on the vintage
- 100% hand harvest picked at the ideal temperature
- High extraction used in low tannin years and low extraction used in large tannin years
- State of the art winery to allow state of the art process
7. Famous Neighbors charging twice the price

Chardonnay
- La Crema
- Goldfield
- William Selyem
- Kosta Brown

Merlot
- Robert Young
- Clos Du Bois
- Chateau St Jean
- Ferrari-Carano

Zinfandel
- Seghesio
- Ridge
- Trentadue

Cabernet
- Jordan
- Marlstone
- Simi
- Silver Oak
- Lancaster
8. History – of Sign Post Vineyard –

- Used at Simi winery for 15 years.
- Is a vineyard that many other wineries take bud wood from.
- Old field selection

Rail Yard

- Was used by Seghesio as a single vineyard for many years
- A vineyard with perfect natural balance. Crazy good

Diamond Dust

- Cabernet site was included in Simi Cabernet Reserve for 15 years.
- The Merlot site was the Merlot part of the Marlstone blend for 10 years.
- Winemaker been making wine from this site for 22 years
- They are planted to old traditional field selections and not “gigantor” clones
Trig Point Numbers

- Target is on-premise and exclusive retailers
- Currently available in 28 states
- Retail price target of:
  - Chardonnay $24
  - Merlot $24
  - Zinfandel $18
  - Cabernet $24
- Sold in 12 packs
Cases

- **Chardonnay**
  - 2014 – 848
  - 2015 – 1000

- **Zinfandel**
  - 2013 – 158
  - 2014 – 500

- **Merlot**
  - 2013 – 839
  - 2014 – 2,500

- **Cabernet**
  - 2013 – 363
  - 2014 – 5,000
Trig Point Contacts

- Trig Point is exclusive to The Sorting Table USA and Lone Tree in Canada.
- Ted Wynot is the President of Sales USA
- Jim Elder is Operations Director USA
- Andrew Doyle is President of Sales Canada
- Nick Goldschmidt is the Winemaker
- Michael De Catur is the brand manager: Michael@goldschmidtvineyards.com
- Follow us on Face Book at Trig Point Wines or contact Nick Directly at: nick@goldschmidtvineyards.com