

Soirée Wine Decanter – Product Knowledge & FAQ's



Soirée is the 2nd bestselling wine aerator on the market. It has one major competitor called Vinturi. You will often be asked how Soirée compares to the Vinturi. Below are some simple talking points on why Soirée is a strong competitor and even seen as superior.

- Soirée is made of Glass – Vinturi is made of plastic. Proper wine service never involves plastic!
- Soirée is half the cost with a MSRP of \$20-\$25.
- Soirée is gentle on wine and can be used on Red & Whites. Vinturi sells 2 items, one for red & one for white. (\$80 total cost)
- Soirée goes in the bottle & does not drip. Vinturi must be held over a glass and poured thru like a funnel.
- Soirée was featured by ZAGAT®. Tim Zagat personally loves Soirée and recommends and gifts it.
- Soirée can be poured on multiple angles. The greater the inclination at which you pour, the greater the aeration, and vice-versa. All other aerators have one-speed. Soirée aeration can be tailored to the wine you are serving. i.e. Pinot Noir and White wines can be over-aerated by Vinturi and other products.

Soirée has three versions. soirée soho wine aerator, soirée L/S (luxury/sport) and soirée signature gift set.

- All versions of the glass soirée are the same.

However, the soirée soho wine aerator is sold with a



drying rack/stand for when not in use. The L/S is designed for the gourmet on-the-go with a full zip leatherette travel case. The soirée signature gift set includes soirée wine aerator, hard shell case, stopper vacuum, stopper & Drying Stand.



- Soirée has a new proprietary borosilicate strengthened glass blend and new 5-ring gasket designed to fit almost any wine bottle.

When talking up Soirée we often mention how:

- Soirée is easier to use, as it will not drip. Vinturi and other similar aerators drip and can make a mess of clothes and tablecloths. We paint the picture of a "Thanksgiving dinner table," passing the wine aerator is just tacky and is not going to happen.
- Soirée will not stain, as it is made of glass. Vinturi is an acrylic that will stain with use and impart plastic flavors and elements into the wine.

- Soirée is convenient. When at a bbq or on the couch. Soirée is already in the bottle. There is no 3rd element to carry to and fro. Further, being integrated into the bottle, the Soirée will be used more frequently, less chance of becoming a gadget that gets left in the cupboard.
- Soirée works! It has been written up nationally by wine columnists and is well supported in the wine trade.
- Soirée can be seen as a learning tool for exploring the flavors of wine. Something wine enthusiasts are very keen on. By pouring a glass of wine with and without Soirée flavors, aromatics, and structure of the wine will be discernible and allow the user to hone their palate.



Please let us know any questions you get asked and we will be more than happy to help you field them. You can be confident that Soirée is a top contender and is superior in Price, Performance, and Ease of use. Our customer service is impeccable; we will replace damaged or defective Soirée or parts without question.

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