



41st Annual Conference – Portland, Oregon

Digging In to Unique Terroir and It's Effect on Wine Styles

Panel Moderator:

Eric Hemer CWE, MS, MW

Senior Vice President, Director of Wine Education,
Southern Glazer's Wine & Spirits of America

My esteemed panelists in presentation order:

Arnaud Weyrich

Winemaker, Vice President of Production

Roederer Estate, Anderson Valley, California

Arnaud has done just about everything at Roederer Estate, beginning as an intern in 1993, continuing as Assistant Winemaker in 2000, and culminating in his current role managing all aspects of the estate from the vineyard to production to day-to-day business.

Arnaud resides on the estate with his wife and their two sons.

István Szepsy, Jr. Chief Winemaker, Szent Tamás Winery

István specializes in dry Furmint from Tokaj. He is the 18th-generation winemaker of a family that has always made history: The first Aszú wine was produced by Lackó Máté Szepsy in the Middle Ages; the first vineyard-selected dry Furmint wine from Tokaj was produced by his father, István Szepsy Sr.; and in 2011, István Jr. began producing the first village-level dry Furmint, MÁD Furmint.

Toshio Ueno MSS, CSW, FWS Vice President & Executive Instructor, Sake School of America

Toshio Ueno is the only person in the world to hold a Master of Saké, Master Saké Sommelier and WSET Saké Educator diploma. Born in Japan, where his family has grown the Japanese wine grape Koshu for generations, Ueno grew up helping the business from a young age.

In 2002, Ueno joined Mutual Trading Company, where he is Manager of the Business Development Department in marketing Japanese foods, jizake (artisanal saké) and shochu to the mainstream American trade. Since 2010, he has been VP & Executive Instructor at the Saké School of America.

Gustavo Rearte

Winemaker, Achaval-Ferrer

Gustavo joined Achaval Ferrer in Mendoza, Argentina, in 2013.

Prior to joining Achaval Ferrer, Rearte worked at Newton Vineyard in Napa Valley and Delegats Estate in Marlborough New Zealand, learning the idiosyncrasies of northern and southern hemisphere winemaking, after earning his winemaking degree from Juan Agustin Maza University in Mendoza.

Achaval Ferrer and Arinzano are both gems within the prestige wine group **Tenute del Mondo**, whose parent company is Stoli USA.

May Matta-Aliah CWE, DWS Educator/Consultant/Ambassador

May Matta-Aliah is a New York-based wine educator and president of In the Grape (inthegrape.com), an organization dedicated to making wine and spirits education accessible to everyone from the curious appreciator to the wine trade professional. She is a long-time WSET course instructor at the International Wine Center in New York City.

Additionally, May is a regional ambassador, representing several wine and spirits regions while also working with a Lebanese Winery as a brand Ambassador, bringing May back to her Lebanese-born roots.

Bob Bath MS, Head Beverage Professor The Culinary Institute of America, Napa Valley

A third generation Californian, Bob Bath was born and raised in Davis . His interest in wine was sparked while attending college at Cal Poly, San Luis Obispo. Over 30 years, Bob has worked in nearly every aspect of the restaurant and wine industry. Early on, Bob was involved in two Wine Spectator Grand Award restaurant wine programs, the Sardine Factory in Monterey, and Starker's Restaurant in Kansas City.

Bob passed the MS exam in 1993, one of the first 25 Master Sommeliers in the United States. Bob joined the CIA at Greystone as an adjunct in 2004, becoming full time in 2010. He helped develop the Accelerated Wine and Beverage Program, an accredited wine and beverage certificate course and the new Sommelier Summit, along with many other courses.

Bob lives with his wife, Julie in the beautiful Napa Valley.

Marcke Lhyle CSW, NW Regional Manager, Riboli Family Wine Estates

Marcke is based in Seattle and has spent 17 years in the wine industry, both on the distribution and supplier side, selling wine in the Pacific Northwest market.

Marcke is a Certified Specialist of Wine with the Society of Wine Educators and has passed the Court of Master Sommeliers Introductory Course.

He has been with Riboli Family Wine Estates since 2016.

What is Terroir?

Terroir: “The total natural environment of any viticultural site”
Oxford Companion to Wine

Site specifics

Climate – Cool, moderate, warm, hot, based upon sunshine, precipitation, temperature (daily, annually)

Geomorphology – Elevation, slope, aspect, bodies of water

Soil – Type, drainage, mineral content, pH

The combination of these plus choice of variety gives the site it's own unique terroir, expressed in the specific wines produced there

Roederer Estate, Anderson Valley, California

1982 – Founded by Jean-Claude Rouzaud of Champagne Louis Roederer with purchase of land for estate winery and vineyard in Anderson Valley, 125 miles north of San Francisco

1988 – Debut of first Anderson Valley Brut NV

1993 – Release of first vintage cuvée, L'Ermitage 1989



Over 500 acres of estate vineyards



The Anderson Valley fog cools the grapes

Anderson Valley, California - USA

How is it possible to craft a sparkling wine with « champagne-like » features in the Anderson Valley, at the latitude of the South of Spain (39°N)?

By comparison, Reims, France (Champagne) is at (49°N).



Roederer Estate, Anderson Valley, California

Influences on wine style - Vineyard

Geomorphology – long, narrow valley near Pacific Ocean, altitude ranges from sea level to 2,500 ft.

Soil – Well drained, low pH (5.5 to 6.6) alluvial formed from weathered sandstone or mudstone

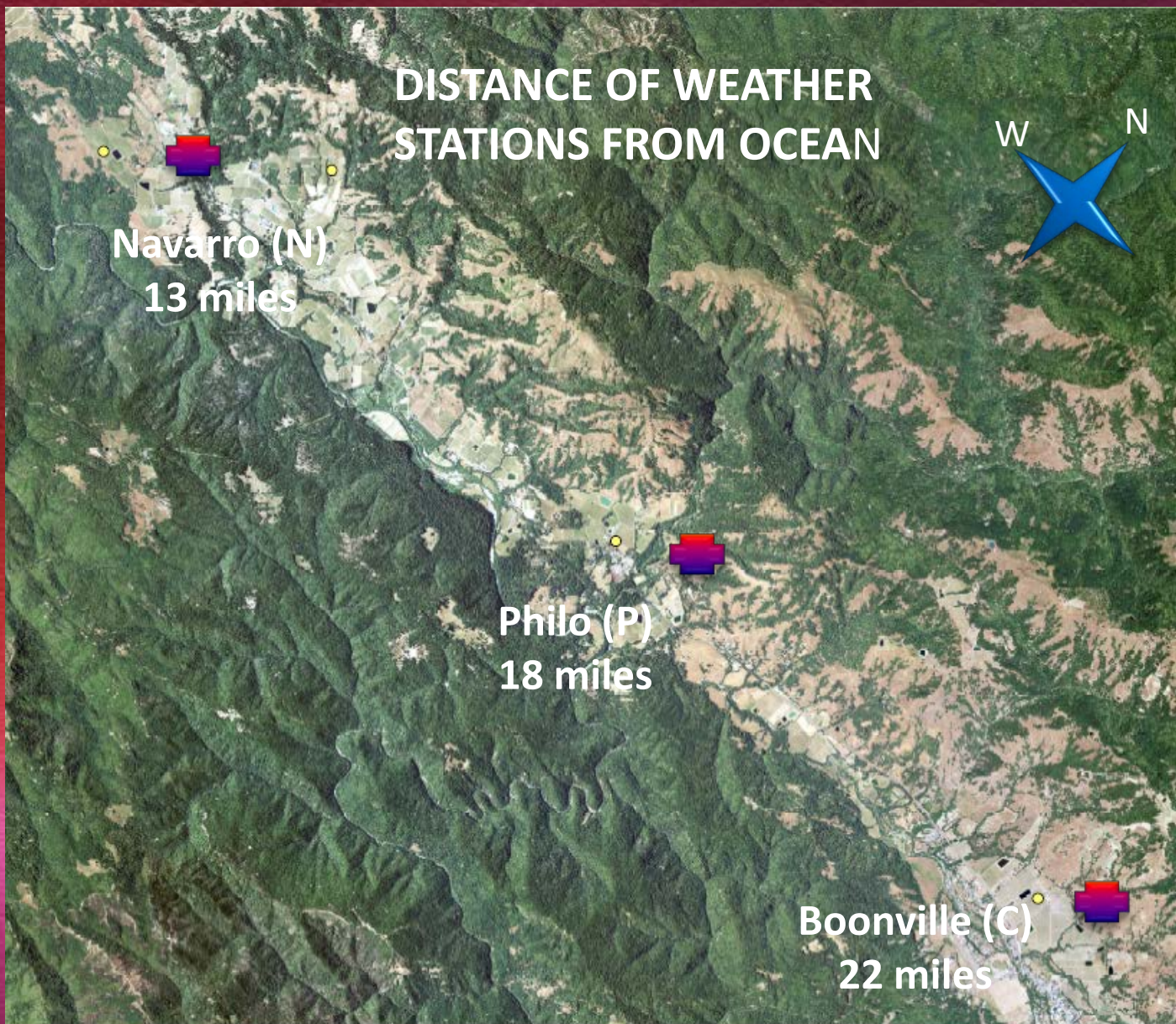
Climate – Cool, marine-influenced-average degree day is approx. 2300 ° (Region I on Winkler Index) Rain patterns from wet to dry seasons, on average 42 inches annually

Wind and fog allow cooling: temperature swings 40 to 50°F

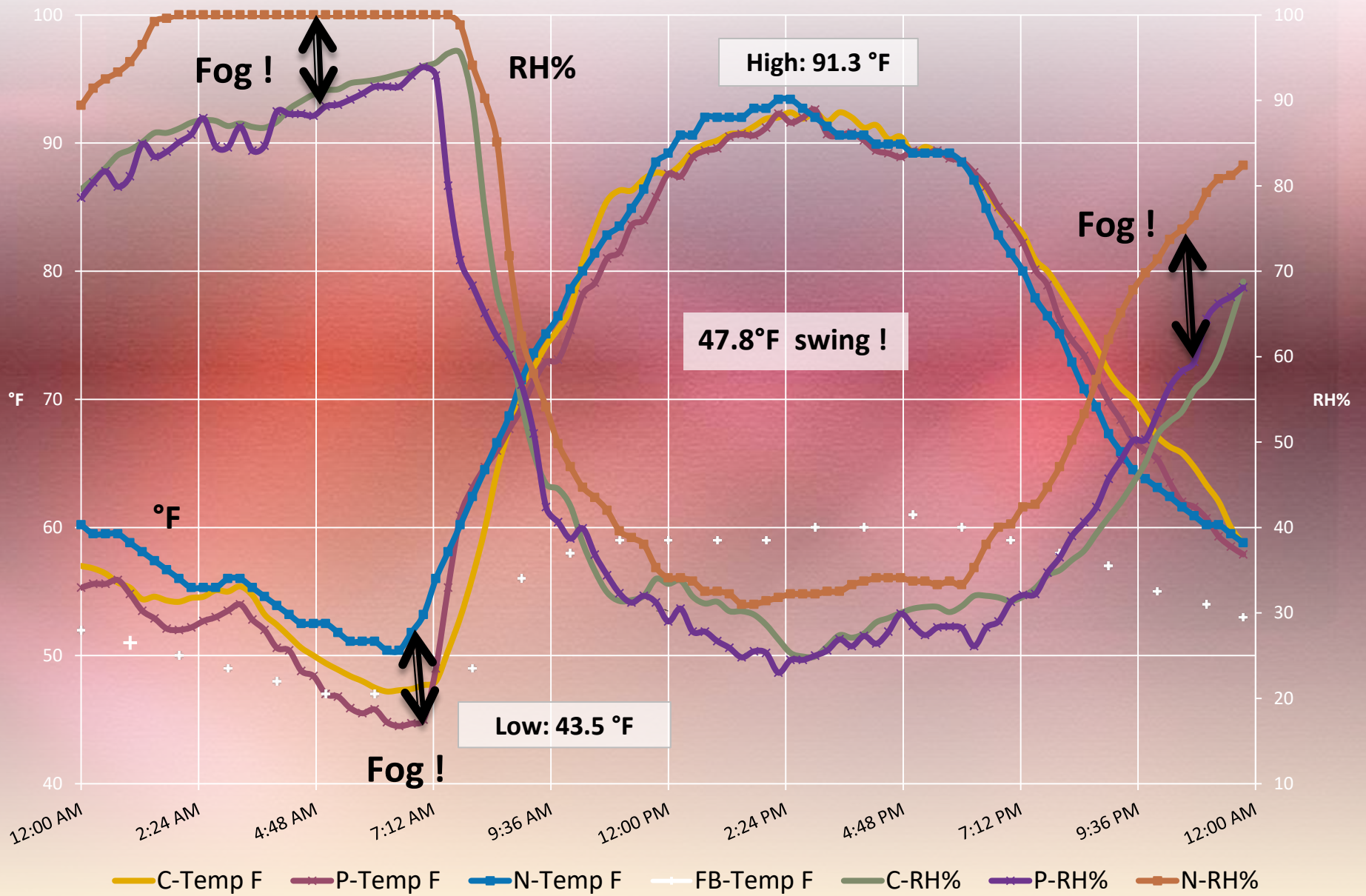
Average yearly temperature is 53°F (vs. Champagne 52°F)

Gradient of temperature and humidity by distance from the Pacific Ocean (see next slides)

Gradient of temperature and humidity by distance from the ocean



17 July 2017 - Temp and RH Navarro/Philo/Boonville



— C-Temp F
 — P-Temp F
 — N-Temp F
 — FB-Temp F
 — C-RH%
 — P-RH%
 — N-RH%

Roederer Estate, Anderson Valley, California

Influences on wine style – Vineyard (continued)

Varieties, clonal selection – Climate perfectly suited to Pinot Noir and Chardonnay with high levels of malic and tartaric acidity necessary for high quality sparkling wine

Vineyard Management – Vine density, training systems, yields, etc.

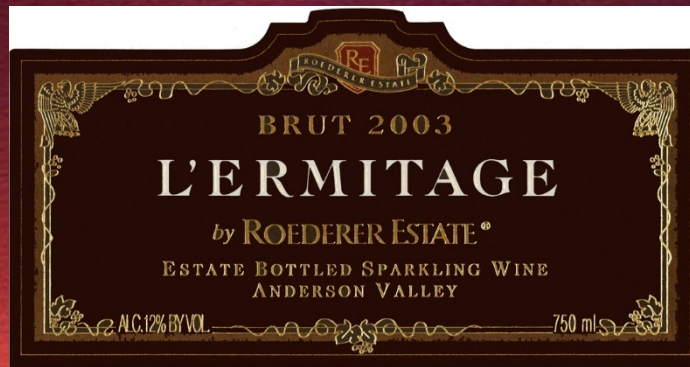
Harvest decisions – timing, pH, brix, etc.

Influences on wine style - Winery

Winemaking – yeasts, fermentation, cuvée vs. press wine, etc.

Reserve wine – Use of oak aged reserve wines

Maturation – Extended aging on the yeasts (30 months average)



L'Ermitage is a “tête de cuvée”, made only in exceptional years from the best selection of wines from the vintage.

2003 was fairly rainy during the growing season, mild weather during spring and summer, with an early budbreak and later than normal harvest. Extra hang time led to full ripeness and phenolic maturity. This led to above average quality and excellent sugar/acid balance.

The dosage wine for this vintage is from 2004. This Late Disgorged (LD) release was disgorged in January 2016 after 13 years of aging on the yeast, then aged following disgorgement an additional six months (minimum) on the cork prior to release.

István Szepsy Jr., Szent Tamás Winery

Tokaj

St. Tamás and Kővágó vineyards, soils

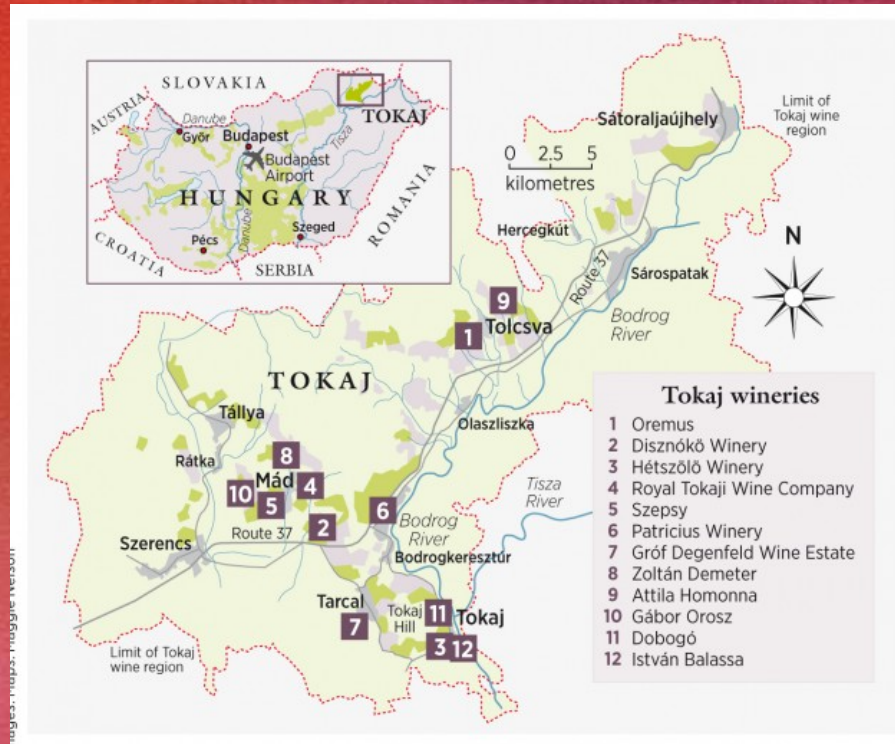
Region

Climate

Soil

Grape Varieties

Wine Styles



Szent Tamás Winery – Tokaj



2009 – Szent Tamás Winery founded by Istvan and partners-they currently own 23 ha. and produce single vineyard selected dry Furmint, Szamorodni and Aszú wines

Mád Furmint 2015, Tokaj, Hungary

100% Furmint sourced from 26 vineyards in the village, cool fermented in stainless steel to preserve fresh fruit character in the wine

Szent Tamás Winery – Tokaj



SZENT TAMÁS

VINEYARDS & WINERY

MÁD

2009 – Szent Tamás Winery founded by Istvan and partners-they currently own 23 ha. and produce single vineyard selected dry Furmint, Szamorodni and Aszú wines

Szent Tamás Szent Tamás Furmint 2013

Single vineyard selection dry Furmint. Dry, full bodied, intense, layered white wine with long, mineral finish

Japan & its Regions

Latitude: 33~ 43° N

Ave. Temp:

Jan 43 F: Sep 74F

Land:145,883sq mi

Rains: 57.7 inch /yr



Prefecture: 47

Winery: 230

98,144KL

(4% of US)

Between Switzerland & Slovenia

Sake Brewery: 1260

481,566KL

Four Seasons – North to South



Winter, Niigata



Spring, Shizuoka



Fall, Nagano



Summer, Okinawa

Japan is divided into 6 main climatic zones:

Hokkaido:

Cool summers, long and cold winters.

Sea of Japan:

Relatively cool summers, cold winters with heavy snowfalls.

Central Highland:

Large temperature variance between summers and winters, and between days and nights.

Seto Inland Sea:

Mild climate throughout the year.

Pacific Ocean:

Hot and humid summers, cold winters with little snowfall.

Southwest Islands:

Subtropical climate with hot summers, warm winters with high precipitation.

Japanese Wine made from Koshu



Katsunuma, Yamanashi		Fujisan 12,388ft (3,776m)											
		TTL JPN 98,144K											
1100m~1300m		Sake 20		Wine 80		Yamana shi 19,602K (20%)							
3,608~4,265ft	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	AVG
High Temp(°F)	46.8	49.3	56.3	68	75.7	80.6	86.9	89.8	81.7	70.5	60.6	51.3	68.2
AVG Temp(°F)	35.6	38.1	44.9	55.6	63.7	69.9	76.5	78.3	71.2	59.9	49.1	39.7	56.8
Low Temp(°F)	26.6	28.8	35.2	45.1	54.1	61.9	69.1	70.7	63.9	51.8	40.1	30.7	48.2
Rain Fall (inch)	1.4	1.6	2.9	2.8	3.3	4.8	4.9	5.9	7.2	4.6	2.1	1.2	42.6

Terroir of Koshu Wine



KATSUNUMA, YAMANASHI Prefecture

Katsunuma (Koshu city) fares considerably **better DRAINAGE** because of its soil (**Clay with lots of Basalt and Andesite**) and **higher ELEVATION**, gets a *refreshing breeze which helps control rot and mildew*, has a ***wider diurnal temperature variation and better ripening conditions for wine grapes***. Here, and in most of the prefecture of Honshu, vines traditionally have trained on to ***overhead wires or platforms, Budodana***, so that the bunches will ***hang lower than the foliage and be more freely exposed to circulating air, as a defense against fungal diseases***.

Koshu Vine Variety



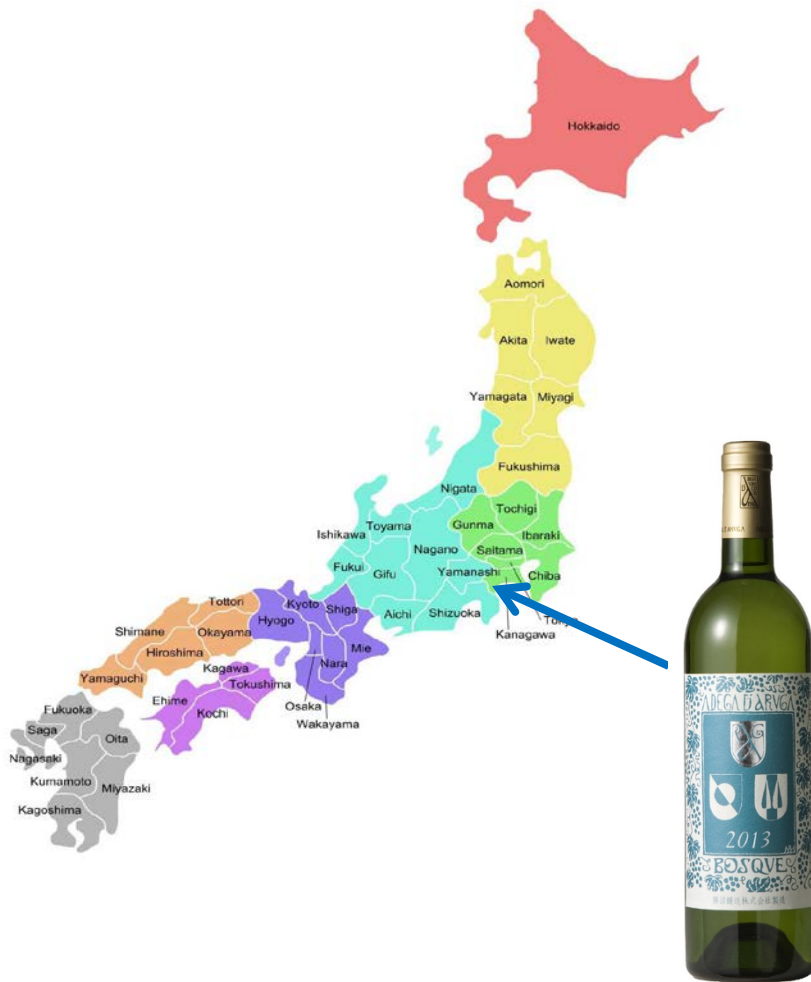
Koshu is an original Japanese *Vitis Vinifera* variety with heavy bearing vines, and the oldest variety indigenous to Japan dating to the 8th century.

It produces big, round, and pink-tinged berries to make white and rosé wine. The original Koshu grapes were brought from Caucasus through Silk Road and spread in Japan with Buddhism.

The wine has crisp acidity,
And is light in body with citrus flavors.

480 hectares in Japan, 95% Yamanashi Pref.

Arugano Bosque – Yamanashi



Winery: Katsunuma Winery Co., Ltd.

Grape Variety: Koshu 100%

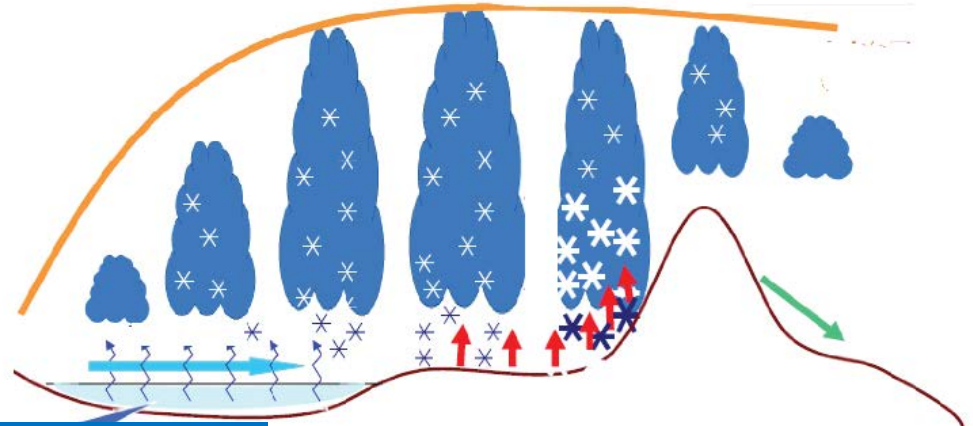
Vintage: 2015

Alcohol: 12.2% **TA:** 6.3g/L **PH:** 3.06

RS: 0.35g/100ml **Vine:** AVG 20yr old

Flavor Profile: Dry white wine made from Koshu grapes. Refreshing aroma of citrus and green apple, light and lean, crisp finish

Niigata Sake – Light, Clean, Dry



Sea of Japan

Pacific

Snow provides: Low Temperature, Constant Water Supply and Clean Air

Unonuma, Niigata	Hakkaisan 5,833ft (1,778m)													
200~250m	Sake 100										Wine 8			
656~820ft	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	AVG	
High Temp(°F)	37.4	39.0	45.9	60.8	72.7	79.2	85.1	89.1	85.3	68.4	56.1	44.1	63.1	
AVG Temp(°F)	32.2	32.5	37.0	48.2	60.6	68.7	75.4	78.1	70.0	58.1	46.6	37.0	53.8	
Low Temp(°F)	27.1	26.8	30.2	38.3	50.2	60.6	68.2	70.2	62.6	50.4	39.4	31.6	46.2	
Rain Fall (inch)	14.6	9.7	7.2	4.6	4.9	6.4	9.7	6.3	6.8	7.3	9.5	12.9	100.2	

八海山

HAKKAISAN

A photograph of a waterfall cascading down dark, wet rocks in a lush green forest. The water is white and frothy as it falls. The surrounding vegetation is dense and vibrant green.

Water

Spring water from Raiden

Extremely Soft Water

Selected to Niigata Best Water 100

Low and Slow Brewing

Fermentation takes
about 28 days

Fermentation in low temperature
creates
clean and crisp taste



Sake production in small batches

Tank size is 3 tons at the maximum

Manual care and control by
human

Hakkaisan Yukimuro

3 year Snow Aged Junmai Ginjo –

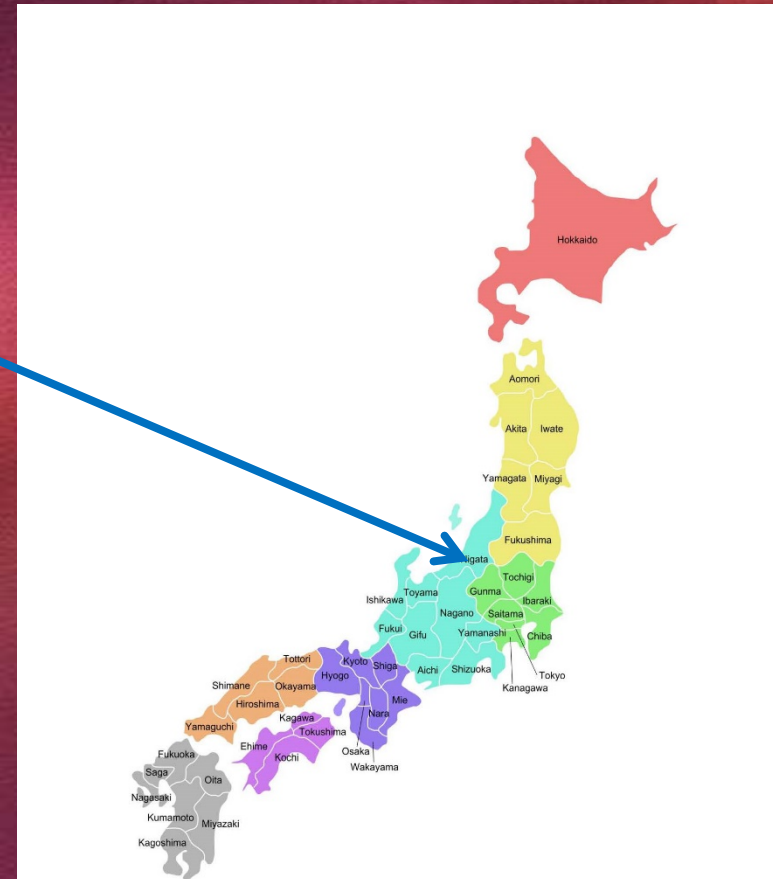
Brewer: Hakkaisan Brewery Co., Ltd.

Sake Rice: (Koji rice) Yamadanishiki
(Brewing rice) Gohyakumangoku & Yukinosei

Polish Ratio: 50%

SMV: -1 **Acidity** 1.5 **Alcohol:** 17.0%

Flavor Profile: Pronounced aroma of red apple and tropical fruits, juicy and round mouthfeel, long finish



Alto Adige – May Mattah-Aliah



Alto Adige - Topography & Climate

- 300 sunny days per year
- Vineyards between 600 – 3,300 feet
- Cooling influence provided by cold Alpine winds pushing down from the Dolomite Mountains
- Warming influence provided by warm air currents blowing north from Lake Caldaro and Lake Garda
- Large differential between day and night temperatures



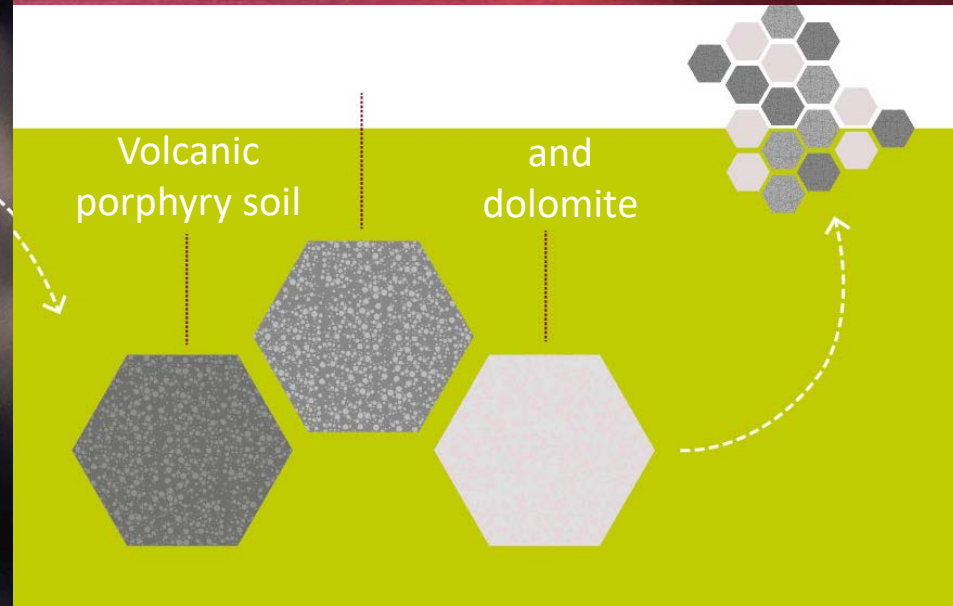


Alto Adige - Mosaic of Soils



Alto Adige has a wide range of soil types

Primitive rock soil composed of Quartz and



Alto Adige - Bolzano

Sun-drenched basin between the Adige & Isarco Rivers

- **Vineyard Area:** 1,695 acres
- **Average Yearly Rainfall:** 28"
- **Average Yearly Temperature:** 55.5F (Summer high temps can reach 97F)
- **Soils:** primarily porphyry, well-ventilated gravel soils on terraced slopes; alluvial soils in the valley
- **Main Grapes:** Schiava, Lagrein, Gewürztraminer, Pinot Blanc
- **Production:** 70% red, 30% white
- **Sub-DOCs:** Alto Adige Colli di Bolzano; Alto Adige Santa Maddalena

Alto Adige - Lagrein

GENERAL:

- DNA profiling has established that the grape is:
a progeny of Teroldego, a grandchild of Pinot, and a cousin of Syrah
- One of Alto Adige's leading red wine varieties
- Represents 8.7% of planted vines in region
- Origins deeply rooted in Bolzano

SOILS:

- Sand, Gravel, Bolzano Porphyry (gravelly valley areas such as the Bolzano basin, where the soils remain warm for a long time in the autumn)

VITI:

- Needs a warm site
- Quite vigorous
- Can suffer from poor fruit set in difficult year

Alto Adige - Lagrein

VINI

- Shorter maceration time and oak barrels sometimes applied to soften and round out the wine.

WINES

- Wines are deeply colored, have intense berry-fruit and medium levels of tannins

MATURATION

- **Normale:** generally aged in mix of stainless steel tanks and large, seasoned oak
- **Riserva:** typically in a mix of small oak barrels and large oak for longer time
- Generally benefits from a year in bottle

Muri-Gries Lagrein Riserva Abtei Muri

Moritzing is situated on the alluvial fan of a local mountain stream at Moritzing. The catchment area consists entirely of Bozen (Bolzano) quartz porphyry. This is where the best Lagrein vines grow.



Muri-Gries Wine Estate/Monastery Cellar



MURI-GRIES®



ALTO ADIGE LAGREIN RISERVA ABTEI MURI DOC 2014

FROM THE HISTORIC MORITZING SITE

Goes well with

this wine deserves pride of place and should accompany fine cuisine: it is a wine to enjoy and discover, requiring some time in the glass to develop properly

Drinking temperature: 14-16°C

Best consumed: within 10 years

Wine

Grape variety: Lagrein

Colour: intensive, dark garnet red

Aroma: complex and multi-layered, ripe berry aromas with cherries and barberries, tangy notes of tobacco and leather, elements of liquorice and eucalyptus, forest soils, dense and full

Taste: convincing structure, finesse and character, soft and velvety nature combined with concentration and extract, finely integrated acidic base, pronounced tannins, fresh and invitingly drinkable, persistent quality - truly one of the most authentic and best interpretations of the native South Tyrolean Lagrein grape

Vineyards

Two estate-owned vineyards with a total of 8,2 ha cultivated area, situated in the historic Moritzing site (plots 944/1, 948, 952, 954/1, 1184/1), 250-290 m above sea level, deep, sandy, well-aerated alluvial soils on Quarz Porphyry; Vine training with guyot and pergola system: the oldest vines date from 1933, the oldest guyot arrangements date from 1992

Vinification

temperature-controlled fermentation in stainless steel at 30°C for 14 days, maceration and organic acid reduction in stainless steel tanks, maturation in small wooden barrels for at least 14 months

Alcohol: 13,5 % Vol.

Total acidity: 5,10 g/l

Residual sugar: 2,60 g/l



RIBOLI FAMILY
WINES OF SAN ANTONIO



“Digging Into Unique Terroir”

Calcareous Soils
of Paso Robles



Marcke Lhyle

August 2017

Paso Robles AVA – Location and sub-AVAs



OUR PASO ROBLES VINEYARDS

Along California's Central Coast, the Paso Robles appellation of San Luis Obispo County provides an ideal climate for growing Merlot. A dry climate with warm days allows for complete maturation of the grapes and creates ripe fruit flavors. The maritime influence of the Pacific Ocean creates very cool nights, which preserve the natural acid balance of the grapes.

WINES PRODUCED



SAN SIMEON

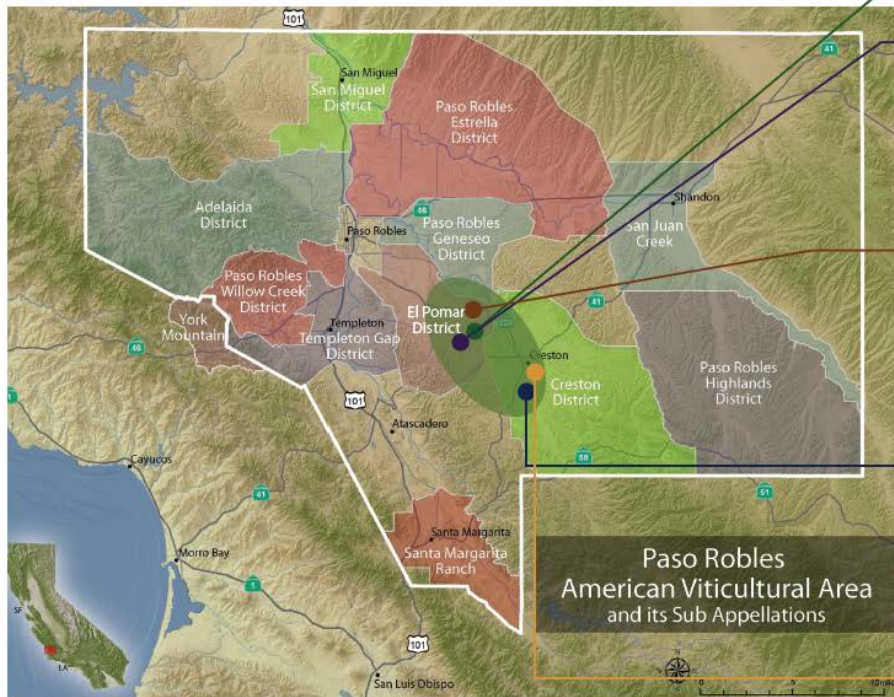


OPAQUE



Maddalena

RIBOLI FAMILY WINE ESTATES



Stefano Vineyard



Maddalena Vineyard



Pretty Penny Vineyard



Riboli Creston Vineyard



Creston Highlands Vineyard

Calcareous Soils

- A.K.A. – Limestone or Chalk soils
- Analogues among regions with Mediterranean climates with coastal proximity
- Highly regarded viticulture soils worldwide
 - France (Bordeaux, Burgundy, Champagne, and the Loire Valley)
 - Italy (Tuscany)
 - Spain (Rioja, Jerez)
 - Australia (McLaren Vale)
 - California (Paso Robles)



Paso Robles

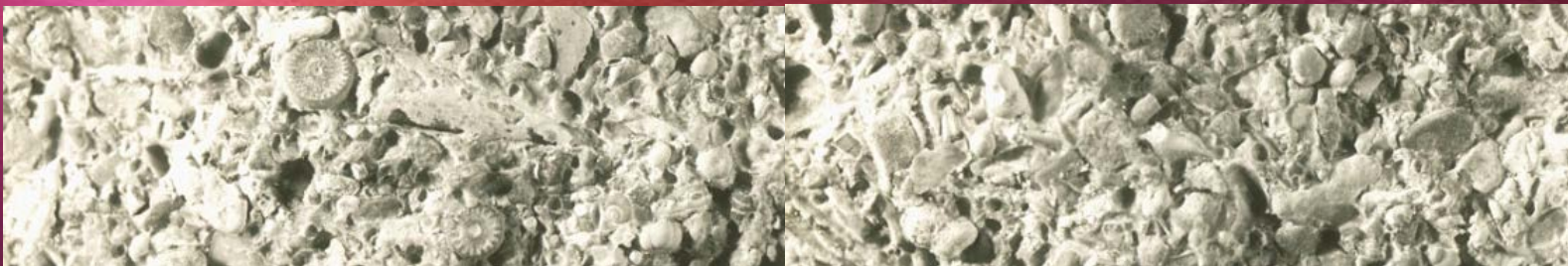


Paso Robles Limestone



Paso Robles Geology & Formation

- Coast ranges submerged under Pacific Ocean
- Land uplift causing a shallowing of seas
- Miocene age – Monterey Formation (5 millions years ago)
- Deposition of marine life high in calcium
- Plankton, marine algae, fish scales, mammal fossils (whale bones), shell fish, etc.
- Formation of calcareous sedimentary rocks
- Shale, sandstone, siltstone, & mudstones
- Found in coastal hills of eastern and western Paso Robles



Paso Robles

Calcareous Soil Properties

- Shallow, well drained shaley loam and clay loams over weathered calcareous sediments.
- Depth to weathered calcareous parent material ranges from 6-40 inches.
- Soil chemistry dominated by calcium
- Very Low levels of all other macro and micro nutrients
- Yellow or white subsoil
- High Free Lime presence thru profile
- “Free Lime” refers to the %’s of carbonates present. Primarily calcium carbonates (CaCO_3).
- Specific lime tolerant rootstocks used



Paso Robles Creston Highlands Vineyard



Paso Robles Lime Induced Chlorosis



Paso Robles Shale



Paso Robles: Our Estate Vineyards

Maddalena Vineyard

Named for our family matriarch Maddalena Riboli, the Maddalena Vineyard is located in the prestigious El Pomar District AVA of Paso Robles. This unique region exhibits warm daytime temperatures but is highly influenced by cool afternoon breezes from the Templeton Gap. The steep hillsides are comprised of Linne-Calodo calcareous soils that are derived from ancient seabeds. This soil forces the vines to struggle to absorb nutrients and creates concentrates wines with a unique mineral character.

AVA

El Pomar District, Paso Robles

Acres

72 acres

Soil Type

Linne-Calodo

Notes

Sustainably Farmed, VSP Trellis

Varieties

Cabernet Sauvignon, Malbec, Merlot,
Petite Sirah, Syrah, Primitivo



Paso Robles Maddalena Vineyard



Cabernet Sauvignon – 34 acres

Malbec – 6 acres

Merlot – 5 acres

Petite Sirah – 4 acres

Primitivo – 18 acres

Syrah – 5 acres





SAN SIMEON

CABERNET SAUVIGNON
2014

Varietal

Cabernet Sauvignon

Vintage

2014

Appellation

Paso Robles

Sources**Pretty Penny Vineyard**

Harvest Date: October 28, 2014

Harvest Sugar: 25.4° Brix

Spring Creek Vineyard

Harvest Date: October 16, 2014

Harvest Sugar: 26.5° Brix

Erickson Vineyard

Harvest Date: October 9, 2014

Harvest Sugar: 26.4° Brix

Gremark Vineyard

Harvest Date: October 22, 2014

Harvest Sugar: 24.9° Brix

Clonal Selections

FPMS 4 & 8, ENTAV 337 & 15

Barrel Aging

36 months

New Oak

68% French & American

Cooperage

Jarnac, Billon Cadus, Berger,
Orion, Vicard, Francois Freres,
Radoux Nadalie Canton

Forests

Allier, Center of France, Nevers,
Appalachian Virginia

pH

3.60

Alcohol

14.5%

TA

0.65 g/100 mL



CARIÑENA

Cariñena – Bob Bath MS

[CARIÑENA
REGION TO WATCH]

CARIÑENA

CARIÑENA: Old Vines



- D.O.P. Cariñena is located in the heart of the Ebro Valley in Spain's region of Aragón
- Cariñena received Denominación de Origen Protegida status in 1932; the 2nd oldest wine region in Spain, after Rioja
- There are over 1,600 growers cultivating 35,000 acres of vines



CARIÑENA: Old Vines



- Cariñena has more old-vine Garnacha planted than any other region in Spain
- Plantings of 30 to 40 years of age are relatively common
- Cariñena offers some of the best quality-to-value
- Flavorful, fruit-forward wines

CARIÑENA: Climate & Terroir



- Planted at high altitude; 1,300 to 2,600 feet
- Extreme day-to-night temperature differences
- Oldest vines date back over a century
- Complex stone soils
- Deep roots extract minerality and water reserves
- Strong, dry *Cierzo* winds cool and protect against vine disease

CARIÑENA: Three Key Wineries



- A trio of producers make the majority of the region's wines
- **Bodegas Paniza**
 - Made up of 400 growers. Vineyards can be found at some of Cariñena's highest altitudes and are entirely hand-harvested
- **Bodegas San Valero**
 - Network of 700 growers.
 - Indigenous varieties are key here, accounting for 70% of plantings
- **Grandes Vinos y Viñedos**
 - Works with vineyards in all 14 growing areas of Cariñena. Vineyards can be found at 1,000 to 2,800 feet in altitude and a third of the land is devoted to growing Garnacha

CARIÑENA: Particular Old Vine Garnacha 2014



- Winery: Bodegas San Valero
 - Variety: Garnacha
 - Vintage: 2014
 - Age of the vines: 30+ years
 - Aging: minimum 6 months
 - Alcohol: 14% vol.
-
- In the cellar
 - Maceration, before and after fermentation, lasts 30 days, with daily pump-overs at a controlled temperature between 28-30° C. After malolactic fermentation in barrel for one month, the wine is transferred to tanks for stabilization and then aged in barrels for 6-14 months

Gustavo Rearte, Pago de Arínzano, Spain

Region

Climate

Soil – *Canteras, Almendros*

Grape Varieties

Wine Styles

Pago de Arínzano



KEY



Pago de Arínzano, Spain

Señorío de Arínzano estate has been recognized for the excellence of its vineyards since the 11th century, when the noble Sancho Fortuñones de Arínzano first produced wines on the property.

Arínzano Estate was rediscovered in 1988. At the turn of the 21st century, their Majesties the King and Queen of Spain inaugurated the Arínzano winery, and celebrated the rebirth of a noble tradition more than a thousand years old-Arínzano is the first Vinos de Pago estate-



Pago de Arínzano, Spain



The First Pago of Northern Spain.

2008 GRAN VINO RED



Our finest expression of Tempranillo. Intense, black fruit with mineral, smoky notes. Powerful and complex but with silky tannins that produce an expressive, elegant and balanced wine. Long finish with all of the qualities of Tempranillo from exceptional terroir. This wine is excellent now and over the next ten years. Low yields, careful vineyard management from unique terroir are the hallmark of this and all other Arínzano wines.

Winemaker:

Manuel Louzada

Varietal Composition:

100% Tempranillo

Appellation:

Pago de Arínzano: altitude of 1560 ft.

Soil:

Peñazas: Loose brown sand with pebbles and cobblestones. Dark red brown fine sand and silt, quite hard but not rock. Poor soil fertility, flat area.

Montico: Sandy gravel with some rounded cobblestones and large chunks of conglomerate rock from slopes above. Medium fertility with excellent drainage.

Vine Training:

Espalier

Sustainably farmed: Highly sustainable.

Organic practices are followed in all of our vineyards. Merlot is certified organic.

Yield: 2,500 Kg/Ha

Harvest date: October 27, 2008

Alcohol: 14.0%

pH: 3.6

Acidity: 4.8 g/L

Vinification/winemaking process:

Manual selection of grapes in the vineyards and in cellar. Cool maceration for 5-8 days. Inoculation with selected yeasts. Maceration for 20 days. Pumpover one per day. One delestage.

Fermentation: 10 to 15 days at 24-26°C

Malolactic:

100% in new french oak barrels.

Oak and Aging: Aged 14 months in French oak barrels - New (50%) and second use (50%)

Production: 2,200 cases



90 POINTS

WWW.ARINZANO.COM/EN/PAGO-WINE [f/PropiedadDeArinzanoVinoDePago](#) [@pagodearinzano](#)

Arínzano® Gran Vino, Red Wine. Still Group USA, LLC, New York, NY. ©2016 Arínzano



Gustavo Rearte, Winemaker

Mission Statement

Achaval-Ferrer has a single passion:

Craft world-class terroir-driven wines from Argentina

We produce benchmark Malbecs from Mendoza,

sourced from single vineyards with

low-yielding, old, ungrafted vines

Unique Landscape

- Verdant vineyards surrounded by desert with Andes as a backdrop (and water source)
- Elevations between 2,199 ft. (Medrano) and 3,487 ft. (Uco Valley)
- Sunlight – approximately 300 days of sun annually (Mendoza)

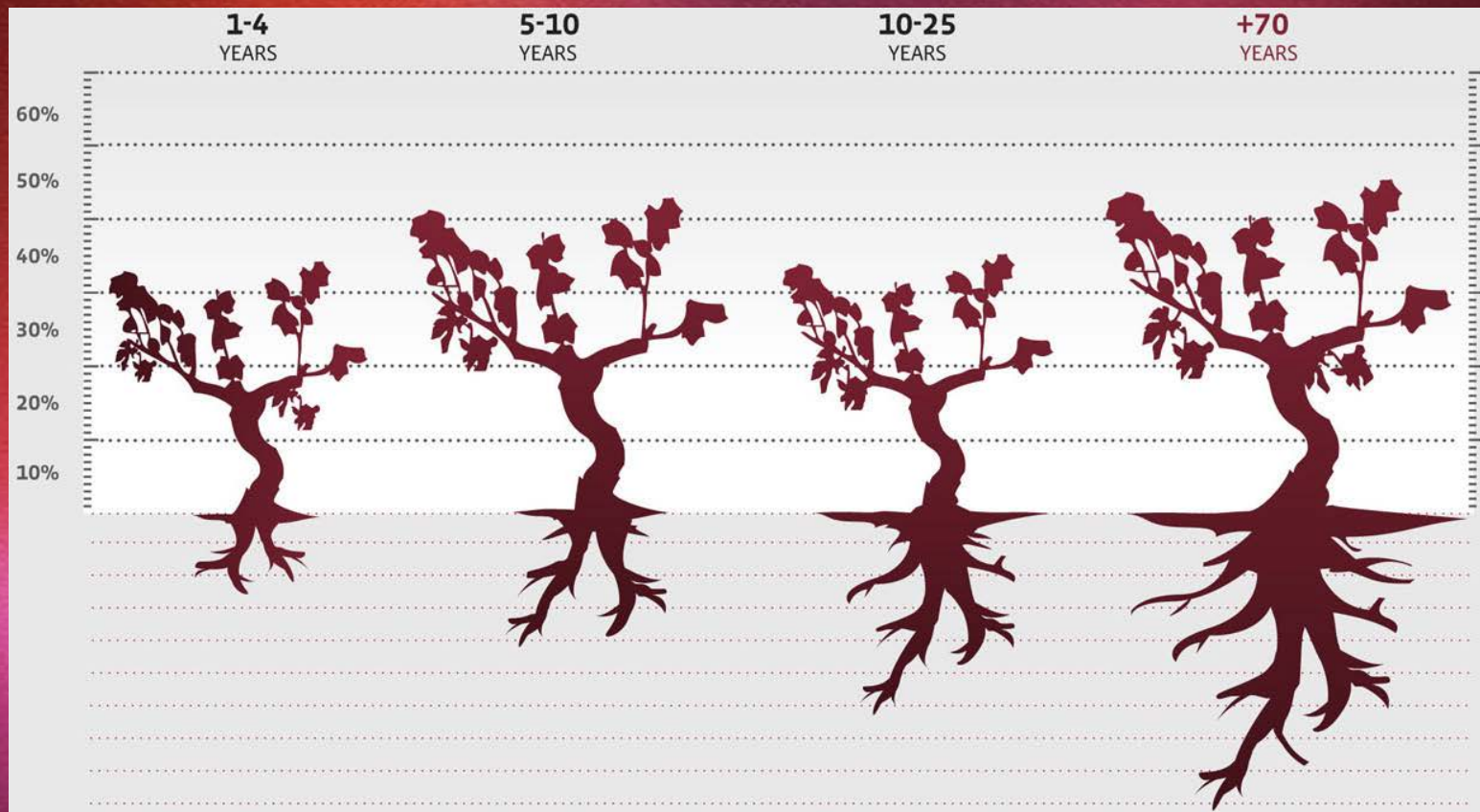


What Makes our Wines Special

- Old Ungrafted Vines
- Intentionally Low Yields
- Low Intervention Winemaking
- Old World Inspired Winemaking

Old Ungrafted Vines

Bring out the true expression of terroir: Roots are now 4x larger than the canopy and act as a huge sponge to soak up earth's elements and deliver concentrated expression to the grapes



Low Yields

Deliver exceptional high quality grapes with intense terroir expression

EXTREMELY LOW YIELDS PER VINE: DELIVER VERY HIGH QUALITY & CONCENTRATION

Average in Mendoza



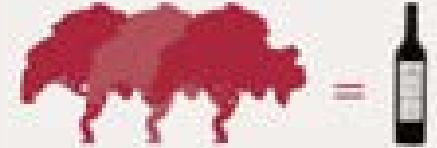
Mendoza Malbec



Guimera



Terroir Line



Malbec - Low Yield



Quimera – Very Low Yield



Finca – Extremely Low Yield



Low Intervention Wine Making

- No Pesticides
- No Netting
- No Added Sugar
- No Sulfites
- No Acid
- No Fining
- No Filtering

Primary Fermentation at 93F, not at 83F

Risk yeast dying to gain additional skin extractions that add to the complexity and depth of the wine

Old World Inspired Wines – with New World Terroir

- Big, bright, forward ripe fruit expression on the nose – New World
- Elegant, complex and layered with higher acidity in the mouth – Old World
- Result: unique, structured food-friendly wines



Finca Mirador 2013

WINE PROFILE

FINCA MIRADOR 2013

Mirador is a synonym of character and refinement, something that is notably magnified after a decade of life.

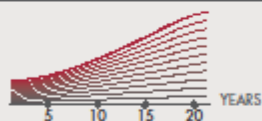
A very mineral wine arises, with shades of graphite; dense and concentrated.

Mirador is an indecipherable book: earth, clay, strength, vigour.

TECH SHEET

WINEMAKERS	Roberto Cipresso, Santiago Achával
VARIETAL COMPOSITION	100% Malbec
PRODUCTION	17,100 bottles
AGING	15 months in French oak barrels
VINTAGE	Hand-harvested / March 12th 2013
ANALYSIS	14.5% Alcohol PH 3.6 Total acidity 6.48

AGEABILITY



YIELD



SUGGESTION

Ideal serving temperature between 16° C and 18° C. We strongly suggest decanting this wine at least an hour before drinking

91 pts. **Wine Spectator**

96 pts. **BY ROBERT PARKER**



TASTING NOTES

Pristine medium ruby. Layers of spice with aromas of blackberry, bitter chocolate and espresso-tobacco. Displaying a savory character with graphite, leather and pepper. Finishes with chewy elegant tannins.

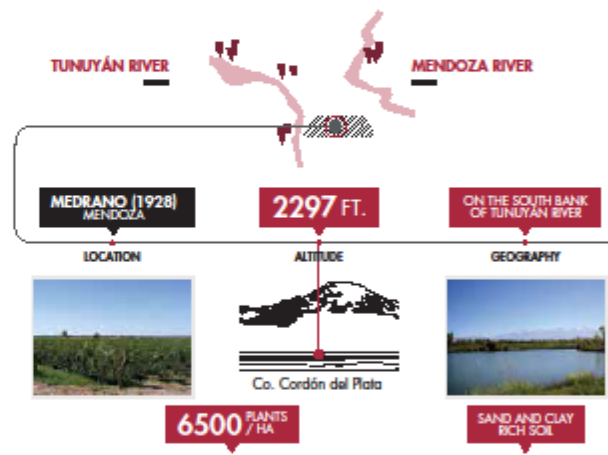


TOTAL LOT AREA
7,5 HECTARES 18,53 ACRES

PERFORMANCE
2500 KG/HA 1,00 TON/ACRE

TUNUYÁN RIVER

MENDOZA RIVER



MEDRANO (1928)
MENDOZA

2297 FT.

ON THE SOUTH BANK
OF TUNUYÁN RIVER

LOCATION

ALTITUDE

GEOGRAPHY



Co. Cordón del Plata

6500 PLANTS
/ HA

SAND AND CLAY
RICH SOIL

PLANTING DENSITY

TEST PIT



ACHAVAL-FERRER

SAND AND CLAY
2.625 FT. THICK

DEEP BOULDER LAYER
(SAND AND STONE)

MENDOZA AVERAGE
1600





Achával-Ferrer™ has one single passion: to craft world-class, terroir-driven red wines from Argentina. Achával-Ferrer produces the most critically acclaimed Malbec from Mendoza, sourced from single vineyards with low-yielding, old ungrafted vines.

2013 FINCA MIRADOR



A definitive expression of terroir. Pristine, medium ruby red in color with layers of spice and aromas of blackberry, dark chocolate, espresso and tobacco. Savory characters of graphite, leather, herbs and pepper add to the complexity and personality of this wine which finishes with textured elegant tannins. Low yields, careful vineyard management and low intervention winemaking are the hallmark of this and all other Achával-Ferrer wines.

Winemakers:

Santiago Achával, Roberto Cresspo

Varietal Composition: 100% Malbec

Appellation:

Medrano: altitude of 2297 ft. with 2600 plants/acre. 12 acres planted between 1928-1942.

Soil:

Heavier soils with some clay component, deep medium drainage.

Vine training: VSP, 1.7 to 1.8 meters high

Sustainably farmed: Highly sustainable.

No pesticides in most of our vineyards.

Yield: 0.8 tons/acre

Harvest date: March 12, 2013

Alcohol: 14.5%

pH: 3.6

Acidity: 6.48 g/L

Brix at Harvest: 24.14

Vinification/winemaking process:

Aerated pump-overs with soft sprinkling of the cap, followed by pressing at the end of and up to 4 days after fermentation as determined by daily tasting results. No filtering. Cold soaks, acid correction, bleed-offs and addition of enzymes were not used during vinification.

Fermentation: Fermented in cement tanks at a maximum temperature up to 93-95°F with extensive pumping over for better extraction.

Malolactic: 100% spontaneous in oak

Oak and Aging: Aged 15 months in 2-year old French oak barrels produced by Bouix and Mercury.

Production: 1,425 12-bottle cases



96 POINTS

WINERY@ACHAVALFERRER.COM WWW.ACHAVALFERRER.COM F/ACHAVALFERRER @ACHAVALFERRERUS

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Thank you for attending!

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