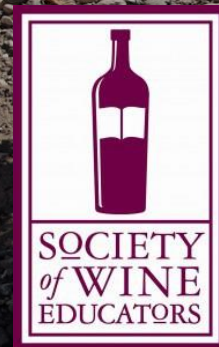


TREASURE HUNTING IN ARGENTINA LOOKING FOR NEW & EXCITING WINES

BY NORA Z. FAVELUKES

Society of Wine Educators Conference
August 2019



Cafayate
BODEGAS ETCHART

DOÑA PAULA
ARGENTINA

PROEMIO
WINES

ANDE LUNA
argentina



SOUTH ATLANTIC WINES
COSTA & PAMPA

BODEGA DEL
DESIERTO
LA PAMPA ARGENTINA

WAPISA

**Argentine
Winegrowing
Regions**

OTRONIA
PATAGONIA EXTREMA

JUJUY

Terroir characteristics



LOCATION

Viticultural area

23° 12' | 23° 51'
SOUTH LATITUDE

65° 21' | 65° 28'
WEST LONGITUDE



CULTIVATED SURFACE for vinification*

Ha: **25.80**

Ac: **63.75**



0.01%

of the
country

0.43%

of the
region



TEMP.

Annual Average

17,1° C

63° F



ALTITUDE

of the vineyards

1.720 - 3.329 masl

5.643 - 10.922 fasl



RAINFALL

Annual Average

140 mm/year

5,5 / 7,4 in/year



HIGHLIGHTS

- | Located in the extreme northwest of the country.
- | Viticultural activity developed in two areas: Quebrada de Humahuaca (GI) and Valles Templados.
- | The highest vineyard in the world is located in Uquiá at 3.329 m (10.922 ft).



Vinegrowing valleys
JUJUY



Cartography by FOCUS

SALTA

Terroir characteristics

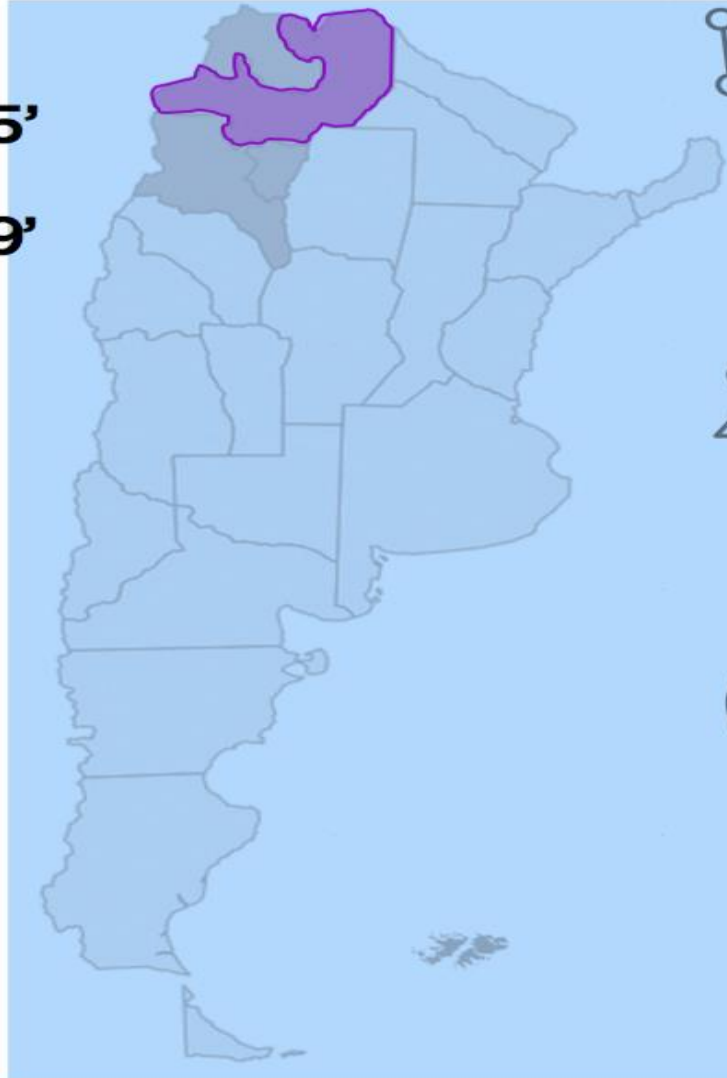


LOCATION

Viticultural area

25° 07' | 26° 05'
SOUTH LATITUDE

65° 58' | 66° 09'
WEST LONGITUDE



CULTIVATED SURFACE

for vinification*

Ha: **3.365,20** | **1.67%**

Ac: **8.315,75** | **56%**



of the
country
of the
region



TEMP.

Annual Average

15° C

59° F



ALTITUDE

of the vineyards

1.530 - 3.111 masl

5.020 - 10.207 fasl



RAINFALL

Annual Average

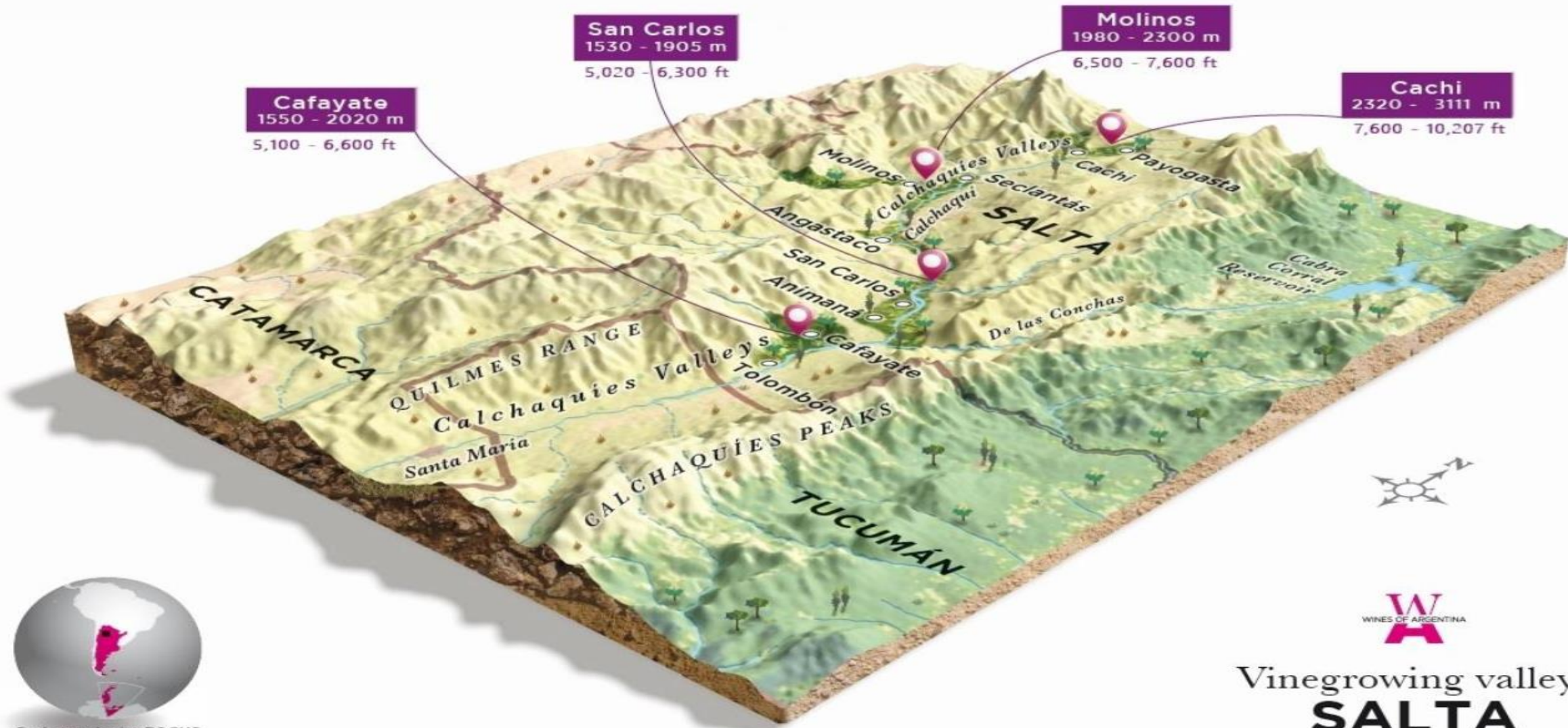
203 mm/year

8 in/year



HIGHLIGHTS

- | The viticultural activity is located mainly in the Calchaquí Valley.
- | Strongly marked by the presence of high altitude vineyards.
- | Cafayate is the main wine producer of the region.



Cartography by FOCUS



Vinegrowing valleys
SALTA

Bodegas Etchart - Cafayate - Gran Linaje



Vintage	2018
Varietal	100% Torrontés
Region	Calchaqui Valley – Cafayate, Salta
Vineyards Age, Acreage & Altitude	55 years old - 50 acres @ 5,742 feet 50% Pergola/Trellis
Soils	Alluvial origin, sandy loam to sandy soils with low content of organic matter, poor in nutrients, deep, well drained.
Vinification	Cold maceration, Fermentation in stainless steel tanks with controlled temperature 14-16° C. Maceration for 17 days.
Aging	Un-oaked
Alcohol	13.8 %
Total Acidity	6.75 g/l
pH	3.4
Bottle Production	50,000

Bodegas Etchart - Cafayate

- Founded in 1850 - Oldest operating winery in Cafayate Valley – Calchaqui Valley
- 989 acres planted – 50% with Torrontés
- Half of them +20 years old
- 100% drip irrigation
- 45% of the total Torrontés production in the Cafayate Valley
- Ecology and Sustainability are their two major pillars

*Bodega "La Merced"
Plantación 1862*

BUENOS AIRES

Terroir characteristics



LOCATION

Viticultural area

38° 04' | 38° 49'
SOUTH LATITUDE

57° 39' | 62° 40'
WEST LONGITUDE



TEMP.

Annual Average

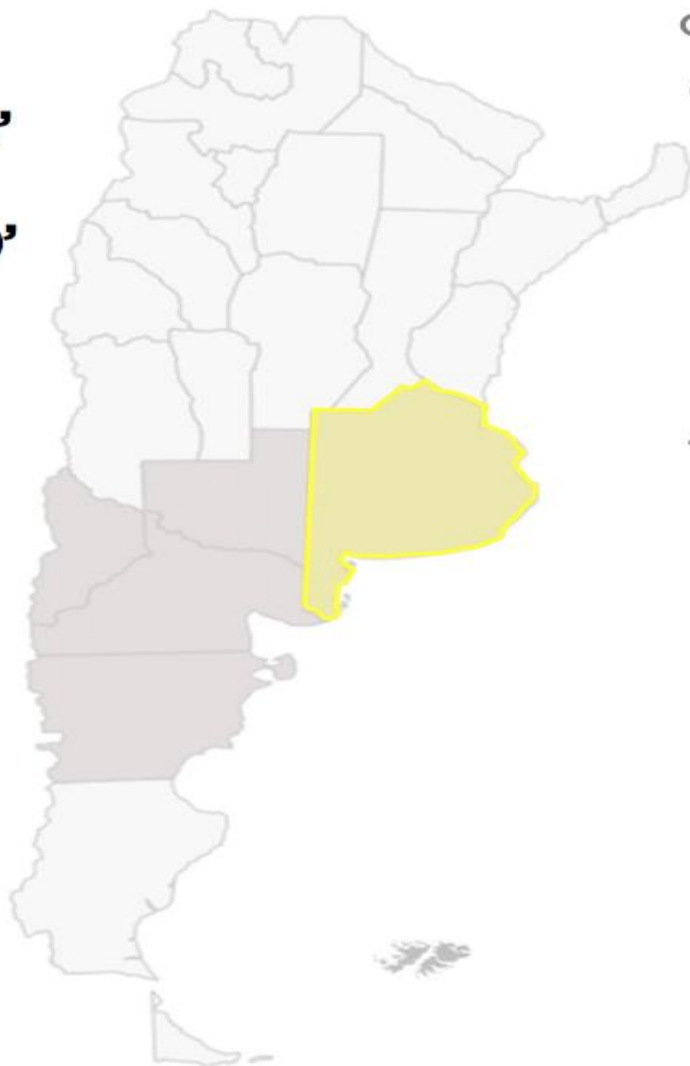
17° C
62,6° F



RAINFALL

Annual Average

511 mm/year
20,1 in/year



CULTIVATED SURFACE

for vinification*

Ha: **144,4**
Ac: **356,83**



0.07%
of the country



ALTITUDE

of the vineyards

25 – 500 masl
82 – 1.641 fasl



HIGHLIGHTS

- | Argentinian wine producers have extended the wine limits to the east, where vineyards receive the influence of the Atlantic ocean.
- | Chapadmalal (Buenos Aires) represents the easternmost point for vine cultivation in Argentina..



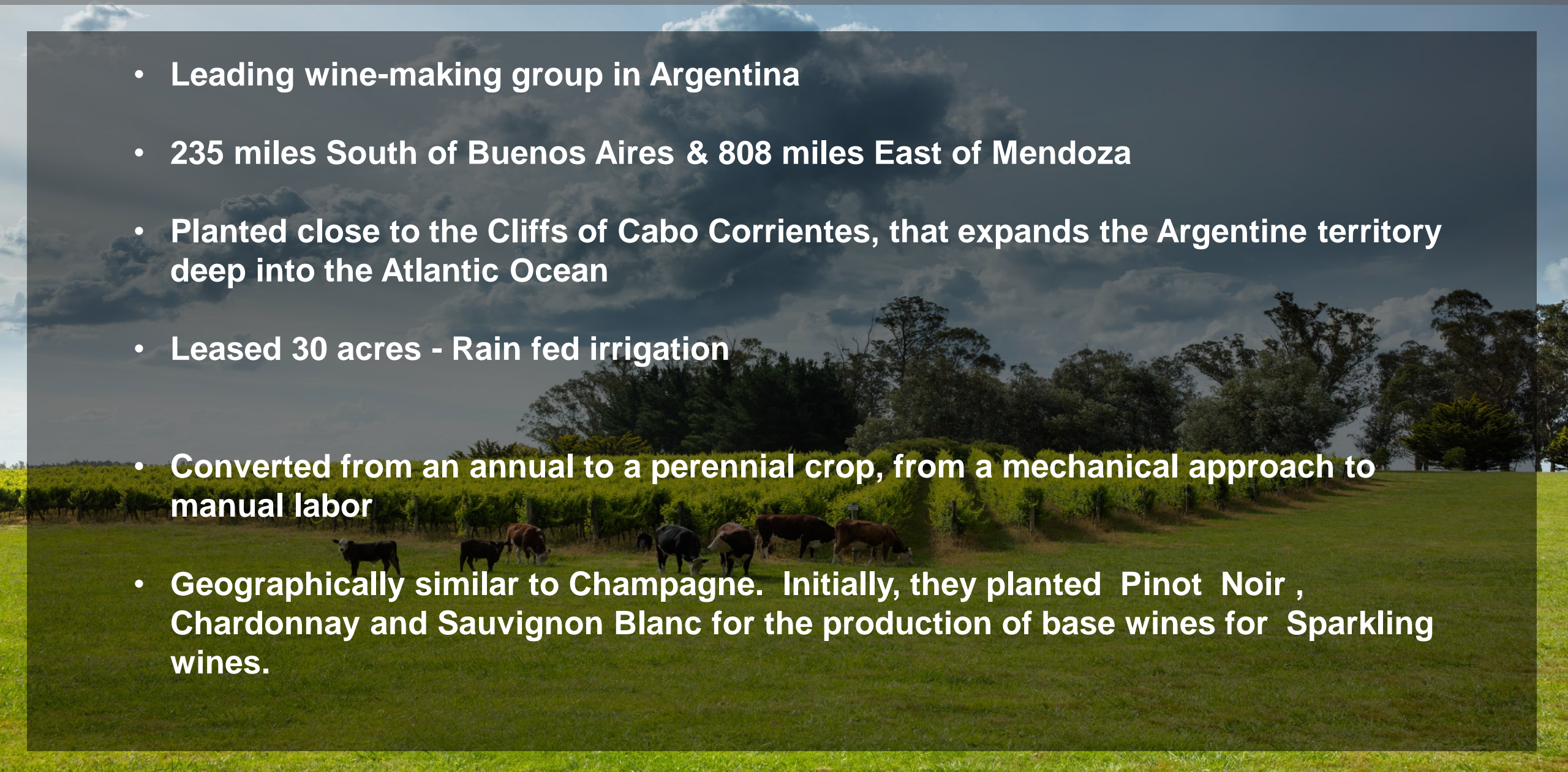
Trapiche - Costa & Pampa



Vintage	2017
Varietal	100% Albariño
Region	Chapadmalal, Buenos Aires
Vineyards: Age, Acreage & Altitude	10 years old - 5 acres @ 128 fasl
Soils	Loessical, clay loam soils, with petrocalcic horizon at 32 inches deep
Vinification	Fermentation in stainless steel tanks with controlled temperature 12-14 °C for 3 weeks. Maceration for 3 days
Aging	Un-oaked. 6 months in stainless steel and 3 months in bottle.
Alcohol	12.9 %
Total Acidity	7.5 g/l
pH	3.27
Bottle Production	1,400

Trapiche - Costa & Pampa

- **Leading wine-making group in Argentina**
- **235 miles South of Buenos Aires & 808 miles East of Mendoza**
- **Planted close to the Cliffs of Cabo Corrientes, that expands the Argentine territory deep into the Atlantic Ocean**
- **Leased 30 acres - Rain fed irrigation**
- **Converted from an annual to a perennial crop, from a mechanical approach to manual labor**
- **Geographically similar to Champagne. Initially, they planted Pinot Noir , Chardonnay and Sauvignon Blanc for the production of base wines for Sparkling wines.**



CHUBUT

Terroir characteristics



LOCATION

Viticultural area

42° 03' | 45° 36'
SOUTH LATITUDE

65° 06' | 71° 31'
WEST LONGITUDE



TEMP.

Annual Average

13,4° C

56,1° F



RAINFALL

Annual Average

184 mm/year

7,2 in/year



CULTIVATED SURFACE

for vinification*

Ha: **72,7**

Ac: **179,65**

0.04% of the country

2% of the region



ALTITUDE

of the vineyards

10 - 670 masl

33 - 2.198 fasl



HIGHLIGHTS

Chubut boasts the southernmost vineyard in the world, which sits beyond the 45th parallel south (Sarmiento).



Vinegrowing valleys
CENTRAL PATAGONIA



Cartography by FOCUS

Otronia - 45 Rugientes



Vintage	2018
Varietal	62.5% Gewurztraminer, 25% Pinot Gris, 12.5% Chardonnay
Region	Sarmiento, Chubut – Patagonia Extrema
Vineyards Age, Acreage & Altitude	7 years old - 120 acres - 870/980 fasl - Organic Certified
Soils	Calcareous soils
Vinification	Manual harvest. Without de-stemming, pneumatic pressing. Fermented separately in concrete eggs
Aging	12 months in large French oak foudres
Alcohol	13.7 %
Total Acidity	6.49 g/l
pH	3.45
Bottle Production	9,600

Otronia – Patagonia Extrema

- Pioneers in developing extreme vineyards in the world
- It is extreme Patagonia due to the extreme weather in Sarmiento (strong winds / frost / snow)
- Located in the heart of Patagonia on south parallel 45'33 (similar to Otago in NZ)
- South of Chubut at just 31 miles to the border with Santa Cruz and 90 miles from the Atlantic Ocean
- Vineyards were mainly planted with Chardonnay, Gewürztraminer, Pinot Grigio and Pinot Noir
- Certified Organic
- First vintage to be released October 2019

RÍO NEGRO

Terroir characteristics



LOCATION

Viticultural area

37° 52' | 40° 45'
SOUTH LATITUDE

63° 16' | 67° 47'
WEST LONGITUDE



TEMP.

Annual Average

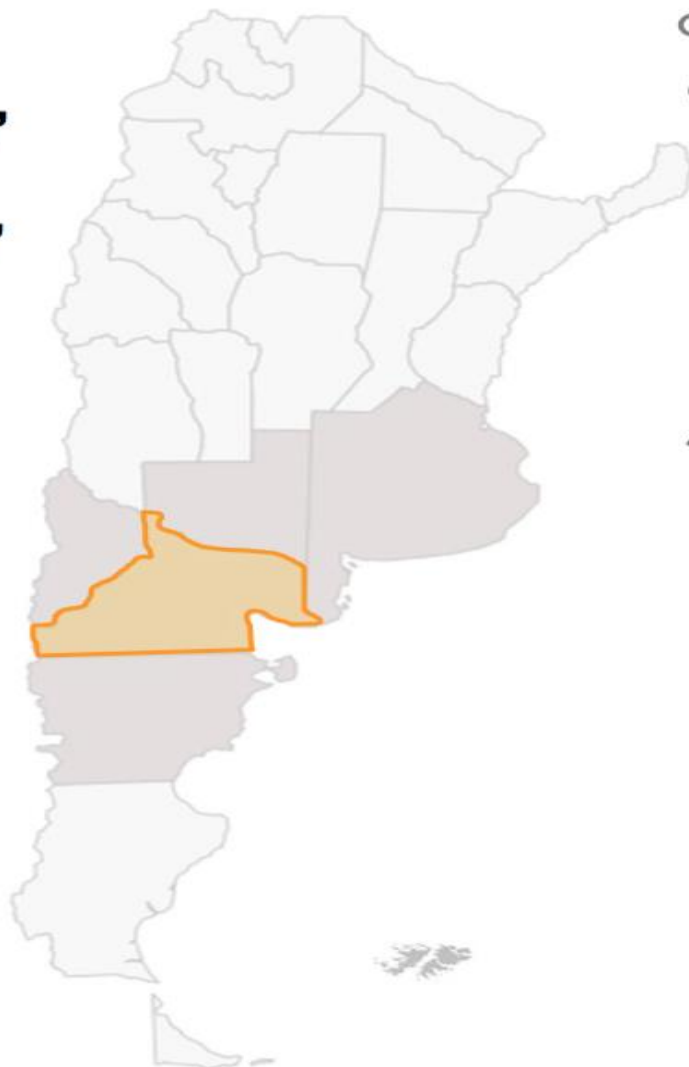
12/16° C
54/61° F



RAINFALL

Annual Average

190 mm/year
7,9 in/year



CULTIVATED SURFACE

for vinification*

Ha: **1.514,90** | **0.75%**
Ac: **3.743,47** | **41.8%**



of the
country
of the
region



ALTITUDE

of the vineyards

4 - 370 masl
13 - 1.214 fasl



HIGHLIGHTS

- | Series of valleys located in the basin of the Colorado and Negro rivers, which cross the province from west to east.
- | The lower valley of Río Negro receives the influence of the Atlantic ocean.



Vinegrowing valleys
RÍO NEGRO



Cartography by FOCUS

Wapisa Wines – Patagonia Atlántica



Vintage	2017
Varietal	100% Pinot Noir
Region	Finca Los Ancantilados Estate, San Javier – Atlantic Patagonia – Rio Negro
Vineyards Altitude, Age & Acreage	12 years old of 300 acres @ 328 fasl
Soils	Clay loam soils and abundant organic matter and rocks 40” deep for great drainage
Vinification	Cold pre-maceration. Fermented in stainless steel for 8 days. Malolactic fermentation.
Aging	8 months in 2nd & 3rd use French oak barrels
Alcohol	13.8 %
Total Acidity	5.75 g/l
pH	3.6

Wapisa Wines – Patagonia Atlántica

- **Wapisa means “whale” in the Yamana dialect, indians from Tierra del Fuego**
- **Founded in 2017 by Patricia Ortiz, President Owner of Tapiz & Zolo from Mendoza**
- **The only winery that exists in this unique coastal terroir**
- **Located on the banks of Río Negro**
- **12 miles away from the Atlantic Ocean**
- **The only Patagonian winery with maritime influence**
- **Sustainable winemaking**

MENDOZA

Terroir characteristics



LOCATION

Viticultural area

32° 43' | 34° 58'
SOUTH LATITUDE

67° 33' | 69° 15'
WEST LONGITUDE



TEMP.

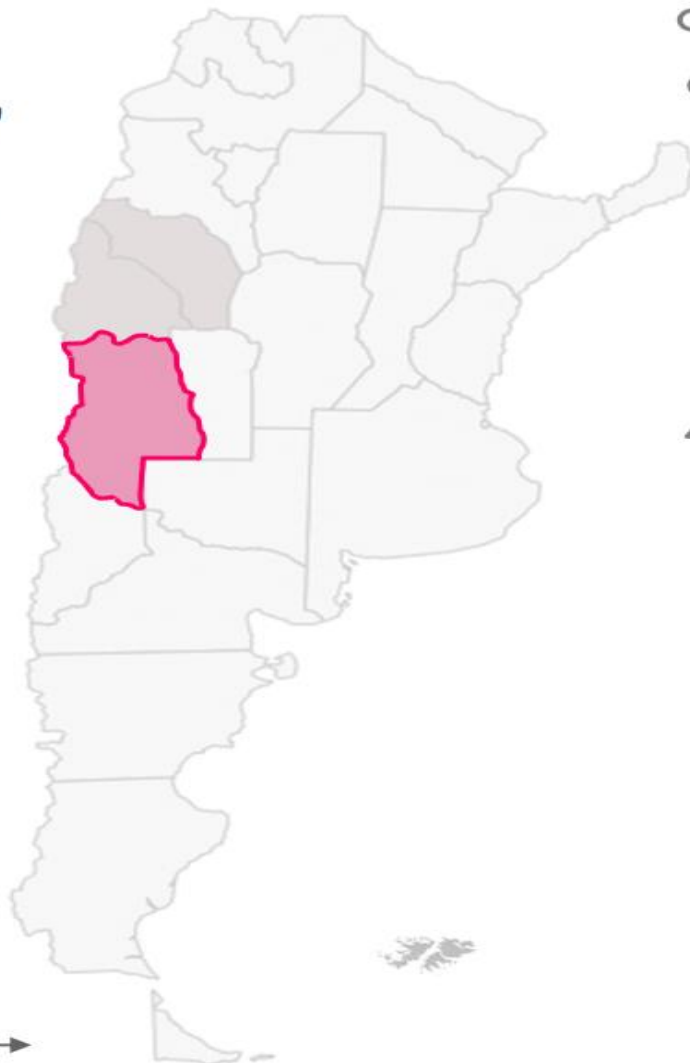
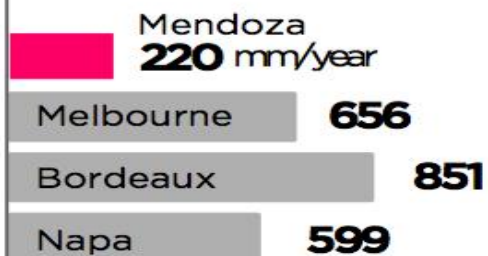
Annual Average

15/19° C
59/66° F



RAINFALL

Annual Average



CULTIVATED SURFACE

for vinification*

Ha: **150.763**
Ac: **372,550,4**



75% of the country
79% of the region



ALTITUDE

of the vineyards

430 - 1.610 masl
1.411 - 5.282 fasl



HIGHLIGHTS

- | The most important wine province and one of the main producing centres in the world.
- | The presence of the Andes shape the climate generating ideal conditions for the cultivation of vines.
- | It is divided into five large sub-regions: Valle de Uco; Primera Zona; Northern oasis; the East and the South.



Vinegrowing valleys
MENDOZA



Cartography by FOCUS

Proemio Wines – Syrah Garnacha



Vintage	2015
Varietal	50% Syrah - 50% Garnacha
Region	Russell, Maipu - Mendoza
Vineyards Age, Acreage & Altitude	10 years old – 7,4 acres @ 2,624 fasl
Soils	Limestone – Cacareous – Alluvial
Vinification	Manual harvest. Co-fermentation and maceration in small concrete vats with indigenous yeasts. Malolactic fermentation. Unfined. Unfiltered.
Aging	12 months in French oak barrels
Alcohol	14.5 %
Total Acidity	6.5
pH	3.55
Bottles Production	3,000

Luján de Cuyo

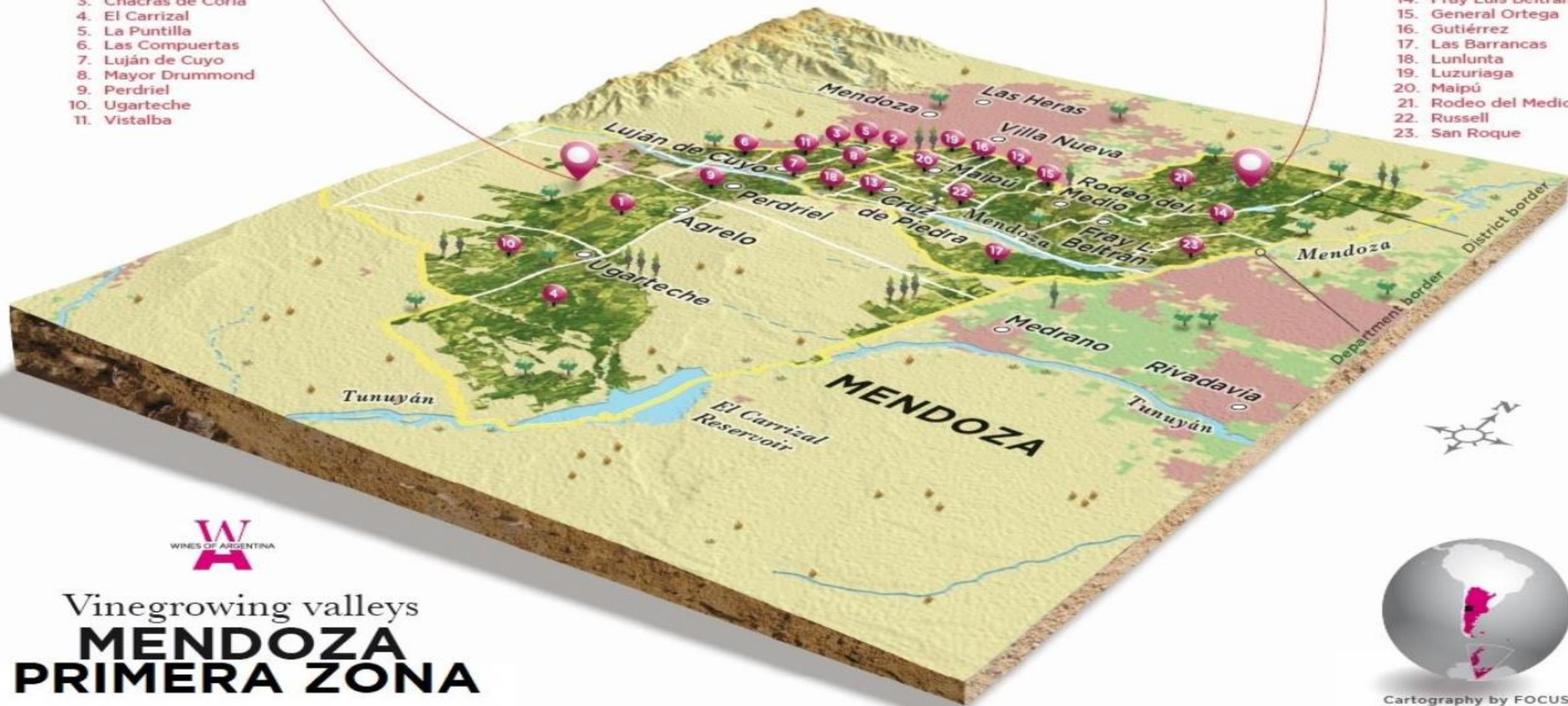
690 - 1300 m
2,300 - 4,300 ft

1. Agrelo
2. Carrodilla
3. Chacras de Coria
4. El Carrizal
5. La Puntilla
6. Las Compuertas
7. Luján de Cuyo
8. Mayor Drummond
9. Perdriel
10. Ugarteche
11. Vistalba

Maipú

615 - 940 m
2,000 - 3,100 ft

12. Coquimbito
13. Cruz de Piedra
14. Fray Luis Beltrán
15. General Ortega
16. Gutiérrez
17. Las Barrancas
18. Lunlunta
19. Luzuriaga
20. Maipú
21. Rodeo del Medio
22. Russell
23. San Roque



Vinegrowing valleys
MENDOZA
PRIMERA ZONA



Cartography by FOCUS

Proemio Wines

- **Founded in 2001 by Marcelo Bocardo, third generation winemaker**
- **Grapes are sourced from diverse terroirs with unique soils, altitude and climates**
- **Three vineyards located in the most recognized wine regions in Mendoza: Maipú, Luján de Cuyo and Uco Valley at altitudes ranging between 2,300 and 4,000 feet**
- **Sustainable agriculture**
- **Organic certified in 2017 (OIA), caring for the environment and having a positive role in the local community**

Doña Paula - Selección de Bodega



Vintage	2017
Varietal	100% Malbec
Region	Finca Alluvia, Gualtallary, Tupungato – Uco Valley - Mendoza
Vineyards Age, Acreage & Altitude	12 years old - 321 acres @ 4,429 fasl
Soils	Alluvial stone, interspersed sand and limestone inlay
Vinification	Manual harvest. A cold pre-fermentative cold maceration. Native yeasts and low temperature
Aging	20 months in 50% 1st use French oak barrels
Alcohol	14.2 %
Total Acidity	6.26 g/l
pH	3.6
Bottle Production	18,000

Tunuyán
870 - 1330 m
2,900 - 4,400 ft

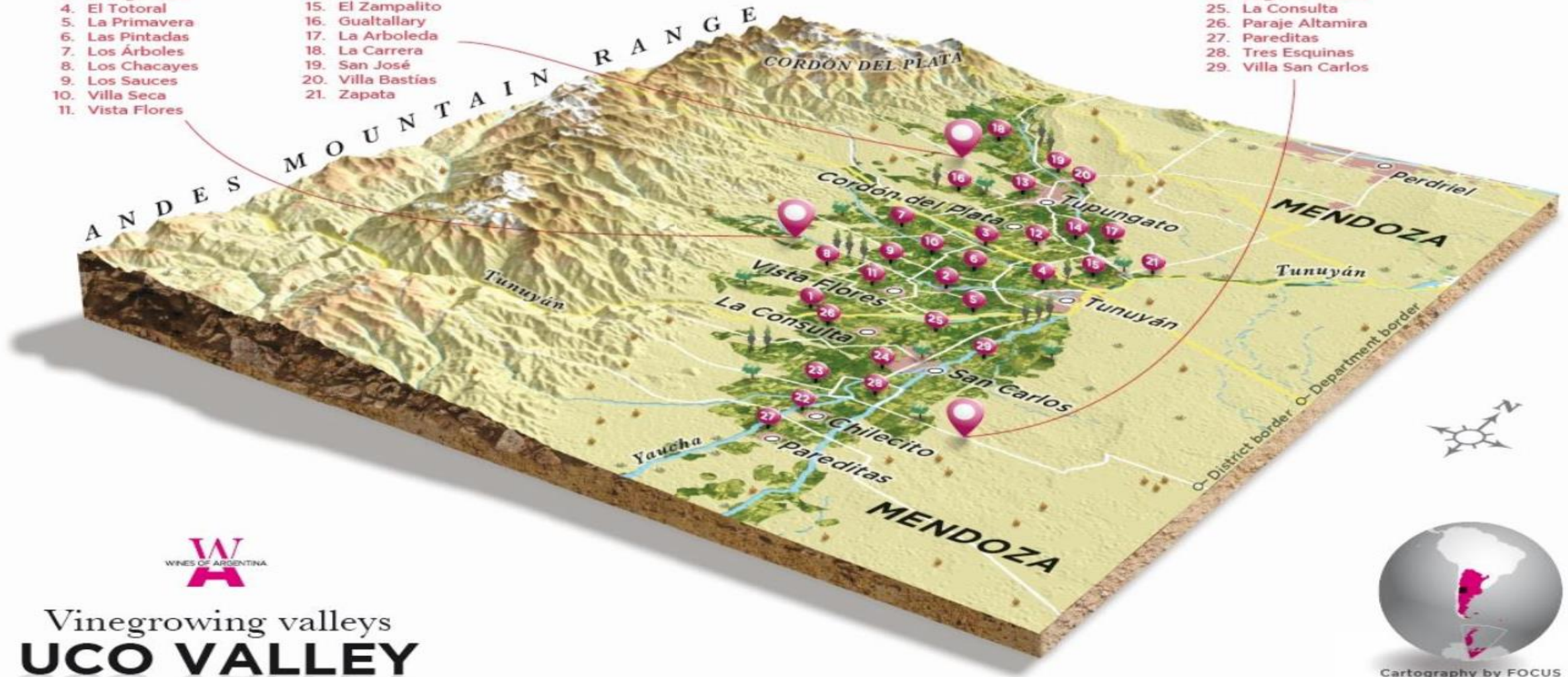
1. Campo de los Andes
2. Colonia Las Rosas
3. El Algarrobo
4. El Totoral
5. La Primavera
6. Las Pintadas
7. Los Árboles
8. Los Chacayes
9. Los Sauces
10. Villa Seca
11. Vista Flores

Tupungato
860 - 1610 m
2,800 - 5,282 ft

12. Cordón del Plata
13. El Peral
14. El Zampal
15. El Zampalito
16. Gualtallary
17. La Arboleda
18. La Carrera
19. San José
20. Villa Bastías
21. Zapata

San Carlos
910 - 1250 m
3,000 - 4,100 ft

22. Chilecito
23. El Cepillo
24. Eugenio Bustos
25. La Consulta
26. Paraje Altamira
27. Pareditas
28. Tres Esquinas
29. Villa San Carlos



Vinegrowing valleys
UCO VALLEY



Doña Paula

- **Founded in 1997**
- **1,737 acres of their own vineyards planted throughout the best wine regions of Mendoza: Luján de Cuyo and Uco Valley**
- **100% Estate Bottled**
- **Sustainable practices**
- **The Terroir Project: 10 years of extensive research through Argentine terroirs to assess the impact of the diverse climates and soils on each grape variety**
- **The study of + 1,000 pits in their own vineyards on the effect of limestone soils and its relevance in cool climate regions**

LA PAMPA

Terroir characteristics



LOCATION

Viticultural area

27° 46'
SOUTH LATITUDE

67° 43'
WEST LONGITUDE



TEMP.

Annual Average

14/16° C
57/61° F



RAINFALL

Annual Average

200 mm/year
7,9 in/year



CULTIVATED SURFACE

for vinification*

Ha: **274,9**

Ac: **679,3**

0.14%

7.6%



of the
country
of the
region



ALTITUDE

of the vineyards

305 – 370 masl

1.001 – 1.214 fasl



HIGHLIGHTS

Patagonia has extended its vineyard boundaries northward over the Colorado River basin, in the town of 25 de Mayo (La Pampa).



Bodega del Desierto - Desierto Pampa

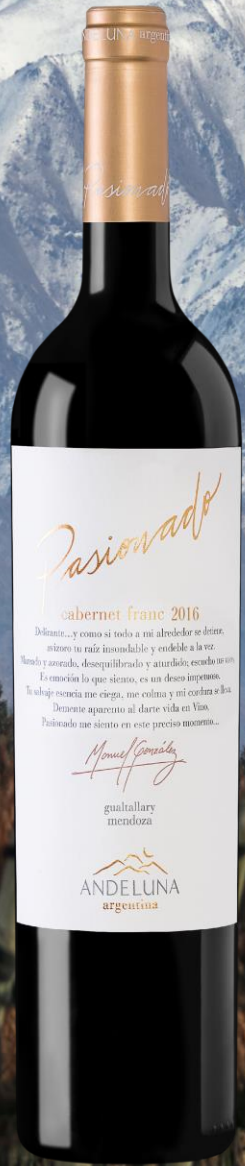


Vintage	2016
Varietal	100% Cabernet Franc
Region	25 de Mayo – La Pampa - Patagonia
Vineyards Age, Acreage & Altitude	18 years old – 37 acres @ 984 fasl
Soils	Sandy, deep, with variable content of stones
Vinification	Within an hour after harvested. De-stemmed. 3 days cold maceration. Malolactic fermentation
Aging	18 months in 100% French oak barrels
Alcohol	14.8 %
Total Acidity	6.11 g/l
pH	3.6
Bottle Production	13,000

Bodega del Desierto – La Pampa Argentina

- In 2000 brother and sister Armando & Maria Loson, after a thorough study of soils and weather, planted a vineyard in the High Valley of the Colorado river in La Pampa
- Located in town of 25 de Mayo, northern Patagonia
- Planted on virgin land surrounded by 100 miles of desert, a natural barrier to maintain their ecosystem
- Drip irrigation (less than 7 inches of rain) from the cool water of the Colorado river
- Continental, arid extreme climate with strong winds

Andeluna - Pasionado



Vintage	2016
Varietal	100% Cabernet Franc
Region	Gualtallary, Tupungato – Uco Valley - Mendoza
Vineyards Age, Acreage & Altitude	25 years old - 5 acres @ 4,300 feet
Soils	Alluvial, loamy, sandy rocky and predominantly permeable limestone soils
Vinification	Manual harvest. A cold pre-fermentative cold maceration.
Aging	2 months 1n 60% 1st & 40% 2nd use French oak barrels
Alcohol	13.8 %
Total Acidity	5.4 g/l
pH	3.6
Bottles Production	4,990 bottles

- **Andeluna was founded in 2003 and is owned and operated by the Barale family**
- **A 200 acre ranch designed like a large French chateau, and located in the middle of the Uco Valley**
- **Andeluna's wines focus on their distinct terroir, the unique geographical and geological identity of Gualtallary, Tupungato, Mendoza.**
- **Cold nights , extreme daily light, excellent underground drainage and lack of rain produces wines with intense color, aromas, expression and structure**
- **One of the first wineries in the region to have a top rated restaurant with a wine pairing menu**

THANK YOU!

Questions?



 @GotoWineBiz -  @Go-to-Wine

