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HER MAJESTY THE QUEEN  
WINE MERCHANTS  
CORNEY & BARROW LIMITED  
LONDON



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HIS HIGHNESS THE PRINCE OF WALES  
WINE MERCHANTS  
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**CORNEY &  
BARROW**

INDEPENDENT WINE MERCHANTS-1780



**CANTINA GIACOMO CONTERNO**

THE 2017 RELEASES

# CANTINA GIACOMO CONTERNO

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*“You drink Barolo but  
chew\* Monfortino”*

ROBERTO CONTERNO

To find out more about Corney & Barrow visit  
[www.corneyandbarrow.com](http://www.corneyandbarrow.com)

\*Masticare in Italian sounds so much better than chew, but then what doesn't sound better in Italian?

# INTRODUCTION

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As I sit writing this, just after the ending of the Lions' final Test against New Zealand, I can't help but see lots of parallels between the "All Blacks" and Cantina Giacomo Conterno.

There is an absolute drive to be the best, but not at the expense of dignity and the greater good. To go further, Roberto Conterno might just be the Richie McCaw of wine, uncompromising, unrelenting, massively aware of what he represents, what lies ahead and what has gone before.

This estate is more than just a personal favourite of mine, to many it IS Barolo. To some it is the ultimate traditional Barolo estate. I don't find *traditional* the right word though. There is a whiff of the old fashioned about it. Roberto is anything but old fashioned. This year's innovation, well from the 2014 harvest, is a new de-stemmer and you can rest assured that no purchase will have been more scrutinised than this was by Roberto. For a view of the borderline OCD here, look back at the paragraph on corks in last year's release.

Like the All Blacks, it is the quest for unachievable perfection that drives everything here, for me we are in "goose bump" territory.

*William Hargrove*

**WILL HARGROVE**  
Head of Fine Wine  
Summer 2017

# THE WINES

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As ever there are a mix of vintages in this release. The combination is a joyous one this year with 2015 having been a wonderfully warm year for Barbera. When we look at the Barolos both 2010 and 2013 are, rightly, seen as epic vintages. Both seasons have been a little cooler but offer the exact conditions in which Nebbiolo thrives.

6 We commence with the two Barberas from 2015: Francia and Cerretta. I often wish these were a separate entity as I believe they would be wines with a cult following in their own right. Then we have just two Barolos - Cerretta 2013 and Monfortino 2010, the latter being arguably the most eagerly awaited release in the splendid history of Italian wine. There is no Barolo Francia in 2013 as all the Barolo from this great site has been designated as Monfortino. The same happened in 2002. What is noteworthy is that there will be only Monfortino in 2014 as well. Never have there been two back to back Monfortino only vintages. The choice to do this is interesting. 2013 will be perceived as a great all-round Barolo vintage while 2014, as was the case in 2002, will be seen as very mixed. Francia is a unique site, this is why. The reverse could easily be said, as the general perception of 2007 and 2012 was very good, but no Monfortino was made. It's that All Black thing, be the best not the same...

One additional joy of the way this estate, and admittedly many others in Piedmont, work is that you form a relationship with the wines as they are tasted multiple times from barrel before bottling. Typically one gets to taste the Barberas twice and the Baroli anything up to 3 or 4 times. The tasting notes below are Alison's and are from the visit we made there in June this year.



## TASTING GUIDE

Our tasting notes provide full details but, at your request, we have also introduced a clear and simple marking system. We hope these guidelines assist you in your selection.

Wines are scored out of 20. Customers seem to like it and it has the benefit of simplicity.

We will often use a range of scores (eg 16.5 to 17) to indicate the potential to achieve a higher mark. When a '+' is shown it adds further to that potential. Wines from lesser vintages will, inevitably, show a lower overall score.

Wines are judged, in a very broad sense, against their peers. Why? Well, you cannot easily compare a Ford with an Aston Martin, other than they are both cars and have wheels. It is not that different with wine.

A score is a summary only. The devil is in the detail, so please focus on the tasting notes and, as always, speak to our sales team.



### BARBERA D'ALBA VIGNA CERRETTA 2015

This has a lovely bright and complex colour. The nose is ever so slightly muted just now, but a lovely red fruited sweetness comes through gradually, very fine. Suggestions of tobacco leaf and tea then appear, with a little leather. The palate is rich in fruit, supported by fine, firm tannins. Mellow but persistent, the overriding impression is of a wine in balance, with gentle fruit and lovely complexity. Very good indeed.

Corney & Barrow Score 18  
Recommended drinking from 2018 - 2024+

£425/case of 12 bottles, in bond UK

### BARBERA D'ALBA VIGNA FRANCIA 2015

Deep plum-crimson, full to the edge of the glass, this evokes an upfront medley of dark fruit, black cherries and berries, with a stony mineral base. As ever, Francia is slightly more serious than Cerretta, yet fresh, appetising and inviting on both the nose and palate, the latter presenting similar aromatics, set within a beautifully balanced frame. The tannins are ripe and rounded, giving gentle support to supple, plump fruit. Undeniably this will benefit from time but it is extremely tempting already – staggeringly pure and very fine.

Corney & Barrow Score 18+  
Recommended drinking from 2019 - 2025+

£425/case of 12 bottles, in bond UK  
£455/case of 6 magnum, in bond UK

#### TO ORDER

Please call  
**020 7265 2430** (London)  
or  
**01875 321 921** (Edinburgh)

Please email  
[sales@corneyandbarrow.com](mailto:sales@corneyandbarrow.com)

Please note: these wines are released *en primeur*. Delivery dates to be confirmed. All prices are quoted in bond UK.

### BAROLO CERRETTA 2013

The climate in 2013 is described by Roberto as “rather fresh”, especially towards the end of the growing season. Limpid garnet in appearance, this offers an attractive blend of fresh, primary berries and more languid dark fruit compote, gently spiced. Similarly aromatic, the palate is sublime, balanced throughout. This is layered, complex and silky, with swathes of gentle fruit, poised and elegant, the tannic structure woven seamlessly through to a long, extremely long, elegant finish – rather decadent.

Corney & Barrow Score 18+  
Recommended drinking from 2019 - 2030+

£850/case of 6 bottles, in bond UK  
£315/case of 1 magnum, in bond UK  
£675/case of 1 double magnum, in bond UK

### BAROLO RISERVA MONFORTINO 2010

This is an inviting, crystalline, garnet-tawny in appearance, seductive from the outset, offering a plethora of dark, macerated autumnal fruit gently spiced, complemented by leather notes and earthy minerals – captivating. The palate is rather hedonistic, offering up front red and black fruit supported by ripe, chewy, persistent tannins...so unbelievably drinkable... yet it warrants patience.

Corney & Barrow Score 19-19.5  
Recommended drinking from 2022 - 2035+

£1495/case of 3 bottles, in bond UK  
£1095/case of 1 magnum, in bond UK  
£2495/case of 1 double magnum, in bond UK

For the first time the Monfortino will be packed in 3 bottle cases. We can take some credit for this initiative, we simply want to keep as many people happy as possible.

#### PLEASE NOTE

**All wines will be allocated.**

**May we please have your order by 22<sup>nd</sup> September 2017.**



### Monfortino – What is it? What is next?

I am often asked how Roberto decides whether there will be a Monfortino in a given year and where the wine comes from. Monfortino is a selection from the Cascina Francia vineyard based on the absolute quality of the fruit. It is not a specific site though there is of course significant crossover from one Monfortino to another in terms of the area used. There is always an initial intention to make a Monfortino. The large oak cask/s (*botti* as they are called) which are selected to be “Monfortino”, are tasted over time. If they are sufficiently high in quality and, importantly, sufficiently different in character from the Barolo Francia, then a Riserva Monfortino will be “declared”. The ageing for Monfortino is 5-7 years, in other words 1-3 years longer than for Barolo Francia. If Monfortino is not to be bottled separately then it is blended in with the Barolo Francia 6 months to a year before it is bottled. Recent vintages in which Monfortino was not made were 2012, 2011, 2009, 2007 and 2003. I have already said that the only time, to date, when there has been a Monfortino and no Barolo Francia was the 2002 vintage, a very small vintage but one where, against the odds, the quality was superb. As mentioned above this will also be the case in 2013 and 2014.

## ALLOCATION

Due to the huge demand for these wines we will have to allocate them all. This will be done as quickly and as fairly as possible. We will do our best to accommodate newer customers, however, priority will be given to customers who have supported wines from Cantina Giacomo Conterno. To order please contact your salesperson, who will be able to help you.

1. The focus of Cantina Giacomo Conterno and Corney & Barrow is on the private customer and as a consumer rather than a speculator.
2. The wines are bought on the clear understanding that they will be stored and delivered in the UK only.
3. Should you wish to sell any of the wines in the future, do please offer Corney & Barrow first refusal as this will ensure the integrity of secondary market distribution, something which is of great concern to Cantina Giacomo Conterno and Corney & Barrow.
4. Priority will be given to Cantina Giacomo Conterno's and Corney & Barrow's best, most loyal and most regular customers.

May we please have your order by 22<sup>nd</sup> September 2017. Allocations will be completed by 28<sup>th</sup> September 2017. Confirmation of order will be through receipt of invoice and the wine will be put into your reserve on payment.

As detailed above, all orders are conditional upon UK storage only.

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## WHEN, HOW AND WHAT TO DRINK NOW?

This is not me telling you what to do, it is simply my view on how you might approach drinking these wonderful wines.

### Barberas

In most vintages the Barbera wines show best at 3-7 years of age. They become more savoury over time and continue to age (a recent 2001 with Roberto was superb) but, as you would expect, have a less defined character and energy. The 2011, 2012 and 2013 vintages are very good now. As these are unfiltered and Barbera is a thick-skinned grape variety, I would recommend decanting 15-30 minutes before serving. The perfect wine to have at home for when you just want something delicious without breaking the bank and knowing you'll get a great wine.

### Barolo

The warmer vintages drink very well when younger and served a shade cooler (13-14 degrees). The recent vintages in this bracket are 2003, 2007, 2009 and 2011. These will all improve but are ready to drink. I recommend continuing to cellar the 2004, 2006, 2008 and 2010 vintages. The wines from 2001 and before are ready to drink, though 2001

and 1999 are still youthful and evolving gracefully. Sediment is less of an issue than with Barbera so I would either allow the wine to breathe standing up with half a glass removed (i.e. drunk!) or decant gently before serving. I far prefer the wine to evolve, temperature and aromas, in the glass so, personally, do not advocate extended decanting, though some people do.

### Barolo Riserva Monfortino

Monfortino is a wine with a vast drinking window, one of the most long-lived of all wines. The youngest vintages that I feel are drinking well now are 1997 and 1998. I would never put someone off drinking a younger vintage as the enjoyment of watching a wine develop bottle by bottle from youth to full maturity is one of the real joys of wine. Younger vintages will require more time in the decanter. I recommend 1-2 hours. I would decant mature vintages but, as with the Barolos above, not for extended time so the wine can evolve in glass.

### Arione

An update is due here. Roberto Conterno acquired a beautiful 9 hectare plot, Arione, next to his Cascina Francia vineyard a couple of years ago. This south-southwest facing vineyard has always been held in high regard. Bruno Giacosa produced wines there in the 1970's. This is both a tremendous investment for the future by the Conterno family

and a major coup, advancing the family's holdings for a second time under Roberto's tenure. Roberto will, as ever, take his time to get under the skin of the new site, everything being vinified separately. Planting is currently just short of 6ha with 3.5ha Nebbiolo, a little over 1ha Nebbiolo d'Alba and 1ha Barbera d'Alba.

# CONTACT US

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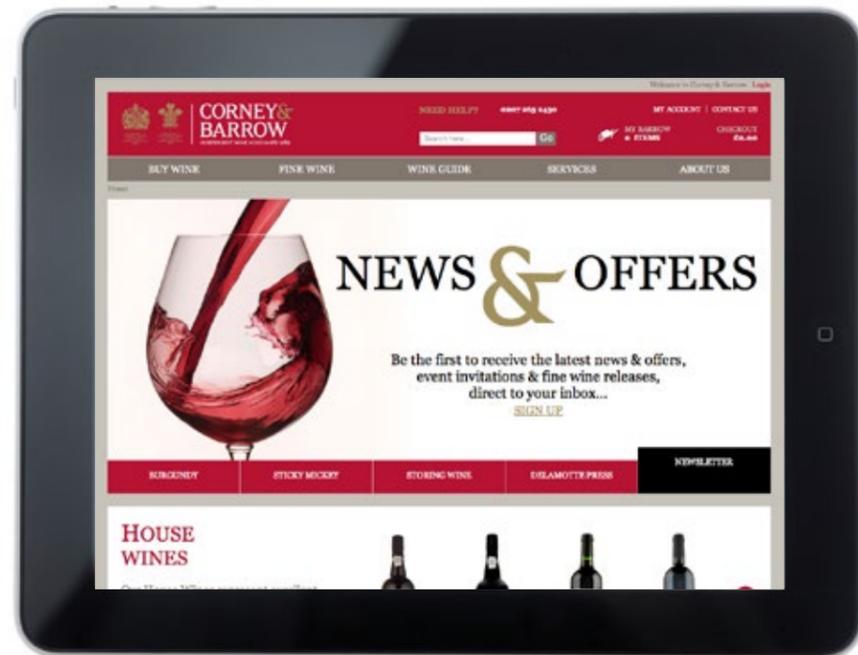
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