



BY APPOINTMENT TO
HER MAJESTY THE QUEEN
WINE MERCHANTS
CORNEY & BARROW LIMITED
LONDON



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HIS PRINCE OF WALES
WINE MERCHANTS
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**CORNEY &
BARROW**
INDEPENDENT WINE MERCHANTS-1780

ANDREA FRANCHETTI 2016 VINTAGE, EN PRIMEUR

Who is Andrea Franchetti? “Terribly grand”... “brilliant, visionary, stubborn”... “so very handsome”... “Barone Franchetti, incredibly privileged, but with a commercial sensibility which marks him out”. Jancis Robinson has written: “What I like about Franchetti (apart from his nerdy film star looks) is his contrariness”. Champion of unfashionable grapes, seeker of hidden viticultural nooks, Andrea Franchetti is a winemaker who has carved his own path.



The Franchettis are entwined with the movers and shakers of the past several centuries, on both sides of the Atlantic. A noble Italian family of Jewish origin, the Venetian side of which married into the Rothschild dynasty. Hemmingway was a family friend. An aunt married the American artist Cy Twombly, who moved to southern Italy. A ski jump in Cortina is named after the Franchettis. They own a row of palaces on Rome’s Via Gregoriana and a stake in the US textiles giant Milliken.

Andrea left school early, cycling and hitchhiking to Afghanistan, before moving to Manhattan and finally back to Rome, where he married his aristocratic Sicilian girlfriend. Whilst it is tempting to see shades of Jude Law in *The Talented Mr Ripley* in his early life, Andrea remains grounded. He is disarmingly self-deprecating: “I had a restaurant in Rome, distributed Italian wines in New York from '82 to '86 and before that I was in a beautiful tunnel of dope. I can't remember exactly when”. He calls the Val d'Orcia, home to Tenuta di Trinoro: “a godforsaken place... with an ex-volcano between it and the sea.”

What Andrea has achieved in both Tuscany and Sicily in a relatively short space of time is the result of much graft and a dusting of genius. Corney & Barrow is proud to represent Andrea’s wines exclusively in both the United Kingdom and Hong Kong.

Guy Seddon
September 2017

TENUTA DI TRINORO

Tenuta di Trinoro is where it all began for Andrea Franchetti. In 1990, he took a solitary break at this property in Tuscany's remote Val d'Orcia, to escape the hustle and bustle of Rome. He had bought the ancient stone farmhouse and surrounding 50 hectares of land a decade earlier (by selling a Cy Twombly painting) but had never developed it. On this visit, in his words, "I went crazy for the place – I was mesmerised". The 41 year-old Andrea resolved to make wine at the estate, planting the first vines in 1992.

Early challenges included his self-confessed belief that agriculture was "the most boring thing in the world". He also had no love for Tuscany's native Sangiovese grape. Inspired by the "earthiness and elegance" of the great Cabernet Franc-driven wines of the right bank of Bordeaux, he characteristically resolved to put this unfashionable grape centre-stage at Trinoro.

The first commercially released vintage was 1997, since when Tenuta di Trinoro has become an outstanding ambassador for both Cabernet Franc and this previously unknown corner of inland Tuscany. The estate's 100% Merlot wine, Palazzi, provides a supple yet full-throated counterpoint, whilst the young vines *cuvée*, Le Cupole, is an unmissable introduction to Trinoro, in many ways its distilled essence.



THE 2016 VINTAGE AT TENUTA DI TRINORO

A mild winter with sufficient rainfall was followed by an equally mild spring, without dramatic shifts in temperature. Vegetative growth started from the 15th April, a little later than usual, but the vines grew rapidly, culminating in a uniform flowering in the first ten days of June. The summer was cool, with a northerly maritime influence, which Andrea describes as "the new norm" in the Val d'Orcia.

Some hail fell during the first days of July, although it affected only a few rows. This was a first at Trinoro, which sits protected between two mountains. The numbers of small green berries diminished naturally, reddening after less than a month. Further manual grape thinning was complemented by canopy management. August had two hot weeks, during which the winds dropped, which Andrea points to as key to the development of body in his 2016s.

September saw some rain, causing the grapes to swell a little. The Merlot started to ripen on the 18th September and the team began to prepare for harvest. On the 23rd, Andrea relates finding grapes "unstrapped from their vegetal flavours" (great phrase), following which he started to pick on the 24th. "I thought: this will be sensational wine". The last load of Merlot came into the winery at the end of the

long day of the 30th, when the team worked from dawn into the night under the tractors' lights, continuing to hunt for grapes in the twilight.

In the first days of October, a light rain fell on the Cabernet Franc, which then dried before the early stages of ripeness were observed from the 6th. Andrea harvested the first hillside plots on the 10th and then again on the 12th, after a brief rainy interlude. "The advancing moon was dragging the fruit into supermaturity", meaning more pickers were drafted in, picking the remainder on the 12th and 13th.

TENUTA DI TRINORO 2016



TENUTA di TRINORO
ROSSO
TOSCANA
Indicazione geografica tipica

50% Cabernet Franc, 42% Merlot, 4% Cabernet Sauvignon and 4% Petit Verdot. The superstar of the estate, this has dark, pure blackberries on the nose, ripe and inviting, with gentle earthiness and a promise of chalky finesse. The palate is crunchy and effusively fruited on the entry, with fruit-coated tannins building in the mouth (top flight Bordeaux in a riper year...?) Taut and tightly packed from the mid-palate to the finish, with lifted, sustained acidity persisting. Balances fruity flamboyance with superb structure. How Andrea maintains this level of freshness is a mystery, but a very happy one. A vapour trail of saltiness on the finish, leaving you wanting another sip. An equivalent of 560 cases of 12 bottles was produced.

CORNEY & BARROW SCORE 18.5

RECOMMENDED DRINKING FROM 2022 – 2032+

£645/CASE OF 6 BOTTLES, IN BOND UK

£655/CASE OF 3 MAGNUMS, IN BOND UK

PALAZZI, TENUTA DI TRINORO 2016



PALAZZI
ROSSO
TOSCANA
Indicazione geografica tipica

100% Merlot as always, the early-ripening properties of which allowed Andrea to pick these grapes before the rains of autumn 2016. Early picking notwithstanding, Andrea appeared rather pleased to declare this a wine which "flirts with extravagance". A lifted, intensely red-berried nose with prune and damson, is detailed by a little pepperiness and a hint of tomato leaf. The palate is richly, hedonistically velvety on the entry, its impressive viscosity enlivened by buoyant acidity which runs through its core. Darker mineral seams and a dash of bitter chocolate add intrigue. The tannins are firm and assured, bolstering the fruit without detracting from it. An equivalent of 260 cases of 12 bottles was produced.

CORNEY & BARROW SCORE 17 – 18+

RECOMMENDED DRINKING FROM 2020 – 2030+

£595/CASE OF 6 BOTTLES, IN BOND UK

£605/CASE OF 3 MAGNUMS, IN BOND UK

LE CUPOLE, TENUTA DI TRINORO 2015



If Tenuta di Trinoro is a supercar – massively impressive but laughably unattainable for most – Le Cupole delivers the same fun, re-engineered for the roads. An immediate success story in the New York restaurant scene, it ticks every box for fine dining: approachable, succulent, oozing with sex-appeal... and ridiculously priced given its pedigree. Dark berries and liquorice on the nose, ripe and inviting. The palate is weighty and deliciously fruited on the attack, leading into a mid-palate of firm tannins, which is rigorous yet fruit-coated. More flirtatious than cerebral, yet underpinned by a serious degree of extract making its Trinoro lineage quite clear. In the words of Alison Buchanan, “the best young Cupole I have tasted”...

CORNEY & BARROW SCORE 18

RECOMMENDED DRINKING FROM 2020 – 2028+

£130/CASE OF 6 BOTTLES, IN BOND UK

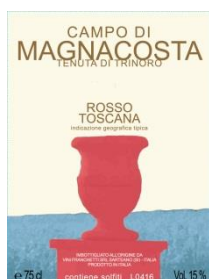
£135/CASE OF 3 MAGNUMS, IN BOND UK

THE TRINORO CAMPI

This is a collection of single vineyard Cabernet Francs, the first vintages of which were 2011 (Magnacosta) and 2014 (Tenaglia and Camagi). Cabernet Franc is a grape Andrea believes is underestimated in Bordeaux. As mentioned before, it also rather suits his nature to focus on a variety currently out of fashion elsewhere in the world of wine. The *campi* at Trinoro and the *contrade* at Passopisciaro are manifestations of the same idea, to show the expression of a single grape variety in varying *terroirs*.



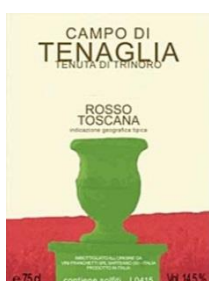
CAMPO DI MAGNACOSTA 2016



100% Cabernet Franc. Magnacosta is a 1.5 hectare gravelly site where an old stream eats (*magna*) into a hillside (*costa*). When pressed for his favourites, Andrea chose Magnacosta and Palazzi, musing, “I think this was the top wine I was able to make this year”. 100% Cabernet Franc, grown from Pomerol cuttings. The “lightest of the *campi*”, according to Andrea. It also appears to be the most accessible. Ripe, bitter cherry on the nose, quite beautiful in its purity. The palate has a similarly wonderful immediacy of berry fruit (“like a supercharged Chinon”, I scribbled). Alongside the potency of Palazzi, this is a wine of crystalline poise.

CORNEY & BARROW SCORE 18 – 18.5
RECOMMENDED DRINKING FROM 2021 – 2029+
£295/CASE OF 6 BOTTLES, IN BOND UK

CAMPO DI TENAGLIA 2016



100% Cabernet Franc, grown on a tiny west-facing plot of 0.3 hectares, lying at 520m altitude. The soil is 2.5 metre-deep, crumbly limestone. Wet earth on the nose, with sonorous dark berry fruit. The palate is firm and structured, with a balancing lightness of touch and a wonderfully pronounced freshness of acidity. Stylistically somewhere between St-Emilion and the Loire...? There is a recurring spiciness in Tenaglia which is emerging as something of a hallmark of this wine. The texture is super-fine – Andrea gave this a very light filtration which, in his words, “made it like silk”.

CORNEY & BARROW SCORE 17.5 – 18
RECOMMENDED DRINKING FROM 2021 – 2029+
£250/CASE OF 6 BOTTLES, IN BOND UK

CAMPO DI CAMAGI 2016



100% Cabernet Franc, consisting of 1.5 hectares planted in 1991-92, which makes this the oldest of the *campi*. Fruit from these vines would have gone into the early vintages of Cupole. Andrea describes this as the “most dramatic” of the *campi*. Indeed, it is rich and hedonistic on the nose, with violets and heavyweight dark berries – blueberries. A punch of tannin on the attack makes you sit up and pay attention, but it is beautifully extracted so you forgive it. A big, demonstrative wine, with significant ageing potential.

CORNEY & BARROW SCORE 17.5
RECOMMENDED DRINKING FROM 2021 – 2029+
£275/CASE OF 6 BOTTLES, IN BOND UK