



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



BY APPOINTMENT TO  
HRH THE PRINCE OF WALES  
WINE MERCHANTS  
CORNEY & BARROW LIMITED  
LONDON

# CORNEY & BARROW

INDEPENDENT WINE MERCHANTS

*Established 1780*



## CANTINA GIACOMO CONTERNO

EN PRIMEUR

EXCLUSIVE TO CORNEY & BARROW IN THE UK



*“Hard work and attention to detail, allied to near fanatical traditionalism and perfectionism, has produced award-winning wines year-on-year.”*

ALISON BUCHANAN, OCTOBER 2012





Roberto Conterno

---

## CANTINA GIACOMO CONTERNO EN PRIMEUR

Cantina Giacomo Conterno is to be found in Monforte d'Alba, a small town in the Langhe in Italy's Piedmont region, north-west Italy. The Langhe is one of the most staggeringly beautiful wine-producing regions in the world, vast and breath-taking, with undulating hills adorned with woodland and striking, steeply-sloped vineyards.

The Cantina Giacomo Conterno label is a guarantee of quintessential quality, recognised universally as the prime ambassador for Barolo, super-traditional, opulent, powerful and pure with a consummate and impressive capacity for ageing.

The history of this family estate spans four generations of individuals equally endowed with pioneering vision and talent. Cantina Giacomo Conterno was established in 1908 when Roberto's grandfather, Giovanni, opened up a small, family-run restaurant in the village of San Giuseppe. He produced a Barolo for the business made from grapes he sourced in the region, and he sold surplus on. When his father died in 1934, Giacomo Conterno naturally fell into the role of overseeing both the restaurant and winery, having worked with his father since his return from the war. Giacomo and Giovanni had been an innovative partnership, producing, bottling and even exporting well ahead of the game. Giacomo, in turn, passed the reins to his sons, Giovanni and Aldo in 1961.

Giovanni, the elder brother, had worked with his father on the 1958 vintage and had been in charge since 1959. Strongly influenced by his father, he elected to follow a very traditional path, producing a very classical style of wine. Aldo, his brother, was more interested in modernising Barolo and consequently in 1969 the brothers went their separate ways, each with a clear vision, albeit conflicting, of the future of Barolo. In 1974, Giovanni spear-headed the fortuitous, and massively courageous investment in the 14-hectare monopole of Cascina Francia, situated at 400 metres above sea level. It is a limestone/sandstone slope, facing south-west – a fabulous site but one which must have taken considerable imagination. When Giovanni Conterno bought the land, Cascina Francia had never been planted with vines, rather it was a wheat field but its exposure and largely calcareous soil proved to be perfect for the Conterno style.

From the first vintage of Cascina Francia, in 1978, the family stopped purchasing grapes from elsewhere. This really put Cantina Giacomo Conterno on the map. Quality, for the first time, was now entirely under family control from vineyard to bottle. There have been few estates in Italy so identified with one piece of land as Giacomo Conterno.

Today, Giovanni's son, Roberto Conterno, is at the helm having assumed the mantle on his father Giovanni's untimely death in 2004. It cannot ever be easy to take over from an iconic figure and Roberto descends from a line of them. The weight of history might bear heavily on the shoulders of Roberto, though all evidence is to the contrary. Even the tightest-lipped cynics would have to admit that Roberto has taken control with extraordinarily single minded determination and drive. Hard work and attention to detail, allied to near fanatical traditionalism and perfectionism, has produced award-winning wines year-on-year.





The Cascina Francia Vineyard

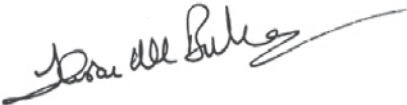


A NEW VINEYARD

Essentially orthodox in his approach, Roberto has not lost the Conterno vision and imagination. In 2008, in an exciting and bold move, he firmly underscored his imprint on the estate’s impressive history by adding three hectares of fabulously-sited *terroir*, Cerretta in Serralunga d’Alba, to the family holdings. This is the first addition to the estate since the acquisition of Cascina Francia, 38 years ago. Now, armed with the combined experience of four generations, Roberto has the opportunity to translate this new, quite different *terroir*, Cerretta, in his own way. The property comprises two hectares of Nebbiolo and one hectare of Barbera on a unique soil – part clay, part limestone. As luck would have it, Roberto’s second vintage was to prove something of a trial, a tough year with rain in spring and summer, followed by hail for good measure – though nature came up trumps in the end. Roberto rose to the challenge and used the experiences presented during the growing season as an essential part of gaining an understanding of this new property, the better to facilitate its individual character. In the light of this, with a very small, severely selected crop, he elected to delay making a Barolo, at least for another year. The wines, sadly available in tiny quantities, will make people smile.

THIS RELEASE

As always with this release, we are offering an array of vintages. The Barberas are released younger (2010 vintage) than the Barolo (2008 vintage), due to the additional length of time needed to age the latter. The 2009 Cerretta Langhe Nebbiolo, after three years in barrel could, but will not, be labelled as Barolo and is therefore a bit of a steal. Excitingly, we also have a Riserva to release this year – Monfortino 2005. The production of Monfortino is restricted to exceptional vintages and is only released when Roberto feels the wine is ready. We never quite know what will be released and precisely when – and arguably Roberto would attest that he is in the same position. The wine decides. Monfortino Riserva, due to such small quantities, will be allocated. Please see details in “How to order on page 8.”



Alison Buchanan  
Associate Director, Buying  
October 2012

VINTAGE NOTES

**2010**  
*“I recommend leaving the wine for some years in bottle, because of its tannic structure.”*  
ROBERTO CONTERNO, JULY 2012

2010 is a very structured vintage as a result of very fresh climatic conditions. Cooler and wetter than average, conditions demanded assiduous attention in the vineyard and this care, allied to fine *terroir*, in the end made for finely-balanced wines, with bright acidity and good staying power. Harvest at Cerretta started at the beginning of October and at Cascina Francia on the 10th October – particularly late.

**2009**  
*“2009 for me is one directional – simple but impressive.”*  
ROBERTO CONTERNO, JULY 2012

2009 began with fresh conditions, a lot of snow at the beginning of the year and rain in spring. Spring merging into summer was relatively dry but there then followed a rather strange summer with mild temperatures until mid-August when it started to get very hot, with temperatures continuing to increase through the beginning of September. Harvest was 10th/12th October. The topsy-turvy nature of the year led to a very approachable wine, both tannic and sweet.

**2008**  
*“I love 2008 particularly.....it has it all”*  
ROBERTO CONTERNO, JULY 2012

2008 presented a number of challenges, most notably due to high rainfall in spring, which resulted in uneven flowering and fruit-set. The weather really did not settle down to the more characteristic hot sunshine until the end of the summer and dashed many hopes with a hailstorm in mid-July. Harvest was very late due to most unusual conditions towards the end of mid-October. Extremely low night time temperatures, even below zero degrees, slowed maturation allowing the grapes gradually to intensify aromatics. Normally harvested towards mid-October, 2008 was picked at the end of October.

**2005**  
*“...Characteristically this Monfortino is a wine with a big structure allied to supreme elegance”*  
ROBERTO CONTERNO, JULY 2012

2005 passed without any exceptional climatic issues and harvest was mid-October, perfectly normal. There was rain around harvest time though starting happily, after Barbera had been picked and stopping for long enough to pick Nebbiolo, before wet conditions returned.

TASTING NOTES

**BARBERA D’ALBA DOC CERRETTA 2010**  
Corney & Barrow Score 17.5–18  
This is Roberto’s third vintage from the Cerretta vineyard, an exciting acquisition and the first purchase since 1974 when the family bought a cornfield which was destined to become the hugely celebrated Monfortino. A good, deep colour, this is both floral and spiced on the nose, perfumed fruit underpinned by crushed stone minerality. Black cherries and kirsch come through on the palate which is firmly structured – less flirtatiously pretty than previous vintages – more serious, with a savoury edge and a very precise focus which directs a protracted, layered finish.  
Recommended drinking from 2014–2020+  
£280/case of 12 bottles, in bond UK

**LANGHE NEBBIOLO CERRETTA 2009**  
Corney & Barrow Score 18  
Well, the decision has been made. What could have been the first Barolo Cerretta release for Roberto has, once again been declassified to Langhe Nebbiolo. This is in part thanks to Roberto’s relentless perfectionism but we suspect that the awe-inspiring quality of 2010 appeals to a latent sense of theatre. It will make a dramatic debut. Aged for three years in old large oak *botti*, it must have been reasonably difficult denying this 2009 the limelight as it charms from the outset. Extraordinary, glossy, jet-purple in colour, limpid but intense, it presents a lovely combination of perfumed, fresh, primary berries and sweet, warmed compote. The attack is aromatic, bright, fresh and focused, floral nuances and minerals complementing a caramelised fruit backdrop. Gentle and beguiling, there is nonetheless underlying grip and focus which extends through a long, graceful finish.  
Recommended drinking from 2015–2022+  
£495/case of 12 bottles, in bond UK

**BARBERA D’ALBA DOC CASCINA FRANCIA 2010**  
Corney & Barrow Score 18  
Jet plum with a dark, bright, cherry rim, this is as ever more serious, sedate and avuncular than its Cerretta counterpart – though the differences were less stark in 2010 – some of the darker classicism perhaps rubbing off on the recent recruit. More reticent than the 2011, which we tasted beforehand, this offers dark, earthy, brooding fruit, almost reluctantly, signalling that it warrants a little patience. The palate is similarly controlled, impeccably balanced for ageing mid-term, a blend of warmed plums, cherries and blueberries, rounded, concentrated and refreshed by perfumed potpourri notes and wild herbs – a lovely wine.  
Recommended drinking from 2015–2025+  
£280/case of 12 bottles, in bond UK  
£315/case of 6 magnums, in bond UK

**BAROLO CASCINA FRANCIA 2008**  
Corney & Barrow Score 19  
Deep, limpid, plum-shot garnet, this sets a very different standard. The nose is very serious, earthy, tarry and brooding and yet there is underlying floral intrigue, rose potpourri and some red berries within a largely dark fruit profile. The palate echoes the aromatics of the nose, adding a savoury, spiced, smoky dimension, all supported by silky tannins. This is very sophisticated, the product of a late harvest, elegant and wonderfully aromatic with a refined, fresh finish.  
Recommended drinking from 2016–2030+  
£460/case of 6 bottles, in bond UK  
£175/case of 1 magnum, in bond UK

**MONFORTINO 2005**  
Corney & Barrow Score 18.5–19  
2005 having been rather uneventful climatically, was fortunate that potential success was not threatened by rain in October, just after the Barbera harvest. There was a dry spell before ten consecutive days of wet weather and happily Roberto seized the moment to bring in Nebbiolo. Shimmering, intense garnet, this presents a captivating blend of dark fruit compote, tarry, earthy minerals, iodine and even tertiary hints of leather. The palate is stoically classical on attack, rigidly controlled by powerful, firm tannins, chewy and persistent and yet nuances of red berries add an extra, aromatic and exuberant dimension which will stand the test of time – which this wine will warrant. Sandwiched between two momentous years, 2005 Monfortino more than holds its own – very impressive.

Recommended drinking from 2020–2040+  
£1,575/case of 6 bottles, in bond UK  
£550/case of 1 magnum, in bond UK

**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.

**14–16 A very good to excellent wine**  
**16–18 An excellent to outstanding wine**  
**18–20 An outstanding to legendary wine**

*A definitive score of a young wine is almost impossible. We usually offer a spread (e.g. 14–16) which relates to a potential to achieve a higher mark. A ‘+’ adds further to that potential.*

*A score is a summary only. The devil is in the detail, so please focus on the tasting notes.*

HOW TO ORDER

The wines can be ordered over the phone and by email. Monfortino will be allocated as outlined here.

ALLOCATION PROCESS

- Allocation process for Monfortino 2005
1. Cantina Giacomo Conterno and Corney & Barrow’s focus 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. No customer will be allocated more than 12 bottles of Monfortino.
  4. Should you wish to sell the wine in the future, do please offer Corney & Barrow first refusal as this will ensure the integrity of secondary market distribution.
  5. Priority will be given in the first instance to the biggest supporters of Cantina Giacomo Conterno and Corney & Barrow’s best, most loyal and most regular customers.
  6. We will do our best to accommodate newer customers.

May we please have your order by Thursday 25th October.

Allocations will be completed by Tuesday 30th October. Confirmation of order will be through receipt of invoice and the wines will be delivered or put into your reserve on payment.


As already outlined, all orders are conditional upon UK storage only.

May we please request that invoices are settled inside the usual terms. In all fairness, we reserve the right to re-allocate your order to other customers on the waiting list if payment is not received by this time.

Do please speak to our sales team, who will be delighted to help you further.

TO ORDER

PLEASE CALL 020 7265 2430 (LONDON)  
OR 01875 321 921 (EDINBURGH) OR EMAIL  
SALES@CORNEYANDBARROW.COM

 These wines are released en primeur. Delivery dates to be confirmed. All prices are quoted in bond UK

CONTACT US:

- LONDON**  
1 Thomas More Street, London, E1W 1YZ  
Tel: 020 7265 2430 Fax: 020 7265 2444  
sales@corneyandbarrow.com
- EAST ANGLIA**  
Belvoir House, High Street,  
Newmarket, Suffolk, CB8 8DH  
Tel: 01638 600 000 Fax: 01638 600 860  
newmarket@corneyandbarrow.com
- EDINBURGH**  
Oxenfoord Castle by Pathhead,  
Midlothian, Scotland, EH37 5UB  
Tel: 01875 321 921 Fax: 01875 321 922  
edinburgh@corneyandbarrow.com
- AYR**  
8 Academy Street, Ayr, Ayrshire, KA7 1HT, Scotland  
Tel: 01292 267 000 Fax: 01292 265 903  
ayr@corneyandbarrow.com
- NORTH OF ENGLAND**  
Sedbury Stables, Sedbury Hall, Richmond,  
North Yorkshire, DL10 5LQ  
Tel: 01748 828 640 Fax: 01748 821 928  
sedburyorders@corneyandbarrow.com
- HONG KONG**  
6th Floor, 9 Queen’s Road Central, Hong Kong  
Tel: +852 2537 3325  
export@corneyandbarrow.com

