



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



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HRH THE PRINCE OF WALES
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CORNEY & BARROW

INDEPENDENT WINE MERCHANTS

Established 1780



CANTINA GIACOMO CONTERNO

EXCLUSIVE TO CORNEY & BARROW IN THE UK

CANTINA GIACOMO CONTERNO

BACKGROUND

Cantina Giacomo Conterno is to be found in Monforte d'Alba a small town of the Langhe in Italy's Piedmont region, in 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 Giacomo Conterno label is a guarantee of quintessential quality, recognised universally as the prime ambassador for Barolo, super-traditional, opulent, powerful and pure with consummate and impressive capacity for ageing.

The history of Cantina Giacomo Conterno 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, another 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 buying in 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 accepted the responsibility lightly. Hard work and attention to detail, allied to near fanatical traditionalism and perfectionism, has produced award-winning wines year on year.



Vineyards at Giacomo Conterno

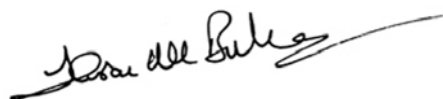
A NEW VINEYARD

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, 37 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 first vintage was to prove something of a trial, a tough year with rain in spring and summer and some 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

N.B. As always with this release, we are offering a mix of vintages. The Barberas are released younger (2009 vintage) than the Barolo (2007 vintage), due to the additional length of time needed to age the latter. The Nebbiolo produced in Cerretta still resides in barrels awaiting Roberto's decision over it being styled as Langhe Nebbiolo, like last year, or Barolo. Excitingly, we are also releasing the Monfortino 2004 this year. The production of Monfortino is restricted to exceptional vintages and is only released when Roberto feels the wine is ready – thereby causing much excitement during our tasting. The Monfortino, due to such small quantities, will be allocated. Please see details in "How to order (p6)."



Alison Buchanan
Associate Director, Buying

VINTAGE NOTES

2009 – “A benchmark year for Barbera”

ROBERTO CONTERNO

2009, interestingly, saw conditions not dissimilar to 2011, with a cool summer, until mid-August, which brought sunshine and hot weather at an opportune moment, easing the grapes towards early maturation. These were unusual conditions as generally the end of August sees cooler weather. In 2009 it was both very hot and dry – ideal, in fact, for Barbera. Harvest started on the 20th September whereas normally it is at the end of the month or the beginning of October. To facilitate ripening, Roberto carried out a late green harvest in August, delaying sufficiently to deny the vine a re-awakening whereby it would compensate with additional growth, instead encouraging an extra boost of intensity.

2007 – “Incredible approachability yet long-lasting intensity”

ROBERTO CONTERNO

2007 was marked initially by an atypically warm winter 2006 /2007, whereby, with no snow, there was a crucial lack of water reserves built up for the growing season ahead. Spring, in addition, provided a little rain. Overall, the climate was not particularly hot in 2007 but incredibly dry. A relatively cool spring and summer gave way in mid-August to four very hot weeks which accelerated maturation. The harvest was therefore earlier than usual with Barbera, the first to be picked, started on the 18th September instead of the more usual end of the month or the beginning of October. The resulting wines are richly fruited, well-rounded and smooth. The Barolo Cascina Francia enjoyed a huge boost with Roberto's decision not to produce a Riserva. What would have been potential Monfortino was added to the blend.

2004 – “A vintage with infinite complexity for exploration”

ROBERTO CONTERNO

2004 was a classic year, with normal temperatures and rainfall. It had however been a potentially prolific vintage, always a concern in terms of quality. Roberto addressed this by green harvesting – dropping around 60% of the crop in order to get a classical, firmly structured vintage, with good capacity for ageing. Harvest was around the 20th October.

TASTING NOTES

Barbera d'Alba DOC Cerretta 2009

Corney & Barrow Score 17+ – 18+

The second year produced from Roberto's exciting new acquisition, this is the first vintage to enjoy Roberto's 100% control. Roberto had taken on the 3 hectare estate mid-year and had declared from the outset that he would need a few years to get under the vineyard's skin. He had hitherto only had experience of Cascina Francia, the monopole estate bought by the Conterno family in 1974, when it was but a cornfield. Hail then, in his first year, provided an additional challenge, yet the wine to emerge was delectable, elegant and charming. 2009 makes its mark immediately, an inky plum-cherry, with a bright, dark cherry rim. The nose is luscious and ripe, beautifully aromatic, sweet, offering abundant ripe black fruit, blueberries and candied cherry, with herbal traces and a hint of mint. The palate echoes the aromatics presented on the nose, set within a silk-textured frame, rounded, though firm, tannins enrobed in dark fruit – something of a steal really – lovely wine.

Recommended drinking from 2013–2018+

£315/case of 12 bottles, in bond UK

Barbera d'Alba DOC Cascina Francia 2009

Corney & Barrow Score 18+

This was picked at the same time as the Cerretta vineyard and, at around the same altitude (400m) it is the variation in the soils which produces two very distinctive styles of Barbera, this being more structured and serious, rather sedate in youth. Deep jet-plum, this offers a gorgeous nose, seductive and brooding with a lovely sense of focus. The palate seizes the challenge, presenting wonderfully concentrated dark fruit within a luxuriant texture, savoury, tantalising and beguiling. There is a sense of a mineral trajectory, a reflection of the limestone soil, allied to a wealth of complexity, even in this embryonic phase. This is a beautiful wine and a fine ambassador for the vintage – simply gorgeous.

Recommended drinking from 2014–2020+

£315/case of 12 bottles, in bond UK

Barolo Cascina Francia 2007

Corney & Barrow Score 18 +-19

A relatively mature, limpid, ruby-garnet in colour, this presents sweet, candied cherries on the nose, liberally spiced with rich mocha cream as a foil. The palate is opulent, seductive and gentle – boosted by what has been potential Monfortino. The would be Riserva casks had promised a beautiful expression of Barolo yet, in Roberto's view, the wine was just a tad too gentle to bear the Monfortino flag. 2007 is positively playful if compared to its very classical 2006 predecessor yet, with the addition of the Riserva hopeful, Barolo Cascina Francia has significant muscle, a strident purposeful focus and undeniable “must buy” status.

Recommended drinking from 2014–2027+

£960/case of 12 bottles, in bond UK

£480/case of 6 bottles, in bond UK

£195/case of 1 magnum, in bond UK

Monfortino 2004

Corney & Barrow Score 19.5-20

An enticing, shimmering garnet-ruby, this is alluring from the outset. The nose is absolutely gorgeous, at once sweet and savoury with a briny mineral backbone. Strawberries, cherry compote, violets and roses all make a play for dominance whilst a background, brooding earthiness adds a classical dimension. The palate, rounded and opulent is totally beguiling, sublime in its balance between succulence and well-rounded, super-ripe, refined tannins, significant but obscured by the depth and intensity of fruit. Powerful, poised and precise, this is a beautiful wine, intense, elegant and totally seductive – absolutely breath taking.

Recommended drinking from 2018–2040+

£1575/case of 6 bottles, in bond UK

VIEW FROM THE FLOOR

My personal obsession with all things Barolo and Cantina Giacomo Conterno in particular is well documented on the C&B blog and certainly my customers know this only too well. I love the region and feel passionately that these wines offer supreme value as well as an amazing sense of place and translate wonderfully the differences (a good thing) between vintages. If you are new to the wines and enjoy full fruited Rhône wines then Barbera will suit you down to the ground. If Burgundy is your thing then

Nebbiolo is a must. The wines here from the Cascina Francia vineyard (both Barolo's) are of “Grand Cru” quality. I have never given a wine 20/20 but Monfortino 2004 went straight into the notebook at that score. The run of Barolo vintages from 2004 to 2007 is exceptional. Please feel free to call me if you want a full run down or you are interested in Barolo / Barbaresco dinners of which I host a few a year.

Will Hargrove, Private Sales Manager

HOW TO ORDER

The wines can be ordered over the phone, email and on-line for immediate confirmation with the exception of Monfortino. Monfortino will be allocated as outlined below.

ALLOCATION PROCESS FOR MONFORTINO 2004

1. Cantina Giacomo Conterno and Corney & Barrow's focus is on the private customer and as a consumer rather than a speculator. In order to maximise the allocations to you the customer we have declined larger formats this year in favour of more bottles.
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. To help in this, we have a small range of older vintages in stock to help begin a collection.

May we please have your order by Thursday 1st December.

Allocations will be completed by Tuesday 6th December. 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.

CORNEY & BARROW TASTING GUIDE

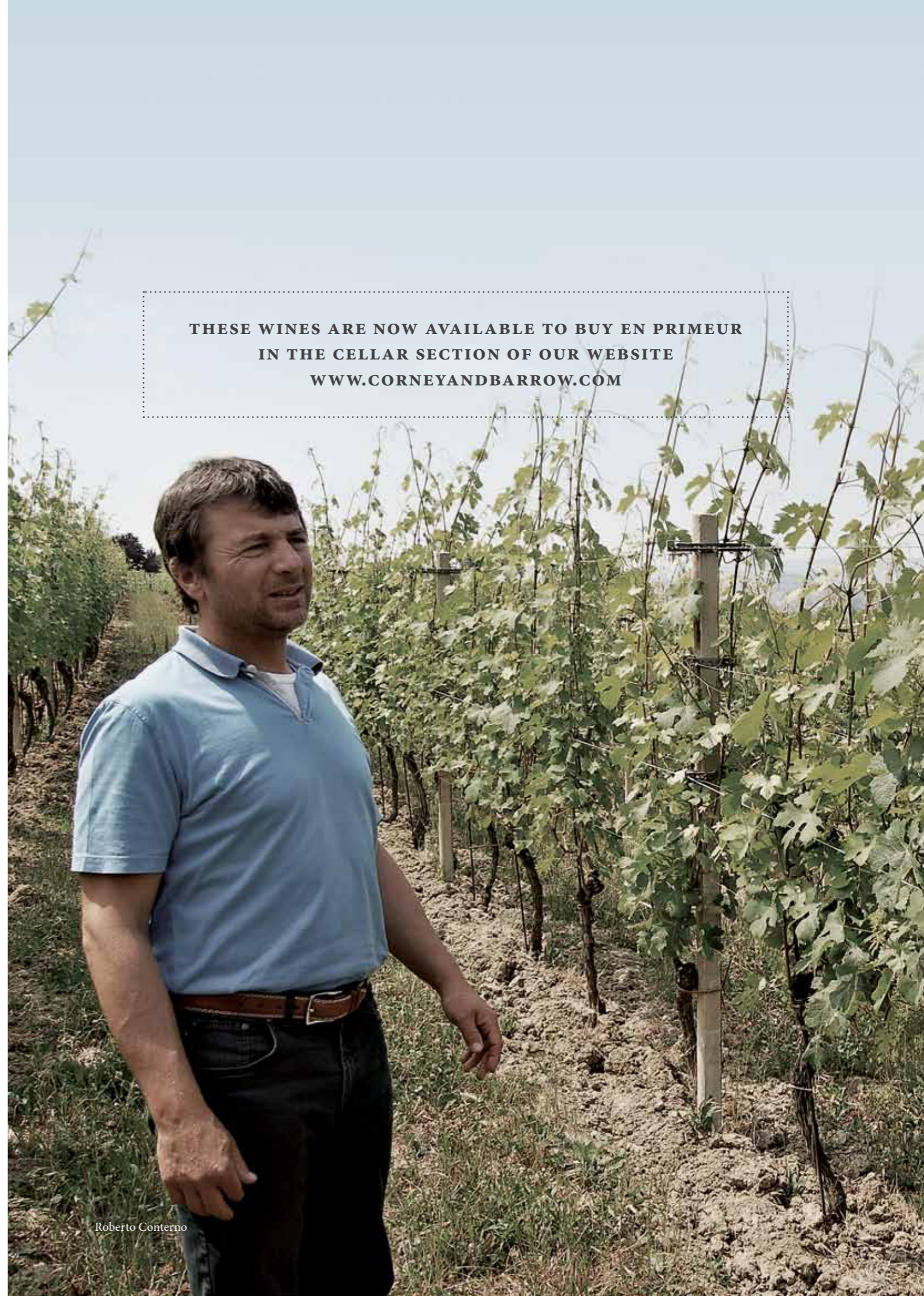
Our tasting notes provide full details but, at your request, we have also introduced a clear and simple marking system.

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

- *Wines are judged within their peer group,*
- *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.*

THESE WINES ARE NOW AVAILABLE TO BUY EN PRIMEUR
IN THE CELLAR SECTION OF OUR WEBSITE
WWW.CORNEYANDBARROW.COM



Roberto Conterno

TO ORDER, PLEASE USE THE FORM PROVIDED OR CALL 020 7265 2430 (LONDON) OR 01875 321 921 (EDINBURGH)

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