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CORNEY & BARROW LIMITED
LONDON



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HIS MAJESTY THE PRINCE OF WALES
WINE MERCHANTS
CORNEY & BARROW LIMITED
LONDON

CORNEY &
BARROW

INDEPENDENT WINE MERCHANTS-1780

CONTERNO



BAROLO

DENOMINAZIONE DI ORIGINE CONTROLLATA E GARANTITA
RISERVA 2008

Monfortino

IMBOTTIGLIATO ALL'ORIGINE DA
AZIENDA VITIVINICOLA
GIACOMO CONTERNO & GIOVANNI CONTERNO
MONFORTINO D'ALBA - ITALIA

14.5%

CANTINA GIACOMO CONTERNO

EN PRIMEUR

CANTINA GIACOMO CONTERNO

EN PRIMEUR



Before looking at the background of this property, we must announce one of the most exciting developments for Giacomo Conterno.

Roberto Conterno has acquired a beautiful 9 hectare plot, Arione, next to his Cascina Francia vineyard. This south / southwest facing vineyard has always been held in high regard, wines produced there in the 1970s by Bruno Giacosa. 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 3,5 ha Nebbiolo, a little over 1ha Nebbiolo d'Alba and 1ha Barbera d'Alba. We cannot wait to see what emerges.

To find out more about Corney & Barrow visit
www.corneyandbarrow.com

BACKGROUND

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

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

The history of Cantina Giacomo Conterno spans four generations, all equally endowed with pioneering vision and talent. Roberto's father, the elder of two brothers, had worked closely with his father, taking charge in 1959. Strongly influenced by his father, he chose to follow a 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, for the future of Barolo.

In 1974, Giovanni spear-headed the fortuitous, and massively courageous investment in the 14 ha 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 needed considerable imagination. When Giovanni Conterno bought the land, Cascina Francia had never

been planted with vines, rather it was a wheat field. However, 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, which really put Cantina Giacomo Conterno on the map. Quality, for the first time, was now entirely under family control from vineyard to bottle. Indeed, there have been few estates in Italy so identified with one piece of land as Giacomo Conterno.

After Giovanni's untimely death in 2004, his son Roberto took to helm. It can never be easy to take over from an iconic figure and Roberto descends from a line of them. The weight of history could bear heavily on the shoulders of Roberto, yet 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.

CERRETTA

Essentially orthodox in his approach, Roberto retains the Conterno vision and imagination. In 2008, in an exciting and bold move, he firmly stamped 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.

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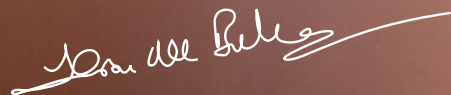
This was the first addition to the estate since the acquisition of Cascina Francia, 34 years previously. Now, armed with the experience of four generations, Roberto has the opportunity to mould this new, quite different *terroir*, in his own way. The property comprises two hectares of Nebbiolo and one hectare of Barbera on a unique soil, part clay, part limestone. 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. Every year adds to that knowledge. The first two vintages of Barolo from Cerretta were declassified whilst Roberto got to know his vines.



Roberto Conterno

THIS RELEASE

As always, with this release, we are offering a mix of vintages. Barbera is released younger (2013 vintage) than the Baroli (2011 vintage), due to the additional length of time needed to age the latter. This year we are delighted to be offering the second vintage of Barolo from the Cerretta vines along side Francia, bought by Roberto in 2008. The previous two vintages were declassified to Langhe Nebbiolo, pending Roberto being absolutely satisfied about the quality and his understanding and interpretation of the new vineyard. This year we also have the opportunity to offer Monfortino – the very lovely 2008 vintage.



ALISON BUCHANAN
July 2015



2013 VINTAGE NOTES

"The 2013 Barbera, besides showing nice fruit and acidity, typical for Barbera, is built on a firm tannic structure."

ROBERTO CONTERNO

The climate in 2013 is described by Roberto as "rather fresh", especially towards the end of the growing season. Thus Barbera was picked much later than usual, around the 10th October, rather than the end of September. The resulting wine reveals typically attractive fruit and acidity, supported by a firm tannic frame.

2011 VINTAGE NOTES

"Barolo 2011 is showing a lot of fruit in the wine. Generally we get more fruit in the Cerretta wines but in this vintage we would say the Francia is more similar to the Cerretta because of this presence and expression of fruit... whilst still being very distinct."

ROBERTO CONTERNO

2011 was marked by early flowering - a good 10 to 15 days earlier than normal around the 20th to 25th May. Summer was then fresh initially through to mid-August when temperatures rose significantly, continuing to be hot through to the end of September. Fortunately the nights were cool, which aids complexity and the ripening of the tannins. The combination of early flowering and the warmth late in the season made for an early harvest, Nebbiolo being picked 6th/7th October instead of the more usual mid-month.

2008 VINTAGE NOTES

"...a new challenge in the history of Conterno."

ROBERTO CONTERNO

2008 presented a new set of challenges, beginning with high rainfall in spring, which then made for uneven flowering and fruit set. The characteristically hot weather was not in evidence until approaching the end of summer and cruelly, there was a hailstorm on the 27th July which damaged the Cerretta vineyard. Quantities would be limited and harvest dates delayed. 2008 is noted for this exceptionally late harvest and an early bottling, with six rather than seven years in cask. Picking did not start until the 30th October rather than the normal dates between 10th and 15th October. This was all down to the end of September having been particularly cold, almost zero Celsius, arresting the ripening process.

It did then get warm however and, although delayed, late summer was gorgeous as was the run up to harvest. Nebbiolo did particularly well. The result is a Monfortino which is less tannic than its immediate predecessor, 2006. This is a wine of tremendous complexity, which even makes perfectionist Roberto smile. He is particularly fond of the vintage.



THE ALLOCATION PROCESS

We are often asked by customers for guidance on the quantities they should order. Due to the huge increase in demand for these wine over recent years, we will have to allocate all the wines in this offer. 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 over time.

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. 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.
4. 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.
5. We will do our best to accommodate newer customers.

MAY WE PLEASE HAVE YOUR ORDER BY
WEDNESDAY 22ND JULY.

Allocations will be completed by Monday 27th July.
Confirmation of your 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 within the usual terms. In the interests of being fair, 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.

TASTING NOTES

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 CERRETTA 2013

From 20-year-old vines, this presented an explosion of fresh fruit on the nose, black and red berries and cherries, impeccably focused. The palate reveals lovely supple fruit, silken texture and tannins which are rounded, fruit-coated, though present in earnest. There is structure there but totally upstaged by the flirtatious, bright fruit. Balanced throughout, there is an upbeat finish with characteristically bright acidity – too tempting in this embryonic phase.

Corney & Barrow Score 17.5+
Recommended drinking from 2016 - 2022+

£315/case of 12 bottles, in bond UK

BARBERA D'ALBA FRANCIA 2013

This has a wonderfully inviting nose, rich in cherries and berries, with an underlying stony minerality, saline notes and a persistent high-toned focus. There is old fruit intensity (40-year-old vines) on both the nose and palate, the latter presenting the same aromatic profile. Delicious, fresh, appetising fruit dominates, just restrained by a well-integrated tannic structure and the ever present minerals. This offers an elegant balance of savoury spice and pure ripe fruit, with a bit of grip.

Corney & Barrow Score 17.5+ to 18
Recommended drinking from 2017 - 2023+

£315/case of 12 bottles, in bond UK
£345/case of 6 magnums, in bond UK

BAROLO CERRETTA 2011

This is only the second vintage to be given the go-ahead to be named Barolo by Roberto. Since purchasing the property in 2008, his Nebbiolo was declassified and sold as Langhe Nebbiolo as he really wanted to get to grips with the vineyard before launching. The nose makes its entrance with aplomb, revealing an abundance of sweet black and red fruit, driven and impeccably focused. The palate is supple and luscious, perfumed and silken, with barely perceptible tannins. There is density and intensity – slightly obscured by the ebullience of the fruit. On the charm offensive, this is simply delicious.

Corney & Barrow Score 18+
Recommended drinking from 2018 - 28+

£650/case of 6 bottles, in bond UK
£245/case of 1 magnum, in bond UK
£540/case of 1 double magnum, in bond UK

BAROLO FRANCIA 2011

This mirrors the difference between the two Barberas, creating the perfect riposte for *terroir* cynics. They could not be more different. Here we find a beautiful, pronounced and focused cassis nose, bright and breezy, with a briny mineral backdrop. The palate is a little more sombre with wild blackberries and almost crunchy, appetising fruit, supported by a marked salinity. There are dark chocolate notes too and the support of really firm tannins. Tasting stunning, it transpires that the barrel which would have been Monfortino had been added about one month before our visit. We suspect that the wine will close up a little – hence the tasting window – despite its immediate appeal. Very elegant throughout.

Corney & Barrow Score 18.5
Recommended drinking from 2019 - 2030+

£650/case of 6 bottles, in bond UK
£245/case of 1 magnum, in bond UK
£540/case of 1 double magnum, in bond UK

MONFORTINO 2008

This was bottled in June 2014, so has had time to rest. Limpid garnet in colour, this offers a complex, layered nose, an intriguing blend of autumnal and red fruit, minerals and an inviting savoury layer, elegantly spiced with some heady pepper notes. The palate presents a similarly convoluted mix of light and shade, fresh and primary and yet with slightly degraded secondary aromas. Captivating in the way that it plays with the palate, there is nonetheless tremendous focus and drive, a linear, mineral seam which prevails throughout – staggering.

Corney & Barrow Score 19
Recommended drinking from 2018 - 2032+

£1,850/case of 6 bottles, in bond UK
£650/case of 1 magnum, in bond UK

TO ORDER

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

Please email
sales@corneyandbarrow.com

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

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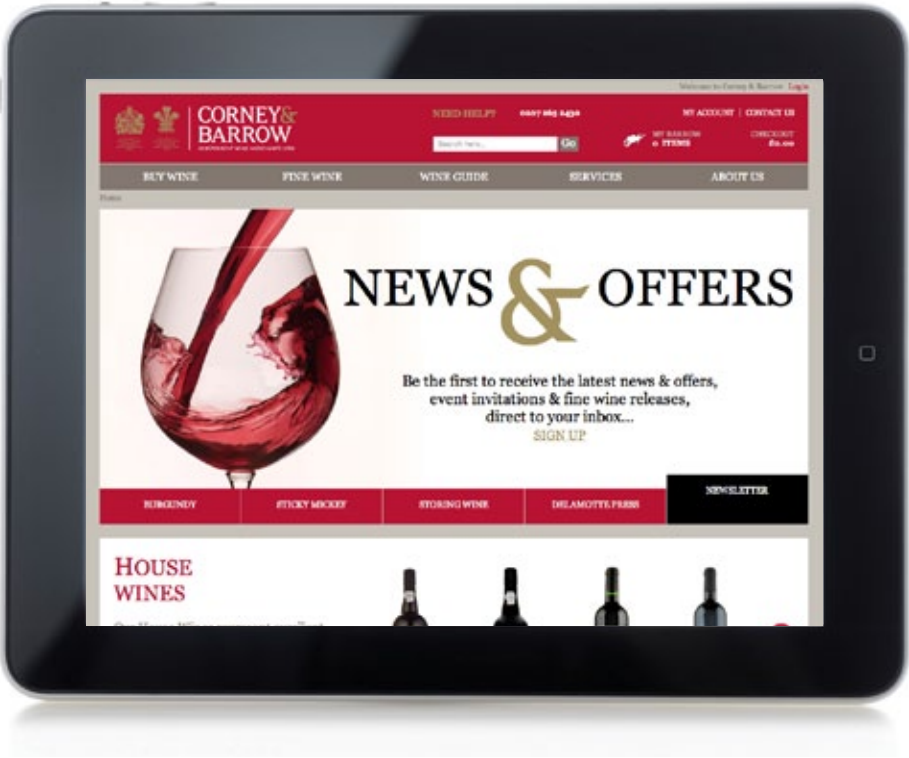
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