

MARCHE



This region of Italy may be “off the beaten track” for the average tourist visiting Italy, but it is one of the richest regions in cultural assets: 500 historical squares, more than 1,000 monuments, 37 strongholds, 106 castles, 15 fortresses, thousands of churches of which 200 are Romanesque, 96 abbeys, 183 sanctuaries, 77 historical theatres that have been completely restored and that are in use, 315 libraries where ancient books are kept. Rossini is from this region and every August his works are represented at the Rossini Festival in Pesaro. Many artists were born or have worked in this region: Lorenzo Lotto, Gentile da Fabriano, Botticelli, just to name a few... The natural sights are wonderful too: the Frasassi caves near Ancona are among the largest and most impressive in Europe, the white beaches of the Conero on the Adriatic are reminiscent of the Caribbean. The ancient Greeks founded Ancona at the beginning of the IV century B.C. and introduced viticulture. Varro and Cato wrote about the vineyards on the Adriatic coast and Pliny the Elder used to admire the wines of Ancona.

Although the region was ravaged by Phylloxera, as the rest of Italy, between the end of the XIX Century and the beginning of the XX century, the vineyards were rapidly replanted and many of the indigenous varietals survived. French varietals were introduced in mid 1800s to Civitanova by Paul Hallaire, superintendent of Napoleon the Third, and are still grown at the estate of Boccadigabbia, which was part of the 100 poderi (100 holdings) of the Bonaparte Administration.

The vast offer of different wines is perfectly matched by the vast offer of the cuisine and gastronomic products of the Region: Vincisgrassi a regional version of lasagne (named after the Austrian prince Windisch-Graetz who was greatly impressed by this dish when he arrived in Ancona in 1799 to free the city from the Napoleonic troops), the delicious Olive Ascolane (large green olives stuffed with herbs, meat and cheese and fried), Ciauscolo (a soft and spicy salame), the many wonderful fish dishes (the Marche is the third largest fishing region in Italy).

Our portfolio offers an overview of the best wines made from the most significant varietals: Verdicchio dei Castelli di Jesi and Verdicchio di Matelica made with the homonymous varietal, Rosso Piceno and Rosso Conero mainly Montepulciano, Pergola Rosso made with Vernaccia Rossa di Pergola (an ancient varietal that is actually a clone of Aleatico) and the wines made with the French varietals introduced under Napoleon the Third. ♦





Main indigenous varieties



Montepulciano

Sangiovese

Vernaccia Rossa di Pergola



Verdicchio





BOCCADIGABBIA

civitanova marche

Azienda Agricola

Marche



For many reasons Boccadigabbia is one of the most interesting domains in the Marche region. Until 1950 the estate belonged to Prince Luigi Girolamo Napoleon Bonaparte, direct descendant of the Napoleon we all know. In fact, ever since the early 19th century, French grapes were planted at Boccadigabbia under the Napoleonic administration, varieties the locals described as “bordò” and “francesi” - a heritage unfortunately totally lost in the breakdown of the imperial properties that ended in their sale. It, then, makes perfect sense that Elvio Alessandri, the present owner, decided to plant Sauvignon Blanc, Chardonnay, Pinot Gris, Merlot and Cabernet Sauvignon alongside the traditional Sangiovese, Ribona, Montepulciano and Verdicchio: the choice had a historical as well as qualitative significance.

Elvio's son Lorenzo works full time at the estate, the vineyards are supervised by the agronomist Luca Severini and the cellars are managed by the oenologist Francesco Pennesi with the consultancy of the well known oenologist Emiliano Falsini.

The 23 hectares of vineyards stand on hills in two separate zones, Civitanova and Macerata. The zone of Civitanova is right on the sea, the soil is sandy and clayey, the exposure is a lovely south and the altitude is approximately 70 meters above sea level. The hills of the zone of Macerata, 30 kilometers inland, are higher, about 200 meters above sea level, the exposures are various, the soil is also sandy and clayey. The summer in both zones is warm and the winter, due to the proximity of the sea, is mild.

The international grape varieties are grown in Civitanova, while the Italian varieties are grown in Macerata. The vine training systems are cordon spur and Guyot, the vineyard density is about 3,600 vines/hectare. The estate takes part in a programme financed by the Marche Region for viticulture with a low environmental impact, so that the practices in the vineyard are strictly environment friendly.

There are two cellars, an extremely modern one in Civitanova, which was completed in 2010, and an older one in Macerata, that was bought together with the vineyards by Elvio in 1996. The cellar in Civitanova is on two levels, the top level for vinification, bottling and storage, the lower level for ageing. An electronic panel controls the steel vinification vats and also the humidity of the ageing cellar where the wine rests in French oak barriques. The ceiling of the ageing cellar is made of copper that does not generate electrostatic charge. The cellar in Macerata is equipped with steel vats, glazed concrete vats, barriques and a bottling plant.

Cold maceration with the skins before fermentation is carried out both for the whites and the reds, the alcoholic fermentation (together with the maceration with the skins) of the reds is short. A minimal quantity of SO₂ is used in the wines as they are vinified, aged and bottled in the cellar next to the vineyards, so that the wine is racked very little and it is only moved when already in the bottle.

The philosophy is to maintain tradition with the aid of modern technology, but also to maintain the particular character of the wines made with the Italian and international grape varieties of the estate. The international varieties have now been grown at Boccadigabbia for over 100 years and have adapted to this zone producing wines that have a definite typicality. Elvio has certainly succeeded in producing a multifaceted and lovely range of wines!



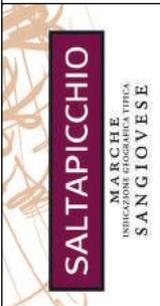
**Marche IGT
Cabernet Sauvignon Akronte**

Zone: *Civitanova Marche*
Varietal: *100% Cabernet Sauvignon*
Vineyard Ext.: *2.5 hectares*
Average Prod.: *3,500 bottles*



**Marche IGT
Sangiovese Saltapicchio**

Zone: *Macerata*
Varietal: *100% Sangiovese*
Vineyard Ext.: *1.5 hectares*
Average Prod.: *12,000 bottles*

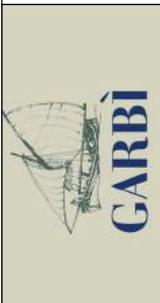


Rosso Piceno DOC

Zone: *Civitanova Marche*
Varietals: *Montepulciano, Sangiovese*
Vineyard Ext.: *6.5 hectares*
Average Prod.: *60,000 bottles*

**Marche Bianco IGT
Garbì**

Zone: *Civitanova Marche, Macerata*
Varietals: *40% Chardonnay, 40% Sauvignon Blanc, 20% Verdicchio*
Vineyard Ext.: *5 hectares*
Average Prod.: *60,000 bottles*



Type of Viticulture: Integrated / Sustainable





There are two appellations where Verdicchio is produced – Castelli di Jesi and Matelica – both employing the same Verdicchio grape variety, but yielding radically different wines. The Bisci estate is without doubt Matelica’s finest expression, its owners devoted solely to quality.

The brothers Giuseppe and Pierino Bisci bought the property, located between the provinces of Macerata and Ancona, in 1972 and turned it into one of the reference wineries of the area. When they bought the property the farmers of the area recommended it as particularly suited for the Verdicchio grape.

Mauro, Giuseppe’s son, is now co-owner and manager of the estate with the support of the agronomist-oenologist Aroldo Bellelli. The vineyard extension is of 20 hectares of which 17 are grown with Verdicchio, 0.8 hectares with Sauvignon Blanc, 0.5 with Merlot and 1.7 with Sangiovese.

The vineyards stand on the hills at an altitude of 300-350 meters above sea level, at the foot of Mount San Vicino (1,570 meters high) which protects this area from hail and from frosts. The thermals attract paragliding enthusiasts, but also make this area particularly ventilated. Another characteristic is that Matelica is in a closed valley which is parallel to the sea and not influenced by the sea breezes, so that the climate is continental with hot summers and cold winters and with a particularly wide day/night temperature range. The soil is clayey-calcareous rich in micro-elements as this zone is an ancient marine basin. The exposure of the vineyards is mainly a full south. A part of the vineyards have a south-east and south-west exposure.

The estate is certified organic: sulphur and copper base products are used, manure is spread after the harvest if necessary. Cover crops are left on the aisles or the soil is tilled depending on the climate.

Vinification takes place in the cellar among the vineyards that was built in 1980 adapting an old country house, while the wines mature in an underground cellar that was built in 2000.

All the wines of Bisci evolve slowly, acquire complexity with age and can be enjoyed for many years.

The Verdicchio wines (a “base”, a selection and a riserva) are rich, creamy, engagingly structured of remarkable amplitude and length on the palate. When young the bouquet has varietal grassy qualities backed by a spicy nature that with age evolves into complex and seductive resinous suggestions, displaying characteristics so bold and distinctive as to warrant a redefinition of both varietal and wine.

Bisci also produces a Passito (100% Verdicchio) and three Marche Rosso IGT: “Villa Castiglioni” (80% Sangiovese and 20% Merlot), “Fogliano” (a blend of 80% Merlot and 20% Sangiovese) and “Piangifame” (100% Sangiovese only made in the best vintages).





Verdicchio di Matelica DOC

Zone: *Matelica*
 Varietals: *100% Verdicchio*
 Vineyard Ext.: *10 hectares*
 Average Prod.: *60,000 bottles*



Type of Viticulture: Certified Organic

Verdicchio di Matelica DOC Vigneto Fogliano

Zone: *Matelica*
 Cru: *Fogliano*
 Varietal: *100% Verdicchio*
 Average Prod.: *13,000 bottles*

VERDICCHIO DI MATELICA
 Denominazione di Origine Controllata
 VIGNETO FOGLIANO

Marche Rosso IGT Villa Castiglioni

Zone: *Matelica*
 Varietals: *80% Sangiovese, 20% Merlot*
 Vineyard Ext.: *2.2 hectares*
 Average Prod.: *6,500 bottles*

ROSSO
 MARCHE
 RED WINE
 villa
 Castiglioni

Marche Rosso IGT Fogliano

Zone: *Matelica*
 Varietals: *80% Merlot, 20% Sangiovese*
 Vineyard Ext.: *2.2 hectares*
 Average Prod.: *13,000 bottles*

ROSSO FOGLIANO®
 ROSSO
 MARCHE
 INDICAZIONE GEOGRAFICA TIPICA



FATTORIA LE TERRAZZE

Marche



Fattoria Le Terrazze which has belonged to the Terni family since 1882 is situated on the foothills of Monte Conero. When the 'mezzadria' share-cropping system ended in the 1960's and with the advent of the Rosso Conero DOC regulation, a new chapter was opened on the farm when Antonio's father, then owner, decided to concentrate on the production of quality wines capable of competing with nationwide and international markets. Rosso Conero, or at least its ancestor, has been produced in this small hilly enclave since Roman times, suggesting long-standing evidence of viticulture in the area. The farm is perched on a hilltop less than two kilometers from the coast and is composed of a large 18th century building which hosts both the bottle storage area and the barrel room where the wine is aged. Fermentation takes place in a modern building which was built on the premises in 1982.

The 1980's mark a turning point for the winery when the present owners, Antonio nuclear physicist and Bob Dylan fanatic and his wife Georgina, transformed the winery into one of the best examples of its kind in the Conero area. In 1995 they decided to plant an experimental vineyard with the idea of producing some new clones of the Montepulciano grape variety. Later, between 1999 and 2001 most of the old Montepulciano vineyards were replanted using the newly acquired clones. A few hectares of Merlot and Syrah were also planted in that period. In 2010 the Chardonnay vineyard was also replanted, this time on a cooler north-facing slope.

The most common grape variety grown on the premises is Montepulciano which stretches across 10.8 hectares of land. There are also 2.6 hectares of Merlot and Syrah and 2.2 hectares of Chardonnay. The density of the vines is calculated at 5,700 vines per hectare, mostly trained with the spurred cordon. Great attention is given to selection of the grapes, allowing a maximum yield of between 5-7 tons per hectare. Grapes are harvested by hand, collected in 20 kg boxes and immediately brought to the fermentation building for crushing.

The winery is designed with the object of allowing the greatest accuracy in winemaking. Great care is taken in the barrel room to ensure the best conditions during the aging process and particular attention is paid to the task of selecting the best wines to be matured in barriques of Allier oak.

Two of Fattoria Le Terrazze's wines are made entirely from Montepulciano grapes: Rosso Conero DOC and Sassi Neri Conero DOCG Riserva. Praeludium, a younger and lighter version of Rosso Conero is produced with Montepulciano blended with 15% of Syrah grapes. Chaos IGT is made from Montepulciano/ Merlot/ Syrah grapes. The Donna Giulia classical method sparkler is also Montepulciano based, using free-run must. To complete the range: Chardonnay IGT Le Cave and PinkFluid rosé made from Syrah grapes.

Georgina and Antonio are supported by the talented and well-known winemaker and agronomist Federico Curtaz. ◇

FATTORIA LE TERRAZZE



ROSSO CONERO

Denominazione di origine controllata

RED WINE

ESTATE BOTTLED

Imbottigliato all'origine dal viticoltore

Fattoria Le Terrazze di Antonio Terni - Numana (An)

PRODUCT OF ITALY

ITALIA

NET CONT. 750 ML e

ALC. 14% BY VOL.

L 313 CONTAINS SULPHITES / CONTIENE SOLFITI / ENTHÄLT SULFITE

Conero DOCG Riserva Sassi Neri

Zone: *Numana*

Varietal: *100% Montepulciano*

Vineyard Ext.: *2.3 hectares*

Average Prod.: *10,500 bottles*



SASSI NERI

CONERO
Denominazione di Origine Controllata e Garantita
RISERVA

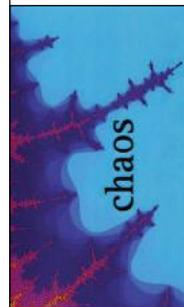
Marche Rosso IGT Chaos

Zone: *Numana*

Varietals: *50% Montepulciano,
25% Merlot, 25% Syrah*

Vineyard Ext.: *1.4 hectares*

Average Prod.: *6,500 bottles*



chaos

Rosso Conero DOC

Zone: *Numana*

Varietal: *100% Montepulciano*

Vineyard Ext.: *7.5 hectares*

Average Prod.: *44,700 bottles*

Rosso Conero DOC Praeludium

Zone: *Numana*

Varietals: *85% Montepulciano,
15% Syrah*

Vineyard Ext.: *2.2 hectares*

Average Prod.: *13,000 bottles*

PRÆLUDIUM

Prælude
Denominazione di Origine Controllata

Type of Viticulture: Integrated / Sustainable





Tenuta di Tavignano is in the area of Cingoli (province of Macerata). The property is on hills that dominate the valleys of the Esino and Musone rivers, on one side one can see the San Vicino mountain and on the other side the Adriatic sea and the Conero Riviera.

The vineyards stand in the heart of the “Verdicchio dei Castelli di Jesi DOC Classico” and of the “Rosso Piceno DOC ” appellations. The total vineyard extension is 30 hectares of which 16 are planted with Verdicchio and the rest are dedicated to red grape varieties.

The climatic and soil conditions - such as ideal altitude, exposure, day/night temperature range, soft slopes, absence of fog and optimal northern ventilation – create a perfect microclimate for a low environmental impact viticulture. The estate is now in the conversion phase to be certified organic.

The soils composition - medium texture characterized by marly-calcareous rocks – gives a characteristic mineral and sapid flavour to the wines.

Verdicchio Classico Superiore “Misco” and the “Misco Riserva” are the classic white wines of the estate while Rosso Piceno “Libenter” is the classic red wine produced with Montepulciano, Sangiovese and a touch of Cabernet Sauvignon. Verdicchio in the Jesi area contrasts sharply with that of Matelica. Instead of massive structure, straw colours, exotic bouquets and weighty mouth-feel, Jesi offers less musculature, greener tints, aromas of flowers and fresh fruit, a crisp palate sensation closing with a hint of bitter almonds.

All the white wines mature in stainless steel vats, whereas the reds mature in fine oak barrels. In the early nineties the owners Stefano Aymerich di Laconi and Beatrice Lucangeli (who sadly left us a few years ago) decided to plant new vineyards of Verdicchio grapes, with the aim to focus on high quality white wines with a great personality and which could be suitable for ageing. The niece of the owners, Ondine de la Feld, supported by a young and motivated staff, is now helping Stefano Aymerich in the management of the estate using a modern, dynamic and entrepreneurial style.

There is an elegant guest house with a tasting room so that the guests can share the passion for wine and experience the beauty of the Marche hills. ◇



**TENUTA DI
TAVIGNANO**

Villa Torre

VERDICCHIO DEI CASTELLI DI JESI
DENOMINAZIONE DI ORIGINE
CONTROLLATA
CLASSICO SUPERIORE

ANCORA OGGI RIMANE CONTROVERSA L'ORIGINE DI QUESTO
VITIGNO COSÌ NOBILE IN TERRA MARCHIGIANA...

"IL VERDICCHIO È UVA BIANCA CHE HA IL
GRANELLO PICCOLO, CHE TRALUCE PIÙ NIUNA
ALTRA. FA I GRASPI PICCIOLI NON MOLTO
STRETTI. QUESTE VITI SONO MIGLIORI IN
LUOGHI ALTI, NON UMIDI... IL VINO DI
QUESTI VITAME È MIGLIORE CHE NIUNO
ALTRO BIANCO. SI CONSERVA LUNGO TEMPO,
È MOLTO CHIARO, ODORIFERO, SOAVE."



MAMBRINO ROSEO DA FABRIANO 1557

**Verdicchio dei Castelli di Jesi Classico
Superiore DOC Villa Torre**

Zone: *Cingoli, Jesi*
Varietal: *100% Verdicchio*
Vineyard Ext.: *8 hectares*
Average Prod.: *40,000 bottles*

*Type of Viticulture: in the conversion phase
to Certified Organic*



**Verdicchio dei Castelli di Jesi Classico
Superiore DOC Misco**

Zone: *Cingoli, Jesi*
Cru: *Misco*
Varietal: *100% Verdicchio*
Vineyard Ext.: *3.5 hectares*
Average Prod.: *20,000 bottles*



**Castelli di Jesi Verdicchio Riserva
DOCG Classico Misco Riserva**

Zone: *Cingoli, Jesi*
Cru: *Misco*
Varietal: *100% Verdicchio*
Vineyard Ext.: *1 hectare*
Average Prod.: *6,000 bottles*



Rosso Piceno DOC Cervidoni

Zone: *Cingoli, Jesi*
Varietals: *70% Montepulciano,
25% Sangiovese, 5% Cabernet Sauv.*
Vineyard Ext.: *3 hectares*
Average Prod.: *15,000 bottles*





The Tonelli family have been vigneroni for three generations. In 1985 Francesco, an agronomist and a sommelier, decided to leave his job as a teacher and to dedicate himself completely to viticulture and wine making: he searched for rare and old vines of Vernaccia Rossa - a clone of Aleatico grown in the area since 1234 when the town of Pergola was founded by the inhabitants of Gubbio - and had them reproduced by specialised nurseries. He also helped to establish the tiny “Pergola” appellation (of a total vineyard extension of barely 45 hectares and made up of just 3 producers). Francesco is supported by his son Stefano, an oenologist, who, after having worked for a few wineries in Australia, is now helping his father with passion and dedication. The Pergola Rosso wines are delicate, they are unique: rose petals, wild strawberries, raspberries and many other aromas delight the nose, they are fresh and harmonic in the mouth. The must ferments in temperature controlled steel vessels, malo-lactic takes place in glazed concrete tanks, after which the wine rests in the bottle for a few months. “Grifoglietto” is made from a vineyard that can be defined a “cru” with vines that are over 50 years old. “Vernaculum” is made from vineyards in the districts of Montalfoglio and of Montevercchio.

Two passiti can also be tasted: one 100% Vernaccia rossa di Pergola and one mainly Biancame (an indigenous white varietal of the Marche) vinified and matured in “caratelli”, small 50 and 100 litre oak barrels.

These wines prove the diversity of terroirs in Italy and how one can always be amazed and delighted by their offspring! ♦



**Pergola Aleatico Superiore DOC
Grifoglietto**

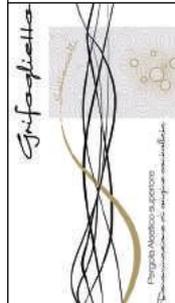
Zone: *Grifoletto, Pergola*

Cru: *Grifoletto*

Varietal: *100% Vernaccia Rossa di Pergola
(Aleatico clone)*

Vineyard Ext.: *1 hectare*

Average Prod.: *3,300 bottles*



**Pergola Passito DOC
Aprico di Grifoglietto**

Zone: *Grifoletto, Pergola*

Cru: *Grifoletto*

Varietal: *100% Vernaccia Rossa di
Pergola*

(Aleatico clone)

Vineyard Ext.: *1 hectare*

Average Prod.: *1,600 bottles*



Pergola Aleatico DOC Vernaculum

Zone: *Montalfoglio, Montevecchio,
Grifoletto - Pergola*

Varietal: *100% Vernaccia Rossa di
Pergola (Aleatico clone)*

Vineyard Ext.: *4 hectares*

Average Prod.: *20,000 bottles*

Passito Ambreo di Grifoglietto

Zone: *Montalfoglio, Grifoletto - Pergola*

Cru: *Grifoletto*

Varietals: *90% Biancame,
10% Moscato Bianco*

Average Prod.: *2,000 half-bottles*



*Type of Viticulture: in the conversion phase
to Certified Organic*

