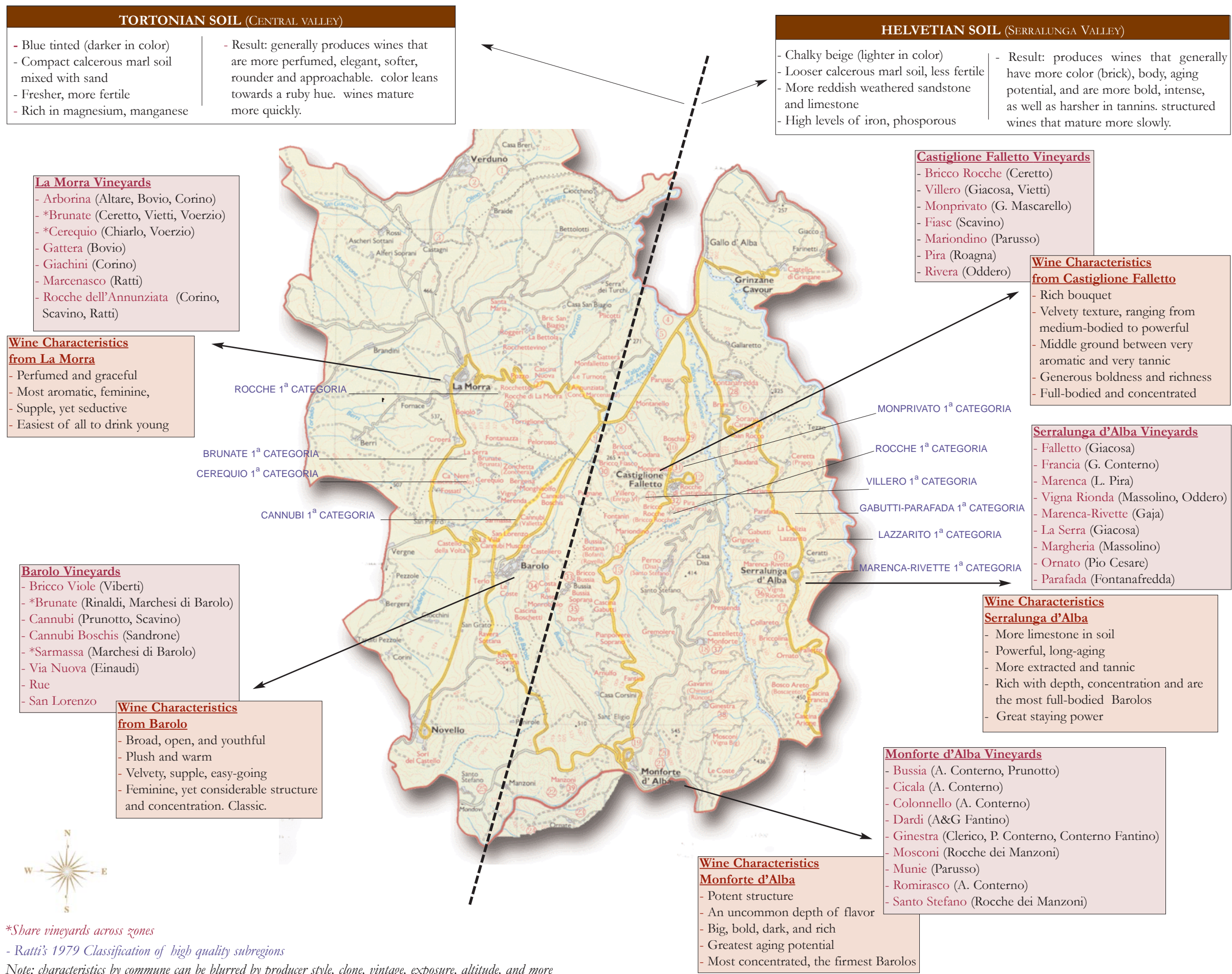


MAP: KEY COMMUNES, CRUS, AND "GENERAL" CHARACTERISTICS OF BAROLO



TORTONIAN SOIL (CENTRAL VALLEY)

- Blue tinted (darker in color)
- Compact calcereous marl soil mixed with sand
- Fresher, more fertile
- Rich in magnesium, manganese
- Result: generally produces wines that are more perfumed, elegant, softer, rounder and approachable. color leans towards a ruby hue. wines mature more quickly.

HELVETIAN SOIL (SERRALUNGA VALLEY)

- Chalky beige (lighter in color)
- Looser calcereous marl soil, less fertile
- More reddish weathered sandstone and limestone
- High levels of iron, phosphorous
- Result: produces wines that generally have more color (brick), body, aging potential, and are more bold, intense, as well as harsher in tannins. structured wines that mature more slowly.

La Morra Vineyards

- Arborina (Altare, Bovio, Corino)
- *Brunate (Ceretto, Vietti, Voerzio)
- *Cerequio (Chiarlo, Voerzio)
- Gattera (Bovio)
- Giachini (Corino)
- Marcanasco (Ratti)
- Rocche dell'Annunziata (Corino, Scavino, Ratti)

Wine Characteristics from La Morra

- Perfumed and graceful
- Most aromatic, feminine,
- Supple, yet seductive
- Easiest of all to drink young

Castiglione Falletto Vineyards

- Bricco Rocche (Ceretto)
- Villero (Giacosa, Vietti)
- Monprivato (G. Mascarello)
- Fiasc (Scavino)
- Marioldino (Parusso)
- Pira (Roagna)
- Rivera (Oddero)

Wine Characteristics from Castiglione Falletto

- Rich bouquet
- Velvety texture, ranging from medium-bodied to powerful
- Middle ground between very aromatic and very tannic
- Generous boldness and richness
- Full-bodied and concentrated

Serralunga d'Alba Vineyards

- Falletto (Giacosa)
- Francia (G. Conterno)
- Marenca (L. Pira)
- Vigna Rionda (Massolino, Oddero)
- Marenca-Rivette (Gaja)
- La Serra (Giacosa)
- Margheria (Massolino)
- Ornato (Pio Cesare)
- Parafada (Fontanafredda)

Wine Characteristics Serralunga d'Alba

- More limestone in soil
- Powerful, long-aging
- More extracted and tannic
- Rich with depth, concentration and are the most full-bodied Barolos
- Great staying power

Monforte d'Alba Vineyards

- Bussia (A. Conterno, Prunotto)
- Cicala (A. Conterno)
- Colonnello (A. Conterno)
- Dardi (A&G Fantino)
- Ginestra (Clerico, P. Conterno, Conterno Fantino)
- Mosconi (Rocche dei Manzoni)
- Munie (Parusso)
- Romirasco (A. Conterno)
- Santo Stefano (Rocche dei Manzoni)

Wine Characteristics Monforte d'Alba

- Potent structure
- An uncommon depth of flavor
- Big, bold, dark, and rich
- Greatest aging potential
- Most concentrated, the firmest Barolos

The "Grand Crus" of Barolo

There are eleven villages, townships or "communes" that make up the Barolo DOCG. However, there are five key subzones that you should be acquainted with that make-up 87% of the wine. These are La Morra, Barolo, Castiglione Falletto, Serralunga d'Alba, and Monforte d'Alba. The soil types divide these communes into two zones, the *Central Valley* to the east made up of Tortonian soil (creates more approachable wines with fragrance, softness and elegance), and the *Serralunga Valley* to the west consisting of Helvetic soil (generally creates long-lived, powerfully concentrated wines).

The physical elements of each of these communes provide further characteristics that distinguish them from the wines of the other four communes. These qualities are even further segmented by the microclimates where specific vineyards rest. Until the early 1970s Barolo was for the most part a non-cru wine. Barolo was generally the ideal blend of grapes from: La Morra (for fragrance, softness), Barolo (for grace and earthiness), Castiglione Falletto (for boldness and richness), Serralunga (for depth and power), Monforte (for concentration and structure).

However, thanks to the refined efforts of Gaja, Ratti, Ceretto, among others, the practice of single-vineyard designations is now the fabric of Barolo much as it is for the great wines of Burgundy. Due to the varied soil types and exposures across vineyards there is a lot to discover. The map illustrated here lists some of the highly regarded vineyards in the Barolo zone by soil type and further broken down by the "general" characteristics of each commune. *This word needs to be used cautiously, as it is important to note that all variables are not constant and generalizations can oversimplify a complex subject. Individual site altitude and exposure, viticulture and vinification technique, clonal variation, producer style, and vintage conditions can change these characteristics.* Use this map and the tasting case below as guidelines. Contact an IWM Portfolio Manager for more specifics.

Vintage Cru Barolo Sampler:

- Prunotto 1985 Cannubi \$224.00 (Barolo)
- Giacomo Conterno 1996 Monfortino \$299.00 (Serralunga)
- Aldo Conterno 1990 Cicala \$299.00 (Monforte)
- Altare 1990 Arborina \$225.00 (La Morra)
- Marengo Marenca 1989 Cerequio \$119.00 (La Morra)
- Ceretto 1985 Bricco Rocche \$219.00 (Castiglione)
- Vintage Grand Cru Sampler (6): \$1,385.00***

(1996 - 2001) Cru Barolo Sampler:

- Bovio 1996 Barolo Vigna Gattera \$60.21 (La Morra)
- Paolo Conterno 1997 Barolo Ginestra \$95.00 (Monforte)
- Ceretto 1998 Barolo Bricco \$139.00 (Castiglione)
- Massolino 1999 Barolo Margheria \$45.00 (Serralunga)
- Scavino 2000 Barolo Cannubi \$87.00 (Barolo)
- Aldo Conterno 2001 Barolo Colonnello \$89.00 (Monforte)

1996-2001 Cru Barolo Sampler (6): \$515.21*

**Free delivery in Manhattan*

**Share vineyards across zones*

- Ratti's 1979 Classification of high quality subregions

Note: characteristics by commune can be blurred by producer style, clone, vintage, exposure, altitude, and more