

# **P**OLANER SELECTIONS



## Montalcino Portfolio

Caroline Pobitzer  
Pian dell'Orino



Francesco Leanza  
Podere Salicutti

Jan Erbach  
Pian dell'Orino

Stella di Campalto  
Azienda Agricola S. Giuseppe

# Polaner Montalcino Portfolio



Francesco Monaci  
Agostina Pieri



Diego and Nora Molinari  
Cerbaiona

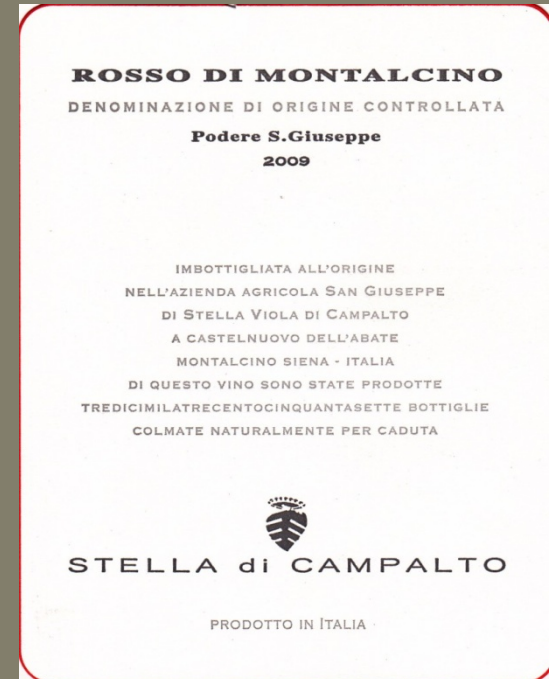
# Brunello di Montalcino:



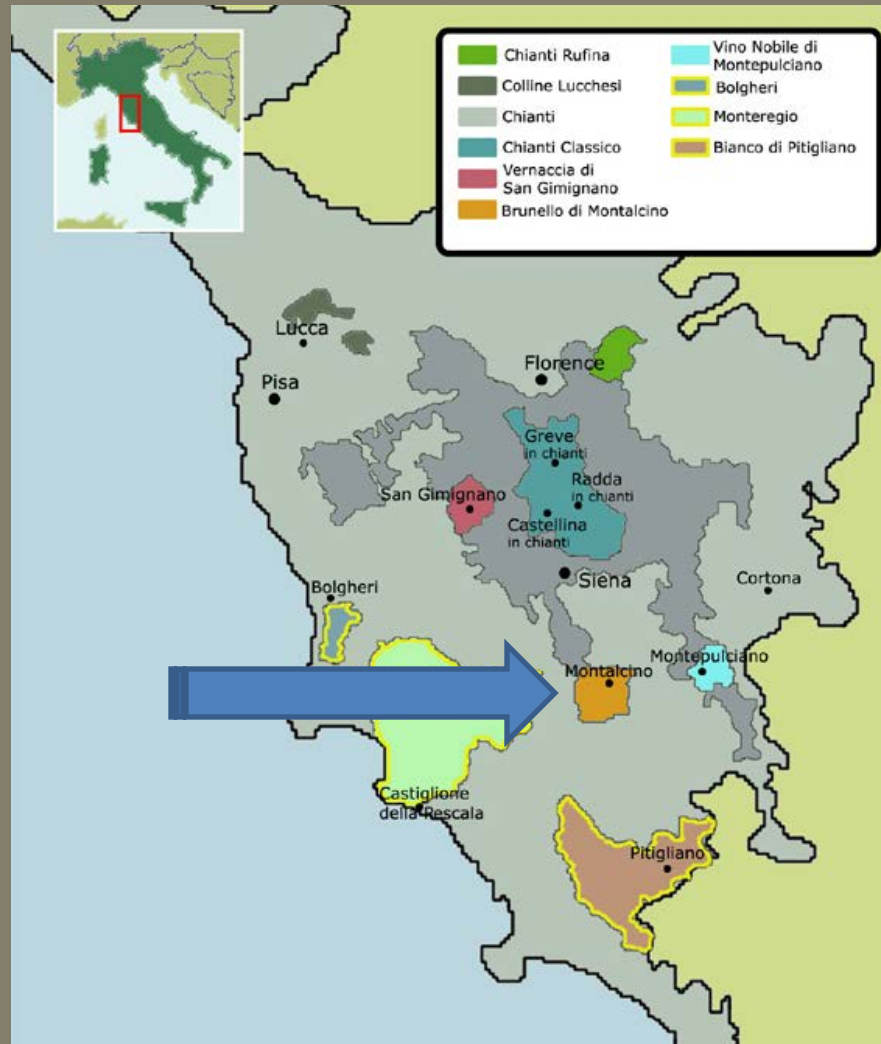
- 100% Sangiovese
- Must age at least two years in wood cask
- Followed by a minimum of 4 months in the bottle
- Cannot be sold before January of the fifth year after harvest.
- 2100 hectares planted in total within the Montalcino zone

# Rosso di Montalcino:

- 100% Sangiovese
- No wood ageing required
- Cannot be sold before September 1<sup>st</sup> following the harvest

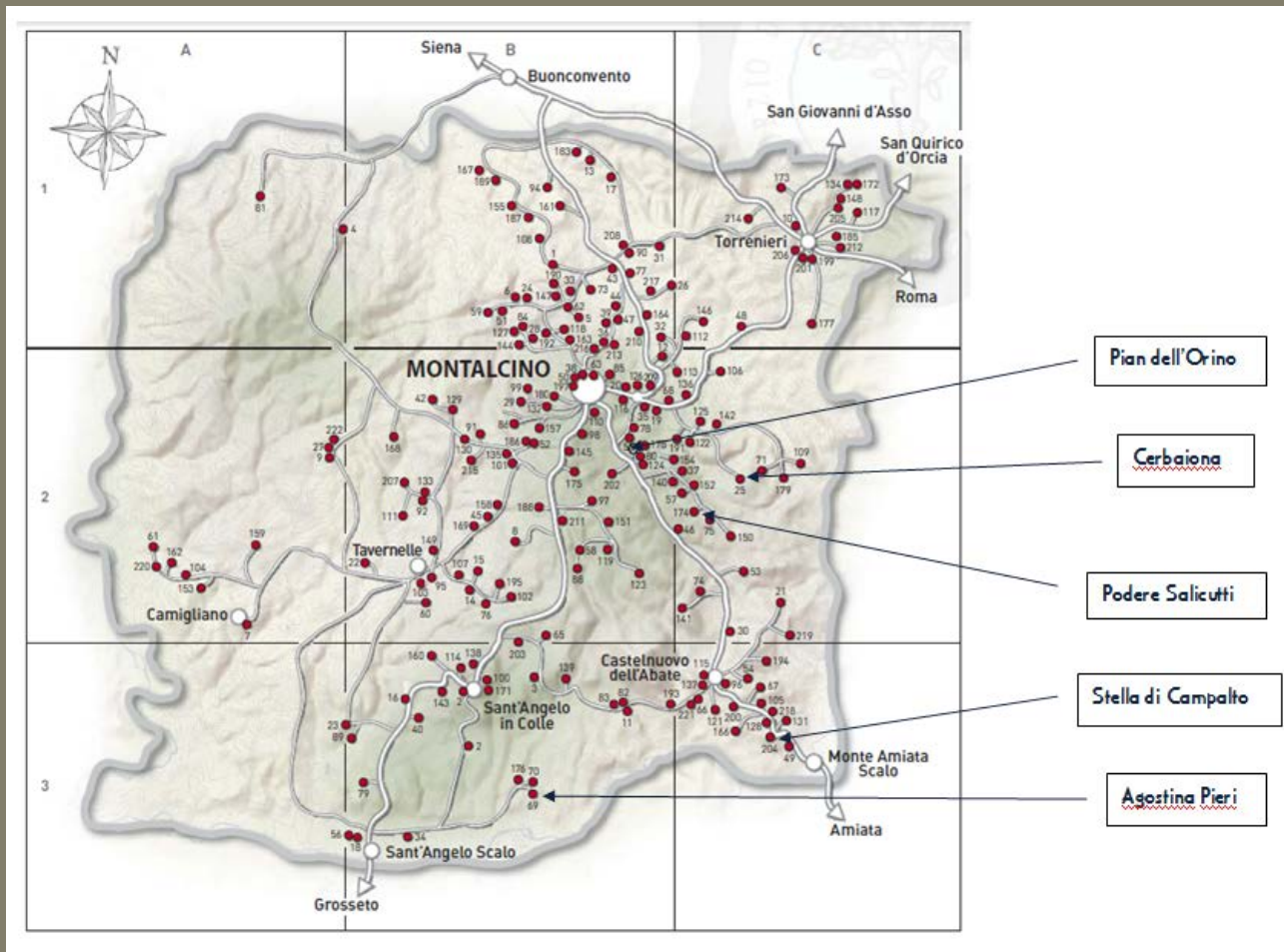


# Montalcino





# Map of Montalcino



# Map of Montalcino



Bassolino di Sopra  
340m

Cerbaiona's Vineyards  
400-440m

Piaggione Vineyard  
420 m

Stella di Campalto's  
Brunello Vineyards  
270-340m

Agostina Pieri  
Vineyards  
150-250m



# The Soil in Montalcino



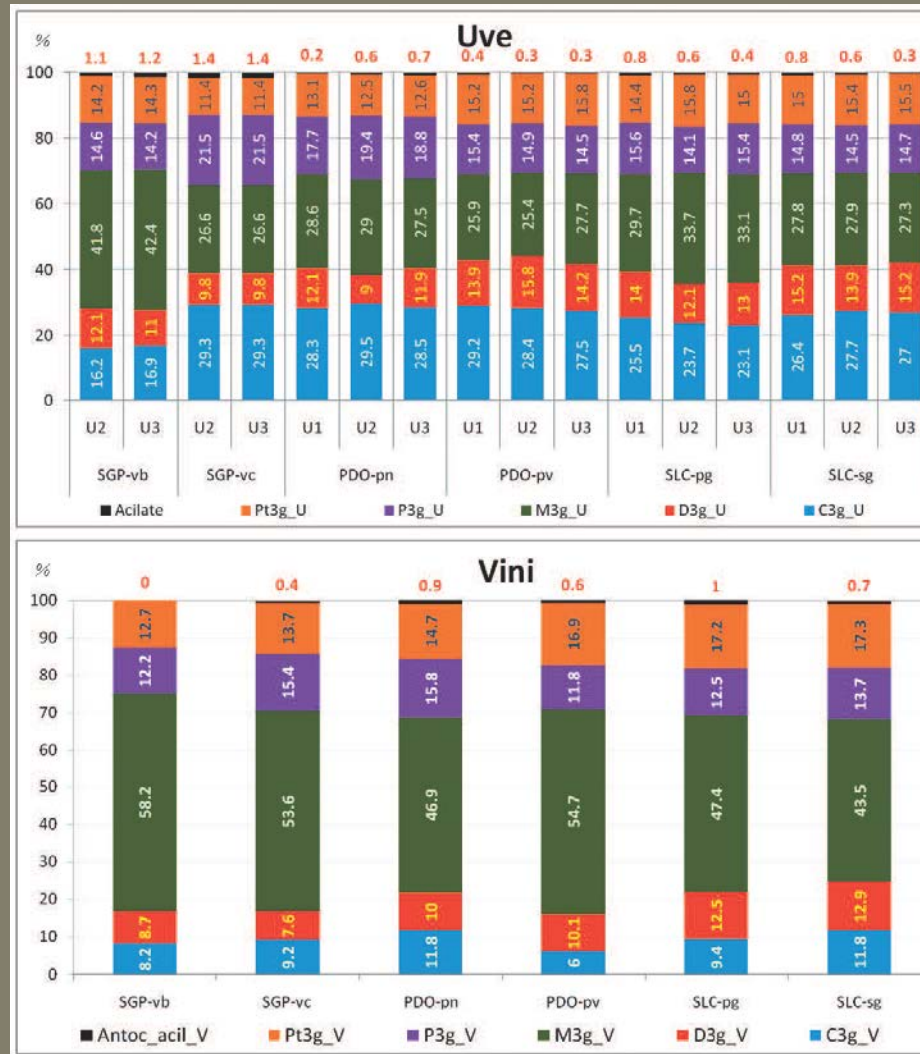
The soil in Montalcino is made up of varying percentages of limestone, clay and sandstone with pockets of fossilized shells and shale. Near Pian dell'Orino, Salicutti and Cerbaiona there is a higher percentage of limestone and shale, in Castelnuovo dell'Abate where Stella is as well as two of Pian dell'Orino's vineyards, there is a higher percentage of clay. Agostina Pieri is in the due south of Montalcino near S. Angelo in Colle. There the soil tends to be more alluvial.

# SPA – Sangiovese Per Amico



- SPA is a group formed by four friends who came to Montalcino from four different places (Jan-Germany, Caroline-Alto Adige, Stella-Milan and Francesco – Rome).
- The four of them felt that the existing Brunello consorzio was not doing enough to promote quality and instead promoted mediocrity, so they formed their own group to share ideas and research
- The main focus of their research has been in mapping the soils of their own vineyards as well as eventually all of those of Montalcino
- The idea being that they want to map and identify those zones that are best suited to great Brunello as well as illustrating terroir and individuality in the wines coming from those soils
- Transparency in information and integrity are essential parts of their philosophy – they analyze their wine chemically to monitor different components both as the wine goes into cask as well as before release – this also gives a chemical signature to a wine to illustrate that you can determine from which vineyard or soil a wine comes from based on its chemical signature
- This group is not at all a marketing group, just a way for them to promote quality, individuality and to share ideas

# SPA – an example of some of their analyses



# Pian dell'Orino



# Pian dell'Orino

## A short history



- First vintage was 1997
- Certified organic in 2001
- 2001 – Jan leaves Loacker – Corte Pavone and joins Caroline at PdO
- Certified biodynamic in 2003
- New cellar completed in 2006



# Pian dell'Orino

## Quick Facts



- 6 ½ hectares of vineyards
- First organic vintage and first vintage with Jan and Caroline as a team - 2001
- Annual Brunello production – about 800 cases (12/750)
- Winery is directly adjacent to the Biondi-Santi winery



# Pian dell'Orino

## Winemaking

### Brunello

- Grapes are hand-harvested, de-stemmed and vinified separately
- Vinified in large oak vats with spontaneous fermentation
- Macerated on the skins for 3-5 weeks depending on the vintage
- Then into large 25 HL casks for aging – 2-4 years depending on the vintage (2008 spent 3 ½ years in wood)
- About 10,000 bottles of the 2008 were produced
- No fining or filtering

### Rosso

- Fermented in cask
- Just over three week maceration
- The wine then goes into 31HL cask for 18 months
- No fining or filtering



# Pian dell'Orino



# Stella di Campalto



# Stella di Campalto

## A Short history



- Estate was founded around the turn of the last century
- The estate was abandoned around 1940
- Started up again by Stella and her family in the early 1990's
- Certified organic in 1996
- Began practicing biodynamics in 2002



# Stella di Campalto

## Quick Facts

- 15 hectare estate split between forest, olive trees (planted in 1920) and hectares of vineyards.
- Stella has six vineyards ranging from 240m to 340m in elevation – four used exclusively for Brunello (Vigna Leccio, Vigna Curva, Vigna Sasso, Vigna Bassa) one used for both Brunello and Rosso (Vigna all'Ulivo) and one used for Sant'Antimo Rosso (Vigna al Bosco).
- Stella's annual production usually falls between 800 and 1250 cases



# Stella di Campalto

## Winemaking



### Brunello

- All vineyards hand-harvested separately and vinified separately
- Nothing is added at any point of the wine-making process except very small amounts of sulfur
- Bunches are de-stemmed and then go into neutral wooden casks for fermentation
- After fermentation the wine goes into various sizes and types of wood – including used large wood, tonneaux and used barriques
- Spends about 3 ½ to 4 years in wood
- Lately she has been releasing her wine later – the 2008 Brunello will be released in November or December 2013. Brunello production is usually between 12-1400 bottles but there are two very short vintages coming in 2011 and 2012 (5K and 7K productions respectively)

### Rosso

- Virtually identical to above but only one year in wood



# Stella di Campalto



# Salicutti



# Salicutti

## A Short history

- The estate was built sometime around the beginning of the 19<sup>th</sup> century
- Francesco bought the estate in 1990
- In the early 1990's he learned both winemaking and vineyard management with an old farmer who spent his entire life working in Brunello vineyards
- 1992 he began reviving the land, vineyards and olive grove
- In 1994 he chose the three spots for the vineyards.
- In 1995 he began renovating the buildings on the property
- First Brunello produced was 1995 but it was fruit from a vineyard he owned near Poggio alle Mura– 1996 was the first vintage produced from the vineyards at Podere Salicutti
- In 1997 he left his career in Rome (chemical engineer) and moved to the estate full-time





# Salicutti

## Quick Facts



- Estate comprises 11 hectares:
  - About 4 acres of vineyards
  - About 1 acre of olive grove
  - About 3.3 acres of woods
- Vineyards range from 420 to 470m in elevation
- Salicutti was the first certified organic producer in Montalcino
- Salicutti normally produces about 700 cases of Brunello

# Salicutti

## Winemaking

### Brunello

- Grapes are hand-harvested
- De-stemmed
- Spontaneous fermentation with ambient yeast
- 12-21 day maceration on the skins depending on wine type
- No stabilization, clarification or filtering
- The wines start in 10HL french oak, they are moved to increasingly larger casks until they end up in 40HL casks before bottling\

### Rosso

- Same as above except:
- Salicutti's RdM only sees 10HL tonneaux – 20% new
- Followed by at least 6 months in bottle before release.



# Agostina Pieri

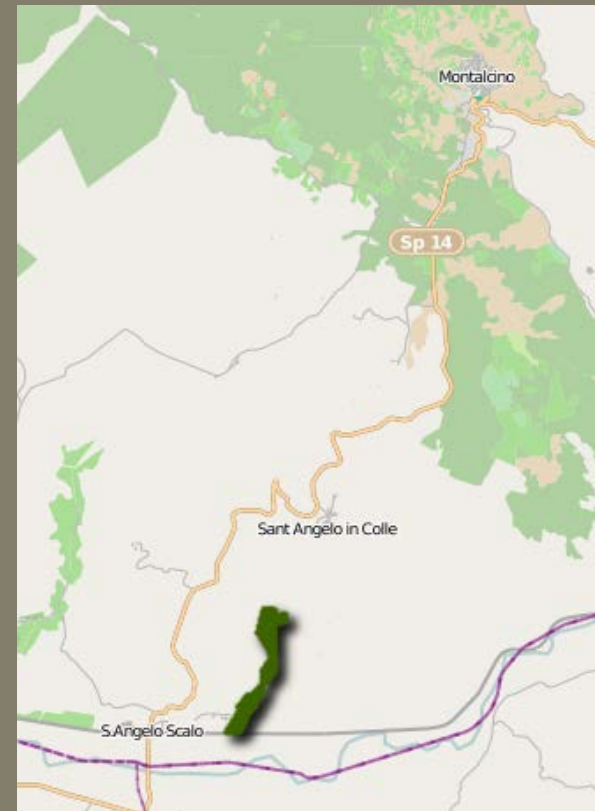




# Agostina Pieri

## A Short History

- At the end of the 1980's Alessandro Pieri gave his land in the south of Montalcino to his daughters
- Francesco Monaci is Agostina Pieri's son
- In 1990 they started their business as grape growers
- It was not until 1994 that they hired an enologist and they began making their own wine



# Agostina Pieri

## Quick Facts



- Estate is comprised of 11 hectares
- First Brunello vintage was 1994
- Their vineyards are at about 150m in elevation

# Agostina Pieri

## Winemaking

### Brunello

- Grapes are destemmed
- Fermentation lasts about 12-14 days
- Goes through malo in stainless steel tanks
- The wine then goes into large slavian botti for one year
- It then goes into new and used barriques for an additional 14 months

### Rosso

- 12-15 day fermentation
- Malo in stainless steel
- 50% of the wine then goes into 40HL slavian oak casks and 50% of the wine then goes into new and used barriques for 10 months before bottling.



# Cerbaiona





# Cerbaiona

## A Short History



- Diego Molinari had been an Alitalia pilot for about 25 years before retiring with his wife Nora to the estate in Montalcino in 1979
- Diego visited some of the top wineries in the region and was most influenced by the Biondi-Santi winery from whom he got cuttings to plant his own vineyards
- Though both Diego and Nora have had some health issues in recent years they are making some of their best wines ever

# Cerbaiona

## Quick Facts

- Their estate is comprised of just 3.2 hectares
- Annual production is about 1,550 six pack cases (between their three wines)
- They produce Brunello and Rosso as well as a small amount of an IGT wine
- First vintage was 1981
- Most vineyards planted in 1977, some in 1985





# Cerbaiona

## Winemaking

“Meno si fa il meglio” – “The less we do the better”



### Brunello

- Grapes are pressed in an old-school wood sided press
- Fermentation is in cement tank
- Ambient yeast – nothing added
- Spends at least four years in 20HL casks and then at least 6 months in the bottle before release

### Rosso

- Same as above except that it spends 18 months in 7 and 10HL casks.

# Brunello di Montalcino Vintages

1945	★★★★★	1967	★★★★	1989	★★
1946	★★★★	1968	★★★	1990	★★★★★
1947	★★★★	1969	★★	1991	★★★★
1948	★★	1970	★★★★★	1992	★★
1949	★★★	1971	★★★	1993	★★★★
1950	★★★★	1972	★	1994	★★★★
1951	★★★★	1973	★★★	1995	★★★★★
1952	★★★	1974	★★	1996	★★★
1953	★★★	1975	★★★★★	1997	★★★★★
1954	★★	1976	★	1998	★★★★
1955	★★★★★	1977	★★★★	1999	★★★★
1956	★★	1978	★★★★	2000	★★★
1957	★★★★	1979	★★★★	2001	★★★★
1958	★★★★	1980	★★★★	2002	★★
1959	★★★	1981	★★★	2003	★★★★
1960	★★★	1982	★★★★	2004	★★★★★
1961	★★★★★	1983	★★★★	2005	★★★★
1962	★★★★	1984	★	2006	★★★★★
1963	★★★	1985	★★★★★	2007	★★★★★
1964	★★★★★	1986	★★★	2008	(★★★★)
1965	★★★★	1987	★★★	2009	(★★★★)
1966	★★★★	1988	★★★★★	2010	(★★★★★)
				2011	(★★★★)

<b>LEGENDA - LEGEND:</b>		
ANNATA INSUFFICIENTE INSUFFICIENT VINTAGE ★	ANNATA OTTIMA EXCELLENT VINTAGE ★★★★★	LE ANNATE TRA PARENTESI SONO IN CORSO DI AFFINAMENTO
ANNATA DISCRETA FAIR VINTAGE ★★	ANNATA ECCEZIONALE OUTSTANDING VINTAGE ★★★★★★	THE VINTAGES BETWEEN BRACKETS ARE IN AGEING PROCESS
ANNATA PREGEVOLE GOOD VINTAGE ★★★		

# Wine Tasing

- Agostina Pieri Rosso di Montalcino 2011
- Salicutti Rosso di Montalcino 2010
- Cerbaiona Rosso di Montalcino 2010
- Stella di Campalto Brunello di Montalcino 2007
- Agostina Pieri Brunello di Montalcino 2008

# Wine Tasing

- Salicutti Brunello di Montalcino Piaggione 2008
- Pian dell'Orino Brunello di Montalcino 2008
- Cerbaiona Brunello di Montalcino 2008