

SPANISH RENAISSANCE



Spanish Wine History – Brief ☺!

- Prior to Franco you really only have – Rioja, Jerez (Sherry) and a handful of producers like Vega Sicilia
- Franco dies in 1975 and Spain explodes with a new “free spirit”
- From this point forward the appellation system and many of the wineries begin business.
- Spain, though, feels behind the modern world and desperately wants to catch up – this feeling permeates the wine world.



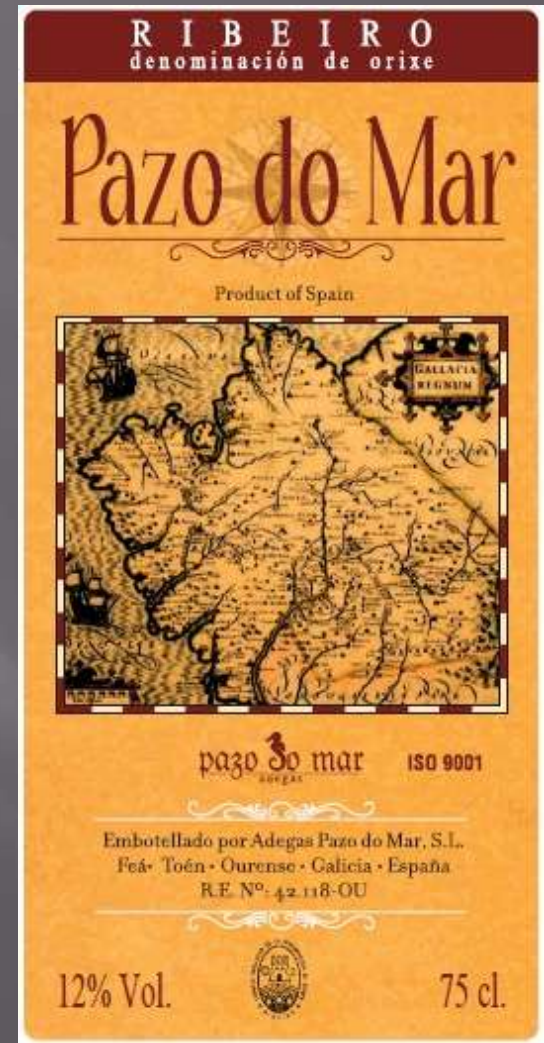
The Faces of US Importing of Spanish Wine

- Classical Wines – later Classical Wines of Spain. Early 80's – Pesquera...
- Fine Estates From Spain – Jorge Ordóñez. 1987. First only Spanish portfolio
- European Cellars – Eric Solomon. Started in 1989 but not in Spain until mid 90's.
- Rare Wine Co. (Mannie Berk), Ole Imports (Patrick Mata), Vinos & Gourmet (Jose Pastor)...and others.
- What do they represent?



WHAT IS THE RENAISSANCE?

- A coming back to “classics” and “tradition”
- Small lesser known appellations
- Indigenous varieties
- Natural wines
- Biodynamics
- Sub divisions or special parts of better known appellations
- *terroir* driven wines
- smaller producers





HOW DOES POLANER RELATE?

- Our portfolio now fully represents what we as a company are all about. It is stylistically in line with the other countries in our book.
- We have gained control of the direction the portfolio takes – the new producers, with Rare Wine Co. producers, and us are in full alignment.
- Replacements? Yes and No...\$'s hopefully...story is different!
- Context/Story of portfolio is key!
 - Our style and profile of wines
 - Transparent, Integrity to place and varietal
 - Indigenous varieties
 - Responsible farming and winemaking
 - Quality Price Ratio
 - Lesser known DO's with interesting wines

SPANISH WINE REGIONS

Climatic zones of Spain, developed by Alberto Orte and Patrick Mata with the help of "Tratado de Viticultura General" by Luis Hidalgo.



Lurra – Navarra



- Private label for Polaner but from a specific winery with estate owned vineyards.
- Warmest part of Navarra - in the part that hooks around Rioja
- Vineyards at high altitudes at an average of 1300 feet
- Pure representation of Garnacha from this appellation. Simple wine with no oak.
- Value driven wine from a variety that has name recognition but from a place that does not...different take on the grape.

Zuazo Gaston – Rioja Alavesa

- ❖ Family owned winery with a long history of growing grapes in Alavesa
- ❖ Used to sell to larger bodegas or local coop
- ❖ Own 50 hectares of prime vineyards on clay and limestone in the hillside vineyard lands of Alavesa
- ❖ Producing wine the traditional Rioja way by aging in American oak and bottle aging according to the rules of Joven, Crianza, Reserva and Gran Reserva.
- ❖ All wines are blends of the local Rioja varieties.
- ❖ Straightforward traditional fermentation and aging.





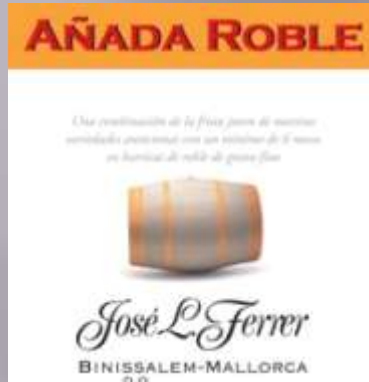
Vendrell Rived – Sere' Barrica - DO Montsant

- ☐ Josep M Vendrell is only 28 and learned organics and natural winemaking with Capcanes.
- ☐ Farming his family's vineyards in Marca – southern village in the Montsant – organically.
- ☐ He and his father do everything themselves – small production here!
- ☐ Spontaneous fermentation.
- ☐ Only Garnacha and Samso (Cariñena) in the wine – no foreign varieties.
- ☐ No new oak – 5 months in 1-5 year old barrels.
- ☐ Mixture of soils: clay, limestone and slate.
- ☐ Sere' is the name of the wind which blows through the Montsant.

Bodegas Sierra Norte – “Temperamento” – Utiel-Requena

- Small not often found appellation in Valencia.
- Local indigenous variety is Bobal which is often grown for bulk wines due to its tremendous vigor.
- Organic viticulture
- Spontaneous fermentation
- 60 year old vines recuperated onto trellising to help save them.
- Limestone soils at high elevations – 3,000 feet on average.
- Temperamento is a reference to the Spanish “temperament” of being very positive and fun.
- Label is of a cave drawing found very close to the vineyard.





Jose L. Ferrer – Binissalem-Mallorca

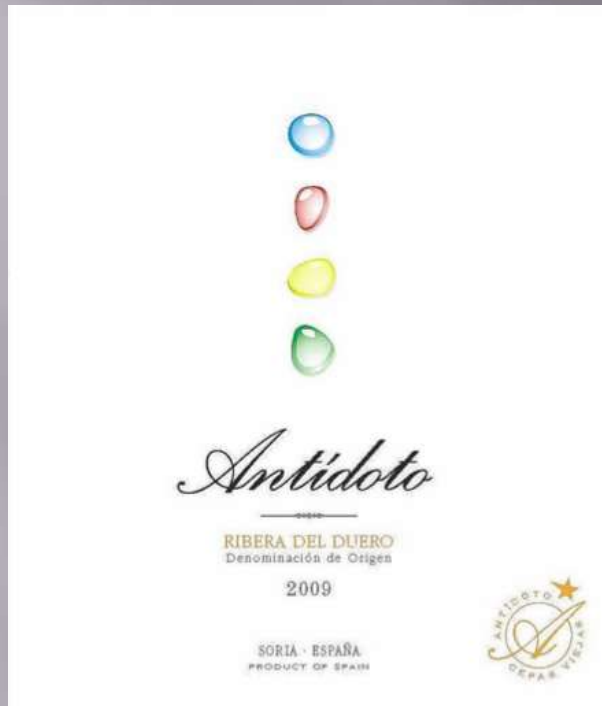
- Winery founded in 1931 by Jose L. Ferrer
- DO not founded until 1990
- Estate owned vineyards
- Soil is a red limestone called “Call Vermell”
- Indigenous varieties of Mantonegro, Callet and Moll.
- Spontaneous fermentations
- American oak is traditional
- Añada Roble – 6 months in oak and 3 plus months in bottle
- Crianza – 10-12 months in oak and 12 plus months in bottle.
- Most dominant and traditional producer on the islands.



Lezcano-Lacalle – Cigales

- ❖ DO founded by Felix's father in 1991
- ❖ Winery founded also in 1991
- ❖ 1st winery to make Red wines – all others made Rosado
- ❖ 2nd winery started making reds in 1996
- ❖ They have the highest vineyards at 800+ meters.
- ❖ limestone soils with lots of gravel
- ❖ Two Pagos or vineyards - Valdeatima with a very long history and Zapatera.
- ❖ They use a hand basket press
- ❖ traditional red system of Crianza and Reserva
- ❖ Tempranillo dominates but here there is a tradition of blends
- ❖ American Oak





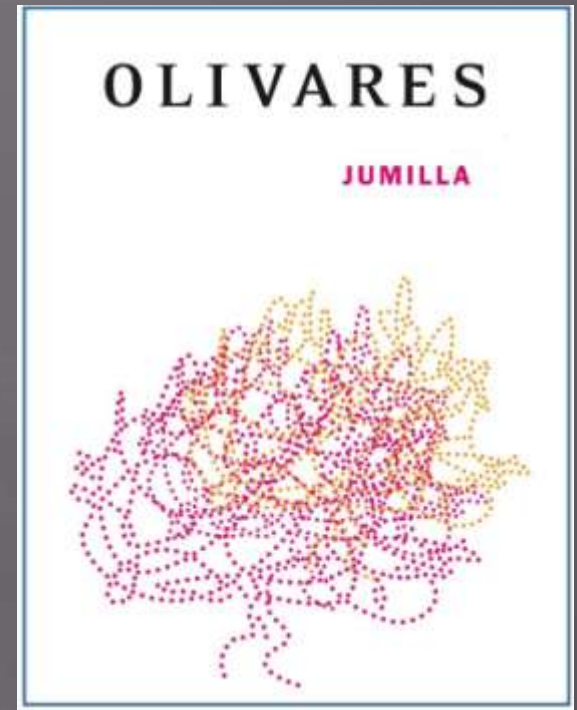
Antidoto – Ribera del Duero – Soria subzone

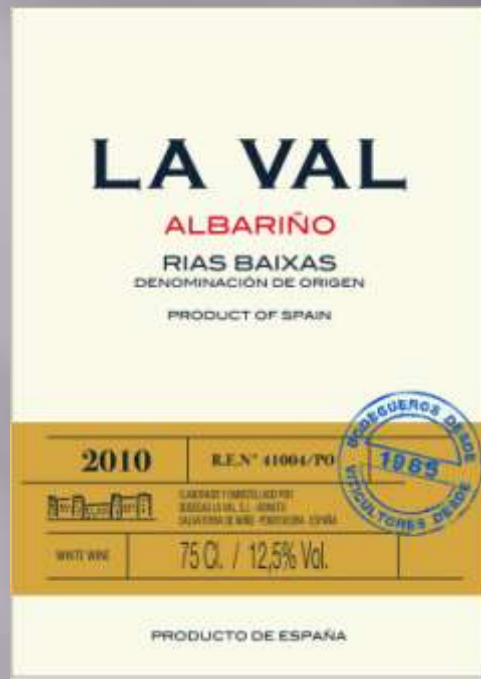
- Project started by Bertrand Sourdais from Chinon's Domaine de Pallus and David a former colleague at Atauta
- Soria is a very special subzone of Ribera
 - Far eastern section – colder and higher in altitude
 - Large number of old vines and many ungrafted
- Grapes for Antidoto come from mostly Sand sites blended with a touch of Clay and a tiny bit of Limestone for structure.
- Spontaneous fermentation
- Aged in 3 year old Haut Brion barrels



Olivares – Jumilla

- Producer discovered for its late harvest sweet wine – called Dulce
- Large holdings of old vines – 100 + years old ungrafted
- High elevations – 825 meters
- Northern part of DO where it is cooler
- Monastrell or Mourvedre is the focus
- Sandy based soils
- Rosado this year is all Saignee





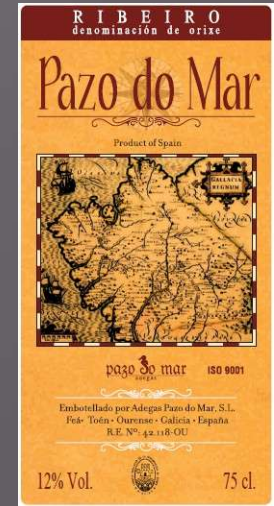
La Val – Rias Baixas

- All estate owned vineyards
- Condado do Tea subregion
- traditional pergola trellising system
- established in 1985 and is one of the pioneers in the appellation
- They harvest early in this subzone
- 100% Albariño
- 20+ year old vines
- Screw cap coming with 2011 vintage!



Pazo do Mar & Finca Os Cobatos – Ribeiro and Monterrei

- ❑ Both properties are owned by the Mendez family
- ❑ Both wines from estate owned fruit
- ❑ Responsible viticultural practices
- ❑ 30 plus year old wines
- ❑ Spontaneous fermentations and No Oak
- ❑ Ribeiro is the 3rd oldest DO in Spain
- ❑ Pazo do Mar is a blend of Treixadura, Torrontes, Godello
- ❑ Monterrei is a fairly new and upcoming DO.
- ❑ Monterrei is inland and warmer but higher in altitude – also a lot of slate vineyard sites.
- ❑ Finca Os Cobatos is all Godello



Javier Sanz – Rey Santo – Rueda

- Family owned and operated for 4 generations – founded in early 19th century
- Estate owned fruit
- In the area of La Seca on a plateau at 2,300 feet above sea level.
- Many of the vineyards are over 50 years old
- Harvesting takes place late at night during the coldest portion of the day so the grapes are cool.
- 4-6 hour maceration with skins before a gentle pressing
- Wine ages on the lees until bottling
- Soils are sand and pebbles on the surface with a layer of clay beneath to retain water.
- Basic Rueda is a blend of Verdejo and Viura
- Also a 100% Verdejo wine



Bohigas – DO Cava and Catalunya

- The family estate is located 45 minutes west of Barcelona near the village of Odena
- Family roots here go back to the 13th century as grape growers
- Their first bottling of Cava was in 1870
- The first usage of the name Bohigas on a bottle was in 1978
- All estate grown fruit
- Cava's focus on the traditional varieties of Xarel-lo, Parellada and Macabeo (Viura)
- Longer lees aging than most cava in the same category
- Low dosage for the categories as well
- Xarel-lo dominates the cava due to its ability to stand up to long lees aging
- Trepat is the focus for the Rosat which is the local indigenous variety...most Rosat cavas are Pinot Noir or Monastrell

