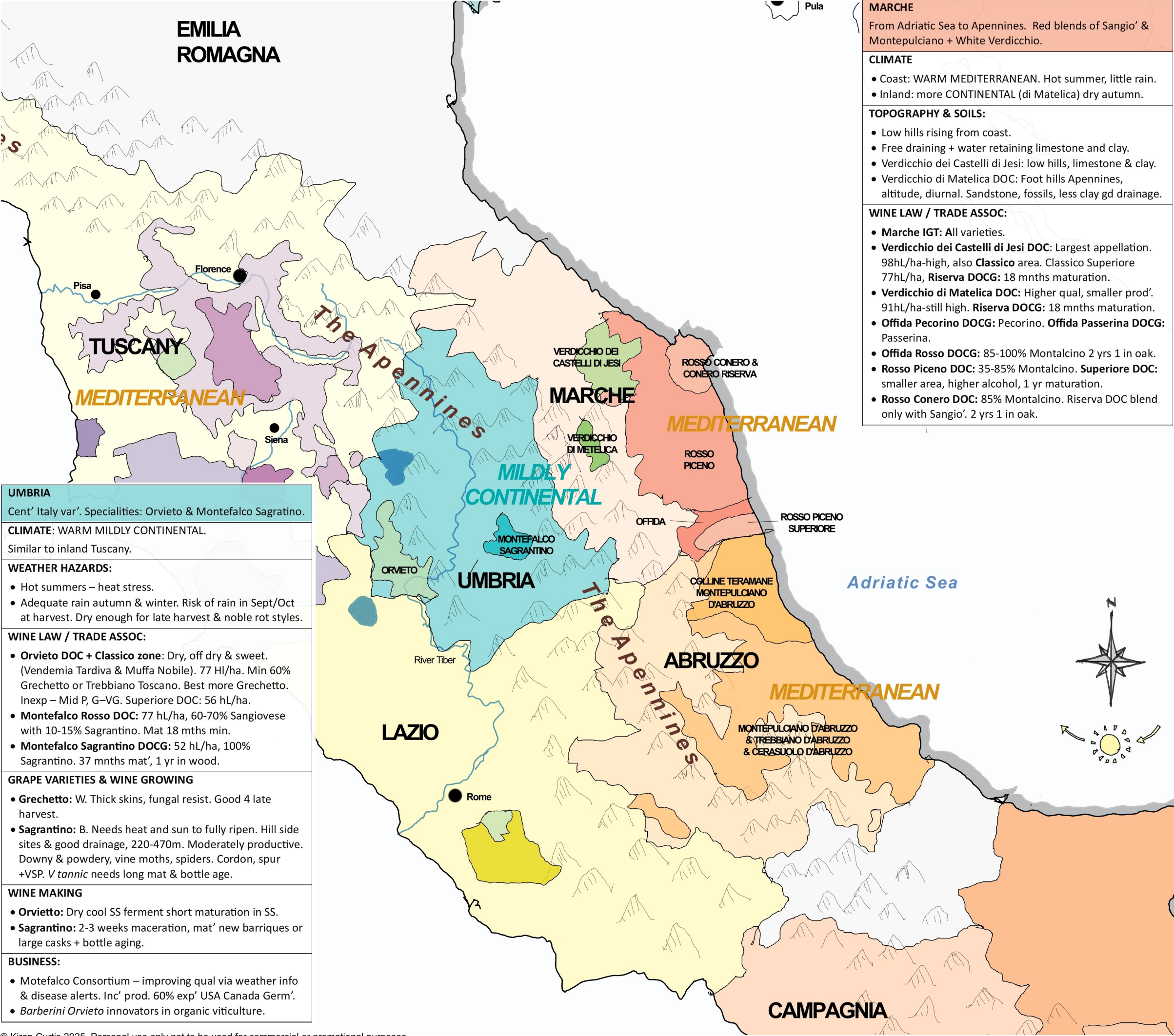


UMBRIA, MARCHE & ABRUZZO - WINE PRODUCING REGIONS



UMBRIA Cent’ Italy var’. Specialities: Orvieto & Montefalco Sagrantino.
CLIMATE: WARM MILDLY CONTINENTAL. Similar to inland Tuscany.
WEATHER HAZARDS: • Hot summers – heat stress. • Adequate rain autumn & winter. Risk of rain in Sept/Oct at harvest. Dry enough for late harvest & noble rot styles.
WINE LAW / TRADE ASSOC: • Orvieto DOC + Classico zone: Dry, off dry & sweet. (Vendemia Tardiva & Muffa Nobile). 77 Hl/ha. Min 60% Grechetto or Trebbiano Toscano. Best more Grechetto. Inexp – Mid P, G–VG. Superiore DOC: 56 hL/ha. • Montefalco Rosso DOC: 77 hL/ha, 60-70% Sangiovese with 10-15% Sagrantino. Mat 18 mnths min. • Montefalco Sagrantino DOCG: 52 hL/ha, 100% Sagrantino. 37 mnths mat’, 1 yr in wood.
GRAPE VARIETIES & WINE GROWING • Grechetto: W. Thick skins, fungal resist. Good 4 late harvest. • Sagrantino: B. Needs heat and sun to fully ripen. Hill side sites & good drainage, 220-470m. Moderately productive. Downy & powdery, vine moths, spiders. Cordon, spur +VSP. <i>V tannic</i> needs long mat & bottle age.
WINE MAKING • Orvietto: Dry cool SS ferment short maturation in SS. • Sagrantino: 2-3 weeks maceration, mat’ new barriques or large casks + bottle aging.
BUSINESS: • Motefalco Consortium – improving qual via weather info & disease alerts. Inc’ prod. 60% exp’ USA Canada Germ’. • <i>Barberini Orvieto</i> innovators in organic viticulture.

MARCHE From Adriatic Sea to Apennines. Red blends of Sangio’ & Montepulciano + White Verdicchio.
CLIMATE • Coast: WARM MEDITERRANEAN. Hot summer, little rain. • Inland: more CONTINENTAL (di Matelica) dry autumn.
TOPOGRAPHY & SOILS: • Low hills rising from coast. • Free draining + water retaining limestone and clay. • Verdicchio dei Castelli di Jesi: low hills, limestone & clay. • Verdicchio di Matelica DOC: Foot hills Apennines, altitude, diurnal. Sandstone, fossils, less clay gd drainage.
WINE LAW / TRADE ASSOC: • Marche IGT: All varieties. • Verdicchio dei Castelli di Jesi DOC: Largest appellation. 98hL/ha-high, also Classico area. Classico Superiore 77hL/ha, Riserva DOCG: 18 mnths maturation. • Verdicchio di Matelica DOC: Higher qual, smaller prod’. 91hL/ha-still high. Riserva DOCG: 18 mnths maturation. • Offida Pecorino DOCG: Pecorino. Offida Passerina DOCG: Passerina. • Offida Rosso DOCG: 85-100% Montalcino 2 yrs 1 in oak. • Rosso Piceno DOC: 35-85% Montalcino. Superiore DOC: smaller area, higher alcohol, 1 yr maturation. • Rosso Conero DOC: 85% Montalcino. Riserva DOC blend only with Sangio’. 2 yrs 1 in oak.

GRAPE VARIETIES & WINE GROWING • W: By vol: Verdicchio, Biancame (local wines), Trebbiano Toscano, Passerina. • B : Sangiovese & Montepulciano. • Verdicchio: Late ripening, retains acidity. Low density planting as first 4 buds sterile. Prone to mildew & botrytis. For quality needs long ripening – risking rain. • Pecorino: South Marche and Abrusso. Early ripening, disease resistant, harvest before other var’. Low productivity, clonal selection to improve. Retains acid. • Passerina: Marche and Abrusso. Later ripening, disease resistant. Productive. High acid but loses it quickly. • Montepulciano: Later ripening needs a long season. Ripens unevenly – lower quality / higher selection costs. Resistant bunch rot & downy mildew – prone to powdery.
WINE MAKING • Verdicchio: Early drink: Pick earlier, protective, no malo, maturation 4-6 mths SS. Riserva: longer ripening - concentration, malo an option, lees aging in old oak for creamy texture – capable of bottle aging. • Pecorino: Early drinking style, some matured in old oak 12-18 mnths for texture. • Montepulciano: Early drink: 4-5 days maceration. High qual: 20+ days maceration, maturation lge oak. Reductive needs aeration. Blend with Sangio’ to add acidity.
BUSINESS: • <i>Instituto Marchigiano di Tutela Vini IMT.</i> Most sold in Italy. 1/3 by value exported USA, Canada, China, Japan. • Verdicchio planting dropping lost market to Pinot Grigio.

ABRUZZO East coast. Vol’ wines. Montepulciano dominates. Co-ops.
CLIMATE: • Coastal zone: WARM MEDITERRANEAN. • Hill side zone (Apennines): WARM CONTINENTAL. Mod by mountains. Spring frost. Heat stress.
WINE LAW / TRADE ASSOC: • Trebbiano d’Abruzzo DOC: 98 hL/ha hi. Either Trebbiano. • Cerasuolo d’Abruzzo DOC: Rose 85% Montepulciano. • Montepulciano d’Abruzzo DOC: 98hL/ha–high. 85% Montepul’. 15% M or Primitivo. 5 sub-zones 66 hL/ha, 18 mnths mat, ½ in oak. Colline Teramane Montepulciano d’Abruzzo DOCG: longer mat 2 yrs 1 in wood.
GRAPE VARIETIES & WINE GROWING: • By vol: Montepulciano, Trebbiano T, Trebbiano A, Chard, Sangio’, Pecorino. • Trebbiano Abruzzese: May not be related to Trebbiano Toscana. Mid – late ripening. Vigorous and productive – good for pergola. Powdery mildew.
WINE MAKING • Trebbiano Abruzzo: Better quality using Trebbiano A. protective, cool ferment, no malo. Maturation in SS. • Montepulciano: Blend. Light extraction, sht maceration – plenty of colour, maturation in barrel, large some barrique.
BUSINESS • 75% by 40 co-ops, largely inexpensive. • Consumed domestically & exported as good value. • <i>Valentini</i> – Super Premium Trebbiano Abruzzo.

