

Lacrima di Morro d'Alba was a wine near extinction when the DOC was created in 1985. This was the saving grace that resurrected the wine and encouraged producers to continue working with the grape. Most recently, with the new concepts of viticulture that are being embraced in Italy, such as high vineyard density and low yield per vine, Lacrima, as well as several other grapes formerly regarded as 'secondary', are beginning to make some very exciting wines. [Today there about 200 hectares planted with Lacrima grapes.]

While **Lacrima di Morro d'Alba** is traditionally a light, quaffable red, sometimes slightly pleasantly sweet, the **Giusti** wines are made in a rich and concentrated style, typical of enologist Giancarlo Soverchia, yet very perfumed and soft. They are an excellent wine for braised meat dishes, especially traditional Italian ragù sauces.

The **Lacrima** grape is an ancient indigenous varietal to the area. Its curious name (Italian for tear – as in what is shed over spilt) Lacrima di Morro d'Alba is believed to have come from the fact that the berries frequently burst and thus appear to "shed tears". Morro d'Alba is the name of the central town to the wine zone. It is also one of the Castelli di Jesi.

| <u>WINES</u> | CLASSIFICATION - FERMENTATION & AGING | GRAPES | AVG. PROD. |
|--|--|--|---|
| LACRIMA DI MORRO D'ALBA Min. Alc. 13.5% by Vol. | LACRIMA DI MORRO D'ALBA DOC The grapes are attentively harvested by hand in a minimum of three passes through the vineyard, and brought to the winery in small crates to ensure optimal quality. Clusters are destemmed and the must is slowly fermented at a controlled temperature in stainless steel tanks. For the malolactic fermentation the wine is then transferred to French barriques (1 year old), where it is then aged for 4 months and bottled. | 100% Lacrima | 35,000 bottles 7 tons x hectare |
| LACRIMA DI MORRO D'ALBA "RUBBJANO" "Rubbjano" is a single vineyard Min. Alc. 13.5-14% % by Vol. | LACRIMA DI MORRO D'ALBA DOC The selection applied to the regular Lacrima is even more rigorous for the Rubbjano single vineyard wine. These pristine grapes are destemmed and the maceration and alcoholic fermentation occur in temperature-controlled in French oak vats of 50 hectoliters lasting around 24 days. The wine is then transferred to French barriques for the malolactic fermentation and 10-12 months of aging. Once bottled, the wine is held for an additional period of refinement before being released. | 100% Lacrima | 4,000 bottles 5 tons x hectare |
| "LE ROSE DI SETTEMBRE" [The roses of September] Rosé - Min. Alc. 12%-12.5% by Vol. | LE ROSE DI SETTEMBRE - Marche IGT After destemming, the grapes are slightly pressed (0.3 bars) in a pneumatic press and this must together with the "mosto fiore," the free run juice, after a very short contact on the skins ferments in a stainless steel tank. A portion - 10% - of the bottom of the tank, rich of fine lees, is drawn off and left to mature in barriques for 2 months. This 10%, enriched in its aromatic components, by the short aging in wood, is then blended with the rosé that completes its fermentation in stainless steel. | 100% Lacrima The grapes of Lacrima for this Rosé wine are grown in a specific vineyard located just in front of the winery. | 7,000 bottles In other words, this ROSE' is not just a "by-product" of the red Lacrima. |

For information, call: Paolo Boselli - Tel (718) 263-4094 - Fax (718) 263-4409 - October 26, 2008