

Marolo Grappa presentation

- 1) **General info about Marolo distillery – (from#1 - to#9)**
- 2) **From the vineyards to the distillery – (from#1 – to # 15)**
- 3) **The Marolo GRAPPAS – (from#1 – to #30)**
- 4) **How to taste grappa, Grappa Marolo – (from#1 – to #10)**
- 5) **Ways to serve Grappa Marolo – (from#1 – to #6)**
- 6) **Merchandising tools – (from#1 – to #6)**
- **7) How grappa is made – (from#1- to #24)**

Grappa & marc:

which is the difference?

- Grappa is obtained through the distillation of **pomace** or by a boiling water process, which implies evaporation of all the volatile components and subsequent condensation of the alcohols with related aromas and flavors.
- Eau-de-vie, including the famous French marc, are obtained with the **distillation** of the *washing waters of the pomace*.

For a good grappa, 3 crucial factors

- **a) Fresh well fermented pomace**
- **b) The utilization of a distilling plant of slow extraction, (they could be called “lazy plants”)**
- **c) Lastly, the “hand” of the master grappa maker, “il maestro grappaiolo”**

Fresh well fermented pomace

- **Fresh well fermented pomace** [time is of the essence], not only, but also softly pressed grapes.
- The pomace, at the moment of distillation, optimally retains between **4-5 degrees of alcohol (8-10 Proof)** for **red grapes** and between **2-4 degrees (4-8 Proof)** for **white grapes**.

Quality of the grapes

- The **mono-variety** pressed grapes are the basic raw material used by the good "grappaioli" (grappa makers).
- MAROLO only distills pomace coming from quality **grapes grown in** vineyards recognized for their **prestigious locations**.
- The red grapes arrive **destemmed**, the **white grapes are destemmed at the distillery**.

The distillation “campaign”

- In order to distill **FRESH** pomace, **time is of the essence.**
- Marolo distillation cycle lasts no more than **90 days**, from mid-September to December 15th.
- The “industrial” producers keep distilling even up to 5 months.



Two distillation methods

- The first, continuous distillation, finds its application in the industrial production of grappa;
- the second, a discontinuous distillation, is used by small distillers.

The “continuous” distillation

- The distiller, in the **continuous distillation** method system, is constantly supplied by pomace.
- *The distillation, in addition, is always made under the same conditions, without the possibility of rapid intervention by the grappa maker. Naturally, the product is a standard one, without personality.*

The “discontinuos” method

- The most commonly used system for the discontinuous distillation is the “**bain-marie**” or “**double boiler**” distillation.
- The distiller is formed by two boilers, one inside the other. The internal one, much smaller than the external, is loaded with pomace with the addition of **water in the ratio of 50%**; this is called “**submerged cotta.**”
- The empty space between the two boilers is filled up with water, which heats up and conveys this same heat to the pomace contained in the small boiler.
- The in between space made of water prevents heat-strokes, a danger in the direct fire distillation.

The slow extraction ...

- The typical characteristic of the discontinuous system is that it allows for a **slow distillation** and a slow and accurate **fractioning** of the boiling liquid. Consequently, the extraction of the aromas is typical of high quality fine spirits.

The “double boiler” = (“bain –marie”)

- It takes **one hour and a half** for the distillation of each “submerged cotta,” while **it takes only 40 minutes to distill a “direct steam cotta,”** which is a method based on distilling pomace discontinuously through a flow of hot steam passing through a many hole perforated spherical container.

“imperfect, but good...”

- The goal of any “grappaiolo” is to **obtain** an **“imperfect” product, but “imperfect to the point of being good!”** Therefore, a good grappa is always born with an alcohol content that varies from 136 to 154 proof (from 68% alc. by vol. to 77%).

A “finer,” but a poorer grappa

- Grappa, according to Italian law, is distilled at a **maximum of 172 proof** (86% alc. by vol.).
- It is a fact that chemically, the pomace distilled at 172 proof has a more rectified alcohol and thus **has less impurities**. This is a finer product, but also a “poorer” product.

A “finer,” but a poorer grappa why?

- The grappa maker who must deal with an inadequately fresh pomace, - often with a “stored” pomace that spoils when exposed to the air - must distill at the maximum allowed level of 172 proof in order **to avoid “bad smelling” grappa.**
- He is not interested in a product that keeps, as much as possible, the original aromas of the grapes, but in a leaner product, **immune from a mold smelling alcoholic liquid.**

The objective of a good distillation

- The objective of a good distillation is to preserve the PERFUMES and to remove the ODORS.
- **Using FRESH pomace and distilling at lower alcohol content will result in a product that expresses PERFUMES.**

With personality...

- Conclusion: two different grappas can be produced at 84 proof, one, distilled at 136 proof, will express **“character” and the identity of the grape variety** from whence the pomace originates, the other one, distilled at 172 proof, will be a **“flat” grappa.**

Dropping of proof content

- The **dropping** of proof content [from 140-142 proof to 84-100 proof] is obtained by diluting the high proof spirit **using distilled water**, preferably from springs. This is the same process applied in all spirits - rum, whiskey, tequila vodka, gin, cognac, etc.

Mastering the temperature of distillation chart #1

- *The slow and cautious fractioning of the ethereal parts of the "heads"* (everything that evaporates at a temperature below 173°F or 78°C) *and of the "tails"* (everything that evaporates at a temperature above 212°F or 100°C) *allows for the distillation and selective elimination of the "heads" and of the "tails;"* *the "heads" at the beginning and the "tails" at the end of each "cotta,"* *resulting in the yielding of*
- *only the "heart,"* the top of finesse and delicacy of the flavor.

Mastering the temperature of distillation chart #2

- It must be remembered that, in order to produce a good distilled spirit, one of the most important conditions is the rational fractioning of the raw material under distillation.
- **At the beginning** of every distillation process, every aerial part that exhales a disagreeable smell must be eliminated, imperatively: **these are the "head" products.**

Mastering the temperature of distillation chart #3

- Subsequently the "**buon gusto**" products - the "good flavor" products - are distilled. This is called the "**heart**" of the distillation (everything that evaporates at a temperature between 173°F and 212°F (78°C & 100°C), and these "good flavor" products are obviously stored separately.

The mastery of the grappa maker

The mastery of the grappa maker is of paramount importance; with his capabilities, especially patience and intelligence, he can make up for possible defects of the distilling apparatus or of the production process as long as he is working with pomace of good quality.

The REAL grappa maker is an ARTISAN!

It is up to his technical knowledge and his "artistic feelings" whether he will succeed in obtaining a high quality product with a fine aroma and flavor.

The mastery of the grappa maker

The mastery of the grappa maker is of paramount importance; with his capabilities, especially patience and intelligence, he can make up for possible defects of the distilling apparatus or of the production process as long as he is working with pomace of good quality.

The REAL grappa maker is an ARTISAN!

It is up to his technical knowledge and his "artistic feelings" whether he will succeed in obtaining a high quality product with a fine aroma and flavor.

Q / A