

CONTI SERTOLI SALIS

Property Name: Salis 1637 srl	Region: Lombardy	Total vineyards: 131 acres (16 directly managed)
Established: 1989	Province: Sondrio	Years planted: 1958 & 1965
Township: Tirano	Wine area: Valtellina DOC & DOCG	Replanting: 2-3% replaced annually as needed
Owner's name: Francesco & Paola Sertoli Salis	Managing Direc.: Paola Sertoli Salis	Soil: rocky, sandy, with pH 4.2
Total Production: 290,000 bottles	Enologist: Barbara Tamburini	Yield per vine: 1.3-1.7 kg
Territory: Steep terraced slopes	Cellar Capacity: 110,000 gal	Density: 3,800-4,400 vines/hectare
Elevation: 980 to 2000 feet	Stainless Steel: 40%	Training: Sylvoz and Guyot
First Traded & 1990	Wood 60%; of which 30% are 225- and 450-500-liter barriques	Harvesting: Manual
Sales Manager: Silvia Marinelli		

Notes:

- 1) The sugar at the harvest for the red grapes ranges from 17.5% to 23%.
- 2) The wines are named after a reception room, a courtyard, a tower and the "special" vinification room of the palace in Tirano.

<u>WINES</u>	<u>CLASSIFICATION, FERMENTATION & AGING</u>	<u>GRAPES</u>	<u>Avg. Prod.</u>
Torre della Sirena 12 - 12.5% alc/vol A dry, elegant wine with a pale yellow hue and an aromatic bouquet of dried, tropical fruit and acacia honey with slight balsamic notes.	Terrazze Retiche di Sondrio - IGT The pink-skinned grapes in this wine are pressed gently and the must remains in skin contact for 8-10 hours. The juice is drawn off and allowed to ferment. Seventy to eighty percent of the wine ages on the lees in stainless steel tanks; 20-30% of the wine ages on the lees in new 225- and 450-liter French and other European oak barrels with periodic "batonage", or stirring, until bottling in February or March after the harvest.	Rossola (40-35%) & Pignola (60-65%) grapes Both are old varieties indigenous to Valtellina.	1,500-1,700 cs.
Torre della Sirena Barrique-fermented 12 - 12.5% alc/vol	Terrazze Retiche di Sondrio - IGT After the pink-skinned Rossola and Pignola grapes are crushed, the must undergoes static decanting at 41-44° F. This maceration lasts about 8-10 hours for the first aromatic extraction. The must is drawn off of the skins and then the alcoholic fermentation takes place in new 225- and 500-liter Allier and Nevers oak barrels. All of the wine undergoes malolactic fermentation, and the wine then rests and matures on the lees. It is bottled in May or June after the harvest.	Rossola (40-35%) & Pignola (60-65%) grapes	3,600-5,000 btls
Saloncello 12 - 12.5% alc/vol <i>Il Saloncello</i> is a ruby red wine with an elegant bouquet of black currant, blackberry, raspberry and a hint of spices. It is smooth and fresh with medium tannins and good body. Ready to drink now, it also can age for several years.	Terrazze Retiche di Sondrio - IGT Intact and healthy berries are removed from the stem and are placed in 70-hl. Slavonian oak casks where they are left to macerate for 12-15 days. The berries are in contact with a small quantity of crushed berries and must, previously introduced into the casks, and fermentations quickly follows. A partial carbonic fermentation takes place. When the casks are opened, 75-80% of the berries are still whole; these are gently crushed and returned to the casks. Alcoholic fermentation follows for 5-6 days at 82° F. Before bottling, the wine ages 6 months in 225- and 500-liter French and American oak casks and in 15,000 liter Slavonian casks.	100% Nebbiolo (Known locally as <i>Chiavennasca.</i>) Natural yeasts are used for the fermentation.	5,000 cs
Capo di Terra 12-12.5% alc/vol Capo di Terra refers to the zone where the Adda river touches the first (capo) land (terra) of the commune of Tirano. It is also the name of the narrow street bordering the side of the Palazzo Salis where grapes were once brought in from harvest.	Valtellina Superiore - DOCG - (from harvest 1998) Grapes from older vines (15-20 yrs.) are picked when they are slightly overripe for softer tannins in the wine. In an old Valtellina tradition, the grapes are only partially (80%) crushed in order to emphasize the complexity of the fruit. Fermentation then follows with both pumping over and punching down of the cap to maximize extract for about 10 days. The wine is then racked into large oak casks for the malolactic fermentation, and then into 1-2 year old French barriques for 15 mos. of aging. The wine is then bottled and held on the premises for 6 mos. of refinement before release	100% Nebbiolo (Known locally as <i>Chiavennasca.</i>) Natural yeasts are used for the fermentation.	1,700 cs.
Corte della Meridiana 13 - 13.5% alc/vol ("Courtyard of the Sundial", named after the main courtyard of the Palazzo Salis in Tirano) This ruby red wine has aromas of dried hazelnut, mingling with licorice, vanilla, raspberry and black currant. These flavors reappear on the palate, along with hints of dried fruit and almonds.	Valtellina Superiore - DOCG - (from harvest 1998) This wine is made exclusively with grapes grown in the classic zones of Grumello and Sassella in Valtellina. According to the old tradition of <i>rinforno</i> (strengthening the wine), after harvesting, a specific percentage of grapes (15-25%) are left to dry in a special aerated room called "fruttaio" until late fall. Then they are added to the wine produced from the other grapes. (In weaker vintage years, the winemaker increases the proportion of dried grapes in the wine.) The addition of the dried grapes triggers a second fermentation. In April or May, late in the lunar cycle, the wine is poured into 500-liter casks where it ages for 18-20 months. It then matures for an additional 6 months in bottle.	100% Nebbiolo (Known locally as <i>Chiavennasca.</i>) Grapes from the rocky zones of Grumello & Sassella. Selected yeasts are used for the fermentation.	23 -30,000 btls
Canua 14.5-15% alc/vol. <i>Canua</i> is the ancient name used to identify the room of the palace , where the vinification was taking place. Being in the middle of the cold winter, the fireplace was lit in order to ignite the fermentation. This deep ruby wine has aromas of marasca cherries with cinnamon and licorice undertones, a smooth body and lingering finish.	Sforzato Valtellina - DOCG - (from harvest 2000) This wine is <i>Sforzato</i> (strengthened) because is made only with hand-selected Nebbiolo grapes, dried in specially aerated rooms from harvest time through midwinter (between the end of January and the beginning of March). As a result, there is a large increase in sugar concentration, and some grapes are affected by botrytis cinerea, the "noble" mold that adds complexity to the wine. The must from the dried grapes is 25-28% sugar. A slow fermentation on the skins follows for 40 days, to full dryness. The wine is aged in 225- and 450-liter Allier & Tronçais barrels for 18-24 months. Both new and one year old barrels are used.	100% Nebbiolo (Known locally as <i>Chiavennasca.</i>) Grapes from the cooler zones east of Grumello & Sassella. Natural yeasts are used for the fermentation.	26-33,000 btls It takes about 2 kilos of grapes (4.4 lb) to make 1 bottle of Canua

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