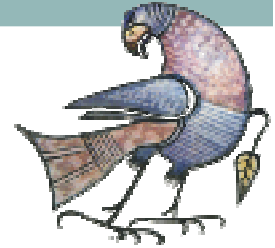


# GRIFALCO DELLA LUCANIA



GRIFALCO

## The Beginning

Fabrizio Piccin and his wife Cecilia had a very successful winery in Montepulciano, Tuscany. However, Fabrizio often found himself in Basilicata in business and became enamored of the local aglianico grape variety. He started out taking small lots of grapes back home with him and experimenting with micro-vinifications. He was soon convinced that this is where his destiny awaited! His first vintage was 2004 and was immediately met with critical acclaim! Aglianico in Basilicata is grown on the contours of the extinct Vulture volcano that dominates the landscape of Northern Basilicata. Fabrizio says that he put 110,000km on his car driving around to select the very best parcels to produce his vision of an ideal aglianico. In total he now has 18hm spread over four vineyard sites that each bring something important to the mix. Each parcel is vinified individually and receives the appropriate oak treatment for its weight and style and then a final assemblage is made.

Fabrizio Piccin and Cecilia Naldoni of the Grifalco winery came to Basilicata from Montepulciano, where they had been making *Vino Nobile* since 1974. Piccin explained, "Tuscany was no longer the same; there were no more producers." The individuals, the *contadini*, had mostly been bought out by financiers and banks. "Basilicata was a beautiful unknown territory," Piccin said. The couple first made tiny experimental amounts of wine, finding "incredible potential." They bought land, and with the 2004 vintage they began to sell wine.

Grifalco raises only Aglianico, 16 hectares of it in four locations: around the brand-new winery near Venosa, and in Ginestra, Rapolla, and Maschito. The last, a clayey site, has the highest and best vines. Some of the vineyards are newly planted, while others are up to 45 years old. New plantings, at 8500 vines per hectare, are made from a mass selection from the best old ones. Production is certified organic, but to say so on a label is "almost useless; it's a piece of paper, a document," Piccin said.

With organic methods, only old-fashioned copper and sulfur sprays are permitted. Grifalco's well-insulated winery was constructed to consume a minimum of energy. Two of its three levels are below-grade, and natural currents circulate the underground-temperature air throughout, avoiding the need for fans, much less air-conditioning or heat.



# GRIFALCO DELLA LUCANIA



## The Vineyards

Vulture slopes mainly consist of volcanic rock, and clay soils dominate on the highlands. Grifalco della Lucania winery owns four vineyards in various parts of the area. For convenience, they bear names of the closest communes. The differences between them are obvious during wine tasting. The highest Ginestra plot with 30-year-old vines is located on top of the 500-metre hill in a close proximity to the volcano. Clay soils give the wine excellent structure and berry scents, intense and spicy flavours. Rapolla vineyard in eight kilometers to the north lies low, at 200-250 metres, right next to a stream. The soils are sandy — this is reflected in particular mineral aromas. Maschito, to the east of Ginestra, lies on 400-450 metres above the sea level and is grown on a plateau. The wine is distinguished by sturdy structure and a well-focused bouquet, with floral notes in aromas and pronounced mineral flavours. Venosa is directly to the north of Maschito. The vineyard is quite stony, pebbles were brought by the rivers. It was recently planted. Vines have not yet ‘absorbed’ terroir characteristics, but already show good volume.



Aglianico is a late ripening variety that needs a long warm autumn season with a good difference of day and night temperatures. It has high acidity that translates in wines’ freshness, and shows superior technical parameters, including the level of tannins. This may present a challenge for winemakers, but if right grapes are picked, Aglianico makes wines of excellent concentration, appealing structure, refreshing palate and an aging potential for ten years and longer.



# GRIFALCO DELLA LUCANIA



## Cellar

The Grifalco wine is produced growing and harvesting the grapes from the different vineyards of Rapolla, Maschito, Venosa and Ginestra that yield such different wines. They are fermented separately and left on skins for 9 or 12 days, then put together later. A small percentage (about 20%) will be aged in wood.



*Fabrizio Piccin in the vineyards*

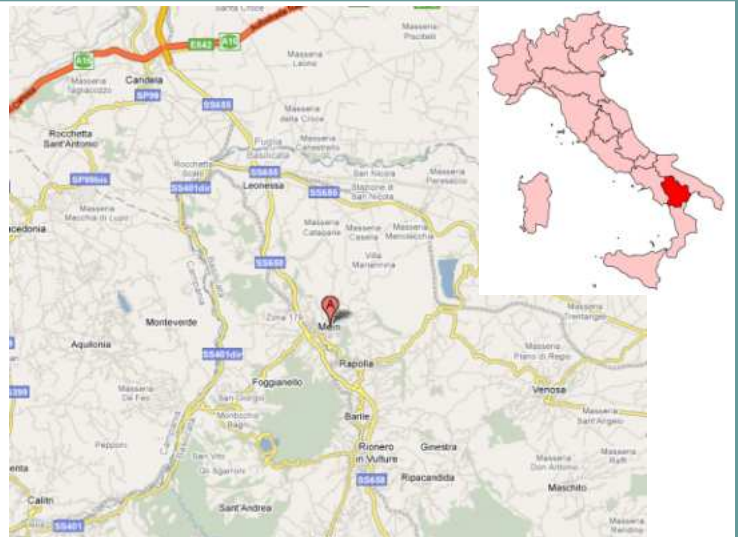


*Fabrizio Piccin and Cecilia Naldoni with their children*



Owners: Fabrizio Piccin and Cecilia Naldoni  
Winemaker: Fabrizio Piccin and  
Giampaolo Chiettini

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# GRIFALCO DELLA LUCANIA



## AGLIANICO DEL VULTURE D.O.C. "GRIFALCO"

**Vintage: 2005**

**Gambero Rosso: Awarded 2 glasses**

**30,000 bottles**

*Brilliant ruby red; generous and elegant nose with all the charm of the Aglianico grape. Mineral. Stylish floral hints, fresh and bottled red berry fruit. Gutsy and determined on the palate, supported by sweet tannins. A good acidity lengthens the deep, well-defined finish.*

**Varietal:** 100% Aglianico

**Vineyards:** different vineyards in the areas of Vulture with different natures according to the altitudes and kind of soil but each one with an excellent vocation in winemaking: Venosa, Rapolla, Ginestra and Maschito

**Soil:** a mix of soils, from tufaceous/clay to sandy to stony texture

**Age of vineyards:** 6-30 years old

**Altitude:** 300-450 masl

**Planting density:** 6,000-8,000 plants per ha

**Training system:** plants are 50cm from the ground on wires with short Guyot at one end

**Vinification:** destemming and soft crushing followed by fermentation in stainless steel vats; only 20% of the wine has been aged for twelve months in Tonneau and Barrique

**Alcohol content:** 13.5% by volume

**Serving temperature:** 16-20C

**Aging potential:** at least 2-3 years

**Food recommendations:** ideal with roasted, barbecue and stewed and braised meats

# GRIFALCO DELLA LUCANIA



## AGLIANICO DEL VULTURE D.O.C. "GRICOS"

**Vintage: 2007**

**Gambero Rosso: Awarded 2 glasses**

**120,000 bottles**

*Brilliant ruby red; generous and elegant nose with all the charm of the Aglianico grape. Mineral. Stylish floral hints, fresh and bottled red berry fruit. The grapes come from the vineyards in four different Vulture areas. The palate is gutsy and determined, supported by sweet tannins. A good acidity lengthens the deep, well-defined finish. Ideal for barbeque.*

**Varietal:** 100% Aglianico

**Vineyards:** different vineyards in the areas of Vulture with different natures according to the altitudes and kind of soil but each one with an excellent vocation in winemaking: Venosa, Rapolla, Ginestra and Maschito

**Soil:** a mix of soils, from tufaceous/clay to sandy to stony texture

**Age of vineyards:** 6-30 years old

**Altitude:** 300-450 masl

**Planting density:** 6,000-8,000 plants per ha

**Training system:** plants are 50cm from the ground on wires with short Guyot at one end

**Vinification:** fermentation lasts for 10 days with temperature under control, with soft crushing and délestage intending to extract from the grape floral hints and freshness. 50% of the wine is aged in Slavonian oak barrels for 12 months, the other 50% stay in steel.

**Alcohol content:** 13.5% by volume

**Food recommendations:** ideal with barbecue and rich sauces