

LE TERRAZZE

Numana

When Attilio called and said, "Let's go for a ride and a taste in the Marche!" I jumped at the idea and off we went. I like the Marche, and my experiences with Bisci's Verdicchio di Matelica and the wines of Boccadigabbia had been so positive that I harbored good feelings for this little known and underrated area. Then, also, Attilio Pagli is as fine a young winemaker as Tuscany has - a man of integrity and a good friend. So we ended up at Le Terrazze and, under a ripe rain, we slushed through the vineyards - impeccably kept, clusters and clusters of Montepulciano cut and lying discarded on the ground, firmly discouraging overproduction, the healthiest grapes enriching the panoply with purple.

Then, back to the estate for tasting and lunch and talking with Antonio Terni and his gracious wife, Georgina, vigneronne, scientist, musician and excellent cook to boot!

And we're all a bit uneasy - as often happens amongst people who care about wine - when we approach "business matters", always the embarrassing subject. But the wines were very fine, the future promised things finer to come, the company was precious. Thus, we were to meet again, in Florence, to finalize all all of the details.

Rosso Conero, or at least its ancestor, had been produced in the small hilly enclave that is its appellation ever since Roman days, testifying to the area's viticultural aptitude. The wines, however, are

still today mostly consumed in the area and rarely exported, though worthy examples certainly do exist.

Marche



Well, I think it is high time that Rosso Conero at its finest get its dues, and Le Terrazze's aim is just that: to produce the finest wines possible in the appellation.

An average of 4,000 cases of rich and elegant Rosso Conero is being bottled on a yearly basis. And a very small quantity of particularly fine grapes is separately vinified in order to produce a wine for long aging, called Sassi Neri, made to compete with some of the very best reds around.

The range of wines also consists of other non D. O. C. wines, Chaos (a blend of Montepulciano, Syrah and Merlot), and the recent "Planet Waves" (A blend of Montepulciano and Syrah), that was created following a specific request of Bob Dylan.

Antonio Terni, born in Argentina to a distinguished family from the Marches, nuclear physicist, and a die hard Bob Dylan freak, has been a leader of the revival of the Rosso Conero appellation in the 1990.

Daniel Thomases,

The Wine Advocate 4/04

Rosso Conero

Total acreage: 49 acres

Soils: chalk chalk-clay, same

Varieties: Montepulciano (70%); Chardonnay (15%); Merlot (10%); Syrah (5%).

Average production: 5,800 cases.

Vinificatory highlights: See comments under individual wines below.

Rosso Conero

100% Montepulciano aged one year in mature oaken oval casks.

Rosso Conero Sassi Neri

100% Montepulciano from older vines given longer maceration and matured in French barriques.

"Chaos"

50% Montepulciano, with 25% each Merlot and Syrah, given extended maceration and 12-16 months in barriques.

"Planet Waves"

A collaborative project with Bob Dylan born after years spent in the literal as well as literary pursuit of his idol unexpectedly handed Terni an opportunity to send Dylan a note with a bottle. Turns out, the legendary singer-songwriter needed little encouragement and in 2002 this blend of Montepulciano with (25% Merlot) was born.