

# LE TERRAZZE

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 experience with Bisci’s Verdicchio di Matelica and the wines of Boccadigabbia had been so positive that I harboured good feelings for this little known and underrated area. Then also, Attilio Pagli is a fine 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 canopy with purple.

Then, back to the estate for tasting and lunch and talking with Antonio Terni and his gracious wife,

Georgina, vigneronne and excellent cook to boot!

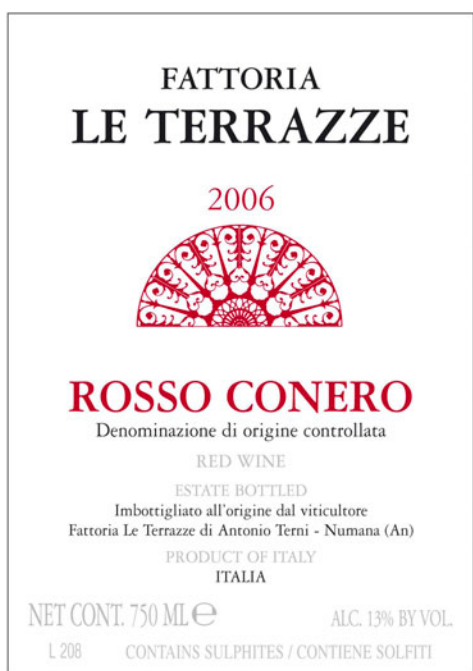
And we’re all a bit uneasy - as often happens amongst people who care about wine - when we approach “business matters”, always an embarrassing subject. But the wines were very fine, the future promised things finer and finer to come, the company was precious. Thus, we met again, in Florence, for all 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. Fattoria Le Terrazze belongs to the Terni family since 1882 and the aim of the estate is to make the finest wine possible in the appellation.

An average of 40,000 bottles of rich and elegant Rosso Conero are released on a yearly basis. Besides the Rosso Conero “base”, Antonio

Terni makes other two Rosso Conero (Conero DOCG from the ‘04 vintage) wines: a single vineyard for long aging, called Sassi Neri (made to compete with some of the very best reds around) and, only in the best vintages, a selection Visions of Johanna - a tribute to Bob Dylan of whom Antonio is a fan.

The range of wines also consists of three IGT/proprietary wines: “Chaos” (a blend of Montepulciano, Syrah and Merlot), “Le Cave” (100% Chardonnay) and “Planet waves” (a blend of Montepulciano and Syrah), that was created following a specific request of Bob Dylan. A young and fresh Rosso Conero, “Preludium” and a Rosato were recently released. ◇



## Rosso Conero

Zone: *Numana*  
 Varietal: *Montepulciano*  
 Vineyard Ext.: *10 hectares*  
 Average Prod.: *40,000 bottles*



## Sassi Neri Conero Riserva DOCG

Zone: *Numana*  
 Cru: *Sassi Neri*  
 Varietal: *Montepulciano*  
 Vineyard Ext.: *3 hectares*  
 Average Prod.: *13,000 bottles*