

LA SPINETTA

"making wines with passion"



www.la-spinetta.com

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Things to know about us...



Pages:

- 1&2:** Everything began 34 years ago
- 3&4:** Philosophy— Grape Origin and Green Harvest
- 5&6:** Philosophy— Our Vineyards
- 7&8:** Philosophy— Harvest
- 9&10:** Philosophy— Work in the Cellar
- 11&12:** Fast Facts
- 13&14:** Historic Overview
- 15&16:** The Wines
- 17&18:** The people behind the work
- 19&20:** Rewards & Reviews
- 20&21:** CONTRATTO

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1

Everything began, 34 years ago...

The Rivetti family story begins in the 1890s, when Giovanni Rivetti, grandfather of the three Rivetti brothers, Carlo, Bruno and Giorgio, left Piedmont for Argentina. Like many Italians of that time, he dreamed of returning rich and a powerful man, perhaps even one day able to make a great wine in his homeland.

He never did, though his son, Giuseppe (nicknamed Pin) did. Pin married Lidia, bought vineyards and began to make wine. In **1977** the family took up residence at LA SPINETTA (top of the hill) in Castagnole Lanze. It was the heart of the Moscato d'Asti country, home of a rather light and simple dessert wine. The Rivettis, however, believed that Moscato had the potential for greatness and set out to prove it by making Moscato Bricco Quaglia and Biancospino.

Eventually though the family's vision was even grander. In **1985** LA SPINETTA made its first red wine, Barbera Cà di Pian. After this many great reds followed: In **1989** the Rivettis dedicated their red blend ,PIN, to their father. In **1995** they started to make their first Barbaresco, Gallina. In **1996** and **1997** the Barbarescos Staderi, Barbera d'Alba Gallina and Barbaresco Valeirano followed. In **1998** premiered the Barbera d'Asti Superiore.

In **2000** the family's ambition of also making a Barolo became a reality. The Rivettis acquired vineyards in Grinzane Cavour and built a state of the art cellar, Barolo Campè. Since 2003 they are delighted to welcome visitors also at Campè, near Grinzane Cavour.

In **2001** LA SPINETTA expanded over the borders of Piedmont and acquired 65 hectares of vineyards in Tuscany, between Pisa and Volterra. The production focuses on three different 100% Sangiovese wines, as Sangiovese, is the true ambassador of the Tuscan terrain.

2

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Philosophy behind the wine...

Grape origin, making wine from indigenous grapes...

"We believe in grape origin, planting, growing and cultivating only typical indigenous grapes."

Piedmont is famous for its red grapes such as Barbera, Nebbiolo, Dolcetto and Moscato that have a long history and are indigenous to our region. We prefer to make wines that are typical to Piedmont, typical for the terrain they grow in, reflecting a taste unquestionably identifiable with the land, they come from.

Our philosophy is to take one step back, away from the globalization of character and taste, back to the roots and the history of our land.

Our grapes are Barbera, Nebbiolo and Moscato in Piedmont and Sangiovese at our Tuscan Estate...

Green Harvest, low yields is our key factor to making great wine...

Up to three times every summer, between the beginning of July and the beginning of August we cut much of the still green grapes to reduce production quantity and to maximize quality. This practice is called a "Green Harvest" and requires great skills, since the grape

quantity needs to be reduced to an optimal level, judging past and future weather and vintage conditions. Producing only small quantities, yields of 2,500 bottles per hectare is the only mode of production quality, a high concentration of grape juice, sugar and fruit.



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Philosophy behind the wine...



Our Vineyards, 90% of our work is in the vineyards and only 10% in the cellar...

The work at LA SPINETTA is dedicated to our vineyards, which we treat with the utmost care, attention and respect in regards to agronomy and production quantities. By using no or the least possible amount of chemicals and by keeping our production relatively small (only 17-20 hl (1.7 -2 tons) per hectare), we put 90% of our effort into our vineyards. The vineyards have long existed before LA SPINETTA has started to make wine and they will definitely outlive us.

Not having inherited our land through generations of winemakers, our vineyards were carefully chosen and purchased. All of our vineyards have south, south-east or south-west exposure and our vines are mostly older (35-55 years), since only older vines are able to give minerality, longevity, complexity and best expression of terrior to the wine. We only use younger vines to produce our Barbera Cà di Pian, Langhe Nebbiolo and Il Nero di Casanova.



In the vineyard:

extensive year round manual care
horse manure only to fertilize
extremely low yields
no use of other chemical products

no chemical fertilizing
minimum use of machinery
no pesticides or herbicides
75% bio-dynamic

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Philosophy behind the wine...



Harvest, the by far the busiest time of the year, also requires careful judgment, experience and gut feeling...

Generally we start the harvest with our white varieties at the beginning of September: Moscato, Chardonnay, Sauvignon and Vermentino in Tuscany. At the middle to end of September we pick Barbera in Piedmont and Sangiovese in Tuscany and last but not least at the end of September we follow with Nebbiolo.

The perfect moment to harvest each vineyard is determined by the ripeness of the grape, the sugar and acidity content and the weather conditions. Generally LA SPINETTA starts to harvest a week or two before most other wine producers in the area, since the extensive green harvest in the summer will support a faster ripening process of the fruit.

Giorgio decides when to pick. Over 35 years of harvest experience help him to not only measure sugar and acidity content in the fruit, but also experience in tasting the fruit and biting seeds and stems, evaluating ripeness and tannins. Technology and experience are one things, says Giorgio, but one also always needs a good gut feeling.

We use small baskets and all of our grapes are hand picked. No sorting is necessary before crushing of the fruit, as only perfect whole fruit without leaves arrive at the cellar.

When all the grapes are at the cellar, Giovanna Rivetti says, "I have brought all my little children home!" and she is looking forward to a winter season of rest.



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Philosophy behind the wine...

Working in the Cellar, our wines reflect the magic of a terrain, the vineyard and not the hand of a winemaker...

A wine should reflect the magic and the respect of its terrain and not the hand of its winemaker. We do not make a Giorgio Rivetti wine; we make a wine of the vineyard, a wine called Gallina, Staderi, Valeirano, Campe, Sezzana or Sassentino...

Our work in the cellar also reflects this philosophy. The moment the grapes arrive at the winery, 90% of our work is completed, the remaining 10% is to turn great fruit into great wine. The priority for the cellar work is to avoid any mistakes in the process, to maintain extreme standards of hygiene and to refine the wine by aging in oak. With proper attention we achieve a most natural fermentation and aging process.

Using state of the art technology and a lot of new oak we realize great hygiene, that allows us to transmit the fruit and flower flavors from the vineyard and grapes.

In the cellar we are proud to work with people, who have many years of experience combined with a huge passion for wine and their work.

The cellar work is supported by :

- 65% new, medium toasted French barrique
- temperature and humidity controlled cellar and fermentation process
- rotorfermenters
- special pumps
- no filtration
- no clarifying by adding substances
- minimum necessity to use sulfites



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Fast Facts...

The properties:

LA SPINETTA, Castagnole Lanze, Piedmont (our 1st cellar)

LA SPINETTA *Campè*, Grinzane Cavour, Piedmont (our Barolo cellar)

LA SPINETTA *Casanova*, Terricciola, Tuscany

CONTRATTO, Canelli Piedmont (owned by La Spinetta)

The production:

approximately 450,000 bottles per year in Piedmont and 200,000 bottles per year in Tuscany:

4% Barolo , 8% Barbaresco, 20% Sangiovese, 8% Pin , 20% Barbera

30% Moscato, 8% Vermentino, 2% Chardonnay and Sauvignon

The vineyards:

a total of 165 hectares: 100 hectares in Piedmont and 65 hectares in Tuscany
the average production quantity is 17 – 20 hl (1.7 - 2 tons) per hectare

The winemakers:

head winemaker: Giorgio Rivetti, additional winemakers: Andrea Rivetti, Stefano Mazzetta and Mirko Bessi

The employees:

65 permanent employees

The owners:

Carlo, Bruno and Giorgio Rivetti

The name:

LA SPINETTA means “Top of the hill” and refers to the location of our first cellar in Castagnole Lanze

Founded:

1977 by Giuseppe and Lidia Rivetti

The export market:

45% USA, 10% Asia, 25% Central Europe, 5% East Europe, 10% Scandinavia, 5% Russia, 75% of our total production is exported and 25% sold in our local market

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Historic Overview...

- 1977:** LA SPINETTA in Castagnole Lanze was founded by Giuseppe and Lidia Rivetti
- 1978:** The first Moscato for the Rivetti family, but also the first single vineyard Moscato that had ever been made in Italy
- 1985:** LA SPINETTA's first red wine: Barbera Cà di Pian
- 1989:** first vintage of Pin, back then a revolutionary wine, a blend of Barbera and Nebbiolo
- 1995:** The first vintage of Barbaresco Gallina and the first bottle to carry the rhino label, which resulted into some confusion, since Gallina, the name of the vineyard, is also the Italian word for chicken...
- 1996:** first vintage of Barbaresco Staderi and Barbera d'Alba Gallina
- 1997:** first vintage of Barbaresco Valeirano
- 2000:** Purchase of 8 hectares of Nebbiolo vineyards in Barolo area, first vintage of Barolo Campè
- 2001:** Purchase of 65 hectares of vineyard in Tuscany, the first vintage of Sez-zana Sangiovese
- 2003:** The second winery, LA SPINETTA *Campè* was finished
- 2007:** The third winery, LA SPINETTA *Casanova* in Tuscany is finished and La Spinetta celebrates its 30th anniversary
- 2008:** expansion of temperature and climate controlled warehouse, new offices and tasting room at Castagnole Lanze
- 2009:** arrival of two work horses to plow special Cru vineyards, foundation of our One Liter Club
- 2010:** Release of first Tuscan white wine: Toscana Vermentino 2009, further steps towards organic certification in the vineyard
- 2011:** acquisition of Italy's oldest champagne-style winery, CONTRATTO in Cannelli, Piedmont

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Vigneto Valciraano 2003

The Wines....

From Piedmont:

Sweet White Wine:

Moscato Bricco Quaglia
Moscato Biancospino
Passito Oro

White Wine:

Lidia Chardonnay
Langhe Bianco Sauvignon

Red Wine:

Barbera d'Asti Ca di Pian
Barbera d'Alba Gallina
Barbera d'Asti Bionzo
Langhe Nebbiolo
Pin (blend of 35% Barbera and 65% Nebbiolo)
Barbaresco Bordini
Barbaresco Gallina
Barbaresco Valeirano
Barbaresco Staderi
Barolo Garretti
Barolo Campe

Grappa:

Grappa Bricco Quaglia
Grappa Pin

From Tuscany:

White Wine:

Vermentino

Red Wine:

Il Nero di Casanova
Il Colorino di Casanova
Il Gentile di Casanova
Chianti Riserva
Sezzana
Sassentino

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17

People behind the wine...

Everybody at LA SPINETTA is a bit of a wine enthusiast who enjoys working in a field that is more a chosen passion than a job just to "pay the bills". Rivetti or non-Rivetti, we are all dedicated to making great wines with passion and understanding and living the LA SPINETTA philosophy, which is always behind everything.

- LA SPINETTA employs 65 people full time, 50 of which are vineyard workers
- the winery is 100% family-owned, the owners are Bruno, Carlo and Giorgio Rivetti
- the leading winemaker is Giorgio Rivetti, who's son Andrea is in charge of the Castagnole Lanze and Campe cellar
- assistant wine makers are Stephan Mazetta and Mirko Bessi
- Carlo, Marco, Eleonora and Giovanna Rivetti supervise the work in the vineyards
- Bruno Rivetti is responsible for the olive oil production from the plant to the final product
- Natalia Rocca is in charge of invoicing and shipments and Daniela Arpellino of Accounting
- Anja Cramer runs Export, PR and Marketing
- Manuela Rivetti takes care of the Italian Sales and she receives our guests
- Luca Cigliuti is responsible for Asia and South America sales

18

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Rewards & Reviews...

We are very happy and of course a bit proud to have received numerous awards and high scores for our wines and our winery. Here is a short list of all the honors we have received:

Wine Spectator:

- 98 pts: Barolo Campe 2000
- 98 pts: Barolo Campe Riserva Magnum 2000
- 96 pts: Barbaresco Valeirano Riserva Magnum 2001
- 96 pts: Barbaresco Gallina 2000
- 95 pts: Barolo Campe 2003 and 2004
- 95 pts: Barbaresco Valeirano 2000
- 94 pts: Barbaresco Staderi Riserva Magnum 2001
- 94 pts: Barbaresco Staderi 2004
- 94 pts: Barbaresco Gallina 2004 and 2005
- 94 pts: Passito Oro 2004

Robert Parker / Wine Advocate:

- 96 pts: Barbera Gallina 1999
- 95 pts: Pin 1999
- 95 pts: Barbaresco Staderi 2004
- 94 pts: Barbera Bionzo 1999
- 94 pts: Barbaresco Staderi 2001
- 94 pts: Barolo Campe 2000
- 93 pts: Barbaresco Valeirano 2001 and 2004
- 93 pts: Barbaresco Staderi 2001, 2005 and 2006

Gambero Rosso:

- 1997 Barbera Gallina: best wine in Italy
- 2001 La Spinetta is awarded best winery in Italy
- 2006 La Spinetta receives 3 stars
- 2011 La Spinetta has 27 Three Glass Awards, recent ones are for:
Barbaresco Staderi 2005 and 2007
Barbera Bionzo 2007
Pin 2006
Barbaresco Valeirano 2004

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CONTRATTO



Contratto looks back at over 140 years of distinguished history. The winery was the first in Italy to make vintage "metodo classico" sparkling wine. In the 1920s and 1930s, it was the Contratto bubbles that were requested by the Vatican and the royal houses of Europe. In fact, the wines were exported to the far corners of the British Empire to be enjoyed by ambassadors and colonial governors.

The historical cathedral cellars at Contratto are a real treasure for the winery, among the finest of their kind and are part of the UNESCO world heritage. These huge under-ground cellars, covering more than 5,000 sqm, were built into the heart of the hill that protects the small town of Canelli. The cellars maintain a constant annual temperature of 12 to 13 degrees and sufficient natural humidity, an ideal environment for bottle fermentation.

Since June 2011 Contratto is officially in the hands of La Spinetta, but the idea of taking over the Contratto sparkling wine production was already "planted" in 2007. For 4 years, La Spinetta has been secretly making metodo classico wines at Contratto, with Pinot Noir and Chardonnay grapes from Oltrepo Pavese. We are working closely with grape growers in that area who understand what it means to be a grape grower of quality.

It is our long-term plan to invest in our own vineyards in Alta Langa to grow Chardonnay and Pinot Noir. Only with estate-grown fruit we can really control fruit production, and ultimately, our quality 100%. Estate-grown fruit will then be the base for our special high-end Cru Spumante production.

With sparkling wine made from its own fruit, Contratto's ultimate goal is to prove that Northern Italy has the soil and climate to make champagne-style wines that rival the top sparkling wines of the world. Contratto therefore will return to its rich heritage of 150 years of wine-making, but, enhanced now with modern knowledge and technology the winery will undoubtedly move ahead into a bright future.



1867