

ISSUE 04

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# DALLA TERRA

Wines – Spirits – Stories – Italy

IN THIS ISSUE

## SHADES OF CRU BAROLO

VIETTI



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CAMPAGNA FINANZIATA AI SENSI DEL REG. UE N. 2021/2115



MINISTERO DELL'AGRICOLTURA  
DELLA SOVRANITÀ ALIMENTARE  
E DELLE FORESTE



# Welcome to the world of Dalla Terra.

Dalla Terra Winery Direct was founded in 1990 as an American importer dedicated only to the wines and spirits of Italy. Over the decades, we have built enduring relationships with a handful of the most visionary and accomplished winemaking and distilling families in the country (and, we would argue, the world).

Together, we are a collective of individualists who prioritize identity, integrity and authenticity. We adore Italy. We have built our careers on these principles.

This journal is a place to share the stories, the personalities, and the wines that keep us forever ready to pack a bag and return to that ancient landscape between mountains, sun and sea.

We invite you to join us.

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## SHADES OF BAROLO

*A deep dive on Vietti cru Barolo with insight from Alessandro Masnaghetti*

*\*Check with your local Dalla Terra Manager to confirm availability and pricing for the 2021 vintage.*



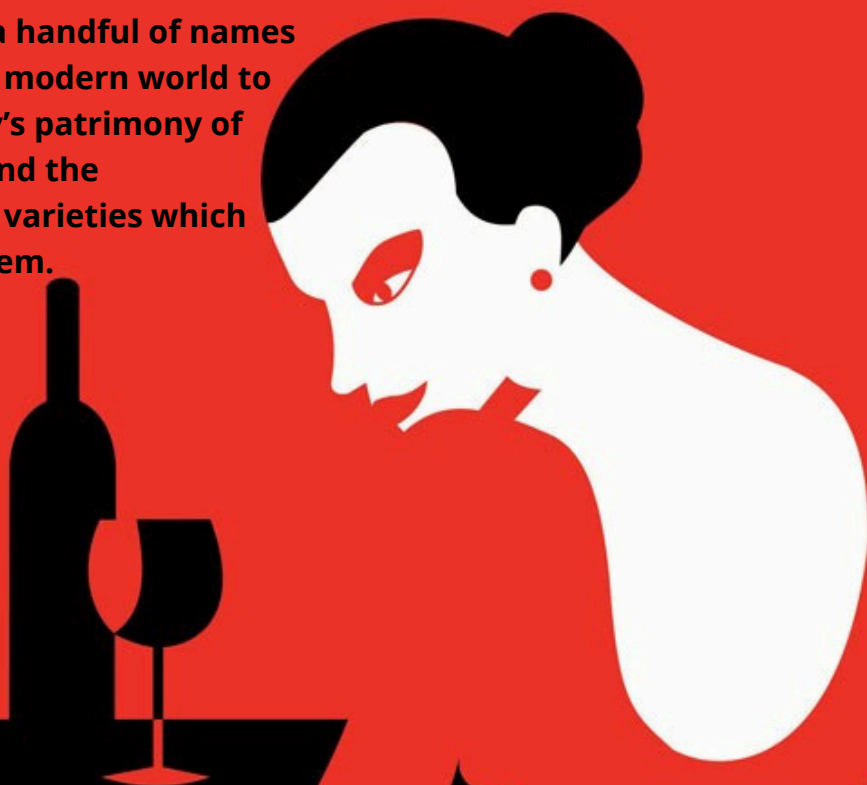


**Vietti is one in a handful of names that awoke the modern world to Northwest Italy's patrimony of cru vineyards and the distinctive vine varieties which best express them.**

**The winery itself was established in 1873 and rests at the edge of the village of Castiglione Falletto.**

**With the 2016 acquisition-by-investment of the Krause family, a multi-year purchase program was initiated to enrich Vietti's already impressive stable of vineyards. Through continued, gradual acquisition of cru vineyard sites, the Vietti winery upholds its position as the leading owner of cru nebbiolo vines in the Barolo appellation.**

**Today, Vietti works with holdings in 27 different MGA sites spread across 9 of the 11 Barolo communes (only Cherasco and Roddi are omitted).**



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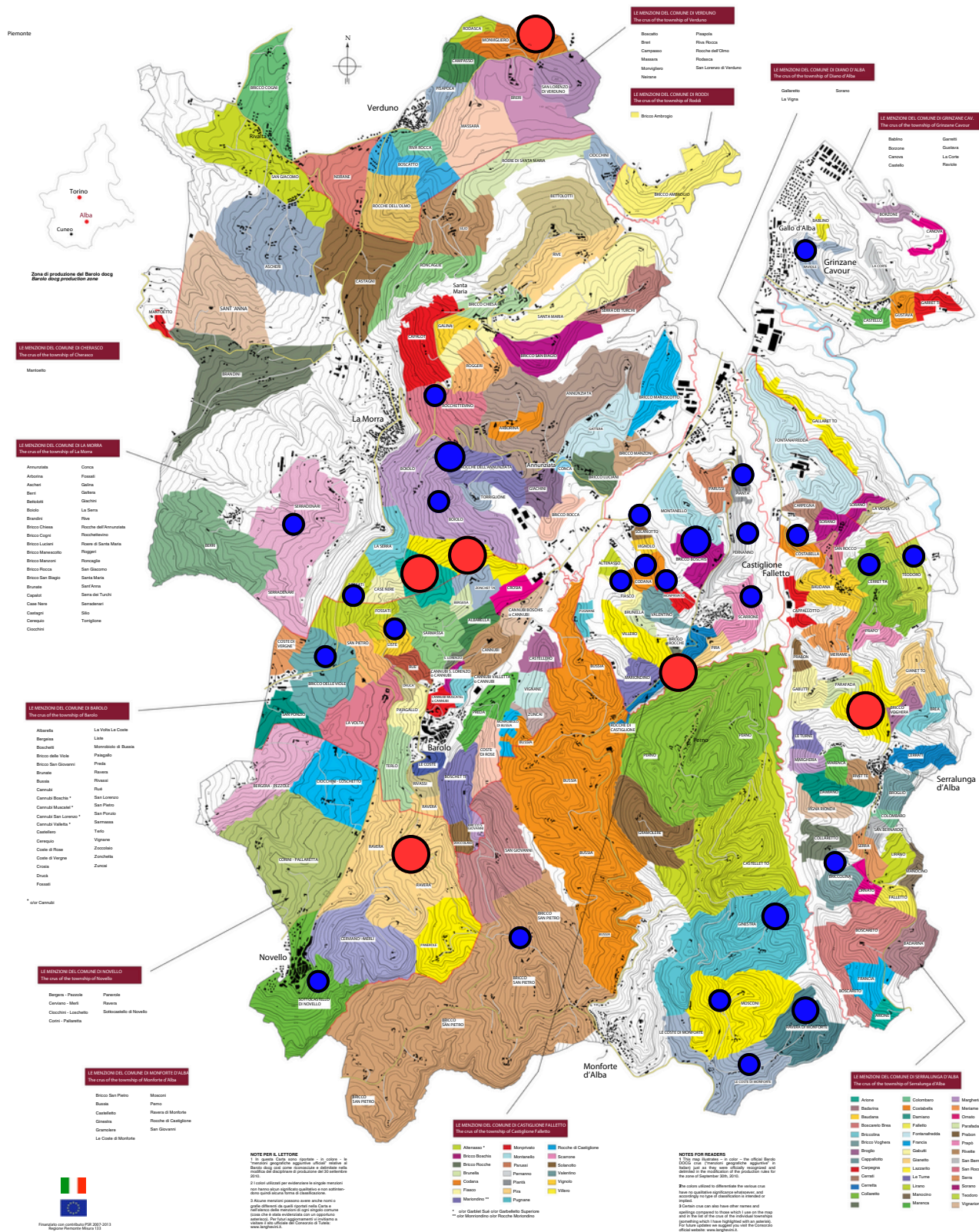
**Barolo MGA (Menzione Geografica Aggiuntiva)**

**BAROLO**

LA MAPPA UFFICIALE - THE OFFICIAL MAP



CONSORZIO DI TUTELA  
BAROLO BARBARESCO  
ALBA LANGHE E ROERO



### Legend

● *Bottled by Vietti as single vineyard.*

● *Blended into Vietti Barolo D.O.C.G.*



# Vietti and Cru Barolo

The debate on making single-vineyard wines, and naming the cru on the label, gained impetus in the 1960's. This was when the decision had already been taken by Vietti, who had been highlighting the name "Rocche" since 1961. There were - and still are - supporters of the view that combining the grapes from several vineyards gives a Barolo greater balance, as each piece of land has its own particular qualities and produces grapes with slightly different properties.



The decision made at that time was to prioritize the personality of each single plot dedicated to Barolo. This approach has been steadfastly carried forward and extended by the Vietti team, and as a result Vietti offers dedicated labels today for the different expressions of MGA names which are now celebrated by enthusiasts the world over: Rocche di Castiglione has been joined by Brunate (in the village of La Morra), Cerequio (in Barolo), Ravera (in Novello), Lazzarito (in Serralunga d'Alba) and Monvigliero (in the commune of Verduno).

## Meet Alessandro Masnaghetti

Alessandro Masnaghetti is perhaps the most interesting person in Italian wine. He is a man who, through his talent as the most famous cartographer in wine, has the ability to dispel commonly accepted concepts in his search for the true veracity of a wine's origin, and how it affects that wine's distinctive nature. His approach is to examine the natural factors which distinguish one growing site from another, separating them into (relatively) homogenous swaths of vineyard land imprint a particular quality onto the wines they yield.



In Italy's Piemonte, the names of these distinctive sites, known as MGA (Menzione Geografica Aggiuntiva), may be printed on the labels of wines sourced from entirely within their confines.

Having created the most comprehensive and detailed mappings of these MGA sites, Alessandro Masnaghetti has given the wine world a literal treasure map depicting the places and personalities that comprise the multifaceted landscape that is Barolo.

Elements of an MGA cru:

- **Elevation**
- **Steepness of slopes**
- **Exposure**
- **Microclimate**
- **Soil type**

# VIETTI MGA BAROLO

## BAROLO

LA MAPPA UFFICIALE - THE OFFICIAL MAP

CONSORZIO DI TUTELA  
BAROLO BARBARESCO  
ALBA LANGHE E ROERO

### Cerequio



Barolo  
municipality

**Cerequio blends plums, blue and red and citrus pith with firm grip, bright acidity and zesty energy.**

**Riper, and expressing a darker fruit profile than neighboring Cerequio, Brunate is plush and powerful beneath its pretty, floral aromas.**

### Brunate



La Morra  
municipality

### Lazzarito



Serralunga d'Alba  
municipality

**Lazzarito's baked fruit, dried herbs, salty minerality and chewy tannins showcase Barolo's firm and savory side.**

**The original Vietti cru, Rocche is polished and harmonious - the perfect dose of crushed red berries layered with rose petals and savory balsamic complexity.**

### Rocche di Castiglione



Castiglione Falletto  
municipality

### Ravera



Novello  
municipality

**From the region's southern limit and coolest site. Ravera's character is infused with a sense of Alpine crispness. A core of citrus-laced red fruit is supported by a well-knit structure.**

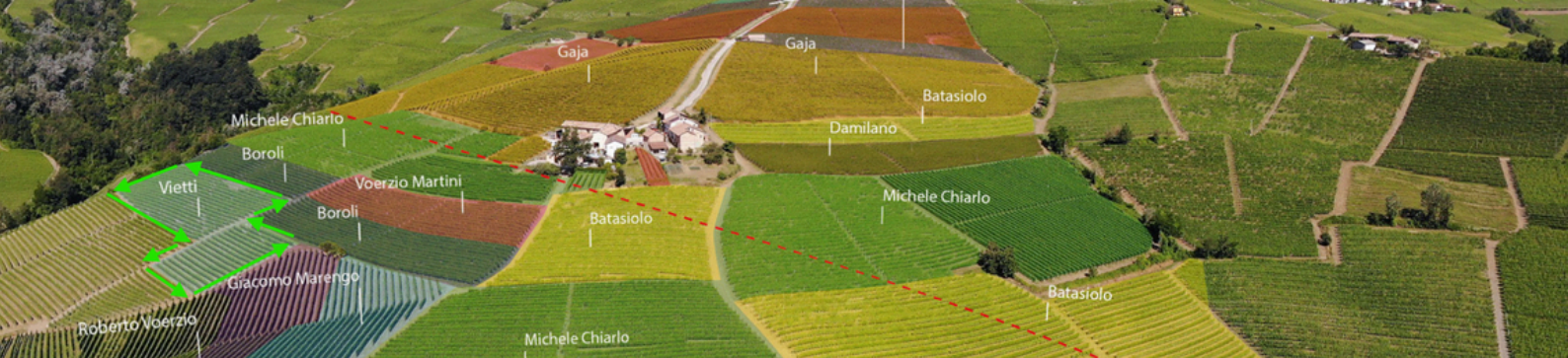
**From the region's northern limit and warmest site. Ripe stems allow a portion of whole cluster fermentation making the wine at once juicy and fresh with ripe tannins and salty earthiness.**

### Monvigliero



Verduno  
municipality





## *Vietti Barolo Cerequio*

### **VIETTI BAROLO CEREQUIO DOCG**

The 0.98 hectares of Nebbiolo producing this wine are perched above the Sarmassa valley in the Barolo side of this MGA. They were planted in 1982 and joined the Vietti stable in 2018. A constant airflow through the valley keeps this site fresh through the growing season. Vietti's Cerequio showcases this freshness through sensations of small-berried red fruit and a vertical structure.

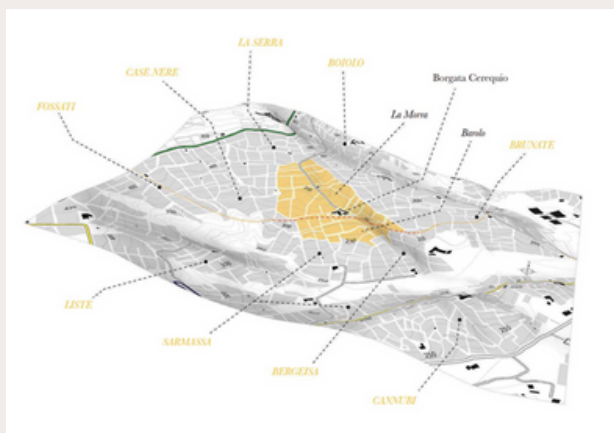
Aged around 30 months in oak, partly in large barrels and partly in barriques.

### **VIETTI BAROLO CEREQUIO**

- Vietti first vintage: 2018
- 0.8 hectares located in Barolo
- 4,600 vines per hectare
- Average age of vines: 36 years

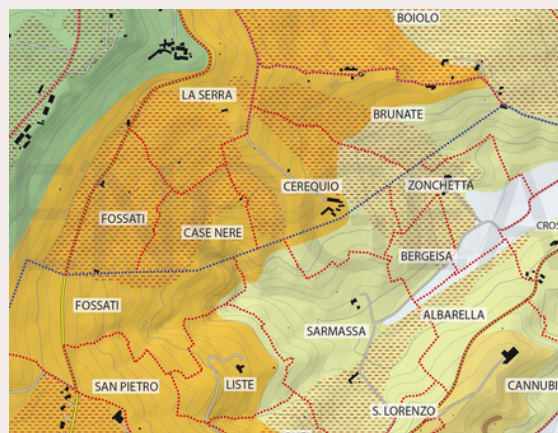


## *A. Masnaghetti on Cerequio MGA*



If we exclude the side on the border with Brunate, where the slope curves eastward and the soils are evolved, it is truly difficult to explain why the wines of Cerequio are so different from those of Brunate and always have that extra touch of warmth and velvet.

The exposure is essentially the same, except around the Cerequio hamlet where it tends to curve toward a cooler southeast, and the dual geological nature is also completely identical. In the medium-high part, between the border with the MGA Serra and the border between Barolo and La Morra, the laminated Sant'Agata Fossili Marls dominate, while in the lower part the typical Sant'Agata Fossili Marls prevail.



**COMMUNE:** Barolo and La Morra –

44° 37' 29.89"N 7° 56' 17.60"E

**OVERALL SURFACE:** 24.12 ha / 59.58 acres  
(2.6% Barolo, 97.4% La Morra)

**ELEVATION:** apprx 950 – 1310 ft

**GEOLOGY:** Marne di Sant'Agata – typical & laminated (Barolo) / Marne di Sant'Agata – typical & laminated (La Morra)

**Due south facing, sun-exposed.**  
**Clear and light blue grey soils with a mix of limestone, sand and clay.**



## *Vietti Barolo Brunate*

### VIETTI BAROLO BRUNATE DOCG

One feels the intensity of the summer sun walking the rows of Brunate. It is a Barolo cru renowned for consistency in producing wines characterized by muscle and earth. Vietti's vines are in two parcels, both on steeply exposed, south-facing grades of the central ridge in the La Morra side of the MGA.

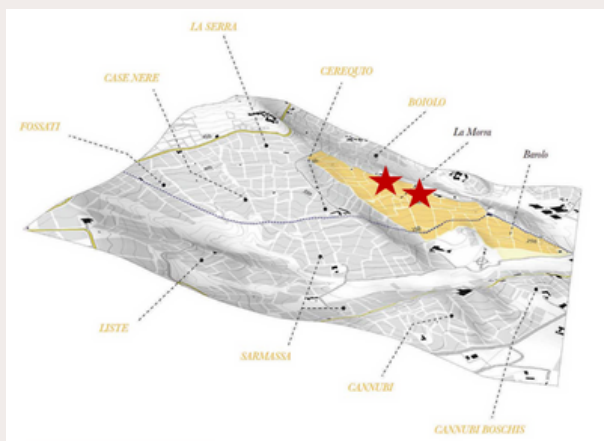
Aged about 30 months in large barrels, and barriques in small parts.

#### VIETTI BAROLO BRUNATE

- Vietti first vintage: 1980
- 0.8 hectares located in La Morra
- 4.600 vines per hectare
- Average age of vines: 50 years



## *A. Masnaghetti on Brunate MGA*



I'm often asked which is my favorite cru of Barolo and I always find an excuse not to give an answer. Well, okay, if I really had to, I think Brunate would be at the top of the list.

I like the earthy style of the wines, sometimes drier and sometimes fleshier, but above all I admire the constancy of character from every position on the slopes and from the hands of every winemaker, a constant that in every tasting provides a solid and comforting point of reference. This consistency never ceases to amaze me since the vineyards of Brunate are anything but homogeneous.

Differences in elevation are important (about 175 meters between the lowest and the highest points) as are variations in geology. Brunate is divided in two by the line between typical Sant'Agata Fossili Marls (in the lower part) and the laminated type (in the upper part), with soils that only in a few cases are of an evolved nature. The exposure, however, is very homogeneous, varying little between south and southeast, and this, at least in part, could explain the constancy of character mentioned earlier.

-Alessandro Masnaghetti

**CCOMMUNE:** Barolo and La Morra –

44° 37' 40.30"N 7° 56'31.97"E

**OVERALL SURFACE:** 28.34 ha / 70.00 acres  
(32% Barolo, 68% La Morra)

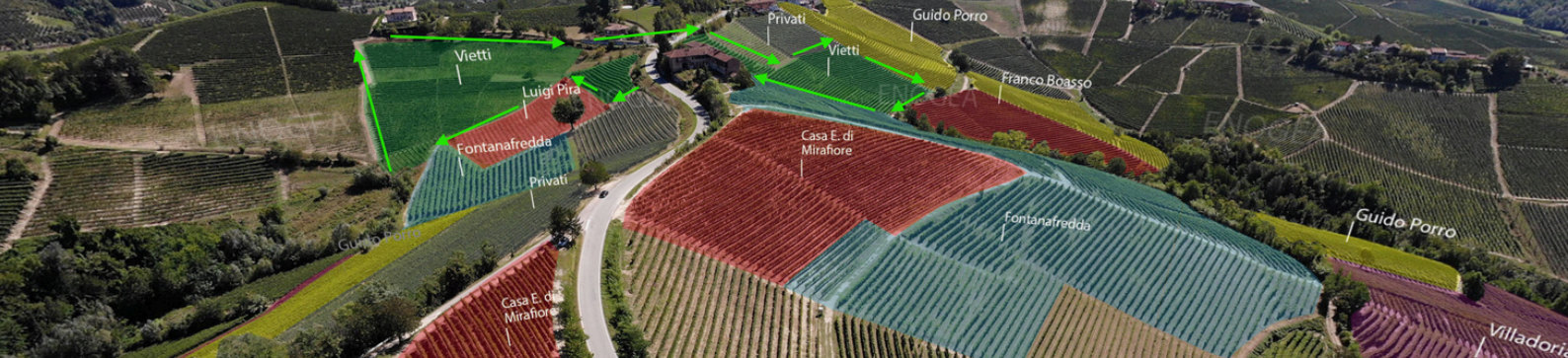
**ELEVATION:** apprx755 – 1330 ft

**GEOLOGY:** Marne di Sant'Agata – typical (Barolo) /  
Marne di Sant'Agata -laminated, Marne di  
Sant'Agata – typical (La Morra)

**Due south facing, sun-exposed.**

**Clear and light blue grey soils with a mix of limestone,  
sand and clay.**





## Vietti Barolo Lazzarito

### VIETTI BAROLO LAZZARITO DOCG

Lazzarito is among the best-known of the “prima categoria” vineyards identified on the ridge of Serralunga d’Alba in Renato Ratti’s historic 1971 map outlining the great growths of Barolo. Although today’s MGA encompasses a larger area, Vietti’s vines are concentrated in the historic zone centered around the farmhouse of Cascina Santa Giulia. The ridge of Serralunga is home to the oldest subsoils of the Barolo zone and regularly turns out wines of great intensity and longevity. Vietti’s Lazzarito is the most Mediterranean feeling of their Barolo wines: dense, broad-shouldered and balsamic.

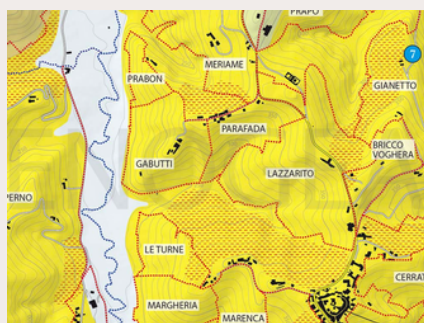
Aged 30 months in large cask.

### VIETTI BAROLO LAZZARITO

- Vietti first vintage: 1989
- 2 ha located in Serralunga d’Alba
- 4.500 vines per hectare
- Average age of vines: 42 years



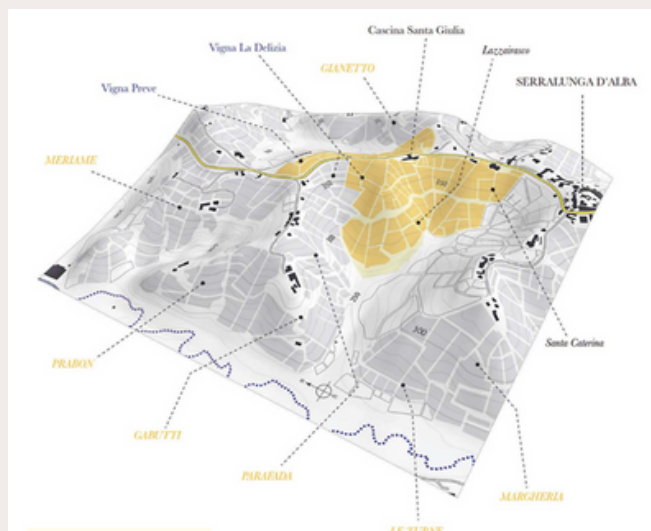
## A. Masnaghetti on Lazzarito MGA



Like Gabutti and Parafada, Lazzarito is one of the first category crus mentioned in Renato Ratti's 1971 map, and of the three has undoubtedly enjoyed the greatest visibility and acclaim over the years, also due to the greater number of producers.

In general, the wines of this MGA have more weight than nuance, with character less evident and recognizable than, for example, Gabutti, Prapò or Cerretta.

-Alessandro Masnaghetti



**COMMUNE:** Serralunga d’Alba – 44° 36' 59.82"N 7° 59' 59.36"E

**OVERALL SURFACE:** 29.54ha / 72.96 acres

**ELEVATION:** apprx 850 – 1280 ft

**GEOLOGY:** Lequio Formation

**West and Southwest facing.  
Protected. Extremely calcareous.**











## ***Viatti Barolo Monvigliero***

### **VIATTI BAROLO MONVIGLIERO DOCG**

Monvigliero spreads across a south-facing hillside amphitheater in the northern commune of Verduno. It is one of the region's warmest sites due to lower elevation and proximity to the Tanaro river. This is also the only cru where the Viatti team judges stems ripen sufficiently for whole cluster fermentation. Production of this cru is therefore unique in the Viatti Barolo range.

Tanks are layered with 20% destemmed fruit on the bottom, 60% whole cluster fruit in the center, and another 20% destemmed fruit at the top. The result is a revelation—a classic Barolo with added layers of salinity, earth and freshness.

Aged 24 months in large cask.

### **VIATTI BAROLO MONVIGLIERO**

- Viatti first vintage: 2018
- 0.7 hectares located in Verduno
- 4.500 vines per hectare
- Average age of vines: 44 years



## ***A. Masnaghetti on Monvigliero MGA***

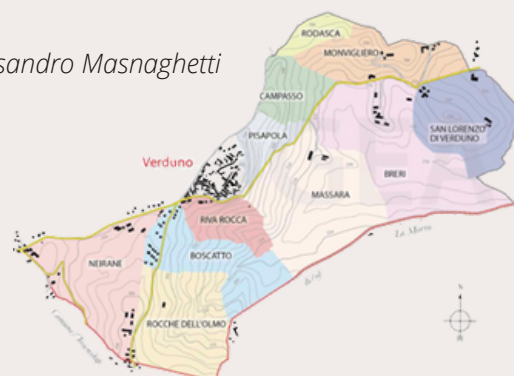


Monvigliero can rightfully be considered the "grand cru" of Verduno, and the finest example of the elegance which is the principal trait of Barolo from this commune.

The light-colored and loose-textured soils, which in dry vintages can also create a certain vine stress, if, on the one hand, reduce the intensity of color, on the other hand give a larger and ampler range of aromas..

It is generally noted for elegant wines, capable of reconciling structure and balance, with a touch of depth and austerity that neighboring crus rarely express.

*-Alessandro Masnaghetti*



**COMMUNE:** Verduno– 44° 40' 28.83" N 7° 56.40.99"E

**OVERALL SURFACE:** 25.51 ha / 63.01 acres

**ELEVATION:** apprx 720 – 1020 ft

**GEOLOGY:** Marne di Sant'Agata Fossili laminate

**South facing.**

**White limestone with sand.**



# Through the Eyes of a Master

## *Alessandro Masnaghetti's Method for finding Truth-in-Barolo*



*On a chilly April 9th 2024 in Serralunga d'Alba, Alessandro Masnaghetti—author and mapmaker for the definitive book series on the Barolo and Barbaresco MGA designations—led a masterclass on the Langhe territory through tasting and examination of Vietti's cru Barolo wines.*

*Having had the good fortune to be in attendance, what follows is my interpretation of the most important aspects of his cartographic work and insights on Barolo and the MGA crus of Vietti..*

*-Rupert Billins, San Francisco, February 13th 2025.*



# The Masnaghetti Method

Alessandro Masnaghetti's current role of cartographer, and previous role of journalist working with the late Luigi Veronelli, draw from the same skillset of knowing about viticulture, vinification, geology—and so on—to understand what is being transmitted. However, in his journalism experience Alessandro encountered more than once the expectation that he was there simply to transcribe a given wine producer's carefully prepared story.

Alessandro felt that wine writers shouldn't serve as a producer's megaphone, but should be free instead to apply a critical faculty. Only through cartography did Alessandro find the means to uphold "in vino veritas" as mapping the land became a conduit for this critical faculty to reveal truth. He emphasizes that it is a full range of factors which affect the characteristics of grapes, and thus of the wine, made from them.

In effect what Masnaghetti does is to draw together the natural factors that are most relevant to the very special and massively complex region of Barolo. This does leave the interpreter with a big question: *Which of the many factors are the most important ones in any particular vineyard?* Alessandro insists that it is mostly soil, or mostly climate that are the main contributors to each cru, depending on the vintage. We can then endeavor to discern the rest, given the specific location on a map.

The overall and simplest takeaway here is that a Barolo will rarely taste of X or have Y structure simply because of the geological formation that underlies the vineyard in which the grapes are grown. This is the soil story that we've become a bit too reliant on when describing not just Barolo, but any wine with a specific geographic origin as a whole. Rather, the whole range of factors Masnaghetti explores will have to be taken into account. This is revolutionary thought in the world of wine, a world that too often perpetuates falsehoods about wine origins for simplistic marketing purposes.

As there are so many variables here, this also demonstrates why Barolo is among the most interesting cases for the study of terroir in the world. The Côte d'Or might be the champion of minute terroir differentiation; the Langhe is surely among the most complex examples in the world of differing terroirs within a relatively small region.



# The Masnaghetti Method

## *Elements of an MGA Cru*

### **Elevation:**

Higher sites have greater day-night temperature difference, slowing down ripening and potentially giving a greater aromatic intensity.

### **Steepness of slopes:**

Affects light interception and photosynthesis as well as drainage and the impoverishment of soils through erosion.

### **Exposure:**

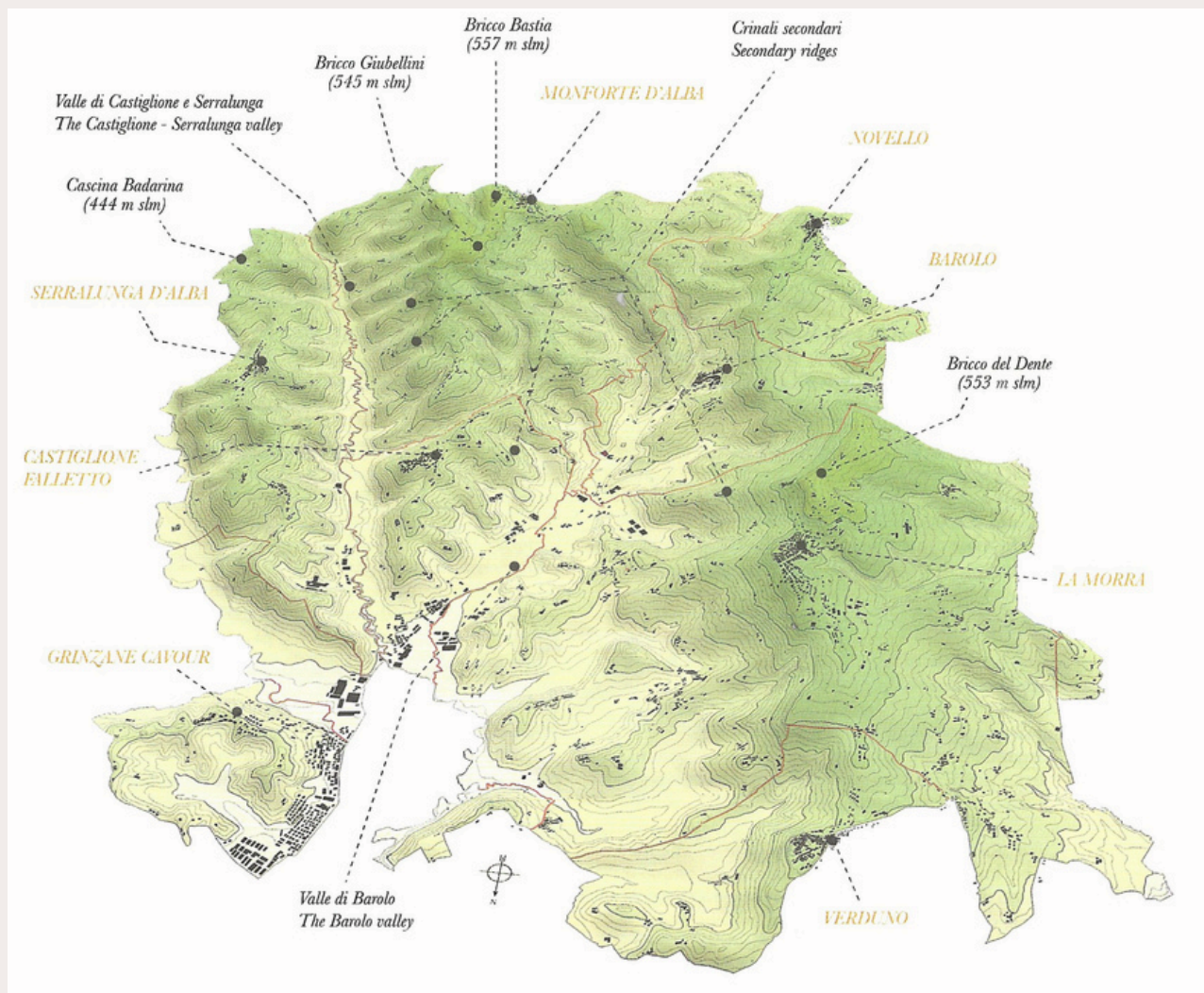
South-west and south-facing sites are the warmest giving more structure and alcohol, while east and north-facing sites are cooler, making for fruitier wines with less alcohol and higher acidity.

### **Microclimate:**

There are marked differences of the microclimates of even adjacent sites due to a number of factors. First, the Serralunga valley is much steeper and narrower— and is subject to cold winds from the Alta Langa—than the Barolo/La Morra valley. By contrast, the Barolo/La Morra valley is much broader and acts as a bowl, capturing heat. These main valleys are also crossed by side valleys, giving the landscape a “fishbone” structure. In the side valleys, there is a really striking difference between the cooler north-facing side, typically not suitable for ripening Nebbiolo, and the much warmer south-facing side.

### **Soil type:**

The older and simpler classification of Tortonian versus Serravallian sub-soils has now been superseded by distinctions between the various soil formations, the results of the progressive withdrawal of the sea in the Piedmontese Ligurian Tertiary Basin.



# The Masnaghetti Method

## *Reading the Soils of Barolo*

**The most referenced soil types are:**

**Sant'Agata Fossili marls (clay and silt):**

Typical of much of the basin in the main Barolo/La Morra valley

**Lequio formation:**

A combination of sandstones and marls typical of much of Serralunga d'Alba and eastern side of Monforte d'Alba, the side that faces Serralunga

**Diano sandstone:**

Typical of the tops of ridges and cliff edges and therefore not suitable for viticulture but also in much of the broad ridge of Monforte d'Alba.

An important reminder also made is that vines grow principally in the soil in which they are planted not in the underlying geology, the subsoil. Roots will actually stop at the oldest layer of formation. The structural and chemical changes that occur in soil over time—through natural processes like erosion or through human processes like farming—give rise to a distinction between soil age, which Alessandro Masnaghetti views as more significant than only the geological formations. Mineral uptake by plants directly from the geological formation of the sub-soils is almost non-existent, and is a prevalent myth repeated in the world of wine that Masnaghetti rebuts.

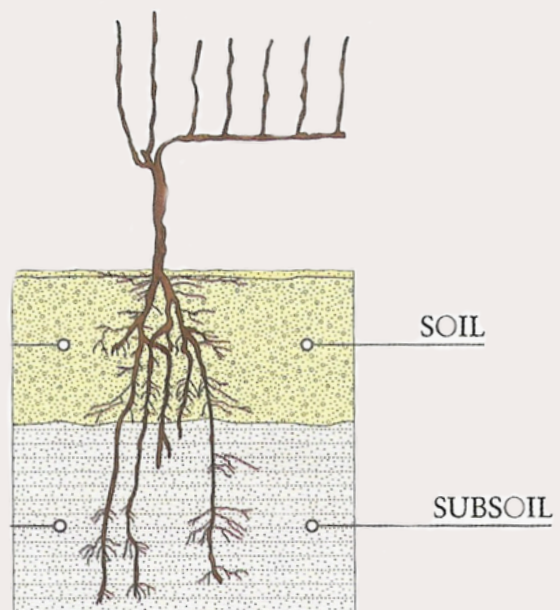
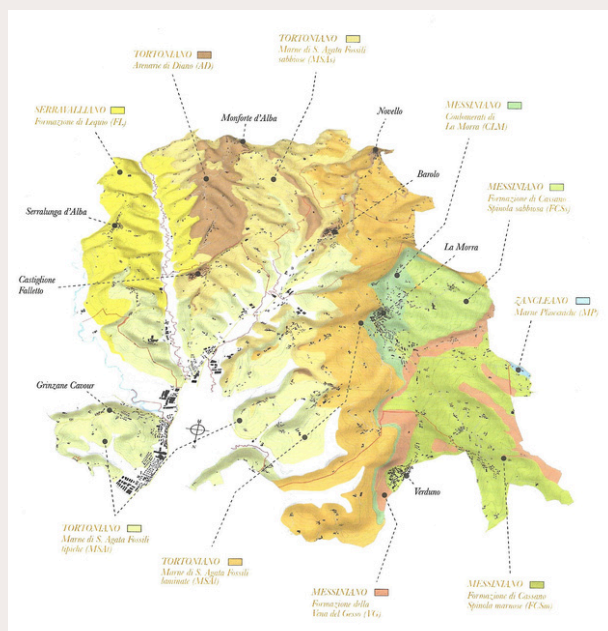
**More important is the age of the top-soils.**

**Younger soils**

Typical of steeper slopes, are pale in colour. They are the result of continuous erosive action on the subsoil by atmospheric forces and thereby these soils maintain roughly the same characteristics as the initial formation. They tend to result in wines of less color and fruit and finer tannins.

**Evolved soils**

Typical of more gradual slopes, are brown or red, and therefore deeper in color. The subsoils are less subject to erosion. The evolved soils have undergone greater chemical-physical alteration as they have been exposed to the forces of erosion for a longer time. In addition, they are enriched by the repeated seasons of vegetation and its breakdown. These soils tend to result in wines of deeper color, more fruit and coarser or more rustic tannins.







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WINERY DIRECT

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