



OUR STORY

Dalla Terra ("of the earth" in Italian), founded in 1990, is the national agent of a highly curated portfolio of some of Italy's finest family-owned wineries and craft distilleries. The Dalla Terra Winery Direct™ model is a more efficient, economical and consumer-friendly way of importing, distributing and marketing wine & spirits that skips the national importer level in the three-tier distribution system, allowing U.S. distributors to buy directly from the producer. By eliminating the high mark-ups of a traditional national importer, pricing on Dalla Terra's wines & spirits are on average 20 to 25% lower than the competition. Celebrating its 35th anniversary, next year, Dalla Terra remains at the forefront of Italian importers in the U.S. with their unparalleled family of producers, distributors and employees.



OUR BUSINESS MODEL



"Dalla Terra Brings the Best Wines of Italy Stateside. It's been 32 years since Dalla Terra was founded, and the importer is still going strong with some of the most exciting and respected Italian wineries"

- VinePair March 2022

"Dalla Terra Focuses on High Quality, Sustainable Italian Production"

- Forbes June 2022

"Top Italian Importer in the USA 2024"

- Sommeliers Choice Awards March 2024











TUSCANY/ TOSCANA

TUSCANY WINE MAP MASSA-CARRARA Colli di Luni Candia dei Colli Apuani LUCCA CHIANTI Colline Lucchesi Carmignano Montecarlo Montalbano FLORENCE PISA Chianti Colli Fiorentini Chianti Chianti Montespertoli Colli Arentini Colline LIVORNO Pisane CHIANTI San Gimignano AREZZO LIVORNO Montescudaio SIENA Cortona Terratico di Bibbona Chianti Colli Bolgheri MONTEPULCIANO Val di Cornia MONTALCINO Monteregio di Massa Marittima Montecucco Elba Morellino di Scansano Sovana **GROSSETO** Parrina Capalbio Ansonica Costa N dell'Argentario 30mi $\Theta(\mathbf{r})\otimes \mathbf{0}$ Attribution-NonCommercial-Share winefolly.com http://winefolly.com/review/chianti-wine-tuscany/

TUSCANY - TOSCANA

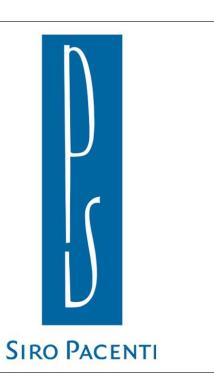
- Roughly a triangle, bordered by the Tyrrhenian Sea, Emilia-Romagna, and Lazio, with Umbria and Marche on the east side of the Apennines.
- The first major civilization were the Etruscans, 900 to 400 BC; along with agriculture and mining, there is evidence of wine-making
- Following the collapse of the Roman Empire in the 5th c, the land was invaded by Eastern European and Central Asian forces; the Lombards arrived in 572
- The medieval conflict between the Guelphs and the Ghibellines gave rise to several prominent communes: Arezzo, Florence, Lucca, Pisa and Siena
- Tuscany was the heart of the Italian Renaissance, with well-known museums such as the Uffizi and the Pitti Palace
- The de Medici of Florence emerged as one of the most powerful families of Tuscany, and their influence ranged from politics to banking, art to architecture. They also produced four popes.
- Duke Cosimo de Medici III issued an edict in 1716 which officially recognized the production area of Chianti, Pomino and Carmignano
- After the eviction of the last Grand Duke of Tuscany, the region became part of the Kingdom of Italy













SANGIOVESE





Sangiovese Wine Profile

FRUIT: Tart Cherry, Red Plum, Strawberry, Fig OTHER: Roasted Pepper, Tomato, Leather, Clay, Brick, Tobacco, Smoke, Oregano, Thyme, Dried Roses, Potpourri

OAK: Yes. Usually light oak aging in neutral oak barrels.

TANNIN: High ACIDITY: High

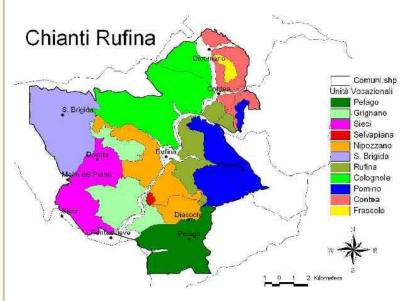
AGEABILITY: Yes. 4-7 years (normal) & 10-18 years (Brunello di Montalcino)

COMMON SYNONYMS & REGIONAL NAMES:

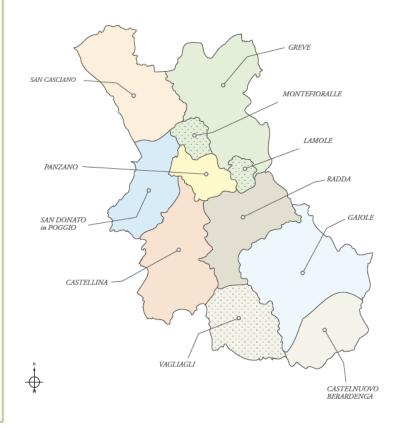
Vino Nobile di *Montepulciano*, Prugnolo Gentile, Sangiovese Grosso, Brunello *di Montalcino*, Nielluccio, Rosso di *Montepulciano*, Morellino, Rosso *di Montalcino*, *Montefalco Rosso*, *Chianti*, *Morellino di Scansano*

- Sangiovese is derived from the Latin Sanguis Jovis which literally means "Jupiter's blood". Legend says that the name was coined by the monks of the city of Santarcangelo Di Romagna and that it refers to the Roman god Jupiter
- Sangiovese is a hugely important and widely variable central Italian variety with many names and surprising origin. Sangiovese is half-Tuscan and half-Calabrian. DNA parentage shows it to be a natural **CILIEGIOLO x CALABRESE DI MONTENUOVO** cross. Ciliegiolo was no surprise, since is an old Tuscan variety, often blended in Chianti. The Calabrian identity remains unknown. There has been historical cultivation of Sangiovese in Southern Italy, under various names, and is likely the birthplace, before it moved up to Tuscany.

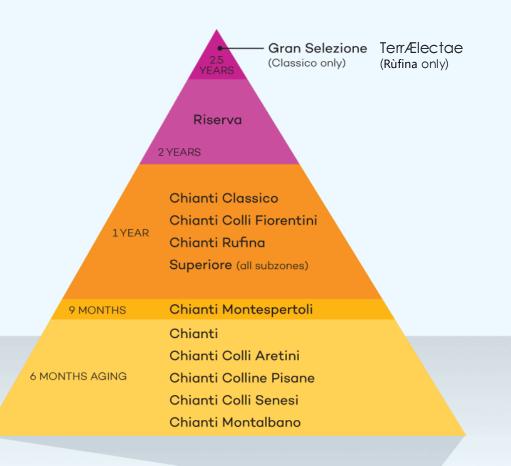
Chianti Region Chianti Ruffina Montalbano Chianti Colline Chianti Colli Pisane Florentini Chianti Chianti Montespertoli Colli Arentini Chianti San Classico **Gimignano** Cortona Chianti Colli Montescudaio Senesi Montepulciano Montalcino



CHIANTI CLASSICO - UGA











http://winefollv.com/review/chianti-wine-tuscany/

Once there were almost 150 varieties found in Chianti: some of the heirloom grapes still cultivated today are Canaiolo, Ciliegiolo, Colorino, Mammolo, Malvasia Nera, Fogliatonda, Sanforte, Pugnitello. Until 1996, 100% Sangiovese was not allowed, nor were the "international varieties"

Chianti:

- minimum 70% Sangiovese
- maximum 30% OARG (maximum 15% Cabernet Franc and/or Cabernet Sauvignon)
- maximum 10% OAWG
- 4-7 ms of aging

Chianti Classico:

- Minimum 80% Sangiovese (locally Sangioveto)
- OARG
- 8 municipalities between Florence and Siena
- 1 year of aging

Chianti Rùfina:

- 75-100% % Sangiovese 1 year of aging
- Local red varieties Canaiolo & Colorino and/or top international grapes Cabernet Sauvignon & Merlot to a maximum of 25%
- Within 7 sub-zones
- 9 months min aging





Chianti Classico Unità Geografiche Aggiuntive

Castellina

Castelnuovo Berardenga

Gaiole

Greve

Lamole

Montefioralle

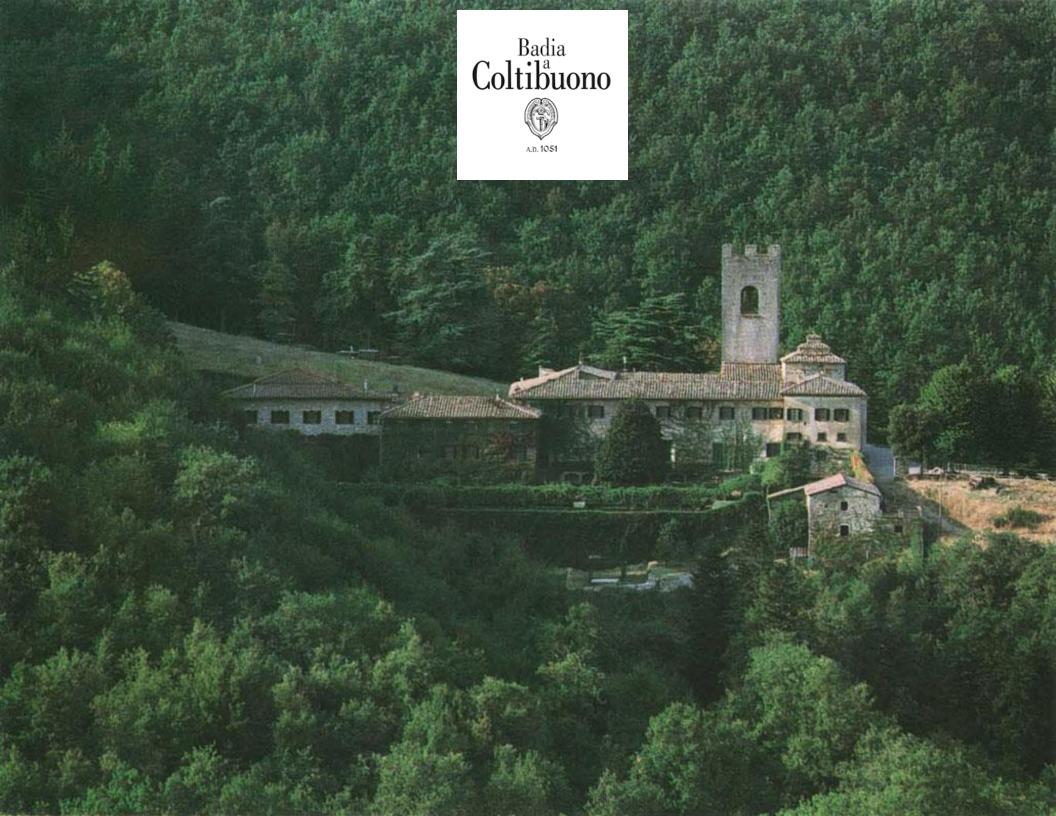
Panzano

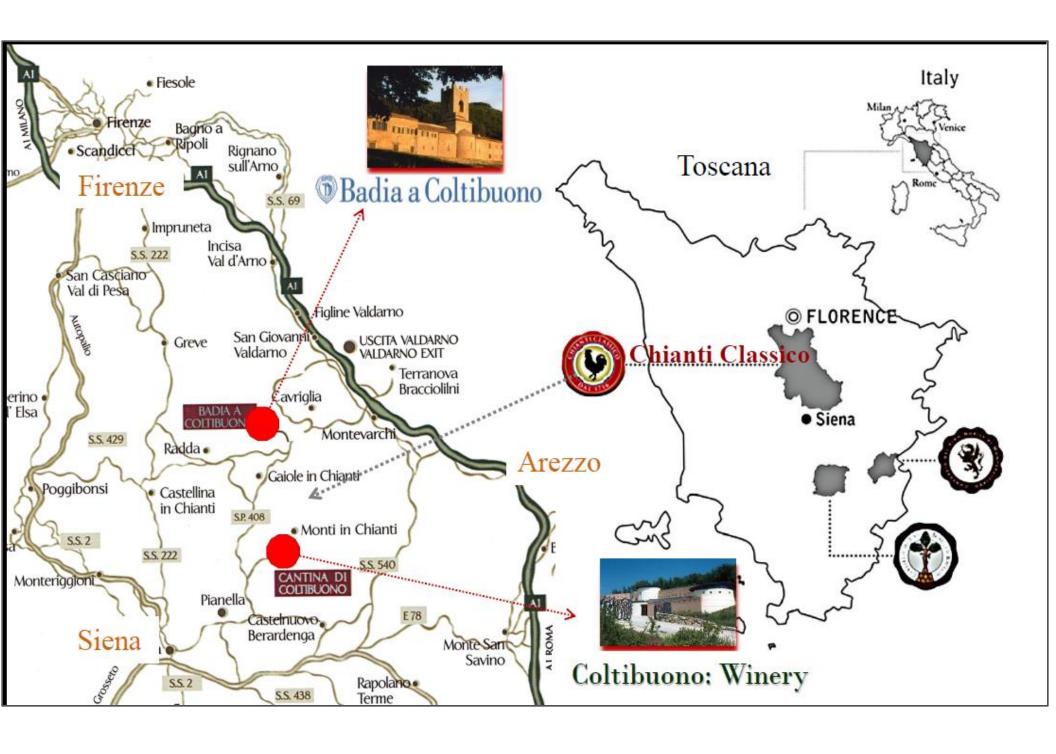
Radda

San Casciano

San Donato in Poggio

Vagliagli





Badia Coltibuono







- Founded in 1051 by the Vallombrosan monks "Abbey of the Good Harvest"
- Michele Giuntini purchased the estate in 1846 after Napolian's occupation
- 1930 Maria Luisa Giuntini managed the estate
- 1950 her son Piero Stucchi- Prinetti established the winery internationally, along with his wife Lorenza de' Medici, who established the cooking school and wrote cookbooks featuring the winery
- Today, the winery is owned by the children, Roberto, Emanuela, Guido and Paolo
- Location: Gaioli-in-Chianti
- Vineyards: 150 acres of vineyards Certified Organic (full estate is 2,282 acres (forrest, olive groves, etc)
- Owners: The Stucchi Prinetti Family
- Winemaker: Roberto Stucchi and Maurizio Castelli



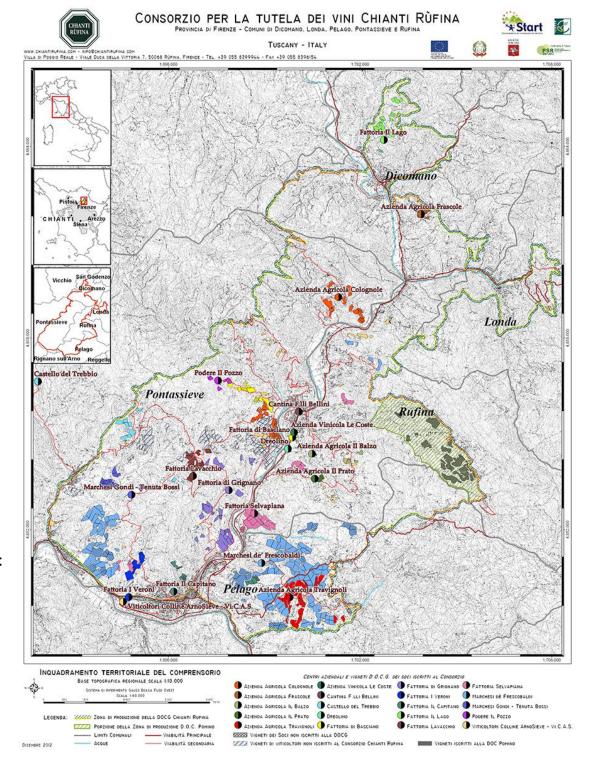






CHIANTI RÙFINA

- Rùfina *(pronounced ROO –fee-nah)*
- Northeast of Florence; Close to the Appenino Mountains
- The first references to the Rùfina wines date back to the 15th Century. It was officially recognized in the 18th Century by an Edict of the Grand Duke of Tuscany and Cosimo III, in the Proclamation of 24th September 1716, classified the wine produced in this area as amongst the "best four" of Tuscany.
- The Denomination of Controlled Origin (DOC) status was assigned in 1967, followed by the Denomination of Controlled and Guaranteed Origin (DOCG) status in 1984.
- Rùfina is the smallest of the seven sub-areas of Chianti: it covers 12,483 hectares
- Of 22 producers of Chianti Rùfina, 20 are members of the Chianti Rùfina Consortium.
- The geological conformation of the land, made up of limestone, galestro and alberese; the South Southwest facing to the sun on land of up to 400 600 meters above sea level; the microclimate is cooler than other areas in Chianti, contributing to the conservation of the aromatic notes and to the development of strong acidity.
- A wine, distinguished by its singular longevity (demonstrated by Reserves of particular vines, some more than forty years old).

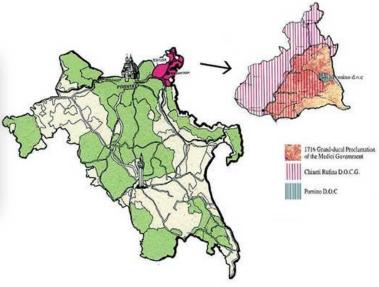


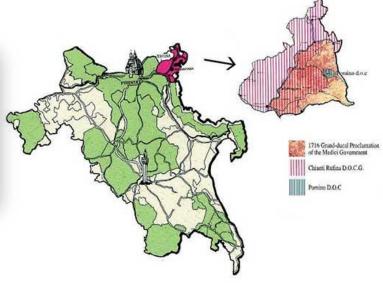




CHIANTI RUFINA E POMINO









Location: Rùfina

Vineyards: 145 acres (60 ha) – Certified Organic

Owners: The Giuntini Family

Winemaker: Federico & Nicolo Giuntini with consultant Franco Bernabei







Comune di Carmignano



LOCATION: 15 miles west of Firenze, in the hills of Monte Albano (part of the Apennine, SE of the Arno river

HISTORY:

- 500 800 Etruscans grapes & olive cultivation at Capezzana
- 1716 Grand Duke Cosimo III de Medici issues edict identify four areas in Toscana that produces the highest quality wines including Carmignano – given legal protection
- **18**th **Century was blending Cabernet** Sauvignon (long before Super Tuscans of the 1960s)
- 1932 included within the Chianti Montalbano
- DOC 1975 –Count Ugo Contini Bonacossi led the charge to separate from the Chianti Montalbano;
- DOCG 1990 (Retroactive to 1988) 4th in Toscana one of the smallest DOCG 120 ha less than 300 acres
- Surrounded by Apennine Mountain range & Monte Albano – influences microclimate – warm sunny days, cool mountain breezes early evening
- **SOILS:** Diverse: Marl, Calcareous, Clay, Sandstone
- GRAPES: Sangiovese (50% min) Cabernet Franc and or Cabernet Sauvignon (10-20% Max) / Canaiolo Nero (max 20%) Canaiolo Bianco, Malvasia or Trebbiano (Max 10%) / Mammolo & Colorino (max 5%)
- AGING REQUIREMENTS: 20 months minimum / 8
 months in wood // Riserva 3 year minimum 12 months
 in wood
- Less than 15 producers / Capezzana the largest estate
- BARCO REALE DI CARMIGNANO DOC established for younger or "declassified" Carmignano DOCG wines. Higher yields
 - **DOC 1994** established / 9 ha / 23 acres
 - Minimum 50% Sangiovese; 10–20% Cabernet
 Franc and/or Cabernet Sauvignon
 - Rosato & Vin Santo







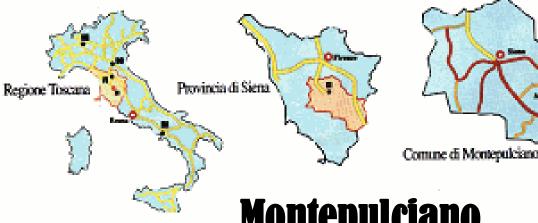


- HISTORY: A parchment contract in Firenze archives dated 804 reveals vines & olives cultivated at Capezzana
- Summer home of the Medici Family when Cabernet was brought to the estate by Catherine di Medici, as Queen of France
- Created as one of the very first protected wine-producing regions in Italy, in 1716 by Cosimo III de' Medici
- FAMILY: 1920 acquired by the Contini Bonacossi Family. First vintage of Villa di Capezzana 1925.
- 1946 Count Ugo Bonacossi managed the estate and was instrumental in establishing the Carmignano sub-zone
- LOCATION: Carmigiano (originally Chianti Montalbano)
- Vineyards: 197 acres vineyards Certified Organic / Estate is 670 acres
- Owners: Today managed by the fourth and fifth generation, Beatrice export manager, her sister Benedetta is winemaker and Serena, their niece, manages hospitality. Benedetta's son Ettore, is the general manager.
- Winemaker: Benedetta Contini Bonacossi









A1-Firenze Torrita - Siena ABBADIA DI MONTEPULCIANO STAZIONE **DI MONTEPULCIANO ACOUAVIVA** MONTEPULCIANO Pienza S.ALBINO A1-Roma Chianciano Terme - Chiusi

Montepulciano

- 1685 "Of all wines, Montepulciano is the King" referred to as "Vino Nobile" since the 18th Century
- Montepulciano is southeast of Siena, with slopes up to 2,000 feet
- 77 producers
- Just over 3,000 acres of vineyards with around 80 producers
- 8 million bottles
- DOC status 1966 DOCG status 1980
- Minimum 70% Sangiovese (locally Prugnolo Gentile)
- Minimum aging of 24 months, 12 ms of which must be in barrel
- First Italian wine to display the DOCG necklabel















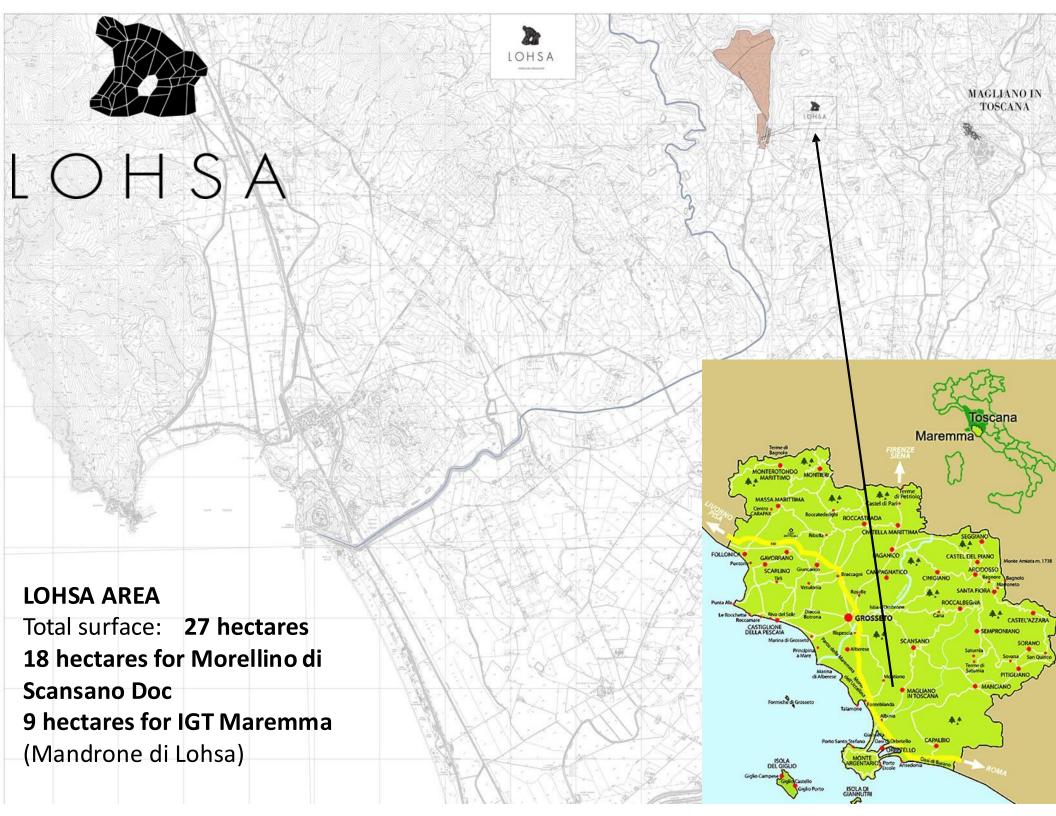
- Montepulciano, Tuscany
- Established in 1961
- Angelo Ambrogini. 1454–94, humanist and poet from Montepulciano called "Poliziano" becoming the name for people from Montepulciano
- Owners: Carletti Family
- Francesco & Maria–Stella Carletti (3rd Generation) manage the estate
- Winemaker: Maria-Stella Carletti
- Vineyards: 341 acres
- Farming Practices: Organic





BOLGHERI - MAREMMA

- A relatively new appellation, established in 1983
- Ornellaia and Sassicaia were two of the original Super Tuscans; the DOC was established to recognize the new approach in this zone
- Any proportions of Cabernet Franc, Cabernet Sauvignon, and/or Merlot; maximum 50% Sangiovese; maximum 50% Syrah; maximum 30% OARG
- Red wines require 1 year minimum of aging
- White wines are Sauvignon Blanc and Vermentino













- Established: 1996
- Location: Castagneto Carducci Toscana
- Vineyards: 112 Acres
- Farming Practices: Sustainable
- Owners: The Pellegrini Family
- Winemaker: Nicola Scottini









MONTALCINO

- Clemente Santi is officially recognized as "creating" Brunello in 1869
- Growers began to produce the Brunello type of wine in the 1950's
- The zone was awarded DOC status in 1966; there were 13 bottlers and 188 acres of registered vines
- Beginning in 1980, investors took an interest in Montalcino, pushing production to 3 million bottles a year.
- 1980 -The zone was the first in Italy to be elevated to DOCG status
- Currently, 200- 250 wineries and 4700 acres planted to Brunello di Montalcino (total 8,000 acres of vines)
- Montalcino is a walled city 25 miles south of Siena and 25 miles west of the Tyrrhenian Sea
- Montalcino is a relatively small wine region with around 3,000 acres (1,200 ha) planted, stretching 10 miles across.
- **8 subzones:** Montalcino North, Montalcino South, Castelnuovo dell'Abate, Camigliano, Tavernelle, Bosco, Torrenieri, Sant'Angelo
- Average rainfall is 20 inches per year; Montalcino is the most arid of Tuscany's wine regions
- Vineyards are located on hillsides ranging between 330 and 1640 feet above sea level (100 – 500 meters)
- The first vintage of **Brunello di Montalcino** dates back to 1863.
- Brunello di Montalcino is made 100% from Sangiovese (Brunello means the "little brown one").
- Aging requirements: 2 years in oak and at least 4 months in the bottle, and an extra year for riserva.
- **Rosso di Montalcino** is made from 100% Sangiovese grown in the same delineated region as Brunello di Montalcino.

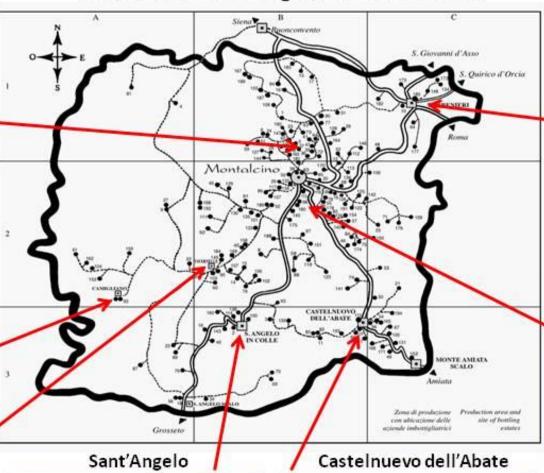
Montalcino Sub-Region Characteristics

Montalcino North

- Cooler weather dominates
- Vineyards on steep slopes at 300-400 m elevation
- Calcareous limestone and clay soils
- Slovenian oak casks for aging

Camigliani and Tavernelle

- Vineyard altitude at 300-350 m
- Hot daytime temps moderated by nocturnal breezes
- Rocky, welldrained soils
- Galestro-rich soils in Camigliani



- Mediterranean dimate
- Hottest and driest subzone in the region
 - Rainfall markedly lower
- Calcareous soils with marine deposits of clay and silt

• Complex mix of ancient

and recent soil deposits

- Calcareous marl with shale formations
- Warm temperatures
 moderated by Orcia River

Torrenieri

- Soil of Pliestocine marine clay deposits
 - Compact
 - Not suited to viticulture
- •Best Brunellos from elevations in excess of 300m

Montalcino South

- Oldest soils in the region
- Mainly calcareous and marly limestones
- Mineral-rich slate and sandstone formations present
- •A flaky, marly limestone (galestro) also in evidence











- Montalcino, Tuscany
- 1967 Siro Pacenti was one of the 25 founding members of the Consortium of Brunello di Montalcino.
- In 1970, Siro purchase of the **Pelegrilli** vineyard, north of the town of Montalcino
- In 1988, management passed to Siro's son, Giancarlo.
- In 1990, they increased their holdings by purchasing the **Piancornello** vineyard in southeastern Montalcino, which was originally planted in the 1960s by Giancarlo's maternal grandfather
- Today, they exclusively produce wine from 100% Sangiovese from their estate vineyards.

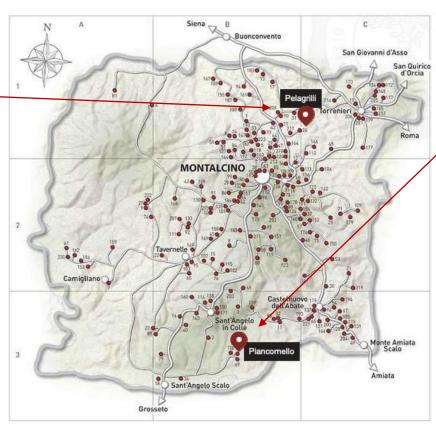


PELAGRILLI

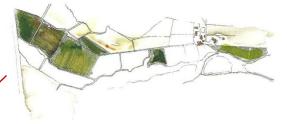


1970 // 15 hectares

The clay and sandy soil of Pelagrilli at the foot of the hill of Montalcino is home to the first vineyards planted by Siro Pacenti. Positioned between 300 and 350 metres in altitude facing the hill and the village, the vines are open to the passage of the continental winds from the northwest. The wines from this property are fragrant and elegant with lifted, floral aroma and a red berry fruit profile. They are valued for their freshness and natural acidity.



PIANCORNELLO



1983 // 13 hectares

In Piancornello, the vineyards slope downward toward the Orcia River and face looming Monte Amiata in the distance. This is the ancient riverbank of the Orcia, characterized by large, rounded stones and reddish soils. The climate here is hotter, influenced more by the Mediterranean sea, and the wines are structured and dense with rounded tannins and deep color.

TERRE DI MONTALCINO

TERRE DI MONTALCINO

In the wine trade, as in the wine bottle, the most exciting developments require time and patience but reward those who wait.

Terre di Montalcino is a new project arising from a decadeslong friendship between Dalla Terra founder, Brian Larky, and iconic Montalcino winegrower, Giancarlo Pacenti.

A camaraderie built from a mutual appreciation for good wine and a respect for each other's expertise Brian's in the American market for fine Italian wine, and Giancarlo's in the nuance and precision of growing and vinifying extraordinary Sangiovesealways held the possibility for collaboration in business as well as in friendship when the time was right.

The realization in the mid-2020's of Giancarlo's Terre di Montalcino project was finally the moment to join forces.

Terre di Montalcino is a wine project built around the pleasure that comes from drinking good Brunello in good company. It is a vibrant and authentic expression of the Montalcino territory and winemaking tradition. The grapes for Terre di Montalcino are sourced from a clone selection of the Pacenti family vineyards, which were planted in the 1960's and have been sustained into the 21st century by sélection massale, and high density.









HARVEST

Vine Age: 15 years or younger Harvest exclusively by hand. Three stages of selection beginning on the vine through to optical sorting machine.

VINIFICATION

Fruit is destemmed, crushed, and cold macerated. 18-20 days alcoholic fermentation by selected indigenous yeasts in Stainless Steel at a controlled temperature of 77 degrees (F). Then 5-10 days maceration before press and MLF.

MATURATION

24 months in 2nd Passage 225L French barriques. 18 months in bottle.

