



Location: Ripatransone,  
Province of Ascoli Piceno, Region of Marche



Marche is quintessential Italy: sun and sea, mountain ranges draped in snow and summery beaches, hillside fortresses and walled medieval towns. Covering a mere 3,615 square miles (two times the surface of Rhode Island), the region is almost entirely made up of mountains (31%) and hills (69%), arranged in a comb-like succession of rivers and valleys perpendicular to the Adriatic Sea (see map, right, indicating TCG in red).

A good portion of the Marche hills, at the finest grape-growing altitudes and exposures, falls into the Rosso Piceno appellation, covering over one third of the region. Tenuta Cocci Grifoni, which celebrated its 40<sup>th</sup> Anniversary this year (see photo up top: the winery was founded in 1970), is located in its southeasternmost nook and comprises the appellation's finest vineyards, between the medieval town of Offida and Ripatransone. Since May 2001, Offida is also the name of a distinct DOC in this area. TCG founder, Guido Cocci Grifoni (whose premature demise is painfully recent at the time of this writing), was an inspirational force behind the creation of the new Denominazione. In fact, it is highly doubtful whether there has ever been any turning point in Piceno history for the past 40 years, which Guido did not have a part in. One such turning point was the recovery and rediscovery of Pecorino, an ancient native white variety (documented since 1871) that had almost completely disappeared until Guido began the painstaking research that would save it from extinction.



Guido Cocci Grifoni eventually located it in an old farm at Arquata del Tronto in September 1982. In February 1983, he obtained the first grafts and planted the "mother vineyard". In 1991, a 100% TCG Pecorino was released. The winery's in-

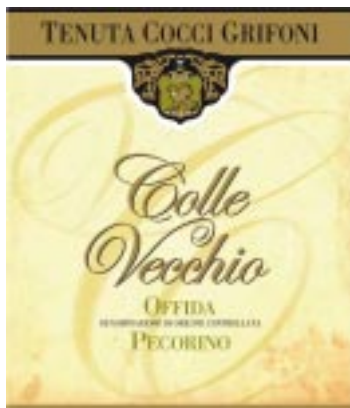


depth clonal research not only preserved this authentic *marchigiano* heritage: it was instrumental in its achieving DOC status as Offida Pecorino. That is not all: even the first ever Rosso Piceno Superiore DOC was released by Tenuta Cocci Grifoni: the appellation was issued in 1969 – TCG's first vintage. For the past several years, Guido's daughters with wife Diana have been very much involved in the estate's work, philosophy and goals: TCG winemaker is Paola Cocci Grifoni, whose Master's dissertation in enology concerned – need we say it? – *marchigiano* native

varieties, while her sister, the ebullient, tireless Marilena, has long been the soul and spokesperson of the estate, after an MBA and initial career as certified business consultant (which, incidentally, she turned to good use in reorganizing the family property). At present, the estate consists of 198 acres (80 hectares), including cereal plantations and 2,100 olive trees. Vineyards cover 124 acres, i.e. 50 hectares.



Paola (left) and Marilena Cocci Grifoni



**OFFIDA PECORINO "COLLE VECCHIO"**  
**DOC:** The fascinating story of Pecorino (co-written by the Cocci Grifoni family with the Università Politecnica delle Marche) was published in book form in June 2009: "La Riscoperta del

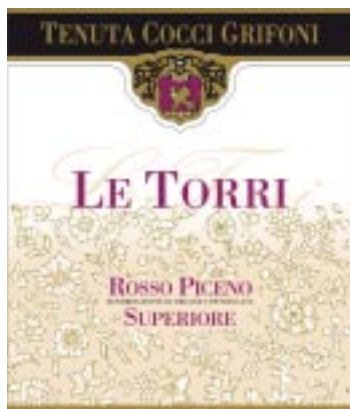
Pecorino". For those of you who don't read Italian, the story is all in this bottle! 100% varietal, the wine is straw yellow with verdant hues, spicy and rich bouquet showing notes of acacia flowers and jasmine, silky and round palate with intense flavors of ripe fruit, rennet apples and licorice and a long, pleasing finish.

**TELLUS MARCHE**

**ROSSO IGT:** 60% Montepulciano, 40% Merlot and Cabernet Sauvignon, undergoes 15-20 days' carbonic maceration. Its explosive freshness and youth are untamed by



wood (maturation is 4 months in stainless steel + 4 months' bottle age). Brilliant ruby with violet hues, great aromatic intensity, rich cherry notes and ripe red fruit, balanced, palate-cleansing tannins. (The name aptly derives from the Latin word for "soil", "tellus".)



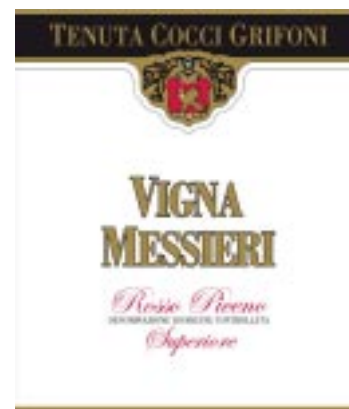
**ROSSO PICENO SUPERIORE "LE TORRI"** **DOC:** 55-60% Montepulciano + 40-45% Sangiovese, this is the wine that marked TCG's debut in 1970. It is aged 14-16 months in Slavonian oak barrels and approx. 6 months in bottle, and shows

remarkable softness, roundness and balance. Ruby with garnet reflections, bouquet of dried fruit, fruit jam, spices and aromatic herbs; intense and persistent on the palate, with aromas of stewed prunes, licorice and cocoa.

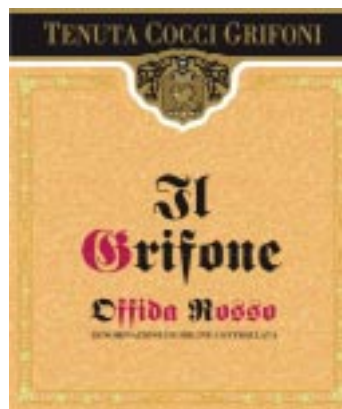


**ROSSO PICENO SUPERIORE "VIGNA MESSIERI"** **DOC:**

Here is a cru red from the Messieri vineyard, from 70% Montepulciano + 30% Sangiovese. It ages in Slavonian oak barrels, 50 hl. in size, for 12-18 months, and bottle-ages for several



months to a year. Shows a gorgeous bouquet of dried red fruit and spices, full, rich palate of distinct complexity, and is extremely cellar-worthy (8-10 years).



**OFFIDA ROSSO "IL GRIFONE"** **DOC:** 80% Montepulciano + 20% Cabernet Sauvignon, the TCG pinnacle wine blends the character, power, roundness and longevity of the former and the grace and elegance of the latter. Aged 12-14

months in Slavonian oak barrels + 6-8 months in French oak tonneaux (500 liters) + 4-6 months in bottle. Very deep ruby color, great olfactory impact and structured, mellow palate. Fruity notes, mineral complexity, zesty finish.