

# Matané • The Story

August 2010



Location: the Salento peninsula,  
Province of Lecce (and parts of Brindisi, Taranto)



Salento is the southernmost portion of Puglia and Italy's easternmost area: a land of extremes and dramatic

beauty, stretching out between two seas. Lush, dark red soil bathed in Mediterranean sunlight; historic native varieties and superb old vineyards, constantly windswept by the salty air currents of the Adriatic and the Ionian seas. The peninsula's amazing palette of colors and sensations endows *salentino*

wines with a layered depth unique to the region. Needless to say, this new frontier of



Maria, Tara & Neil in an informal moment

unexplored treasures is just after the Empsons' own heart.

Neil, Maria & Tara Empson had long been looking for the right *terroir* in the area, when they discovered – with friend **Valentino Sciotti** – some of its finest and oldest vineyards.



Enologist Filippo Baccalaro

After tasting the silky, seductive, structured gems crafted by Filippo Baccalaro (third-generation enologist from a famous winemaking family), they set about finalizing the *Matané* project. A joint venture was decided between the Empsons, Valentino and Filippo, and the project was named after *Maria, Tara* and *Neil*.



When Neil & Maria began pioneering Italy's fine wine exports, the Italian potential had barely been recognized, much less explored. Today, something very like that is true of Apulia's treasure trove of varietals and blends, both all-indigenous and native/international. The *Matané* mission consists in exploring, enhancing and exporting the richness and excellence of Salento viticulture in the original Empson spirit.



The *Matané* packaging (cf. detail above) correspondingly pays homage to Salento and depicts one of its symbols, a traditional local dance called *pizzica*. In ancient times, the *pizzica* was a ritual dance connected to Dionysus (a.k.a. Bacchus), the god of wine: a heritage from neighboring Greece and its settlers in Apulia.



**BIANCO SALENTO**  
*Puglia IGT*  
*Varieties: A blend of native Verdeca, Malvasia Bianca & Bombino Bianco grapes*  
*Soil type, elevation: Medium-clayey at c. 330 feet above sea level; very*

*high average temperatures, particularly dry weather. Tasting notes: Straw yellow with golden hues, its fruity, fragrant bouquet of ripe peach, tangerine and passionflower jumps out of the glass with all the sultry intensity of the Salento clime; the nose is confirmed on the palate, showing pleasing freshness, balance and persistence. Food pairings: Antipasti, first courses, white meat and fish, fresh cheese, raw vegetables "in pinzimonio" (i.e. dipped in a sauce of oil, vinegar, salt and pepper). It is also a very pleasant aperitif. Serving temperature: 8-10° C (46.4-50° F)*

**NEGROAMARO**

*Puglia IGT*  
*Varieties: 100% Negroamaro* Soil type, elevation: As above.

*Tasting notes: Purple red with dark violet, almost black reflections; intense, persistent bouquet with plenty of fruit, particularly blackcurrant & red berries, integrated by spicy notes, notably thyme. Full, velvety, well balanced, flavorful finish. Food pairings: Sturdy first courses, meat in general, seasoned cheese. Serving temperature: 16-18° C (60.8-64.4° F)*



**PRIMITIVO** *Puglia IGT*  
*Varieties: 100% Primitivo*  
*Soil type, elevation: As above. Tasting notes: Very deep ruby red with violet reflections; fruity, spicy and intense bouquet with notes of plum, cherries, rosemary*

*and vanilla. Full, mellow, well balanced. Food pairings: Sturdy first courses, red meat and game, hard cheeses. Serving temperature: 16-18° C (60.8-64.4° F)*



**PRIMITIVO-MERLOT**  
*Tarantino IGT*  
*Varieties: 70% Primitivo & 30% Merlot* Soil type, elevation: As above.

*Maturation: 4 months in French oak barriques. Tasting notes: Very deep ruby red with black nuances, complex, intense bouquet of ripe red fruit, cherries, berries, notes of cinnamon. Remarkable structure sustained and mellowed by sweet, silky tannins and velvety texture. Food pairings: Sturdy first courses, red meat and game, hard cheeses. Serving temperature: 16-18° C (60.8-64.4° F)*



**IL MATANÉ Primitivo di Manduria DOC**  
*(Pinnacle wine, hence IL Matané, THE Matané)*  
*Varieties: 100% Primitivo*  
*Soil type, elevation: As above; from within the select appellation of Manduria. Maturation: 4 months in French oak barriques. Tasting notes: Ruby red color with rich violet reflections; opulent bouquet, reminiscent of ripe cherries and plums, integrated by pleasing nuances of chocolate and vanilla.*

*Remarkable structure, softened by the roundness and silkiness characteristic of Primitivo; long, velvet finish. Food pairings: Sturdy first courses, lamb, game with elaborate sauces, hard cheeses. Serving temperature: 16-18° C (60.8-64.4° F)*