



Location: Banditella di Alberese,  
Province of Grosseto, Region of Tuscany



Poggio Argentiera is young. So are proprietors Gianpaolo Paglia and Justine Keeling-Paglia (photographed above with one of their three children), respectively a Maremma-born agronomist with a PhD in plant genetics, and an English marketing manager. Yet the few years since the estate's foundation have sufficed to establish this as "a true benchmark for Maremma wines", scoring above 90 points in Wine Advocate and Wine Spectator, Three Glasses from Gambero Rosso, Vini dell'Eccellenza from *Espresso* magazine (the Italian equivalent to *Time* or *Newsweek*) and so on and so forth, accolade after accolade.

Poggio Argentiera vineyards are located in various districts of Maremma (see the red pointers on map, above right), for they actually belong to two distinct properties. In 1997, the Paglias purchased the first of these, **Podere Adua** (cf. blue pointer with the yellow house symbol on map), situated close to the coastline and to the Natural Park of Maremma (Tuscany's first natural reserve, founded in 1975). The Adua "podere" ("farm") went back to the 1920s and comprised 6 hectares (15 acres) of very old vines with wonderful potential, to which the Paglias soon added new, densely planted vineyards and a state-of-the-art winery that is the heart and headquarters of the entire operation. The latter came to include a second property, **Podere Keeling** (cf. the other blue pointer), in high Maremma, the hilly, higher-altitude terroir north of Scansano and close to Mount Amiata.



A very old vine of Sangiovese (Morellino) at Podere Adua

Adua's is very free-draining, sandy-limy soil with little fibrous matter and high, Mediterranean temperatures with scarce rainfall during the growing season. Podere Keeling is some 12 miles from the original nucleus. Its vineyards were freshly planted by the Paglias, on clayey, deep ochre soil, rich in structure and very stony (see photo, right), with a much cooler climate, for this second farm-house is further



from the coast, hillier and at a higher altitude (150-250 meters a.s.l., i.e. 492-820 feet). Together, Podere Adua and Podere Keeling express multiple aspects of Maremma and supply complementary traits that are ideally orchestrated in the Poggio Argentiera range. The two properties cover a total of 66 hectares (163 acres), 57 acres of which (23 hectares) under vine.

Gianpaolo and Justine's most recent acquisitions fall into the area of Scansano (7.4 acres) and Capalbio (10-12 acres). These are destined for Vermentino and Ansonica production, varieties that go into Guazza and Fonte 40. More new vineyards are located in the higher Maremma area (1,150-1,640 feet), further from the coast and close to the towns of Manciano, Pitigliano and Sovana. These are part of a joint venture with Antonio Camillo, born and bred in the area, who's been researching local native grapes and old vineyards for the past 16 years (and has been the Paglias' winery manager since 2001). The entire vinification, bottling and ageing process is carried out at Podere Adua (including the Antonio Camillo line), and the range is styled by the Paglias with consultant enologist Fabrizio Moltard. Yearly production is around 200,000 bottles.



**MORELLINO DI SCANSANO BELLAMARSILIA**  
**DOCG:** 85% Sangiovese + 10% Ciliegiolo + 5% Alicante, from the younger, high-density vines around 4 miles from the coastline. Pronounced red fruit and black cherry characteristic of Maremma Sangiovese shine through in a fresh, appealing, crisp and forward red sustained by solid yet mellow structure. As the estate's every-day Maremma offering, with a production averaging 150,000 bottles per annum and amazing value, Bellamarsilia is the Paglias' calling card and ideally represents

the youthful charm of Morellino.

**MORELLINO DI SCANSANO RISERVA CAPATOSTA**  
**DOCG:** 95% Sangiovese (from very old clones, around 30 years old) + 5% Alicante, a traditional, jammy variety (see Maremmante description). Fermented (including malolactic) in small, open barriques, aged in medium-toasted Allier barriques (50% new, 30% 2<sup>nd</sup>-year and 20% 3<sup>rd</sup>-year) for 12-13 months. Full-bodied, gorgeously extracted, elegantissimo, with very smooth, noble tannins. From the 2007 vintage, it may bear the Garantita denomination and Riserva wording.



**FINISTERRE IGT TOSCANA:** 50% Alicante + 50% Syrah. Fermented in open barriques, including malolactic, followed by barrique ageing in medium-toasted Allier oak for 16-18 months. Intriguingly Mediterranean, structured, complex and fresh at the same time, with beautiful notes of licorice, dried tomatoes and chocolate.

**MAREMMANTE IGT MAREMMA:** You can't get more Maremma than this! 50% Syrah + 50% Alicante, a Maremma



grape per eccellenza, present in this area since the mid-1500s, when Tuscany was ruled by Spanish viceroys. It may be for this reason the grape (a.k.a. Grenache or Garnacha) is locally called "Uva Spagna" or "Tinto di Spagna". The Paglias grow both regular Alicante and (for the most part) a particular clone called Alicante Bouschet, created in 1866 by Henri Bouschet. A. Bouschet gives wines of deeper color than the regular version. This intriguing blend is a Mediterranean delight, exuding richness, sunny flavors, exotic spice, notes of licorice and coffee and gobs of dark fruit.



Characteristic view of the Maremma coastline and vegetation



**GUAZZA IGT MAREMMA TOSCANA BIANCO:** This joyful, fruity and floral white has alternated vintages when it was a blend of c.

80% Ansonica (a.k.a. Inzolia) and 20% Vermentino (eg. the 2007 and 2008) and others, like the 2009, when it was 100% Vermentino. In both cases, it comes from a mix of old vines (30-40 years old) and newer vineyards along the coast, and is 100% stainless steel, 100% Maremma freshness and fragrance. Very crisp and appealing, with subtle notes of peaches and wild flowers.

**FONTE 40 IGT MAREMMA TOSCANA BIANCO:** Here is another case of variable... varieties: the latest vintage was 50% Ansonica + 50% Vermentino. The vineyards are close to the hilltop

village of Capalbio, and face north, on stony soil. Exposure and terrain endow it with a very fresh, mineral character, the component varieties supply abundant fruit

and rich, complex flavors and fragrance. In the words of Justine and Gianpaolo: "It's our best expression of the Mediterranean terroir in a white wine".

**PRINCIPIO ANTONIO CAMILLO IGT MAREMMA TOSCANA ROSSO:** 100% Ciliegiolo from

5 acres of 40-year-old vines near the town of Manciano in higher Maremma, c. 985 feet above sea level. Ciliegiolo is an ancient local variety the Paglias and their winery manager and friend, Antonio Camillo, firmly believe in. The varietal name comes from "ciliegia", "cherry" in Italian, and you'll know why when you taste this knock-out little beauty, its yummy freshness and gobs of cherry fruit and ripe berry notes.



An Alicante berry and its juice

