

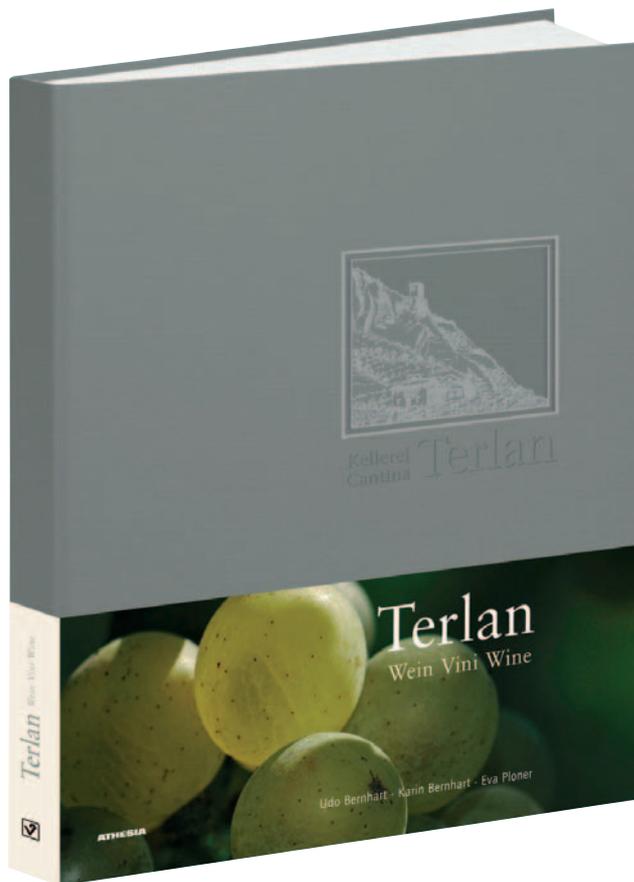


Kellerei  
Cantina Terlan

# TerlaNews

March 2007, 3<sup>rd</sup> edition

## A textbook winery



For 2007 the Terlan Winery has come up with something special: in autumn a 200-page large-format illustrated book on the subject of the Terlan Winery will be published right in time for the Frankfurt Book Fair. The elegant, not to say prestigious work presents Terlan's very distinctive terroir and makes an impressive presentation of the Terlan philosophy of wines with tradition, individuality and longevity.

With highly professional and attractive photography by the international photographer Udo Bernhart, the book provides a clear picture of the special character of the Terlan wines – wines that are a product of unique sites in steep and sunny vineyards located at an altitude of between 250 and 900 meters. Through his camera, the photographer has observed the vintners at work in the vineyards and studied the wines as they mature in the cellars. The text describes the essence of our work and our philosophy, which is so fundamental to Terlan wines and which can be summed up in the four words: soil, sun, time and man.

**The book will be in three languages:** English, German and Italian. It is definitely something to look forward to.

## 2006 – a varied year culminating in harmonious wines

2006 was a challenging year for Terlan's vintners. It started with an unusually long and cold winter that lasted well into March and delayed the budding of the vines accordingly. Then came an abrupt transition to spring weather with above-average temperatures, which encouraged development in the vegetation. The period of fruit cell division in June was marked by warm weather with very little precipitation, so that a low berry weight and a small to medium total yield was to be expected. After a very hot and dry July and a damp and fairly cool August, ideal weather conditions set in in September. A continuous period of fine weather with warm temperatures saw the grapes ripen quickly, and the harvest was brought in in no time at

all. In general the per hectare yields were low and the grapes proved to be of outstanding quality.

The white wines in the 2006 vintage are accordingly full bodied and rich in extracts with intriguingly complex aromas and a good acidic structure. Among the reds, the local Lagrein is worthy of special mention, with its intensive coloring and soft and concentrated tannins.

All in all, then, in spite of the ups and downs in the weather, 2006 has produced some very fine results: well balanced wines with optimum levels of acidity to compensate what are sometimes slightly elevated alcohol levels. In short: a vintage to the heart's desire!



## Suckling was here ...

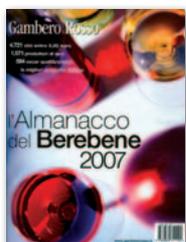
In March 2006 the Terlan Winery had the privilege of welcoming a very special visitor, namely James Suckling, world famous wine journalist at the Wine Spectator. In the course of a long wine-tasting session with lots of excited shoptalk, Suckling was full of enthusiasm for Terlan's whites and reds. And out of a total of 14,000 wines tested, the Wine Spectator did in fact include no fewer than eleven Terlan wines in its 2006 wine lists – all of them with top scores (see below).

The fact that the Terlan Winery is not only a top performer with recent vintages but also has "old" wines – especially white wines – which, contrary to the traditional wisdom, are very quaffable as reflected in the ratings in the leading wine guides for 2007. Top scores ("Tre Bicchieri", "Cinque Grappoli", "Tre Super-Stelle" or whatever) go to the Chardonnay 1994 in an almost unanimous verdict, with additional high ratings for Sauvignon Quarz '04, Lagrein Porphy Riserva '04, Terlaner Pinot Bianco Vorberg Riserva '03, Gewürztraminer Lunare '04 and others.



|  |         |
|--|---------|
| Terlaner Nova Domus Ris. '02           | 91 Pts. |
| Terlaner Chardonnay '94                | 91 Pts. |
| Gewürztraminer Lunare '04              | 90 Pts. |
| Terlaner Pinot Bianco Vorberg Ris. '03 | 90 Pts. |
| Terlaner Cl. '05                       | 88 Pts. |
| Terlaner Chardonnay Kreuth '04         | 88 Pts. |
| Pinot Grigio '05                       | 88 Pts. |
| Terlaner Sauvignon Quarz '04           | 88 Pts. |
| Terlaner Pinot Bianco Cl. '05          | 87 Pts. |
| Terlaner Sauvignon Winkl '05           | 86 Pts. |
| Chardonnay '05                         | 84 Pts. |

**Wine Spectator 2006**  
*Ratings for more than 14,000 Wines*  
**The 2006 Compendium**



|                               |  |
|-------------------------------|--|
| Terlaner Cl. '05              |  |
| Terlaner Pinot Bianco Cl. '05 |  |
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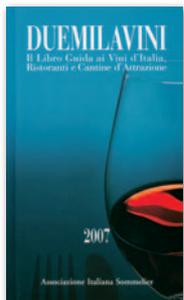
**L'Almanacco del Berebene**  
*Two regional Oscars for the best price performance ratio*



|  |     |
|--|-----|
| ○ Terlaner Chardonnay '94                | ▼▼▼ |
| ● Lagrein Porphyris. '03                 | ▼▼  |
| ○ Terlaner Pinot Bianco Vorberg Ris. '03 | ▼▼  |
| ○ Terlaner Chardonnay Kreuth '04         | ▼▼  |
| ○ Terlaner Sauvignon Quarz '04           | ▼▼  |
| ○ Pinot Grigio '05                       | ▼▼  |
| ○ Terlaner Nova Domus Ris. '02           | ▼▼  |
| ● Lagrein Gries Ris. '03                 | ▼▼  |
| ● Pinot Nero Montigl '03                 | ▼▼  |
| ○ Gewürztraminer Lunare '04              | ▼▼  |
| ○ Terlaner Cl. '05                       | ▼▼  |
| ○ Terlaner Pinot Bianco Cl. '05          | ▼▼  |
| ○ Terlaner Sauvignon Winkl '05           | ▼▼  |

## Gambero Rosso 2007

"A convincing Tre Bicchieri were this year awarded to the brilliant 1994 Chardonnay from Terlan Winery, while another five of their wines reached the finals and a number of others, with their unique style, are in the process of becoming the latest icon wines: a cuvée combining an artlessness and charm with Terlan's proverbial longevity."



|                         |       |
|-------------------------|-------|
| Terlaner Chardonnay '94 | ▲▲▲▲▲ |
| Lagrein Porphyris. '03  | ▲▲▲▲▲ |

## Duemilavini 2007

"Complex and majestic – that summarizes the style of the white wines from Terlan Winery. A good example is the first-class 1994 Chardonnay, in which a tradition of long years of maturity combines with unique finesse. And this year the 2003 Lagrein Riserva Porphyris, with its distinctive aroma and taste, has also made its mark at the top."



|                         |         |      |
|-------------------------|---------|------|
| Lagrein Porphyris. '03  | 92 Pts. | ★★★★ |
| Terlaner Chardonnay '94 | 92 Pts. | ★★★★ |

## I Vini di Veronelli 2007

"The high mineral content of the soils gives the white wines from Terlan Winery their extraordinary longevity among other things – a unique phenomenon in Italy. Their 1994 Chardonnay is one of those wines that have the first-class delicacy to immediately make a convincing impression."



|                         |      |
|-------------------------|------|
| Terlaner Chardonnay '94 | ★★★★ |
| Lagrein Porphyris. '03  | ★★★★ |

## Le Guide de l'Espresso 2007

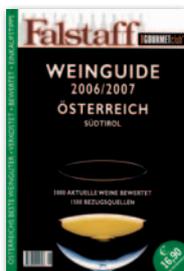
"Do you still react with suspicion when the waiter suggests a white wine that is several years old? Well, you will be surprised to know that here in Terlan there are white wines that do not fade as they mature in the bottle but on the contrary become better and better. A case in point is the Terlan Chardonnay '94, which has gained in aromatic intensity and fullness of taste through the many years it has spent in the cellar."



|  |                  |
|--|------------------|
| Terlaner Pinot Bianco Vorberg Ris. '03 | Rank 57, 91 Pts. |
|--|------------------|

## D'Agata & Comparini 2007

"Terlan has an old wine-growing tradition. With its sandstone and porphyry soils and the mild climate, it is the ideal place for the grapes to ripen to full maturity. The outstanding wines include Terlan Winery's Pino Bianco Vorberg. Its enormous potential to develop and mature for 15 to 20 years makes it a star among the Terlan wines."



|                              |         |
|------------------------------|---------|
| Terlaner Chardonnay '94      | 92 Pts. |
| Gewürztraminer Lunare '04    | 91 Pts. |
| Terlaner Nova Domus Ris. '02 | 90 Pts. |
| Lagrein Porphyris '03        | 90 Pts. |

## Falstaff Weinguide 2007

"The Terlan Winery has always had an excellent reputation for long-life white wines. The winery also offers special editions of fully mature vintages like this year's 1994 Chardonnay. And in addition to the top wines, those in the standard range – like the Terlan Classico cuvée – are also very good."

## More space for Terlan's wines to develop

As an aesthetic experience of nature, landscape is the work of the beholder. *M. Huter*

Great wines need space – and that was becoming increasingly scarce at the Terlan Winery. In the interest of our high standards of quality and the resulting time- and space-intensive winemaking processes, it was therefore time to call in the builders – and the planners.

The plans were drawn up by a local group of architects called arch.TV. Their job was not easy: sensitive extension to the existing ensemble, respect for the village structure and integration in the cultural landscape.

The attraction of the plan submitted was a mainly underground structure for a minimum footprint in terms

of landscape plus energy savings deriving from the natural cooling function of the cellars. It also features a direct link to the old cellars for efficient organization of the internal work flows. The extension will provide additional storage space and house the bottling units plus additional cellars with steel tanks and wooden barrels.

On the outside, the new tract will be finished in the red porphyry that gives the wines in the Terlan area their character. The roof will later be planted with vines so as to merge completely with the cultural landscape of the surroundings.



The extensions at a glance:  
 Planning: arch.TV TROJER VONMETZ  
 ARCHITEKTEN, Terlan  
 Area (new): approx. 2,000 sq.m.  
 Interior space (new): approx. 15,000 cu.m  
 Start of works: May 2007  
 Completion: August 2008

## Connoisseur's wine tip for asparagus

### History of Terlan's asparagus wine.

Terlan has a long tradition of growing and enjoying this noble vegetable. Twenty years ago the restaurateur Helmuth Huber and Sebastian Stocker, who was the winemaker at Terlan winery at the time, came up with the idea of a special treat to crown Terlan's asparagus season. That marked the creation of the Terlan asparagus wine, which immediately met with an enthusiastic response from the hotel and catering trade in the Terlan asparagus triangle (Siebeneich, Terlan, Vilpian). In the following years output had to be continually increased, and the popularity of this fine wine remains undiminished to the present day.

As the first asparagus wine at the European level, this Terlan tippel is actually one of the exhibits at the Schrobhausen Asparagus Museum in Bavaria – the first and only asparagus museum in the whole of Europe.

Word quickly spread that the Terlan asparagus wine is not made from asparagus but rather is the ideal accompaniment to that vegetable delicacy. In fact it is a variant of the Sauvignon Blanc. After spending five months sur lie, the wine is bottled in February. It has a delicate fruit bouquet with hints of tropical fruit and nettles, which harmonize so well with the asparagus. So whenever it is asparagus time, this is a real tip!

