

## ARGENTINA (●●●)

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| <p><b>SPECIFICATIONS</b><br/>(What you have to know)</p> | <p><b>COUNTRIES, REGIONS, DISTRICTS</b><br/> <b>Salta:</b> (Cafayate)<br/> <b>La Rioja:</b> (Famatina)<br/> <b>San Juan</b><br/> <b>Mendoza:</b> (Uco Valley, Luján de Cuyo, Maipú)<br/> <b>Neuquén</b><br/> <b>Río Negro</b></p> <p><b>KEY LIGHT WINES</b><br/> Red Cabernet Sauvignon<br/> Malbec<br/> White Torrontés</p> <p><b>KEY FACTORS</b><br/> <b>Grape varieties:</b> Cab sv, Merlot, Malbec, Bonarda, Tempranillo, Chardonnay, Sv blc, Torrontés<br/> <b>Climate &amp; Weather :</b> Hail<br/> <b>Viticulture:</b> Altitude, irrigation</p> <p><b>OXFORD COMPANION TO WINE ENTRIES</b><br/> <b>Trade+Producers:</b> South America, Argentina, Joint Ventures<br/> <b>Factors:</b> Cab Sv, Merlot, Malbec, Bonarda, Tempranillo, Chardonnay, Sv bc, Torrontés, Hail, Altitude, Irrigation</p>   |
| <p><b>VIDEO PLAYLIST</b></p>                             | <p><a href="https://www.youtube.com/playlist?list=PLCx_IQt-zSFNHA7S34T5lpKod2EdfZCNO">https://www.youtube.com/playlist?list=PLCx_IQt-zSFNHA7S34T5lpKod2EdfZCNO</a></p>  |
| <p><b>HISTORY</b></p>                                    | <p>1557: 1st recorded vineyard planted at Santiago del Estero at the foothills of the Andes by Jesuit missionaries.<br/> 1561: Mendoza city founded<br/> 1569-89: development of vineyards in the province of San Juan (north of Mendoza)<br/> 17-19th: Use of <b>dams &amp; irrigation</b> to make wines in growing quantity and more resistant to long transportation<br/> 1852: French Pouget brings <b>Malbec</b> from France to Argentina.<br/> 19th: European immigrants incl. Italy, Spain, France w new vine varieties + development of transport network (Mendoza-Buenos Aires railway) -&gt; foundations of modern Argentinean wine industry<br/> 1930s: global recession<br/> 1943-1955: General Perón -&gt; relative prosperity<br/> Mid50s-80s: political unrest. <b>Low quality table wines</b> for high local consumption (90l/pers/yr).<br/> 1980-90s: Drop of local consumption + <b>massive vine pull scheme</b> + vineyard modernization + export strategies but overvalued Peso hampered any chance to sell abroad<br/> 90's: Winemaking technology &amp; expertise<br/> 2000s: Peso devaluation &gt; both exports and foreign investment soared</p>  |
| <p><b>CLIMATE &amp; WEATHER</b></p>                      | <p>Viticulture possible due to cooling effect of <b>altitude</b>. <b>Highest vineyards in the world</b> (900m avg).<br/> Semi-desert w <b>rainfall &lt;250mm/yr</b>, mainly in the summer (<b>hail risk</b>)<br/> <b>High diurnal temperature range:</b> from 10C at night to 40C in the day.<br/> Dry unpolluted air but hot, dry, very strong wind <b>Zonda</b> during flowering, <b>low disease pressure</b>.</p>  |
| <p><b>SOILS &amp; TOPOGRAPHY</b></p>                     | <p>High proportion of <b>sand</b><br/> Maipú + Río Negro: more gravelly soils</p>   |
| <p><b>GRAPE VARIETIES</b></p>                            | <div> <div> <p><b>Pink:</b> Historic grape varieties (still 25% of all vines planted)<br/> <b>Cereza ('cherry' in Spanish):</b><br/> Large berries; juice paler vs. Criolla; brought in by Spanish settlers<br/> Mainly in eastern Mendoza + San Juan =&gt; Rosé of mediocre quality for local consumption or grape concentrate<br/> <b>Criolla Grande:</b><br/> Pink-skinned grapes; low quality vinifera variety; amongst 1st vines cultivated in the Americas<br/> Most planted variety in Mendoza (&gt;Malbec)<br/> Can make white or pink wine. Cheap and sold in litre bottles or cartons.<br/> <b>Criolla Chica (// Pais in Chile)</b><br/> Imported by Spanish conquistadores in 16th. Less common vs. Cereza &amp; Grand. Paler &amp; slightly better quality</p> </div> <div> <p><b>Reds (47% of plantings)</b><br/> <b>1. Malbec (36% of plantings)</b><br/> Introduced to Mendoza in 19th century from Bordeaux, potentially via Chile<br/> Smaller, tighter bunches vs. Bdx Malbec<br/> Best grown at slightly higher altitude<br/> Argentina's USP; can benefit from oak ageing<br/> <b>2. Bonarda (17%)</b><br/> More Bonarda in Argentina vs. Italy<br/> Actually linked to Savoie's Charbono or 'Corbeau<br/> <b>3. Cabernet Sauvignon (13%)</b><br/> Plantings nearly x3 since '90<br/> Often blended w Merlot or Syrah<br/> <b>4. Syrah (11%)</b><br/> <b>5. Tempranillo (10%)</b></p> </div> <div> <p><b>Whites (20% of plantings)</b><br/> <b>1. Pedro Giménez (28.2%)</b><br/> Light skinned<br/> Alcoholic full bodied wine for blending or grape concentrate (for export to Japan)<br/> <b>2. Torrontés (26%)</b><br/> Argentina's only native grape<br/> <b>Riojano</b> (best) <b>SanJuanino</b> (bigger berries, less aromatic) or <b>Mendocino</b> (Rio Negro, lacks Muscat aromatics)<br/> First 2 believed to be a crossing between Muscat of Alexandria Criolla chica<br/> Produces hi acidity, aromatic<br/> Adapts well to hi sandy soils of Cafayate<br/> <b>3. Chardonnay (16%)</b></p> </div> </div> |

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|                               | <p>For light fruity reds via carbonic maceration</p> <p>6. Sangiovese (6%)<br/>7. Merlot (5%)<br/>8. Barbera (2%)</p> <p>Specific Mendoza clone developed in the US<br/>Successful in Tupungato (1,200m)<br/>4. Sauvignon Blanc (5.3%) – tends to be flabby<br/>5. Viognier (1%) – increasing</p>   |
| VITICULTURE                   | <p>High pergolas to raise grapes away from heat. Newer plantings on cordon training systems.</p> <p>Irrigation with mountain water drawn via complex man-made systems.</p> <p>90% of vineyards flood irrigated (&gt; hi yields) but also furrow irrigations or drip irrigation since late 90s.</p> <p>Use of netting vs. hail.</p> <p>Dry sunny conditions &gt; Low incidence of vine disease + high yields of healthy ripe grapes</p> <p>Harvesting mainly manual due to low cost.</p> <p>Summer Hail (« piedra ») main threat, up to 30% crop lost every year</p>   |
| WINEMAKING                    | <p>Chaptalization not allowed</p> <p>Wine-making techniques based on historic grapes for high volumes but modernisation since 90s.</p> <p>Hygienic, temperature-controlled fermentation in stainless steel most common.</p> <p>Ageing in large oak casks for reds although some use 225l barriques.</p>   |
| WINE STYLES                   | <p><b>Malbec:</b> deep coloured, robust &amp; fruity red; best &amp; most balanced red wine from Argentina</p>  |
| KEY REGIONS & CHARACTERISTICS | <p><b>1. Salta province 1,900ha</b><br/>Climate &amp; soil: similar to Mendoza i.e. alluvial soil with clay substructure<br/>Topo: Hi altitude (1,700-3,000m) w large diurnal changes, 200 mm rainfall, big diurnal range, very high sun exposure<br/>G. Varieties: Torrontes Riojano; Tannat; Cabernet Sauvignon<br/>Styles: aromatic, full bodied dryish whites</p> <p><b>2. La Rioja (Famatina in the EU) 3% 8000 ha</b><br/>Oldest wine region; home to Torrontes Riojano and Moscatel de Alexandria; lack of water for irrigation makes wine making marginal. Production dominated by 1 group of co-operative cellars.<br/>Vines trained in pergolas<br/>Famatina Valley = best area</p> <p><b>3. San Juan 28% 47,000ha</b><br/>North of Mendoza.<br/>Climate: hotter vs. Mendoza, low rainfall (10mm/year)<br/>Traditional home to Cereza. Since late 1990s, more Bonarda &amp; Syrah; now in decline.<br/>Best known for cheap wine from undefined grapes but wineries like Penaflores &amp; Santiago Graffigna produce good robust reds.<br/>Large producer of sherry style wines, Vermouth as well as light wines</p> <p><b>4. Mendoza 70%</b><br/>160,000ha<br/>Topography: 600-1,100m near Mt Aconcagua / Loose, sandy, alluvial soil w clay substructures + trees to protect from summer temp<br/>Water in plenty from Andes' glaciers<br/>Climate: Continental w 4 seasons + no extreme temp variations<br/>Rainfall of 200-300mm/yr in summer.<br/>La Piedra (early summer hail) + La Zonda (hot dry wind from N-E) = key risks<br/>All grapes: Malbec, Merlot, Torrontes, Cab sv, Chardonnay, Chenin, Viognier, etc.</p> <p><b>I. North Mendoza:</b><br/>600-700m; Lavalle + Las Heras + Guaymallén + San Martín + part of Maípu</p> <p><b>II. Upper Mendoza river region:</b><br/>700-1,100m; Lujan de Cuyo + Perdriel + Agrelo + Ugarteche + most of Maípu.<br/>Luján de Cuyo: 1st Argentinean DOC (92) situated; 800-1,000m, low rainfall + 15C mean annual temp.<br/>Best old vine Malbec vineyards in here along with Perdriel<br/>Catena, Trapiche and Norton's home.</p> <p><b>III. Uco Valley region (Tupungato)</b><br/>900-1,250m; cooler climate w hi diurnal change -&gt; great for aromatic whites &amp; Pinot Noirs.</p> <p><b>IV. East Mendoza</b><br/>Big volume producing area; Junin + Rivadavia + San Martín + Santa Rosa. Best wines from La Agricola in SR</p> <p><b>V. San Rafael</b> (Valentín Bianchi's home)</p> <p><b>Torrontès + Muscat = only varieties that have grapey notes.</b></p> <p><b>COURSE TASTING NOTES: Mendoza Torrontès 2016</b> – Clear medium gold. Pronounced floral (orange blossom, verbena, honeysuckle), tropical fruit (papaya, ananas, passion fruit), herbal (nettle, cut grass), grapefruit, apricot. Dry palate, medium acidity, medium + alcohol, medium + body, medium finish. Good quality, to drink now.</p> |

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|  | <p><b>COURSE TASTING NOTES:</b> Entry level <b>Mendoza Cabernet Sauvignon 2016</b> – Clear deep ruby colour. Medium intense nose of black fruit (blackcurrant), herbaceous (green pepper), leather, roasted coffee. Dry palate, high acidity, medium + drying tannins, medium + alcohol, medium bodied, short finish. Acceptable.</p> <p><b>5. Neuquen &amp; Río Negro ('black river') 3,800ha</b><br/> 350 mm rainfall, big diurnal shift<br/> Cooler climate w long warm ripening season + chalky soil -&gt; ideal for whites<br/> Soils: Alluvial sands &amp; gravel. Irrigation system pioneered by the British in 20th.<br/> Gr. Varieties: Torrontés Riojano, Semillon, Chardonnay &amp; Pinot Noir, Malbec.<br/> High class, new investment.<br/> Humberto Canale 1st to plant Bdx vines for commercial purposes. A lot have followed since (e.g. Fabre Montmayou)</p>  |  |   |   |   |
| WINE CLASSIFICATION  | <b>Instituto Nacional de Vitivinicultura (INV)</b> is the Government's controlling body.   |  |   |   |   |
| PRODUCTION & BUSINESS  | <p>5th largest producer in the world with 14.5m hl/2.2bn btls/year (in '10). Just under 5% of world production.</p> <ul style="list-style-type: none"> <li>Consumption: 30l/pers/yr – a 1/3 of 1970s consumption level</li> <li>Predominance of relatively large specialist grape-growing concerns.</li> <li>Widespread use of foreign consultants &amp; flying winemakers to help exports.</li> <li>Key producers (brands):</li> </ul> <p><b>Grupo Penaflo:</b> largest wine exporter by far<br/> <b>Norton:</b> founded 1895 by English engineer; now Swarovski since '89. 680ha for good value quality wines.<br/> <b>DLJ (Trapiche):</b> 27m btls/year. Standard to ultra premium range (Medalla)<br/> <b>Nicolás Catena</b> (Catena Alta, Alamos, Gascon): 425ha + buying as much; architect of modern wine industry; joint venture w Ch. Lafite Rothschild.<br/> <b>Moet &amp; Chandon</b> (Terrazas): high altitude vineyards in best Mendoza locations. Joint venture w Cheval Blanc (Cheval de los Andes). 3.6m btls/year<br/> <b>Familia Zuccardi:</b> one of the largest family-owned w 600ha; modern and innovative approach w new grape var</p> <ul style="list-style-type: none"> <li>Other more recent investors:</li> </ul> <p>Hervé's Joyaux from Bordeaux (<b>Fabre Montmayou</b>) since 93. Fine Malbec from old vineyards + Bdx blends<br/> Sogrape from Portugal (<b>Finca Flichman</b>)<br/> Pernod Ricard (Etchart)<br/> Allied Domecq (Balbi)</p> <table border="1"> <tr> <td> <p><b>STRENGTHS</b></p> <ul style="list-style-type: none"> <li>High-quality wine grapes □</li> <li>Continued research and innovation</li> <li>Rustic style to world-class quality</li> <li>Turned to exports</li> <li>Strong, sustainable USP (Unique Selling Proposition) w Malbec &amp; Torrontes + international varieties</li> </ul> </td><td> <p><b>WEAKNESSES</b></p> <ul style="list-style-type: none"> <li>Still crucial need for modernisation</li> </ul> </td></tr> <tr> <td> <p><b>OPPORTUNITIES</b></p> <ul style="list-style-type: none"> <li>Considerable International investment in new vineyard areas, improved winemaking technology</li> <li>Untapped potential in some regions</li> </ul> </td><td> <p><b>THREATS</b></p> <ul style="list-style-type: none"> <li>Cost of living increasing</li> </ul> </td></tr> </table> | <p><b>STRENGTHS</b></p> <ul style="list-style-type: none"> <li>High-quality wine grapes □</li> <li>Continued research and innovation</li> <li>Rustic style to world-class quality</li> <li>Turned to exports</li> <li>Strong, sustainable USP (Unique Selling Proposition) w Malbec &amp; Torrontes + international varieties</li> </ul> | <p><b>WEAKNESSES</b></p> <ul style="list-style-type: none"> <li>Still crucial need for modernisation</li> </ul> | <p><b>OPPORTUNITIES</b></p> <ul style="list-style-type: none"> <li>Considerable International investment in new vineyard areas, improved winemaking technology</li> <li>Untapped potential in some regions</li> </ul> | <p><b>THREATS</b></p> <ul style="list-style-type: none"> <li>Cost of living increasing</li> </ul> |
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