

## Barolo 2004 – The Greatest of the Great Years Clerico, Conterno Fantino, Marcarini, Altare, Veglio, Colla & more!

August, 2008

Quite frankly, I have never tasted young Barolos with this level of sweet, perfumed fruit and silky, ripe tannins. These are wines of extraordinary elegance, balance and finesse that may come as a pleasant surprise to readers used to the tannic behemoths of the past. Quality is outstanding from top to bottom. Readers will find everything from a number of superb entry-level wines to utterly profound luxury bottlings and everything in between. **ANTONIO GALLONI**

2004s are scented and elegant, and at the same time structured and strong. They show many stylistic similarities to the 2001s, another warm season that benefited from fine conditions before and during the harvest. While both of these vintages can be described as “classic,” tannins are generally ripe, and although these wines are structured to evolve in bottle for a decade or two, there’s relatively little of the early austerity that characterized so many big nebbiolo wines of years past. **STEPHEN TANZER**



Much has already been written about the consistently high quality of Barolo 2004. Not all the wines have been bottled or made available for tasting yet, but the ones I have tasted so far in London and described below have left me in no doubt that these are lovely wines – some already amazingly silky even though they also promise real longevity. **JANCIS ROBINSON**

The first and most important thing to say about 2004 in Barolo is that it is the best and most complete vintage I have seen in over 10 years of travelling to the region. Moreover, this statement is made against a backdrop of some of the greatest

vintages the region has ever turned out, beginning with 1996 and running almost uninterrupted (2002 is the exception) through to now. The wines produced in this past decade in many ways eclipse much that has gone before and signal a new professionalism and consistency amongst producers. Therefore it is no small thing to allocate 2004 this lofty status.

The difference for us is that 2004s combine remarkable purity of fragrance (all important for nebbiolo) with depth of fruit and supple, silky tannins. Moreover, the tannin structure is so ripe and faultless that it gives these usually impenetrable wines a felling of approachability and balance, without surrendering underlying structure. It’s this quality which also makes 2004 the one vintage that is a must collect for those who love Barolo in general and, a good opportunity for those who are trying understand the wines from this region.

The other feature of note is the extent to which each individual commune expresses itself in the wines. For example, the wines of La Morra show all the textbook fragrance of violets and liquorice while the Serralunga’s show much more brooding depth and dark fruited, minerality one would expect.

In short, it’s a truly great vintage that ticks all the boxes and we recommend with no reservations.

Please note, most of the wines in this offer are extremely limited so please be quick if you wish to order.

Cheers

Michael McNamara

## Barolo: In a Nutshell



The Barolo zone is naturally divided by a geological barrier running north to south, which separates the communes of Barolo and La Morra, in the west, from Castiglione, Serralunga and Monforte, in the east. Soils on both sides of this barrier are calcareous marl of marine origin; but while those on the eastern side, referred to as "helvetian," show a significant iron content, the soils on the western side are differentiated by an elevated magnesium and manganese content, and are referred to as "tortonian." Barolos from the helvetian areas are the more robust, highly-colored and tannic, with greater body and longevity; Barolos from theortonian areas are fragrant, graceful and elegant wines approachable earlier in their evolution.

In more recent years, the practice of most good producers is also to label their wines with the major vineyard or 'cru' from their area. The main 'crus' from the sub-zones are:

<b>La Morra</b>	Brunate, Cerequio and La Serra.
<b>Monforte</b>	Bussia, Pianpolvere, Ginestra, Soprani.
<b>Serralunga</b>	Cerretta, Ornato, Vigna Ronda & Cascina Francia.
<b>Castiglione Falletto</b>	Bricco Boschis, Parusi, Monprivato.
<b>Barolo</b>	Cannubi, Cerequio, Sarmassa.

## Marcarini – La Morra



Based in the wall of the hilltop town of La Morra, Marcarini have been a constant winemaking feature in the Langhe hills since the 1850s. Today the estate is run by the engaging Manuel Marchetti and his enologist-wife, Luisa (nee Marcarini).

The Marcarini style of Barolo favours the traditional and Manuel is a passionate advocate for allowing the vineyards to speak for themselves without the interference of new French oak. He is adamant that he does not dislike the more modern Barolo's. Rather, he believes that for him and his vineyards this methodology would not be beneficial in translating the essence of both site and grape through to his wine.

His two *cru* Barolo, Brunate and La Serra, are quite different; the Brunate a bigger more brooding wine with dark aromas and flavours, while the La Serra's pure aromatics and more open palate show more elegance and finesse. Marchetti believes his 2004's are the best wines he has produced since the superb 1990s. **PWS**

### **Marcarini Barolo Brunate 2004**

**SHELF PRICE \$120**

**\$100**

Good medium red with an amber edge. Distinctly backward nose hints at dark raspberry and menthol; much less showy today than La Serra. Then rich, chewy, sweet and dense in the mouth, with bound-up flavors of dark fruits and camphor. Considerably deeper and more structured than La Serra, but these tannins will also require substantial bottle aging. Marcarini continues to employ a leisurely traditional maceration lasting 40 days, says director Manuel Marchetti, using a continuous and very gentle spray to keep the cap wet. **STEPHEN TANZER**

## Mauro Veglio – La Morra

**\*\*\* Exclusive to Prince Wine Store \*\*\***



Mauro Veglio shares a courtyard and a lot of wine-making techniques with his good friend Elio Altare.. **STEPHEN TANZER**

Mauro Veglio is one of the rising stars of La Morra and having learned his trade in large part from the great Elio Altare he is fast maturing into one of the top sources from the sub-zone. His wines are modern in character and while some earlier bottlings displayed perhaps a little more wood element than necessary, his 2004s are undoubtedly the best wines he has ever produced and mark his arrival as one of the great producers of La Morra.

We have been lucky to have been able to source small amounts of 2004 from his excellent holdings in his own home zone of La Morra and neighbouring Monforte d'Alba. The wines are delicious, serious examples of 2004 Barolo and they are highly recommended. **PWS**

### **Barolo Gattera 2004**

**SHELF PRICE: \$110**

**\$93**

The 2004 Barolo Gattera is made in a decidedly riper, more generous style. It reveals plenty of fruit, spices and sweet toasted oak on a supple, medium-bodied frame with notable inner sweetness and superb elegance. The Gattera is the most accessible of this set of wines owing to the warmer micro-climate of this vineyard. It may not be particularly long-lived but it should offer much pleasure over the next decade or so. Anticipated maturity: 2010-2019

**ANTONIO GALLONI, Robert Parker's Wine Advocate**

### **Barolo Castelletto 2004**

**SHELF PRICE: \$110**

**\$93**

The 2004 Barolo Castelletto is the liveliest and darkest of Veglio's Barolos, but that is not surprising since this is his only wine to come from Monforte rather than La Morra. A deep, dark violet, it possesses gorgeous aromas of dried flowers, vibrant black cherries, pine, spice and minerals buffered by firm tannins that frame its expansive, generous personality. It will be the last of these Barolos to come around, but is shaping up to be another gem from a producer who has made huge strides in the last few years. Anticipated maturity: 2012-2022.

**ANTONIO GALLONI, Robert Parker's Wine Advocate**

**Barolo Arborina 2004** (pre-arrival) **SHELF PRICE: \$120** **\$110**

Veglio's 2004 Barolo Arborina offers a quintessential expression of one of La Morra's best-known vineyards thanks in large part to a restrained use of oak that was missing in previous vintages. Flowers, spices, mint and perfumed red fruit flow from this gorgeous, poised Barolo. It offers lovely purity and inner sweetness supported by the firm tannins that are the hallmark of Arborina. This wine of remarkable beauty and precision is a superb effort from Mauro Veglio. Anticipated maturity: 2010-2022. **ANTONIO GALLONI, Robert Parker's Wine Advocate**

**Barolo Rocche delle Annunziata 2004** **SHELF PRICE: \$150** **\$127**

The 2004 Rocche dell'Annunziata reveals a sweet, opulent texture with notes of roses, flowers, red cherries and toasted oak. Veglio gave the Rocche more new oak than his other Barolos in 2004 which gives this wine its additional sweetness and volume, but it has also left the wine with harder and drier tannins. **ANTONIO GALLONI, Robert Parker's Wine Advocate**

## Elio Altare – La Morra

**\*\*\*\* Pre-Arrival - Due September\*\*\*\***



Altare considers the 2004 Barolos to be complete wines, comparing them to the '96s in acidity. "There was never a problem with these wines," said Altare, adding that the Barolos were racked only four times prior to being bottled in August of this year. In comparison, he went on, the 2001s are sturdier and "very Barolo," while the 2000s are "more like pinot noir." **STEPHEN TANZER**

Elio Altare is a giant amongst the many great winemakers that pepper the hills of Piemonte; his pioneering efforts in changing production methods to gain a more expressive and approachable style of Barolo inspired a generation of producers to follow suit and, it must be said, the results have been a huge positive for the region and its wines in general.

Like all great producers the world over, Altare spends a great deal of his time in the vineyard concentrating his energies on keeping yields low and making sure the vines are healthy. Only Gaja has been awarded more *tre bicchere* awards and his wines are internationally renowned and keenly sought after. As you can see by the reviews for his 2004 vintage wines, they are some of the best made in that year. We have small allocations of these wines so if you require anything from this great producer we urge you to act quickly as they will sell out. **PWS**

**Barolo La Morra 2004** **SHELF PRICE: \$185** **\$155**

Good medium red. Very ripe aromas of rose petal, marzipan, brown spices and espresso. The flavors of strawberry, mocha, brown spices and tobacco are given energy by sound acidity, with substantial but fine oak tannins contributing to the impression of structure. Boasts impressive lift and length for a basic Barolo bottling. **STEPHEN TANZER**

**Barolo Arborina 2004** **SHELF PRICE: \$240** **\$200**

Red-ruby. Raspberry and strawberry fruit aromas are complicated by musky Cuban tobacco and earth; sexy and soil-driven. Broad, lush and sweet; a distinctly horizontal wine that can't quite match the Brunate for definition or grip but finishes with superb persistence. Classically dry, underbrushy nebbiolo that will need time to evolve in bottle. **STEPHEN TANZER**

**Barolo Brunate 2004** **SHELF PRICE: \$250** **\$212.50**

Red-ruby. Raspberry and strawberry fruit aromas are complicated by musky Cuban tobacco and earth; sexy and soil-driven. Broad, lush and sweet; a distinctly horizontal wine that can't quite match the Brunate for definition or grip but finishes with superb persistence. Classically dry, underbrushy nebbiolo that will need time to evolve in bottle. **STEPHEN TANZER**

## Renato Ratti – La Morra



Renato Ratti was, until his premature death in 1988, one of the prime movers of modern Barolo, not in the sense of radically abbreviated maceration and barrique ageing but in that of elimination of oxidation and other defects which, which Ratti began in 1965, were all too prevalent in the Albese. **NICOLAS BELFRAGE, Barolo to Valpolicella**

After Ratti's death the 7-hectare property - with its base in the La Morra commune - was taken over by his nephew, Massimo Martinelli, until sons Giovanni and Pietro were of suitable age and experience to carry on his work. In recent years the brothers have benefitted from the experience of noted oenologist Beppe CaViola who has helped them refine the style of their wines and they have also recently rebuilt their cellars and replanted the famed Conca vineyard. All this activity is aimed at ensuring the wines continue along the quality trajectory Ratti had begun.

The Marcenasco is the "house" Barolo and is displays typical aromatics of violets and fennel allied to ripe fruit and tannins. It's a delicious drink that will be approachable earlier than the cru wines. The crus of note are the Conca and the Rocche. **PWS**

### Barolo Marcenasco 2004

**SHELF PRICE \$120**

**\$102**

Beautiful aromas of blackberry and mineral follow through to a full body, with very well-integrated tannins and chocolate, bright fruit and mineral on the finish. Long and gorgeous. Best after 2012. 5,000 cases made. **JAMES SUCKLING, Wine Spectator**

### Barolo Marcenasco Rocche 2004

**SHELF PRICE \$175**

**\$148**

Full red-ruby. Wild black cherry and mocha on the explosive nose; this is downright Burgundian. Full, lush and broad; an outsized wine with terrific verve and sappy depth. Offers lovely purity of fruit, along with excellent volume, sweetness and balance. The tannins seem suaver than those of the Conca-or is there simply more buffering fruit and fat here? "We're finally getting body in this wine, through better control of vine yields and greater concentration," notes Pietro, who finds this vintage to be bigger than the '01 and comparable to the '98 Rocche, which he considers to be great. This is from a southwest-facing parcel planted on sandy soil, whereas the Conca faces southeast and features more blue clay. These vines are between 40 and 50 years of age. **STEPHEN TANZER**

## E. Pira (Chiara Boschis) – Barolo



It is now nearly 20 years since the diminutive Chiara Boschis took over the Pira estate, changing the style completely from the staunchly traditional favoured by Gigi Pira to a modern style she learned from mentors like Guido Fantino and others of the "Barolo Boys" clique. The wines have almost never missed a beat and any excesses of wood use are very firmly in the past and the wines are the epitome of balanced varietal nuance with modern styling.

Part of her success of course lies with the remarkable raw materials she has to work with; the Cannubi vineyard, which is one of the great plots in the Langhe hills. She also works almost solo preferring to be involved in every step of the process rather than delegate to others. In this way she is able to ensure consistent quality in poor years like 2002.

The 2004 wine is as we've come to expect; balanced, ripe and fragrant of violets and liquorice with a silky palate. It's a wonderful wine and highly recommended. **PWS**

### Barolo Via Nuova 2004

**SHELF PRICE \$170**

**\$145**

The 2004 Barolo Via Nuova comes across as slightly fresher than the Cannubi. It too offers outstanding definition and clarity, with vibrant, perfumed fruit and a slightly compact personality that makes the tannins stand out a little bit more than the Cannubi. Still, this is another lovely effort from the energetic Chiara Boschis. Anticipated maturity: 2011-2024.

**ANTONIO GALLONI, Robert Parker's Wine Advocate**

## Domenico Clerico – Monforte d’Alba



Clerico's stunning 2004s are shaping up to be among the best wines of the vintage. These Barolos are aromatically compelling and packed with layers of fruit, with much depth, complexity and personality. They are really something to marvel over and are well worth the wait.

**ANTONIO GALLONI, Robert Parker's Wine Advocate.**

Along with other like-minded producers such as Sandrone and Altare, Domenico Clerico has been one of the driving forces for making Barolo using modern techniques to extract a more approachable and market friendly wine. Like most of the original exponents in the 'modernist' school his wines do not lack the trappings of the style; showing the sweetness of new wood and the softer tannins gained through the use of roto-fermenters and short maceration times.

The Ciabot Mentin Ginestra is the wine that made his name and has continued to be, alongside the Pajana, one of the great Barolo's to come off the famed Ginestra vineyard. Like many of these great wines we have only a tiny amount available so I urge you to act quickly if you wish to secure your allocation. **PWS**

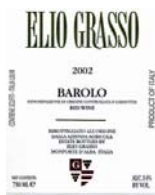
### **Pajana Barolo 2004**

**SHELF PRICE \$195**

**\$165**

Clerico's 2004 Barolo Pajana is an explosive wine loaded with layers of deeply spiced dark fruit. It is a notably pure, focused version of this wine that is totally compelling for its overall balance. The south-facing Pajana vineyard tends to give a more fruit-driven style of Barolo but the 2004 is a beautifully complete wine. Anticipated maturity: 2011-2024. **ANTONIO GALLONI, Robert Parker's Wine Advocate.**

## Elio Grasso – Monforte d’Alba



Elio Grasso's wines are made in a unique, crisply articulated style that highlights balance and harmony over sheer power. **ANTONIO GALLONI**

After beginning his working life as a successful banker, Elio Grasso was forced back to the family estate with the death of his father and the lack of anyone else able to run things. While this slightly forced start as a vigneron might lead one to think he might not have the necessary passion to be a great producer, his remarkable career has certainly dispelled any such thoughts and he is now one of

the leading producers in the zone.

He farms 14-hectares across Ginestra and Gavarini vineyards (two of the best sites in Monforte) and his wines are always a pure expression of the variety balancing the best aspects of modern and traditional styling. The 2004 wine is effortlessly balanced, aromatically pure with lovely supple tannins. **PWS**

### **Barolo Casa Mate 2004**

**SHELF PRICE \$125**

**\$105**

The 2004 Barolo Ginestra Casa Mate is a decidedly more masculine Barolo than the Gavarini. Made in a rich, weighty style, it reveals layers of deeply spiced, mentholated dark fruit, new leather and licorice sensations in an expression of Nebbiolo that engages all of the senses. It is a superb effort from one of Piedmont's unheralded producers. The soils in this parcel contain 70% clay and 30% sand. Anticipated maturity 2009-2022.

**ANTONIO GALLONI, Robert Parkers Wine Advocate**

## Boroli – Alba



The emergence of the Boroli family as producers of Barolo is relatively recent, and although they have been active business people in the region for centuries (textiles and publishing), it was not until the 1990's that they decided to start producing Barolo. In that short space of time they have replanted and renovated their vineyards which include plots in such venerable sites as Villero, Rocche and Bussia and built a stunning winery in Castiglione Falletto. Moreover, it is a testament to the quality of the personnel who have carried out this work that the wines are already brilliant and very highly regarded.

Chief among these is the talented head oenologist, Enzo Alluvione, who is assisted by his son Daniele who works the vineyards and superstar consultant, Beppe Caviola. Given those involved it is no surprise to learn that the wines are modern in style and the Villero offered here sees 24 months ageing in French *barrisques* prior to bottling. This wine has been one of favourite wines of the vintage and combines depth and intensity the vineyard is noted for with a silky long finish. The tannins are ripe and supple and the wine will age for 10-plus years. **PWS**

### Barolo Villero 2004

**SHELF PRICE \$130**

**\$110**

Blackberry, dark chocolate and hints of flowers follow through to a full body, with chewy tannins and a medium, caressing finish. A touch austere on the finish. Needs time to round out in texture. Best after 2011. 500 cases made. **WINE SPECTATOR**

## Seghesio – Monforte d'Alba

### Barolo La Villa 2004

**SHELF PRICE \$115**

**\$98**

(aged entirely in barriques, 50% new) Saturated ruby-red. Aromas of blackberry, cassis, licorice and bitter chocolate. Rich, dense and extremely young; a superconcentrated, very modern-style wine that tastes almost like a barrel sample. Deep but youthfully musclebound, this will require at least six or seven years of additional bottle aging to develop its personality. **STEPHEN TANZER**

## Fontanafredda – Serralunga

**\*\*\*\*Pre-Arrival - Due October\*\*\*\***



One of the most impressive properties in the Langhe hills, this estate's history includes once being the hunting lodge of Italian King, Vittorio Emanuele II before he bequeathed it to his illegitimate son who dutifully ran it into the ground and, in 1931 it was taken over by the Monte dei Paschi di Siena bank where it has remained until relatively recently.

Despite its remarkable holdings (70 hectares) the estate has been conspicuous for the relatively poor quality wines they have produced. However, in recent years a new viticultural and winemaking team has been put in place and the rapid improvement in quality has astounded all. The wines now truly reflect the quality of their superb vineyard holdings. **PWS**

### Barolo Vigna la Rosa 2004

**SHELF PRICE \$180**

**\$153**

### Barolo La Villa 2004

**SHELF PRICE \$180**

**\$153**

## Poderi Colla – Alba



The Colla family have been a constant and influential force in Piedmontese winemaking circles for several decades, most particularly through the efforts of elder statesman Beppe who helped established much of the reputation of Prunotto throughout the 1960s and onwards.

Poderi Colla was established by Beppe's daughter Frederica and his much younger brother, Tino. It pulls together three sites across some of Piedmont's best *terroirs* including Barbaresco's Roncaglia and a large chunk of the famed Bussia vineyard in Monforte. The wines are made in a traditional manner and are pure with loads of vitality both aromatically and on the palate. The Barbaresco and particularly the Barolo are endowed with healthy tannins and while they can be drunk in the early part of their evolution they definitely benefit from cellaring. The 2004 Bussia Dardi la Rosa is the best wine they have made from this vineyard. **PWS**

### Barolo Bussia Dardi la Rosa 2004

**SHELF PRICE \$180**

**\$153**

Poderi Colla has produced a big, masculine wine with their 2004 Barolo Bussia Dardi/Le Rose. Huge, brooding aromas of scorched earth, spices and tobacco lead to rich, complex layers of dried figs, plums and prunes that gradually open on the palate. This impressively endowed, exciting Barolo closes with a long, sweet finish, yet it needs a minimum of a few years of bottle age to fully come together. Fermentation takes place in cement, where the wine remains until the Spring, when it is racked into medium and large casks of various sizes. Anticipated maturity: 2014-2026. **ANTONIO GALLONI**

## Michele Chiarlo – Serralunga



**MICHELE CHIARLO**

Michele Chiarlo was established in the mid-1950s with no greater ambition than to turn out well-priced wines from across the Piedmont hills. In the ensuing years they have done much more than that and their enterprise and expertise has seen them grow their estate to be one of the larger producers in the region. Importantly, though they are also one of the larger quality producers and their reputation is one for excellence and innovation above all else.

The jewels in the estate's crown are undoubtedly their collection of the best Barolo crus including Brunate, Cannubi, Rocche di Castiglione, Vigna Ronda and Cerequio. The wines are always beautifully made and expressive of the variety and different site. The Cerequio is the only one that sees some French oak. Both the 2004 wines are the best we have ever seen from this estate and while the Tortonian (a blend from across their mainly La Morra vineyards) is a simpler version it is charming, pure, ripe and fragrant; it's a lovely wine. More profound is the Cerequio which balances its oak with strong nebbiolo aromatics and a wonderfully ripe and supple palate. **PWS**

### Barolo DOCG 2004

**SHELF PRICE \$110**

**\$94**

Pretty aromas of rose and ripe fruit follow through to a full body, with very fine, polished tannins and a medium, subtle, yet flavorful aftertaste. This is good value for Barolo. Best after 2010.

**JAMES SUCKLING**

### Barolo Cerequio 2004

**SHELF PRICE \$150**

**\$127**

Aromas of blackberry and strawberry. Full-bodied, with velvety tannins. A bit chewy, but has plenty of good fruit. Clean and attractive. A little tight. Best after 2011. **JAMES SUCKLING**

## Bruno Giacosa – Nieve



Perhaps the greatest compliment I could confer on Bruno Giacosa is that there are no wines in the world I buy without tasting first, except for those of one producer – the Professor of Nebbiolo. **ROBERT PARKER**

Despite the influence of a host of truly great winemakers in Piedmont over the past 40 years, including the likes of Gaja, Sandrone, and Clerico, there is a good argument to say that Bruno Giacosa is the greatest winemaker of his generation.

Certainly there is no argument about the consistency of his breathtaking Barbaresco's and Barolo's; they are sublime traditional nebbiolo's that capture the aromatic purity and ethereal qualities of the variety like few others. He has made these wines exploiting contracts with the best local growers (a practice that has become more difficult in recent years with the growth of grower producers) and his own vineyards across both Barbaresco and Barolo sub-zones. These are arguably the greatest wines from the zone and we highly recommend them to you. **PWS**

### Giacosa Barbaresco Santa Stefano 2004

**SHELF PRICE \$370**

**\$320**

Giacosa's 2004 Barbaresco Santo Stefano is a superb wine. Sweet, floral, mentholated aromatics meld into an expressive core of ripe fruit, with superb length and elegant tannins to round out the finish. Made in a more linear style than the Asili and Rabaja, it doesn't possess the expansiveness of those two wines, but it does reveal tremendous depth, harmony and balance. This pure, sweet, long Barbaresco is the best Santo Stefano in years. Anticipated maturity: 2010-2022. **ANTONIO GALLONI**

### Giacosa Barbaresco Rabaja 2004

**SHELF PRICE \$370**

**\$320**

The 2004 Barbaresco Rabaja is off the charts. It boasts phenomenal richness and complexity in its dark, brooding aromatics and powerful structure, with suggestions of roses, tar, menthol, coffee beans and baking spices that emerge from the glass in an endless display of elegance married to sheer force. Although the Rabaja will be released as a white label non-Riserva, it is very close to Riserva-level quality. From barrel it revealed just a little less length than the Asili. It will be interesting to see how the Asili and Rabaja develop in bottle. I would not be surprised to see the Rabaja merit a higher score in another year or two. This magnificent wine will especially appeal to readers who enjoy a structured style of Barbaresco. Anticipated maturity: 2014-2029. **ANTONIO GALLONI**

### Giacosa Barolo Serralunga di Falletto

**SHELF PRICE \$495**

**\$430**

Giacosa's 2004 Barolo Falletto is so compelling it will be hard not to drink it in its youth. This gorgeous Barolo reveals a deeply structured frame layered with sweet dark fruit, mint, spice and pine. At once delicate and powerful, it is a beautifully finessed wine that is sure to provide much pleasure. A recent bottle of the 1982 is a testament to the virtues of this great site as interpreted by Bruno Giacosa. Anticipated maturity: 2012-2024. **ANTONIO GALLONI**

# Barolo 2004 Order Form

**PLEASE NOTE THAT WE ARE OFFERING 'BEST NET' PRICING ON THESE WINES (WHICH IS AT LEAST 15% OFF THE SHELF PRICE) IRRESPECTIVE OF HOW MANY YOU PURCHASE.**

Delivery of 12 or more bottles is free in the Melbourne metropolitan area only. For less than a dozen bottles or for delivery to country and interstate destinations, please ask for a quote. **Please fax your order to 9686 3068 or e-mail to [pws@theprince.com.au](mailto:pws@theprince.com.au) and thank you for shopping at PWS!**

Wine	Shelf Price	Best Net	Limit	Order	Total
Marcarini Barolo Brunate 2004	\$120	\$100			
Mauro Veglio Barolo Gattera 2004	\$110	\$93			
Mauro Veglio Barolo Castelletta 2004	\$110	\$93			
Mauro Veglio Barolo Arborina 2004	\$120	\$100			
Mauro Veglio Rocche delle Annunziata 2004	\$150	\$127			
Elio Altare Barolo La Morra 2004	\$185	\$155	6 btls		
Elio Altare Barolo Arborina 2004 (Pre-Arrival)	\$240	\$200	6 btls		
Elio Altare Barolo Brunate 2004 (Pre-Arrival)	\$250	\$212.50	6 btls		
Renato Ratti Barolo Marcanasco 2004	\$120	\$102			
Renato Ratti Barolo Rocche 2004	\$175	\$148			
E.Pira Chiara Boschis Barolo Via Nuova 2004	\$170	\$145	6 btls		
Clerico Barolo Pajana 2004	\$195	\$165	6 btls		
Grasso Barolo Vigna Ginestra Casa Mate'04	\$140	\$120	12 btls		
Boroli Barolo Villero 2004	\$130	\$110	6 btls		
Seghesio Barolo La Villa 2004	\$115	\$98	12 btls		
Fontanafredda Barolo Vigna La Rosa 2004	\$180	\$153	6 btls		
Fontanafredda Barolo La Villa 2004	\$180	\$153	6 btls		
Poderi Colla Bussia Dardi La Rosa 2004	\$180	\$153			
Michele Chiarlo Barolo Tortonian 2004	\$110	\$94			
Michele Chiarlo Barolo Cerequio 2004	\$150	\$127			
Bruno Giacosa Barbaresco Stana Stefano 2004	\$370	\$320	2 btls		
Bruno Giacosa Barbaresco Rabaja 2004	\$370	\$320	2 btls		
Bruno Giacosa Barolo Serralunga di Falletto 2004	\$495	\$430	2 btls		
				<b>Freight</b>	
				<b>Total \$</b>	

Name on Credit Card:
Bankcard, MasterCard, Visa, Amex, Diners - please circle one
Card number:
Expiry Date:
Signature:
Delivery Address:
Contact Number: