

Winemaker Q&A



# a taste of ARGENTINA

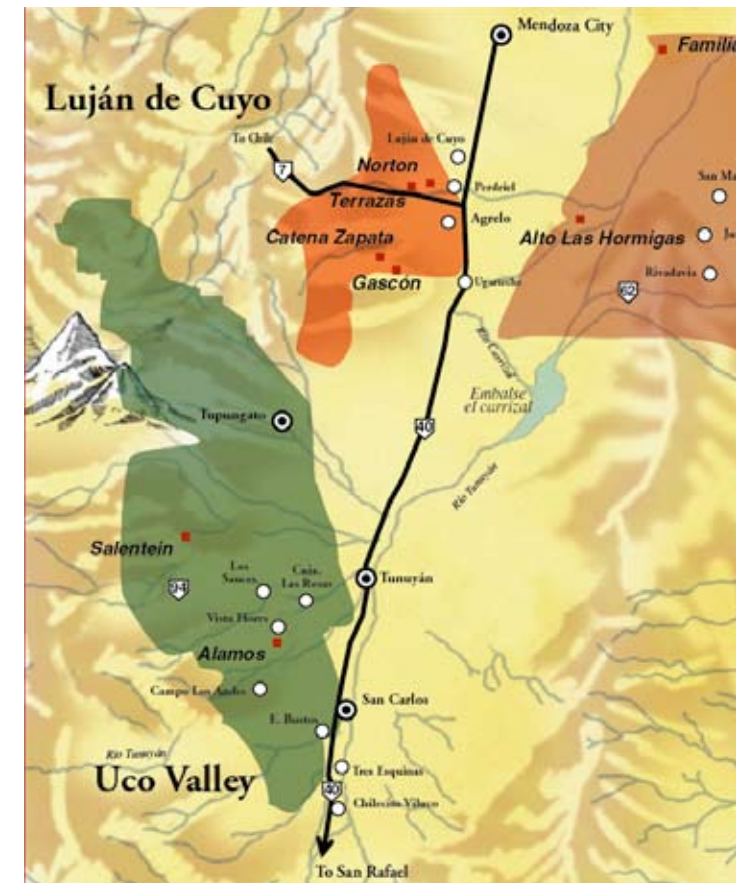
To most American wine consumers, Argentina's rich winemaking history is relatively inconspicuous. However, wine production and consumption in Argentina dates back more than 400 years, when the first specimen of "vitis vinifera" were brought to Argentina by the Spaniards. Argentina's focus on quality and development of an export infrastructure



Felipe Stahlschmidt, Chief Winemaker for Alamos

over the course of the last decade, has caused their wines to be more recognized throughout the world. Today, many believe Argentina is a burgeoning South American wine Superstar. To get a taste of what Argentina has to offer, we met with Felipe Stahlschmidt, Chief Winemaker for Alamos. Alamos is the entry tier of wine in the Catena portfolio. The Catena family is recognized as a pioneer in producing quality wine in Argentina and has been doing so for over

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Alamos is sourced from the two premier growing regions in Mendoza, Argentina: Uco Valley, Luján de Cuyo

100 years. The goal with Alamos is to be true to the Catena style of rich and concentrated wines that have distinct varietal character. There are several aspects of Argentina that make it like no other wine growing region. Felipe, an avid mountaineer, can attest the Andes Mountains are the most significant of these aspects. He has climbed Aconcagua, the highest peak in the western and southern hemispheres seven times. Climbing the mountain gives him a unique perspective on the importance of place in his blends. "The mountains create many diverse microclimates" he says. "This offers different expressions of the same varietal. The mountains remind me to be aware of our unique terrior and the impact it has on the fruit."

We sat down With Felipe Stahlschmidt to get his perspective on Argentina and its emerging wine industry. Here are his answers to our questions:

**What do you think has driven the recent popularity of Argentinean wine?**

Argentinean wines continue to evolve. The local economy and the recent demand for premium wines have really created an ideal situation for us. Simply, the quality we are able to produce and the value it represents has recognized by wine drinkers around the world. I feel we are able to produce wines of a high quality for around \$12, while other suppliers in other growing regions would produce comparable wines at a cost of \$20 or more

**You mentioned the Andes have an impact on grape growing. How does high altitude affect the fruit and resulting wine?**

The mountains do two things; they create diverse microclimates and offer intense sunlight at lower temperatures. Our vineyards rage from 3,000 to 5,000 feet. The higher you go the greater the intensity of the sun, but the cooler the temperature. At different elevations, the influence of the sun brings forth different fruit characters. The highest elevations produce grapes with thicker skins. This produces more intense, concentrated fruit with soft tannins.

Alamos has garnered high scores and critical acclaim vintage after vintage. To what do you attribute this success? It is a combination of many things. The history of the Catena family and the unyielding passion to produce the best wines possible have driven exploration with regard to elevation, trellising, and clone selection. Additionally, the value and consistency we are able to produce has contributed to our success. I invite you to try Alamos and get a taste of what Argentina has to offer.



The high altitude the Andes provide is an ideal climate for producing rich, concentrated wines

**RECENT RECOMMENDED RELEASES FROM ALAMOS**

WINE	SCORE	*PRICE
<b>ALAMOS MALBEC MENDOZA SELECCIÓN 2007</b> <i>Round and fleshy, with enticing spice, blueberry, fig and boysenberry flavors backed by hints of fruitcake and melted licorice. Stays fresh and vivid on the finish, with a lingering mocha hint. Drink now through 2009. Tasted twice, with consistent notes. -JM</i>	90	\$20
<b>ALAMOS MALBEC MENDOZA 2007</b> <i>Really juicy, with a great beam of fig and Linzer torte flavors followed by sweet spice notes on the tasty open-knit finish. Drink now. -JM</i>	88	\$13
<b>ALAMOS CABERNET SAUVIGNON MENDOZA 2006</b> <i>This is solid, offering a focused core of blackberry and currant fruit backed by judicious toast, with a nice plush finish. Drink now. -JM</i>	88	\$13
<b>ALAMOS CHARDONNAY MENDOZA 2006</b> <i>Juicy, with yellow apple, fig and butter notes that stay fresh and pure through the finish. Drink now. -JM</i>	87	\$13
<b>ALAMOS TORRONTÉS SALTA 2007</b> <i>Nice and plump, with pink grapefruit, tangerine and persimmon notes and a rich, pure finish. A step up for the grape. Drink now. -JM</i>	87	\$13

\*Suggested retail price