



# Piattelli: Our Wine, Our Family, Our Place

Piattelli Vineyards offers two wineries, but a singly unique experience. Here, you will find a family—less of blood than of common purpose and care for each other and our craft. We are dedicated to producing great wines, both known and still-to-be-discovered.

## Vineyards

Agrelo, Luján de Cuyo, Mendoza (elev. 3,084 ft/940 m) has two vineyard plots: Finca Cobos (54 acres) and Finca Cochabamba (67 acres).

- Finca Cobos is USDA-certified organic.
- Sandy-silt soil, loamy with excellent drainage. Deep, alluvial soil with small gravel appearing one meter below.
- Naturally pest-free due to low humidity and high altitudes.
- Annual averages: 300 days of sun; 8 inches of rainfall; 25° F/14° C thermal amplitude.

Cafayate Valley, Salta (elev. 5,890 ft/ 1,796 m) has two vineyard plots: Finca El Chaski (235 acres) and Finca Tres Cruces (242 acres).

- Sandy loamy soils and many stones with excellent drainage. Heavy gravel and stones appearing one meter below. Low organic and slightly alkaline.
- Naturally pest free due to low humidity and high altitudes.
- Annual averages: 325 days of sun; 4 inches of rainfall; 30° F/16° C thermal amplitude.

## Wineries

- Our Mendoza winery opened in 2002 and with a capacity of 450,000 liters, we produced 292,000 liters from 464,000 kg crush in 2014, an 8% increase over 2013.
- Our Cafayate winery opened in 2013 and has a capacity of 960,000 liters; produced 365,000 liters from 543,580 kg crush in 2014, a 128% increase over 2013.

## Cafayate Winery Architecture

- First gravity-flow winery in Salta, third in Argentina, significantly contributes to energy conservation in this arid region.
- Built into mountainside, features three levels:
  - Top level – for sorting and crush
  - Middle level – for fermentation
  - Bottom level – for barrel aging and bottling

- Construction required removal of 50 tons of rock – most of that done by hand/manual excavators.
- Architectural plan incorporated existing natural flora and fauna and also preserved ancient artifacts uncovered during construction.

## People

- As a foreign investor, Jon Malinski has made reliance upon native Argentine experts a central pillar of the business strategy—both for the winemaking and cultural authenticity.
- Our Argentina team has traveled the world, gained global winemaking experience and international reputations—we're building with the best of the best of Argentina wine experts for a stronger and more sustainable long-term success.
- Unique to Argentina, our winemakers are educated in viticulture before they learn winemaking, making them knowledgeable in the processes from bud break to bottle.
- Our staff in the vineyards and at the winery is locally hired and our sense of community and good communication resounds from top to bottom. We believe a culture of sustainability translates to human interactions as much as it does to the grapes in the vineyard.
- The feeling of family runs throughout the organization, some staff living on the properties, frequent staff/family get-togethers, even staff weddings on-site.
- We hire locally and pay above-average salaries; all staff members receive benefits (unusual for this country) and we have a very high-retention rate.

## Cafayate Tourism

- Piattelli has helped to significantly expand tourism in Cafayate.
- Full-service restaurant only serves local, seasonal fare (both meat and produce), sustainably grown with minimal chemical treatment.
- A historian is on staff to give tours
- Local artwork is featured throughout the winery, and concerts, lectures and other cultural events are held frequently.