



MONTE ZOVO

AZIENDA AGRICOLA

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Monte Zovo wines are produced exclusively with grapes of the Estate owned by the Cottini family. The 140 hectares develop over three areas: in Caprino Veronese (on Zovo hill), where the winery is located, Tregnago in Val d'Ilasi, where the Fruttaio drying facility is located, and in the area of Desenzano, where the Lugana vineyards grows.

The portfolio includes classics of this land such as Valpolicella, Amarone, Valpolicella Ripasso, Valpolicella Superiore, Recioto, representing the best local production with great quality, together with a huge respect for the traditional wine-making.

The "Vigne Alte" selection takes also part of the range, among which the uniqueness of Calinverno Rosso igt and Oltremonte Sauvignon igt stand out the result of the high-altitude 900 mt.a.s.l. vineyards. They represent the constant research and the sense of innovation of Diego Cottini, who has been able to create innovative and successful wines in an area that has not been much appreciated until recently.

All Monte Zovo wines are intended for national and international markets, among the high-end references.

Monte Zovo is also the location of the headquarters.

Here a modern and sustainable cellar is placed, which was renovated in 1995 with a really eco-friendly approach. Nowadays, this is among the most ecological cellars in Italy.

VINEYARDS AND WINERY

For four generations the Cottini family has been cultivating a tradition that can be traced far back in time. It is a story of love and determination, that inspired every their action. Where the most priceless legacy is called "the experience".





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It all started in 1925, with the family founder Carlo Cottini, and it germinate in the 1950s with his son, Raffaello.

Diego and his wife Annalberta now keep going with their work, accompanying the family's skills with research, originality and a production chain certified at every step. With their sons, Michele and Mattia, they are now bringing to bear their talent and commitment, and their wealth of experience of the land.

Beginning by the earliest 20 family-owned hectares, purchased by Raffaello Cottini in 1965 in the Estate of Caprino Veronese in the DOC Bardolino and Chiantello quality designations, today the company ends up with 140 hectares situated in different DOC appellations of the province of Verona (Valpolicella DOC, Bardolino and Chiantello DOC , Lugana DOC). Furthermore, they also collaborate with historical wine-growers along over 240 hectares and they being direct managed by the Cottini's through a qualitative protocol.

PHILOSOPHY AND SUSTAINABILITY

Care. Consciousness. Constance. Concreteness. The 4 letter C represent the keystones of our eco-sustainable philosophy, of our way of taking care of the land, vineyards, environment and places where we live and work every day.

Earth and Nature's resources, cultivated with wisdom, experience and a touch of enterprise, are representative qualities of the company's harmony in the mind of the Cottini. Our way of doing business aims to be a model of sustainability, able to influence other companies through the quality of our products and an economic-productive model which respects the Environment and the local community.





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Cottini was one of the first and is still one of the very few companies with a complete production chain, covering everything from grape to glass, including marketing, logistics and administration. And Cottini has chosen to certify not just the end product, as most companies do, but also the entire production chain, obtaining BRC and IFS certification.

Addresses and contacts

Azienda Agricola Monte Zovo

Località Zovo - 37013 Caprino Veronese (Vr)

Tel. 045.6280.157

www.montezovo.it

Cottini Spa

Legal address:

Via Maestri del Lavoro 7 - 37029 San Pietro in Cariano (Vr)

www.cottinivini.com





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CALINVERNO

A UNIQUE WINE

Undoubtedly, Calinverno is Cottini family's flagship wine. It is a true ambassador that speaks the local language and represents the family's daily efforts in enhancing the environment through a sustainable viticulture. Caliverno embodies local winemaking traditions, both for the grapes used as well as for the technique employed. This allows for Calinverno to represent the long-lasting bond the Cottini family has established with the surrounding environment, turning it into a lifetime job, a dream come true, a unique wine.

THE IDEA

Calinverno originates from Diego Cottini's intuition. It was 1977 and Diego wanted to create a wine able to fully express the terroir of Monte Zovo estate, located in Caprino Veronese, Verona. Relying on the experience gained with the raisining (*appassimento*) process, Diego was able to create an alternative method, a "two-stage raisining". Grapes are first left to surmature on the vine - without cutting the stock - until the first hoarfrost appears. They are then manually selected and laid down in small boxes to undergo the most common *appassimento* typical of Verona wine region. This elaborated process requires a perfect combination of human effort and natural conditions and is therefore carried out only in the best vintages, in order to offer the consumer a unique taste with a sense of place.

THE TERROIR

This "two-stage raisining" is possible thanks to the favourable geographic position where





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Calinverno vineyards are located. The vineyards devoted to the production of this peculiar wine are located on the back of the winery at 300 metres asl, on the slopes of Monte Baldo. Monte Baldo, known as the *Jardin d'Europe* for its impressive biodiversity, protects the vineyards from the cold Northern currents, allowing at the same time the vines to benefit from a constant wind blowing down from Valle dell'Adige. Nearby Lake Garda helps mitigating local temperatures with warm regular winds. The whole area, which is part of Rivoli natural amphitheatre, was created over 2 million years ago, when Atesino glacier melted away. The morainic soil features deep glacial substrata and a gravel-pebble-sand texture, and provides local wines with an intriguing sapidity.

THE NAME

Calinverno is a true ambassador that speaks the local language. Literally. It has been named after *calinverna*, which in the local dialect indicates the hoarfrost. "We decided to call this wine Calinverno to pay homage to the language once widely spoken in the valleys around Verona. Calinverno is an intense wine, with a precise identity and history, and we wanted to convey this all with a name deeply rooted in our life" explains Diego Cottini.

THE GRAPES

Calinverno is a blend made of 70% Corvina and Corvinone, 20% Rondinella, 5% Cabernet Sauvignon and 5% Croatina. Grape varieties are grown separately in the vineyards, based on their specific needs and in order to allow a perfect ripening.





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SUSTAINABLE VITICULTURE

Calinverno vineyards, as well as all the vineyards of Montezovo estate, have been certified organic since 2018. The peculiar location of the vineyards, along with the constant winds blowing through all year round help getting rid of extra humidity, thus preventing the formation of moulds and diseases. The organic certification regards both the grapes and the wine and is part of a much wider approach which aims at a fully sustainable viticulture. Precision viticulture, zero-sulphite wines and certifications such as the Biodiversity Friend by WBA, BRC and IFS all come from the same strong wish shared by all the Cottini family, that of a low-impact viticulture.

GRAPE GROWING

The trellising system chosen is the guyot, which allows to better control the vine. High density (6.500 vines per hectare), a limit of 8 gems per plant and reduced amounts of fertilizers all lead to a balance between the plant vigour and production. Green pruning and, if necessary, manual fruit thinning is carried out in order to further improve the quality of the grapes, which need to be perfectly healthy in order to undergo a correct raising.

HARVEST

Once the grapes are suitably surmatured, they are selected and harvested by hand. Harvest is done between the end of October and the beginning of November, about one month after the grape has reached ideal ripening. Yield per hectare is extremely low, with only 1 / 1.2 kg of grapes per vine, which means about 80 quintals per hectare. After having been picked up and laid down in small boxes, grapes are raised for additional 20-30 days,





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which results in a weight loss of approximately 10-20%.

WINE-MAKING

All grapes are destemmed and pressed together in the local cellar in Caprino Veronese. Fermentation, carried out through selected yeasts, usually takes a whole month to be fully accomplished due to cold temperature and high sugar concentration. Long maceration allows for a better development of aromas and structure and helps the extraction of antioxidants from grape skins. Wine is then aged partially in small barrels (225-litre barrique) and partially in bigger tonneaux, both of French oak, 50% first use, 50% second use. Ageing lasts for 18-24 months, based on the vintage. Wine is then transferred to truncated cone-shaped vats in order to be blended. It will spend 6 months there before being bottled. Bottle ageing takes another year, which means Calinverno is usually released on the market after 5 years. The current vintage available on the market is Calinverno 2014.

THE WINE

Calinverno is a unique wine which combines the fresh texture of Corvina grape and the saltiness provided by morainic soil with ripe aromas conveyed by the “two-stage raising” process. Blackberry, raspberry, juicy red fruit along with cinnamon, freshly ground black pepper, and tertiary aromas such as leather and tobacco are only some of Calinverno flavours. On the palate, the personality of Calinverno translates into a full body, with smooth tannins and a savoury texture which allows for a 15-20 years ageing.





MONTEZOVO AND THE COTTINI FAMILY

THE FAMILY

The business is run by the Cottini family who is involved in first person in the production. **Diego**, who is an agronomist, oversees the vineyards. Being an agronomist means being aware how much a healthy environment is fundamental for producing high quality wines. His sensitivity has been supported by his wife, **Annalberta** who has pushed forward the idea of biodiversity and sustainability, thus paving the way for the low-impact viticulture approach which is nowadays one of the main features of Cottini's wines. **Michele**, Diego's elder son, is the winemaker and oversees all the activities in the cellar, from winemaking, to blending and ageing. **Mattia**, Diego's younger son, is in charge of promotion, communication, marketing and sales.

THE BEGINNING

Diego Cottini represents the third generation of a family who has been working in the wine business since the 1920s. Carlo Cottini, Diego's grandfather, bought his first property in 1925 and was then joined by son Carlo, who bought his first 20 hectares in Caprino Veronese, 30 kilometres from Verona. Over the years, Caprino Veronese with the recently renowned winery of Montezovo, has become the head quarter, while the business expanded and the family started exporting in over 25 different countries abroad.





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COTTINI WINERY

Nowadays, Cottini is considered one of the most important family-run wine businesses not only in the region, but in the whole country. The property stretches over 140 hectares in **four different appellations (Valpolicella Dop, Chiantello and Bardolino Dop, Lugana Dop and Durello Dop)**. Along with the vineyards owned by the Cottini family itself, at the winery they have been to establish strong relations with nearby grapegrowers which allows the Cottini family to rely on the grapes coming from 240 additional vineyards. This allows the Cottini family not only to have a great grape repertoire to choose from, but also to have become a proactive subject for the local economy.

SUSTAINABILITY

Cottini and sustainability are words which goes hand in hand. The Cottini family has been amongst the first wineries all over the world to understand the importance of biodiversity in viticulture and certify it. Certifications such as the Biodiversity Friend by WBA, BRC and IFS all represents this deep belief rooted in Cottini family's daily life. The winery has been certified organic since 2018 and Montezovo winery has been built according to the most modern low-impact environment-friendly principles.

THE ESTATES

The property includes four estates.

Caprino Veronese with Montezovo winery represents the business headquarters. **San Pietro in Cariano**, located in one of the five valleys of Valpolicella Classica, is devoted to the production of Valpolicella Dop wines, such as Amarone, Ripasso and Valpolicella.





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Tenuta di Tregnago hostes the *fruttaio* (the place where grapes are raisined) and Casa Maffei countryhouse accomplishing wine tourism projects.

Finally, **Tenuta di Sirmione**, next to Lake Garda, where Lugana white wine is made.

THE BRANDS

The production has been carefully divided into four different brands, each with a specific identity. **Montezovo** includes Cottini's flagships wines, produced in the 140 hectares owned by the family. This includes Calinverno as well as innovative projects such the wines made with fungus resistant varieties. **Palazzo Maffei** embodies the Valpolicella production with a dedicated line for the ontrade. **Villa Annalberta** is the brand created for the perfect wine-food pairing, which features wines with a great drinkability. Finally, **La Sogara** represents Cottini's wines on the offtrade market.

