



The Company

Vigliano, few houses scattered along a narrow country road climbing amid the loose-laid walls on the hills south-west of Florence, on the border between the cities of Scandicci and Lastra a Signa, not far from the picturesque Roveta wood. On one side, the beautiful 14th-century church of San Martino alla Palma, on the other our vineyards and our olive trees. We love to live here, we feel the personality of the earth we walk on, we feel responsible for giving the best interpretation of it.

We can hardly conceal our subtle ambition to pursue excellence, year after year, through great or challenging vintages, with subdued wines, characterized by perfect balance, elegance, and moderation.

Wines that duly represent their age, ourselves, the moods of Vigliano, and perhaps will do so in a few decades too.

The Family

We settled in Vigliano in 1978. In those years our father Mauro, a gynaecologist and university professor, decided to move from the city to the countryside in order to grow grapes, olive trees, and the family's vegetable garden. Mauro and Giovanna, our mother, are still careful observers and clever advisors, and share all the steps of the company's life with us.

Vigliano has been directly managed by Lorenzo and Paolo for the last 12 years.

Lorenzo and Paolo Marchionni

We are two brothers, both just above thirty. While we share a great passion for the vines, our profiles and expertises are definitely complementary.

Lorenzo, the elder, is rational, constant, determined; he is a lawyer and a professor of Wine Legislation and Agrarian Law at the Florence University.

He manages the Vines and the Cellar with painstaking care and attention. His only and utmost aim is to keep improving in his pursuit of the elegance and harmony of our wines.

Paolo, the younger, is creative, lively, innovative; he studied philosophy, as well as wine company marketing and management, and became a partner of a number of consulting organizations in the wine sector. He is in charge of sales management, customer relations, and the search for new and carefully selected business partners.



The Territory

Our company is located in the area of Chianti Colli Fiorentini, on ideal lands for grapes and olive-trees. Stony, well exposed to the west/south-west, they have a definitely alkaline nature and a varying composition, with significant limestone levels, mixed with marl, sand, and loose clay. The average slope is considerable, almost 15%, with much higher peaks. Temperatures vary significantly from day to night in the summer and autumn, and there is a high incidence of strong air drifts.

The Vineyards

We own about 7 hectares of vineyards and expect to increase them to 12 hectares over the next few years. All the lots are attended to with the utmost care. We take great care of our main grapes, Sangiovese, which account for about 60% of the surface, but also enjoy taking the challenge posed by other varieties, including Cabernet Sauvignon and Cabernet Franc, Merlot, or Petit Verdot. In addition in 1981, ever since our first vineyard planting, upon suggestion of oenologist Giacomo Tachis, a friend of our father's, we dedicated about one and a half hectares to Chardonnay, a variety that is still a fascinating and greatly satisfactory challenge for us.

The Wines

Our two wines arouse our utmost pride and passion. On one hand, RossoVigliano, a straightforward wine that is extremely easy to match; on the other, L'Ertà, a significant, austere, powerful wine, suited for more challenging matches. And in both, our determination to ensure that we make enjoyable and elegant products, arousing the wish to refill the glass to savour them again and again.



The Agronomist

Andrea Paoletti, agronomist, has been our consultant since 1996. We shared with him our basic agronomic decisions, fully respectful of the vines and vineyards. With him, we went through what we usually refer to as the “turnaround”, starting to pursue high quality in the grapes with great determination. We also re-planted our vines, also with the utmost respect for the earth and the location, trying to enhance their best qualities, i.e. the terroir.

Andrea provides inputs in the assembly and sample tasting steps, which require high concentration and the sharing of our production philosophy.

Professional profile

Andrea Paoletti graduated in agricultural science at the Florence State University.

After about three years (1976-1980) with Elisabetta Geppetti at Fattoria Le Pupille, in the Maremma region, he joined Antinori and soon became the agronomic manager of all the estates. From 1980 to 1995, at Antinori, he was directly involved in the agronomic renewal of the company and developed a top-level know-how in vineyard management and terroir enhancement. His studies on the Sangiovese grapes were awarded on occasion of his lecture on native grapes (*I Vitigni Autoctoni*) at the 1997 International Convention in Portland, organized by the outstanding US Viticulture Association.

He has been consulting on a free-lance basis since 1995, providing his services to several companies, including Moris Farms, Elisabetta Foradori, Ornellaia, Tolaini.

Since 1997 he has been co-operating with Danny Schuster, from New Zealand, one of the world's greatest Grapes Physiology experts.

Vigliano s.s. Società Agricola

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L'Erta

L'Erta is the company's top wine: the first vintage dates back to 1997. This is where the company makes its greatest effort to pursue excellence year after year.

The vineyard

Region:	Tuscany – the hills south-west of Florence
Location:	Vigliano village – San Martino alla Palma FI
Planting year:	1993
Exposure:	west/south-west
Ground:	hilly, strongly sloping, stony, well drained
Plants per hectare:	4500
Training system:	spurred cordon
Yield per plant:	0.7/1.2 kg

Technical data

2004 vintage

Designation:	IGT Toscana
Grapes:	Sangiovese Grosso 60% Cabernet Sauvignon 40%
Vinification:	maceration for about 23 days on skins, with daily riddling and delestage fermentation in stainless steel vats at a 28°C controlled temperature
Maturation:	Sangiovese Grosso 12 months in big casks (500 lt.) 2 nd fill Cabernet Sauvignon 11 months in small casks (225 lt.) 1 st & 2 nd fill
Ageing:	10/12 months in bottle
Alcohol:	13.8%

Tasting

Austere, deep, as first seen from its deep garnet hue with notes of ruby. A complex scent of leather, tobacco, graphite, blackberry, and liquorice, perfectly combined with delicate smoky touches. Fresh, flawless taste, with perfect tannin levels softly touching the palate and a very long-lasting spicy taste.



RossoVigliano

RossoVigliano was launched in 2000, starting from the idea of integrating the product range with a less complex and more enjoyable, fruity, well-balanced wine, with its own recognizable personality.

The vineyard

Region:	Tuscany – the hills south-west of Florence
Location:	Vigliano village – San Martino alla Palma
Planting year:	1998-2002
Exposure:	west/south-west
Ground:	hilly, strongly sloping, stony, well drained
Plants per hectare:	4500
Training system:	spurred cordon
Yield per plant:	1.8/2.0 kg

Technical data

2004 vintage

Designation:	IGT Toscana
Grapes:	Sangiovese Grosso 85%, small quantities of Cabernet S. and Merlot
Vinification:	maceration for 16 days on skins with daily riddling fermentation in stainless steel vats at a controlled temperature
Maturation:	50% in steel vats for 8/10 months only 25% 6 months in small casks – 2 nd /3 rd fill 25% in big casks – 2 nd fill
Ageing:	6 months in bottle
Alcohol:	13.0%

Tasting

Fresh and lively, as first seen from its bright, attractive ruby hue. Pleasant scents of wild black cherry, tobacco, earth, black pepper, with a fresh and enticing taste, well-balanced tannins, and flawless consistency with its scent; then a long-lasting finale with a fruity aftertaste.



Vigliano is an ongoing challenge for us, made of small achievements and new objectives to meet day after day.

This is why we try to pursue other projects, in addition to wine – from the production of extra-virgin oil obtained from our olive trees to the production of energy from renewable sources including, for example, photovoltaic systems, which make us self sufficient in terms of energy, and integrated pest management.

Respect for the environment

With a 60-sq. m. surface of photovoltaic monocrystal silicon panels exposed to the south, we exploit solar energy and produce enough electric power to feed the whole cellar, with a production capacity of 5Kwp.

This is a small but significant commitment towards the environment, which also includes integrated pest management aimed at the protection of the grounds (Agro-environmental Provision 6 of the Regional Health Plan of Tuscany).

In addition, we produce vegetable compost using all the residues of pruning and field processing, and are strongly focused on separate waste collection and on the recycling and disposal of supplies.

Extra-virgin olive oil VIGLIANO

Production takes place in the DOP (Denominazione di Origine Protetta or Protected Designation of Origin) “Colline di Firenze”. Almost 2000 plants, of the “leccino” and “frantoio” varieties, half of them centuries old, the others aged 10 to 25. This is our family olive-grove. We enjoy strolling through it and attending to it, as we do with our vines. All the olives are hand picked, then placed in small ventilated cases of a 15-kg capacity and finally crushed within 24 hours using a top-quality, oxygen-free cold-cure mechanical process. We obtain an extra-virgin oil with thistle, artichoke, and cropped grass flavours, which perfectly matches with typical Tuscan food, but is never too powerful or overwhelming. An oil that may reflect our approach and our intention to respect both nature and people, and always take a balanced attitude towards everything we do.



Company profile

Established:	1990
Owners:	the Marchionni family
Managers:	Lorenzo and Paolo Marchionni
Vineyard and cellar manager:	Lorenzo Marchionni
Business manager:	Paolo Marchionni
Agronomist-oenologist:	Andrea Paoletti
Vineyard surface:	7 hectares
Number of plants:	29,500
Production:	approx. 40,000 bottles
Cellar surface:	250 sq. m. in the basement - 180 sq. m. underground
Olive garden surface:	6.5 ha
Number of olive trees:	1,800
Oil production:	approx. 2 tons/year

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