

## Taxes on wine:

In 2500 BC the Egyptians had a wine inspector who would go around tasting wine and determine the tax amount: better wines given higher rates; around the same time, Samaritans scribes?? were cementing into the place of modern literature by etching tax and historic record onto canoe-formed?? tablets. Faster forward several centuries, Charlemagne seems to have things figured out by the 800s. He granted large tracts of land to monasteries for free and set up regulations that tax their wine production as revenue streams to the government. So instead of making fast money on initial land sale, he set up a governing body with steady stream of cash flow. One of the best ways to get taxes is through lobbying government bodies, before the rise of nation states, this meant arranging royal marriages with other countries and give in laws preferential trade treatments. A prominent example would be the marriage between England's Henry II and Eleanor of Aquitaine (1152) which helped the taxes low for Bordeaux exports to England and many historians cited this marriage as the reason why Bordeaux wine had been such an important product in English market for centuries. But did you know that Henry II loved the wines from Mosel? So he kept low taxes on those as well! Merchants who benefit from Bordeaux would do what they could like sabotage their shipments. In middle age England they had a three tier system, not much unlike those now, in this system, nobility can buy direct imports and completely avoid customs. Wealthy heads of the house can also buy direct imports but they get stunned by customs duties without noble blood. Mere mortals like tavern owners bought from the middleman who mark up the cost with customs taxes and profit margins. Tavern owners would counterfeit adulterate wines to the point where authorities had to step in and make major changes. Tax prices are published, merchants would start to write on the sales of the cask of the barrels and Bible was placed on top to ensure no counterfeit. How were taxes paid? Tax collector sent by king would take 10% of cargo on board. All these trades between Bordeaux and England made other people in France antsy. Phillippe the Sixth provoked the British merchants through conflicts trade routes supplies prices into instability till mid 14th century. Things went south after revolution. Neopoleon levied heavy taxes in layers and taxes wines from every step of way: production to marketing. Crippling for wine industry so much so that when Phillippe Louis took charge in 1830 he was pressured to lower wine prices by 30% to solve the problem. So taxes on wines have been a large factor in trade over the last few centuries. In some cases, tax fields debate has led to power struggles, wars, and unrest. But also fueled government that helped make important changes in wine around the world.

Friuli. For many years, Collio was producing classic white wines but now last 20 years things changed a lot - known for orange wine. Groups of winemakers of orange wines more concentrated in Oslavia in fact where we have our winery. But there's even in Casol?? a bit rounder. Oslavia is where it all started - my father was one of the pioneers doing something different. Father started thinking about the idea of long skin maceration on whites since 1995. His first trial with Ribolla grape - there were different ideas that led to this way. Ribolla Gialla is a nice grape also made for table grape. Thick skin, good flavor. But if you only press this grape, it doesn't take out everything - cuz if you press Merlot you can only have a light Rose. If you do long skin contact, you can produce some good wines like we know. Not a new technique bc grandfather was using it already in general even white wines. Two reasons: first, no money to buy sulfur and with skin contact wine can stay fresh for a long time, he doesn't need to sell wine he just needs to drink it - was making the wine for family over the course of a year. Second, if you were to press by hand the fresh grapes are hard to press, after skin contact the skins get softer and easier to press. Because Ribolla has thick skins, it's difficult to press without skin contact. Punchdowns early on in the fermentation for Ribolla and the tank your father divide the mechanical device to do punchdowns is also because thick skins hard to punch down. Long maceration and low sulfur relationship: father was one of the pioneers to try no sulfur wines and he was trying for many years before skin contact. He lost part of the productions a few years like in 1991 Tokai completely lost because of the zero sulfur trial. When we started with skin contact we saw something interesting - during skin contact we extract a lot of tannins which is natural preserver of the wines and we don't think it's better or not without sulfur, we think that without sulfur if you can do it it's better. We don't need to add sulfur as the wine is stable by itself and has enough tannins to stay stable.

Vinification of red - Merlot or Pignolo - vs white - Ribolla and Tokai: the white wines can stay on the skin for longer bc they can extract more tannins which from the white grapes are gentle and good, but would be too much tannins applied to red. Skin contact for whites last 2-4 months: after all the fermentation - alcoholic and malo - is done the skin is in contact with wine not sugar, so at the end it's double extraction: first phase fermentation with temperature control and punchdown, and afterwards wine in contact with skins, and they extract different things: tannins from the seeds, which requires really ripe grapes. For the red grapes we do shorter skin contact: 1-1.5 month already enough as extraction during fermentation and a bit of extraction from the seed. Then we press the grapes to go through aging. Aging is different for red vs white. Because we don't have enough red grapes to fill up big barrels so we use 15-20 year old barriques for reds but big neutral slovanian oak barrels 30-35 hL. Whites in botte for four years, reds for five years. Whites are ready before. Then we do another two years of bottle aging before release. Now we have 07 on the market.

Picking all the whites before - PG, Tocai, Chardonnay, then we stop for a few weeks then pick Merlot, Ribolla, etc. depending on vintage. But both are picked a few days apart usually. We usually start picking Merlot and Ribolla after October generally.

Special bottle: question for cork producers - which is the best cork? They say we have the best cork but you can't use it because it's too small/thin for a classic white wine cork. You have to have 15mm neck to use that cork. Then we asked the bottle producer to produce bottles with such necks they did. Then we go to the little sized bottle because we have the proportion of cork and wine is the same as in magnum, which is the best aging size for wine. But it's difficult to sell for white wines. So went with the small size that is easy to sell and has this aging advantage. Then next up is 1.5L because sometimes 1L per person can be too much.

Implemented in 2002, then 2004, 2005.

Pignolo vs Merlot vs Pinot Noir? Merlot planted by grandfather then continued by father. For many years I thought it was the only variety we can grow then we discovered Pinot Noir when we simply tried it - difficult to produce in our region with much rain, complex season during harvest, so we just produced a few vintages of Pinot Noir. Pignolo was discovered by father by trial - complicated vine to grow, difficult to have a pairing with rootstock. Sometimes big vines but never attach to rootstock - big healthy vines but no grapes on it. Now Pignolo is starting to get interesting because it is difficult to produce but when you have it in the cellar it smells amazing - I believe with right aging, we can have this flavors back. We are planning to release another batch of Pinot Noir and Pignolo next year - will be 2003 Pinot Noir and 2004 Pignolo probably.

Tocai vs Ribolla? Ribolla has thick skins, flavorful, plant in the nicest part of vineyard, needs lots of sun, nice exposure, can never plant at the bottom of the hill. Tocai is more like Sauv Blanc, can grow at the bottom, doesn't need a lot of sun to ripen. Nice balance between the two grapes: Tocai more green, Ribolla more yellow because Gialla means yellow. Pinot Grigio - now in Friuli almost everywhere - one of the nicest to plant because first to ripen, first to be picked in Sep, easy to grow, high yielding, no big problems with growing, wines are good. A part of our culture to have PG planted. Probably the next vineyard we will plant some more. We want to plant more vines to have more wine, as we keep the production low. We can't have more than 4-5 clusters on the vine because it's rainy here - 1800mm every year - cf in Sicily ~300mm. No drought problems but opposite problems. Pinot Grigio with skin contact gives nice color like a rose.

S line - Sivi (PG) and Slatnik (Chard, Sauv Blanc): Sasa's addition. 2009 first vintage. 2005 started to think about it - compromise with father. Personal idea: a wine who can be an introduction for people who just started to drink orange wines, and I wanted to go back. My father started to make orange wines in 1995 when I was young when my mind was not in the vineyard so missed the first few vintages. So I want to go back to understand better what he sees in wines. I want to make something easy for people to appreciate. You have to learn everything from the base. PG because I wanted to do something different than my father who never did a PG with skin contact. Slatnik is a blend of Chard and Tocai Friulano, an old blend my father started to do at the beginning at his winemaking journey. He stopped doing it because of Oslavje - we have a big vineyard near house planted to Friulano but we had to replant due to a landslide in 1992. So he stopped that wine since he never planted Tocai again. Now we have it as we bought more land with Tocai. What's by the house the parcel is planted to Merlot as it's got good exposition, best hills of Oslavia since Merlot needs a lot of sun. Timeline since a lot of changes: father took over winery in 1936 for a few years he produced wines to sell to local restaurants or retailers like open wine. In 1979 he decided to bottle his first wine. In the 70s there were technical breakthroughs - stainless steel, filtering, which my father fell into the trap as he bought everything the machines etc. Did classic white wines for a few years then changed over to Barriques - French style wine with new oak, but never very new because for us they call it slot?? it's difficult to find good Barriques. Then during that period he started to think about old barrels/barriques so in 1995 he started to buy again big oak barrels as it's the right way to produce in our region, more traditional, more complete wines it leads to, aged but not overoaked. 1995 saw the big change as he first trial with Ribolla with half of Ribolla with skin contact. Only half was bottled pure, the other half was blended with the other Ribolla wine, making it half and half - half skin contact, half no skin contact. 1996 hail no production. Then 1997 all skin contact. Then we change a bit every year as we experiment eg duration of skin contact: 1 week, 2 weeks, 1 month, 3 months, 6 months, 1 year and everything in between. After a few years we decided on the current recipe: 3-4 months.

Vineyards in Slovenia and Italy, exactly the same region. It's the border between the east and west of the world, not just Italy. really different not easy to go from one side to another. Paper to cross, to work within 100m near the border. Before the fall of Slovakia there were military people camouflaged in the forest watching you work there. This part of the region was devastated by WWI, then big problems in WWII. In the end the land is exactly the same, it's just the border. Our nearest city was divided in half. Devastation after WWII: people leave, taken out, sent to larger?? or sent to war. We miss the people. Grandfather lost parents at age 5.

What's it like today to plant vineyards there? It's difficult to find good places to plant as all the best vineyards are already planted. If someone has a good one, difficult to buy as people don't want to sell or crazy price. Relationships between growers? With some we are friends, good connections, with others no connection. Just like everything else.

Response from customers? We started to do orange wine when not known, we started to speak about them the grapes we are trying to put all the grapes in the wines and teach people about these new generations of wines. Slowly. Now people start to understand now after 20 years. Acquired taste: more grape, more flavor, more complete as nothing taken out nothing put in.

Slow for the Collio appellation to accept this new thing - took ten years.

Do not put in the fridge... 55C for best expression, too cold then just tannin and acidity not good. Open the bottle and taste over a long period as it changes all the time. Ages well: 8-10 years for best expressions, after that they stay that way for a long time. 1999 1997 1995 no problem. Ages just like a red wine. As it ages, it gets rounder, less tannins, less astringent, more fruit more dried, more sensation of freshness - so fresher and fruitier as wine ages.

Terror in orange wine? Always in minerality and acid. We winemakers are part of the terror as we decide on when to pick and how to vinify... Eat with sushi, raw fish - tuna tartare bc everything with strong fattiness that fills your mouth fast then you are left with two kinds of wines to clean that: orange wine with acidity and tannins or sparkling wine with acidity.

Tannins in orange wine is what separates it from other white wines? Tannins is part of the grapes/skins/flavors/taste that we don't want to lose. If we try to press wine without tannins to separate tannins then you lose it. We try to preserve everything as the skins have all the information about the vintage - sun, rain, etc. Sometimes it takes longer to produce as you need to age to soften the tannins rounder more complete less astringent. You can't drink it right after skin contact after fermentation/production. The long aging is only a small part of the price/cost - the big part is working the vineyard: low yield, small production, ensure healthy grapes and sort/discard grapes esp when rainy theres Botrytis we could lose production like in 2010 we lost 35% Ribolla due to Botrytis but to ensure ripeness you have to leave it outside risking Botrytis.

Why not use clay? We think wood is more traditional and natural for me: breathe better, stay better. Someone uses clay with advantages like better temperature control, fermentation happens on the ground but except this I don't think clay has influence on the wine. Our barrels dont change the wine.

Temperature in the cellar is important - it can/should change: 9-10C in winter, 16-19C during fermentation and after summer. This is important as the changes let wine age as it can feel the seasons outside. If there's no season wines don't age. Just like humans in summer we get active and in winter we hunker down - wines evolve during summer and relax in the winter. This is what cellar does for the wine: less variation than outside but it has to change different in winter than summer. In our cellar it's almost completely in the ground, and we have this wall in contact with soil, ponca. Ponca looks like rock but is compressed clay. It regulates temperature as its in contact with soil and gives us humidity all the time - important for the oak to stay wet all the time otherwise it will take humidity from wine.

Vineyard practices: cutting back on copper sulfites in areas where there's rain and substituting with B pollen substances? We use B poly?? a by-product, which is something you use when you have a flu, it was traditional to use to part of this. Its natural, helps us reduce copper usage. We are only using copper and sulfur but always trying to reduce. If its dry period no rain then no treatment needed. Minimum treatment. Low production and green harvest help us to do this - fewer grapes they do not touch one another or anything else its easier to producer. We remove leaves after flowering to introduce more air, makes grapes healthier. That's why we produce low yields.

A tradition of orange wine production in Slovenia? Old books by a monks in 1860s in old Slovenian language detailing some farmers produce skin contact wines some don't he found skin contact wines more fresh.

Difficult to understand.

Terminology of orange wine? Not the best, sometimes people confuse it with wines with orange juice. For many years I talk about skin contact wines but now people know it means skin contact wines. Amber wine, orange wine, etc. Now that it's widely understood we continue to use.

Vintages: favourite vintage: 2004 biggest nicest years better with whites than reds, 2007, 2013 too early to say if good or not. Quality over quantity.

2000 and 2001 one of the best vintages we have for a long time. 2000 full of everything, takes longer to mature but wines are incredible. I think are the biggest and best wines my father ever did. Nice selection nice grapes very late harvest. Nice weather.

1990 Merlot was famous in Italy in terms of awards. One of the best Merlot we did and one of the only biggest Merlot he ever did. Blessed by the vintage - its a vintage given by the vintage. Old vine. Difficult to produce. It was the only vintage I tasted that showed white truffle, signature of that wine.

Now after the landslide the Merlots are young in the parcel, but they were reproduced by massale selection from the old vineyards so almost the same flavor, better in future as they become old vines,

Change in trellis when replanting in response to rot? Even ripening is important, a particular kind of nabrello?? is the best for even ripening because all the grapes are equidistant from the roots and the leaves then you don't have the first or last bunches.

In US or Japan the wines taste different I think the wines in Japan are the best. In our cellar wines are good but sometimes incredible bottles in US. I think it has to do with transportation - movement, cellars of particular

restaurants etc. I don't see a lot of bottle variations - more consistent in our cellar.

Future: experimenting all the time - usually with Ribolla, like 12 months (longer) skin contact - we have a part of 2002 bottled like that. Find the right way and right thing to do every year, difficult to do as every year is different. Maceration varies with vintage - varies 2-4 months, not a recipe, have to taste the wine/tannin/grapes before picking, no analyzing, taste the grape, skin, seeds, feel the tannins inside and decide if it's ready.