



BOUCHARD COOPERAGES

## Amphora, Egg, Jarre & Tank Pricing & Portfolio 2021 EAST COAST USA



CLC Concrete Tanks



Drunk Turtle Cocciopesto  
& Cemento Eggs



EGGINOX

Egginox Stainless  
Steel Eggs



ARTENOVA  
TERRECOTTE • Impruneta

Artenova Impruneta Terracotta Amphorae



Vin et Terre Grès Sandstone / Stoneware Jarres

*A commitment to quality and customer service.*

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# NON-OAK VESSEL COMPARISON 2021

\*20HL  
DIAMANTE



\*10HL  
ZEN



\*10HL  
ROTUNDA



\*10HL  
OPUS



\*1500L  
EGGINOX



| MATERIAL                | Concrete                                                                                                                   | Sandstone/<br>Stoneware                                                                     | Inpruneta<br>Terracotta                                                                                                  | Cocciopesto                                                                                                                      | Stainless Steel                                                                             |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| SUPPLIERS               |                                                                                                                            |                                                                                             |                                                                                                                          |                                                                                                                                  | EGGINOX                                                                                     |
| ORIGIN                  | Italy                                                                                                                      | France                                                                                      | Italy                                                                                                                    | Italy                                                                                                                            | Slovenia                                                                                    |
| COMPOSITION             | • Concrete and reinforced concrete made from local stones and gravel                                                       | • Clay composed of 65.04% silica (also known as quartz)                                     | • Clay with a high percentage of a calcareous mineral deposit termed "gallestro" in Tuscan dialect                       | • An aggregate of stone, gravel, sand, terracotta, marl stone and clay brought together with a binding agent low in heavy metals | • AISI 304 Stainless Steel with polished Bright Annealed inner surface                      |
| THICKNESS (cm)          | 10                                                                                                                         | 3                                                                                           | 3                                                                                                                        | 8                                                                                                                                | .2                                                                                          |
| VOLUME (L)              | 1500 - 60,000                                                                                                              | 230-1,000                                                                                   | 220-1,000                                                                                                                | 350-2,500                                                                                                                        | 500 - 2,000                                                                                 |
| PRODUCTION              | • Concrete poured into molds<br>• Concrete poured into reinforced structure                                                | • Assembled in layers that are fired at 1320 C                                              | • Made in molds or by hand that are fired at 1020 C                                                                      | • Air dried in molds                                                                                                             | • Proprietary                                                                               |
| POROSITY (%)            | • Varied                                                                                                                   | 2.5<br>(Oak barrel porosity = 5%)                                                           | 6-12                                                                                                                     | • Varied                                                                                                                         | 0                                                                                           |
| PORE DIAMETER (microns) | • Varied                                                                                                                   | 0.004                                                                                       | 0.4-1.1                                                                                                                  | • Varied                                                                                                                         | 0                                                                                           |
| WINEMAKING              | • Fermentation of whites & reds<br>• Ageing of whites & reds                                                               | • Fermentation of whites<br>• Ageing of whites & reds                                       | • Fermentation of whites & reds<br>• Ageing of whites & reds                                                             | • Fermentation of whites & reds<br>• Ageing of whites & reds                                                                     | • Fermentation of whites<br>• Ageing of whites & reds                                       |
| AGEING TIME             | • Varied                                                                                                                   | • Long ageing<br>• Slow micro-oxidation                                                     | • Fast ageing<br>• High micro-oxidation                                                                                  | • Varied                                                                                                                         | • Varied                                                                                    |
| STYLE                   | • Adds texture and retains brightness and varietal characteristics                                                         | • Caters best to linear, high tension, tight, focused, vibrant styles of wines              | • Softens tannins and mouthfeel and expresses varietal characteristics                                                   | • Adds texture and retains brightness and varietal characteristics                                                               | • Adds texture while retaining fruit quality, can be used for reductive styles              |
| VARIETALS               | • Strong Bordeaux, Rhône and Italian references                                                                            | • Aromatic and textural whites or elegant, light skinned bright reds                        | • Powerful, tannic, thick, reductive red skinned grapes                                                                  | • Varied                                                                                                                         | • Aromatic whites, sparkling wines and light-skinned reds                                   |
| UNIQUE FEATURES         | • Optimal thermal inertia characteristics for drawing out ferments and completely customizable based on the winery's needs | • Different shapes that promote fluid dynamics and promote more or less texture in the wine | • External hatch door makes emptying red ferments easy<br>• Gallestro contains very good thermal inertia characteristics | • Very good thermal inertia characteristics for drawing out ferments, maintain a constant temperature and egg shaped.            | • Movement and natural suspension of less preserves fruit quality, ease of use and cleaning |
| PREPARATION             | • 30% tartaric acid rinse                                                                                                  | • Warm water                                                                                | • Mild 5% tartaric acid soak                                                                                             | • Mild 5-8% tartaric acid rinse                                                                                                  | • Warm water                                                                                |



## VIN ET TERRE: Grés Sandstone/Stoneware Jarres



350L Coralie, 1000L Zen and 1200L Zen in a cellar.

Vin et Terre was founded by **Patrick Lalanne in Bordeaux France** and produces different styles of “jarres” or jars made of “**grés**” or **sandstone/stoneware** for the fermentation and aging of wines. For over forty years Patrick has supplied the French wine industry with winemaking materials and has always been impressed by the results of ceramic vessels for aging wine. With contacts in the ceramic industry, Patrick decided to design and patent his own product range of **grés jarres for winemaking purposes**.

### MATERIAL

Vin et Terre crafts their jarres exclusively from grés, which contains a high concentration of **SiO<sub>2</sub>, found naturally in “silex,” also known as quartz**. Once cooked, grés is extremely durable over time.

### HISTORY

The craftsmanship technique of these jarres was invented by Chinese **ceramic specialists along the Yellow River in 1500 BC** and was later developed in Northern Europe.

### PRODUCTION

The jarres are **assembled by hand** via different layers of sandstone clay. The finished jarre is then fired at over 1300 degrees Celsius or **2372 degrees Fahrenheit**. After being cooked, the jarres are extremely durable and resistant to chemical and temperature changes, and have walls about **3 cm thick**.

The jarres are made from natural materials and the smooth interior makes them easy to clean. The jarres have very strong natural thermal inertia characteristics. For some jarres, Vin et Terre does a salt glaze finishing on the exterior of the jarre to make it smoother and easier to clean. The salt glaze does not change the porosity of the grés.



1000L Zen in a cellar in the Mâconnais.

### POROSITY

Once cooked, the porosity of the vessel is **less than 2.5%** (the porosity of an oak barrel is between 3% - 5%) and the average radius of the pores is 0.004 micron. This allows for a **very slow and extended micro-oxidation** process that can easily be controlled and monitored.

### WINEMAKING & STYLES OF WINE

The jarres perform best for the fermentation and élevage of **white wines or very delicate elegant reds** and have good thermal inertia characteristics. The different models allow for different **natural fluid dynamics** that impact the rate of the élevage of the wine. These jarres allow the wines to express their **varietal characteristics and showcase their crystalline and mineral components resulting in very pure, linear, fresh and high tension wines** that completely respect the fruit and vineyard. Because of a reduced porosity, extended aging time is advisable.



500L Coralie and a 300L Uovo Couché.



- All prices below are listed in Euros (€) and include delivery to our Ashland, VA warehouse.
- Products will be invoiced in US dollars (\$) based on exchange rate of date of invoice. Payments can be made locally in US dollars.
- A 30% deposit is due at order confirmation and 70% balance due before delivery to the winery.

## 2021 EAST COAST USA PRICES VIN ET TERRE

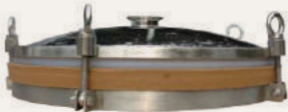
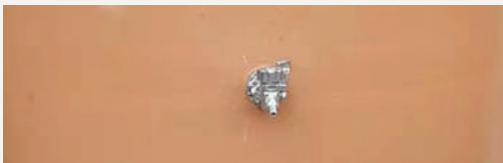
*Grés Sandstone/Stoneware Jarres*

|                                                                                                                                                                                      | Product               | Volume (gal) | Weight (lbs) | Height (in) | Diameter (in) | Opening Diameter (in) | Price   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|--------------|--------------|-------------|---------------|-----------------------|---------|
|                                                                                                     | ZEN 500L              | 132          | 441          | 43          | 35            | 16                    | 4,870 € |
|                                                                                                                                                                                      | ZEN 1000L             | 264          | 706          | 61          | 43            | 20                    | 6,490 € |
|                                                                                                                                                                                      | ZEN 1200L             | 317          | 860          | 68          | 43            | 20                    | 7,345 € |
| <b>INCLUDED ACCESSORIES:</b><br>Grés sandstone lid with clamps and silicone joint, butterfly valve, inox palette, silicone bung                                                      |                       |              |              |             |               |                       |         |
|                                                                                                     | CORALIE 320L          | 85           | 353          | 35          | 33            | 12                    | 4,380 € |
|                                                                                                                                                                                      | CORALIE 500L          | 132          | 530          | 43          | 43            | 16                    | 4,975 € |
|                                                                                                                                                                                      | CORALIE 1000L         | 264          | 706          | 57          | 50            | 20                    | 6,945 € |
| <b>INCLUDED ACCESSORIES:</b><br>Grés sandstone lid with clamps, silicone joint, butterfly valve, inox palette, silicone bung                                                         |                       |              |              |             |               |                       |         |
| <b>NEW</b>                                                                                                                                                                           | SATINE 700L           | 185          | 407          | 64          | 36            | 20                    | 6,185 € |
| <b>INCLUDED ACCESSORIES:</b> Grés sandstone lid with clamps, silicone joint, butterfly valve, inox palette, silicone bung                                                            |                       |              |              |             |               |                       |         |
|                                                                                                   | OVO COUCHÉ 230L       | 61           | 220          | 28          | 41            | 2                     | 3,980 € |
|                                                                                                                                                                                      | OVO COUCHÉ 300L       | 80           | 287          | 32          | 45            | 2                     | 4,235 € |
|                                                                                                   | OVO 500L              | 132          | 838          | 54          | 40            | 5                     | 5,705 € |
|                                                                                                                                                                                      | OVO 1000L with Lid    | 317          | 1543         | 63          | 45            | 20" / Lid             | 7,740 € |
| <b>INCLUDED ACCESSORIES:</b><br>Salt glaze, butterfly valve, inox palette, silicone bung <b>ALL OVO MODELS INCLUDE SALT GLAZE</b>                                                    |                       |              |              |             |               |                       |         |
|                                                                                                   | SPHERO 600L           | 159          | 882          | 47          | 45            | 5                     | 5,850 € |
|                                                                                                                                                                                      | SPHERO 1000L with Lid | 264          | 1543         | 59          | 45            | 20" / Lid             | 7,435 € |
| <b>INCLUDED ACCESSORIES:</b><br>Salt glaze, butterfly valve, inox palette, silicone bung <b>ALL SPHERO MODELS INCLUDE SALT GLAZE</b>                                                 |                       |              |              |             |               |                       |         |
|                                                                                                   | DIVINE 950L           | 251          | 1323         | 47          | 43            | 20                    | 8,605 € |
| <b>INCLUDED ACCESSORIES:</b> Salt glaze, grés sandstone lid with clamps and silicone joint, butterfly valve, inox support, silicone bung <b>ALL DIVINE MODELS INCLUDE SALT GLAZE</b> |                       |              |              |             |               |                       |         |

## ACCESSORIES

Vin et Terre's Grés Jarres



| ACCESSORY                                                                                                                                                                                                          | APPLICABLE ON                                                                                                                                                                                                               | PRICE          |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| <b>INOX PALLET SUPPORT</b><br>                                                                                                    | <p>All Zen, Coralie, Ovo and Sphero jarres include a stainless steel pallet jack friendly base support system.</p>                                                                                                          | Included       |
| <b>INOX LID</b><br>                                                                                                               | <ul style="list-style-type: none"> <li>■ Zen: 500L, 1000L</li> <li>■ Coralie: 500L, 1000L</li> <li>■ Satine: 700L</li> <li>■ Ovo 1000L</li> <li>■ Sphero 1000L</li> <li>■ Divine 950L</li> </ul> <p>*Highly recommended</p> | 345 €          |
| <b>COLMATORE GLASS BUNG SYSTEM</b><br>                                                                                           | <ul style="list-style-type: none"> <li>■ All Jarres <ul style="list-style-type: none"> <li>■ 34 cm tall</li> <li>■ 45 cm tall</li> </ul> </li> </ul>                                                                        | 105 €<br>135 € |
| <b>SAMPLE VALVE</b><br>                                                                                                         | <ul style="list-style-type: none"> <li>■ Zen: 500L, 1000L, 1200L</li> <li>■ Coralie: 500L, 1000L</li> <li>■ Satine: 700L</li> </ul> <p>*Subject to availability.</p>                                                        | 128 €          |
| <b>RACKING AND FULL DISCHARGE VALVE</b><br>                                                                                     | <ul style="list-style-type: none"> <li>■ Zen: 1000L, 1200L</li> <li>■ Coralie: 1000L</li> </ul> <p>*Subject to availability.</p>                                                                                            | 390 €          |
| <b>OVO COUCHÉ ROTARY SUPPORT SYSTEM</b><br>  | <ul style="list-style-type: none"> <li>■ Ovo couché: <ul style="list-style-type: none"> <li>■ 230 L</li> <li>■ 300 L</li> </ul> </li> </ul>                                                                                 | 300 €          |



# MOVEMENT STUDY OF WINE INSIDE *Vin et Terre's Grès Jarres*

\*Made by the Celsius Laboratory located near Lyon

## THERMAL CONDUCTIVITY

Thermal conductivity is a quantity introduced to quantify the ability of a structure to conduct heat, represented by the unit  $Wm^{-1} K^{-1}$ .

Conductivity of the different main materials used for the storage of wine are:

| Material        | Conductivity ( $Wm^{-1} K^{-1}$ ) |
|-----------------|-----------------------------------|
| Oak             | 0.16                              |
| Terra Cotta     | 0.83                              |
| Grès            | 1.30                              |
| Concrete        | 2-5                               |
| Stainless Steel | 26                                |

**GRÉS IS THEREFORE A MATERIAL THAT IS NOT VERY CONDUCTIVE AND CAN BE TERMED AN INSULATE.**

## MOVEMENT

The movement of a liquid is dependent on:

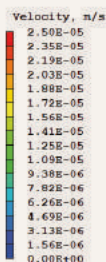
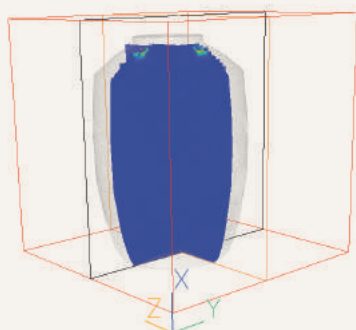
- The temperature gradient acts as the energy for movement
- Gravity is the motor
- The form is the accelerator or the brake

| Form of Jarre                                                                     | Zen | Coralie | Ovo | Divine |
|-----------------------------------------------------------------------------------|-----|---------|-----|--------|
| Average Speed in cm/day inside of the jarre provoked by a thermal gradient of 3°C | 8   | 43      | 52  | 130    |

For example, if we compare the movement of the wine in the form of the standing egg (Ovo) made in other materials, it would yield the following results:

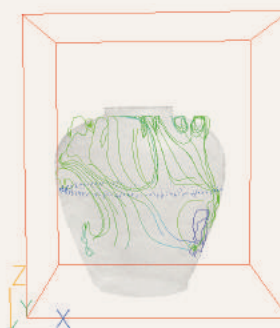
- Oak : 17 cm/day
- Concrete : 60 cm/day
- Inox : 69 cm/day

## ZEN JARRE FLUID DYNAMICS



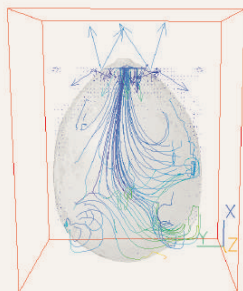
The shape of the Zen jarre has no curvature to give movement to the wine allowing the wine to rest peacefully with very little movement

## CORALIE JARRE FLUID DYNAMICS



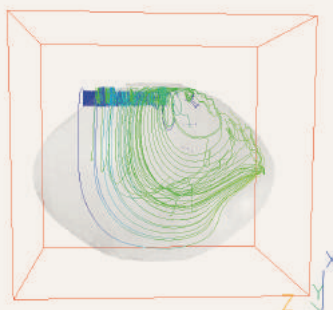
The shape of the Coralie jarre allows the wine to be tranquil with some very weak movement which allows for the enological quality of a slow exchange of tannin in the wine.

## OVO JARRE FLUID DYNAMICS



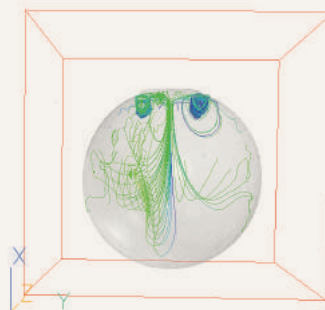
The shape of the Ovo jarre allows for a movement from top to bottom with some random circulation. It allows for some gentle agitation that further develops the wine's texture.

## DIVINE JARRE FLUID DYNAMICS SIDE VIEW



The Divine jarre with its elliptical shape allows for the propagation and acceleration of currents which actively recirculates the wine.

## DIVINE JARRE FLUID DYNAMICS



Thanks to this movement, the wine close to the wall is renewed and allows more interaction with oxygen. This movement does not put the lees in suspension but renews the wine in contact with them.

# VIN ET TERRE GRÉS FRENCH WINERY REFERENCES



**\*FOR REFERENCES IN OTHER COUNTRIES, PLEASE CONTACT US**

**BORDEAUX** — Château Guadet // Château Meylet // Château Mangot // Château La Dauphine // Domaine de L'Amandière // Château Laplagnotte Bellevue // Château La Closerie du Chêne // Château Doyac // Château Gombaude Guillot // Château La Tribune // Château Mons La Graveyre à Cambes // Château Béchereau/M. Dupas Joel // Château Pabus // Domaine Serge Thierry // Domaine Les Carmels // Vignobles Chauveau/Targon // Château Lagrange (Vignobles Lacoste) // Château de Piote // Château L'Escarderie // Château Les Graves de Viaud // Château Peybonhomme Les Tours // Château Roland La Garde // Château Coulange (Mourens) // Clos Le Petit Badon // Château Laplagnotte Bellevue // Vins Olivier Cazenave // Domaine de Chevalier // Château Montlabert // Château de Gravières // Château Bousquet

**BOURGOGNE / BEAUJOLAIS / JURA** — **BOURGOGNE** Domaine Michelot // Domaine Bonneau du Martray // Domaine Roulot // Domaine Morey Coffinet // Domaine Bouzereau // Domaine Fourrier SAS // Maison Joseph Drouhin // Roux Père et Fils // Domaine Jean Féry // Domaine Changarnier // Domaine Chandon de Briailles // Domaine Antoine Lienhardt // Domaine du Clos des Rocs // Domaine Edouard Vincent // Domaine Eric Forest // Maison Mathias // Domaine Collet // Bernard Defaix // Domaine La Meulière // Domaine Lamarche // Domaine du Clos des Rocs // Le Domaine D'Henry // Domaine Coche-Dury // Domaine Louis Boillot // Domaine Perrot Minot // Domaine Lemarche // Domaine du Clos des Rocs // Domaine de Cassiope // Domaine Edouard Vincent // Domaine Eric Forest // Domaine Robert Denogent **BEAUJOLAIS** Domaine Raphael Beysang // Domaine Bernard Jomain // Domaine Jean Foillard // Domaine Bernard Valette // Domaine Longère // Domaine Nicolas Boudeau // Domaine des Josephins // Domaine Tano Péchard // Domaine Chignard Cédric // Clos des Mourres // Domaine Gramenon // Domaine de l'Aitonement // Vignobles Verzier // Domaine Julien Frappa // Domaine Philippe Viet // GFA Pépicherie 69 // Domaine Nicolas Boudeau **JURA** Domaine Ganevat // Domaine Ratte // Fabrice Dodane // Maison Rijkaert // Domaine de La Borde // Domaine de L'Octavin // Domaine de la Touraize

**CHAMPAGNE** — Champagne Bourgeois Diaz // Champagne Vouette et Sorbée // Champagne Van Belle // Champagne Beerens // Champagne Dechannes // Champagne Marcel // Champagne Christian Piollot // Champagne Veuve Clicquot // Champagne Pascal Doquet // Champagne Charlot Tanneux // Champagne Coutier René // Gaiffe Hentzien // Champagne Augustin // Champagne Guy Charlemagne // Champagne Waris Larmandier // Lycée viticole d'Avize // Champagne Bonnet Ponson // Champagne Marc // Champagne Sélèque // Champagne Nowak // Champagne Lecomte Père et Fils // Champagne Camille Marcel // Champagne Billecart Salmon // Champagne Piot Seviliano // Champagne Chailloux Vollereaux // Champagne Lamblot // Champagne Lecomte

**CÔTES DU RHÔNE / PROVENCE / CORSE** — **CÔTES DU RHÔNE** Domaine Monin // Domaine Jamet // Clos des Mourres // Yves Gras/Santaduc // Domaine Saint Gayan (Meffre) // Domaine de Beurenard // Gaec L'Authentique // Domaine de Cremone // Domaine du Grand Singe // Domaine la Cavalière // Tardieu Luent // Domaine la Ville Rouge // Maison Ogier // Domaine Beurenard **PROVENCE** Clos Saint Joseph // Château de Fontcreuse // Clos Sainte Magdeleine // Domaine de St Ser // Domaine de Garbelle // Domaine Balcon // Domaine La Mongestine // Domaine La Madrague // Château de Pibarnon // La Tour des Videaux // Château Lafoux // Valérie Courrèges // Domaine de la Fouquette // Château de Peyrassol // Olivier Varenne // Domaine Costebonne // Domaine Val de Caire // Domaine de Garbelle **CORSE** Domaine Vico // Clos Culombu // APM Vins Aurélie Patacchini // Domaine San Quilico // Domaine de Pietrella // Domaine Comte Peraldi // Domaine Saparal // Domaine San Quilico (Orenga)

**LANGUEDOC** — Domaine Gayda // Château La Baronne // Domaine Les Clos Perdus // Château Montfin // Domaine Ste Marie des Crozes // Mas Zenitude // Domaine Terres des Cambon // Domaine La Sorgia // Vins Submarine (McGroarty) // Mas Foulaquier // Domaine Romain Plon // Château Coupe Roses // Domaine Quartironi/Pradel // Domaine Bordes // Le Clos du Graviillas // Domaine La Croix Gratiot // Mas de Cynanque // Le Temps Fait Tout // Les Vignes Oubliées // Mas des Mesures // Domaine de la Courbaire // Domaine Des Pierres Bleues // Domaine Thuronis // Château Montfin // Domaine Ste Marie des Crozes // Château Beauregard Mirouze // Mas Julien // Domaine Frederic Brouca // Terre des Dames // Mas du Novi // Mas des Navas

**ROUSSILLON** — Mas Amiel // Château de l'Ou // Domaine des Demoiselles // Vignobles Reveille // Dom Matassa // Dom Jean Gardies // Dom des enfants // Dom Calimas // Dom de l'Arca // Dom J Pierre Mignot // Domaine de Schistes // Domaine Brial // Vignobles Reveille // Olivier Pithon // Dom Calimas // Dom de l'Arca

**SUD-OUEST** — Domaine Terres de Causses // Château Lassolle/Stéphanie Roussel // Clos Cavenac/Thierry Hudon // Vignobles de la Lègue (ex Châtier) // Vignobles Le Bihan // Domaine Antocyan // L'Enclos des Braves, Rabastens // Domaine de Plaisance // Clos Trotteligotte // Vignobles Brumont // Domaine La Pointe // Domaine Pinto // Domaine Grussaute // Vignobles Pyrenaia // Vignobles Arrivée // Domaine Laurens // Domaine Benoit Montiel // Vins No Control // Domaine de Brin // Domaine de Cantalauze // Domaine Bruno Montels // Languedoc

**SAVOIE / ALSACE** — **SAVOIE** Domaine les Côtes Rousses // Domaine du Perron // Domaine Céline Jacquet // Earl Curtet // Le Mont Blanc // Domaine Belluard // Domaine Les Vignes de Paradis // Domaine Yann Pernuit // Matthieu Appfel // Domaine Pascal et Annick Quenard // Domaine Lambert Gérard // Olivier Gatin // Florent Heritier **ALSACE** Pierre Frick // Domaine Marcel Deiss // Domaine Valentin Zusslin // Domaine Ostertag // Domaine Rémy Gresser // Domaine Jossmeyer // Vignobles Klur // Domaine Gross // Domaine Geschickt // Domaine Trapet // Spielman Lambert // Domaine Gross // Domaine André Thomas // Domaine Jossmeyer

**VAL DE LOIRE** — La Ferme de la Sansonnière (Mark Angeli) // Domaine de Juchepie // Château Pierre Bise // Domaine Bruno Dubois // Domaine Antoine Sanzay // Domaine Bobinet // Domaine de la Bergerie (Guéniard) // Domaine Richou // Domaine de Bablut // Château de Fosse Sèche // Clos de l'Elu // Clos de l'Ecotard // Domaine du Caillou à Turquant // Domaine Les Grandes Vignes // Domaine du Vieux Pressoir // Domaine Reignier David // Domaine Les Murailles Neuves // Domaine des Varinelles // Domaine Loïc Mahé // Domaine Pierre Ménard // L'Austral // Manoir de La Tête Rouge // Château de Bois Brinçon // Domaine Joulin // Domaine de la Renière // Domaine Damien Laureau // Domaine Les Chesnaies : Béatrice et Pascal Lambert // Amirault Yannick // La Gardière : Sébastien David // Clos des Quarterons (Amirault) // Domaine de L'écu // Domaine Michel Bedouet // Stéphane Orieux // Saget la Perrière/Dom Grandes Espérances // Domaine Gilbert // Paul Fouassier // Domaine Mardon // Vincent Carême // Domaine Frantz Saumon // Marie Thibault // Domaine Mérias Benoit // Le Sot de l'Ange (Quentin Bourse) // La Ferme du Plateau // Jacquelin Rouvre // Domaine Hervé Villemade // Domaine Claude Courtois // Clos du Tue Boeuf // G'M Claude Marquet // Domaine des Jumeaux // Domaine Les Terres d'Ocre // Domaine de la Bergerie // Domaine Les Grandes Vignes // Château Pierre Bise // Domaine de la Tuffière // Jezequel // Domaine Tabordet // Vignobles Joseph Mellot // Domaine Henry Pelle // Monmousseau // Domaine Moyer // Château La Roche en Loire // Domaine la Grange Tiphaine // Domaine de la Barbinière // Domaine Damien Laureau // Domaine Henry Pelle



## CLC: Concrete Tanks



Line of 20 HL CLC Diamante in a cellar in Cornas, France.

CLC Vasche, which stands for “**Cooperative Lavorazione Cementi**,” is a family-owned and run company located outside of Padova in North Eastern Italy. CLC is a leading manufacturer for standard and tailor made concrete tanks for wine production, whose tanks can be found throughout Italy, France, Spain, South Africa and other important winemaking countries throughout the world.

### MATERIAL

CLC concrete tanks are made of either **concrete**, or **reinforced concrete** depending on the shape and size of the tank. The production and mix of concrete is a consistent blended aggregate of **sand, marl, clay, stones and gravel sourced from the local Brenta river** which is fed from rivers that originate from melting glaciers high up in the neighboring Dolomite Mountains reaching into the Alps.

### HISTORY

CLC was **founded in 1955** by a group of Italian families that to this day run the company together. They specialize in the **production of standard, modular tanks but have also built their reputation by offering tailor made concrete tanks** that are customized to their customers' cellars and needs.

### PRODUCTION

A **state of the art, computerized machine** is used to accurately and consistently mix the right amounts of all necessary aggregates, cement, and water in order to **guarantee a consistent and optimal mix of concrete across all tanks**. For small standard tanks, the concrete is poured inside of molds and allowed to cure. For larger tanks, rebar and reinforced steel is used to provide structural support to the tank.



Standard concrete tanks in a cellar in Tuscany.

### POROSITY / WINEMAKING

If the interior of the concrete tanks are not lined with epoxy, application of **30% tartaric acid solution is needed to neutralize** the inside of the concrete tank before using for wine production therefore the porosity of the concrete varies over time, however concrete does allow wine to breathe. Due to its extremely stable thermal inertia characteristics, **concrete tanks are excellent vessels for fermentation**; but many producers also opt to age their wine in the vessels too.

### SOME FRENCH REFERENCES

#### Côtes du Rhône:

Matthieu Barret - Domaine du Coulet, Domaine Ferrotin, Domaine Almorice, Domaine Fayolles, Domaine Tour St. Michel, Domaine La Bouissiere Faravel, Clos St Jean, Domaine de L'Olivier, Les Poulvarels.

#### Bordeaux:

Château Mazeyres, Château Bel Air, Château Vieux Pourret, Château Fonroque, Château Moulin Cadet, Château Mousseyron, Château Ferrière, Château Corbin, Château Réaut, Château Deyrem Valentin, Château Bessan, Château Haut Maurac.

#### South West / Provence:

Domaine D'espérance, Domaine Chiroulet, Domaine Le Roc, Cosse Maisonneuve, Château de Rodhes, Château Puech Haut, Clos Marie, Mas de Chimères, Ermitage Pic St. Loup, Domaine de Tamary, Château Roubine.



CLC Opale in “Ferrari Red.”

# 2021 EAST COAST USA PRICES

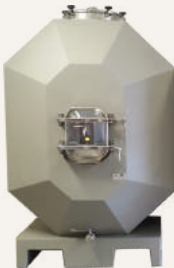
## CLC

- All prices below are listed in Euros (€) and include delivery to our Napa Valley or Sonoma Valley, CA warehouses. Please inquire for a direct delivery price to your winery or our Ashland, VA warehouse.
- Depending on the order, delivery of container with tanks can be organized DDP winery.
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(CONCRETE TANKS MADE IN ITALY.)

### DIAMANTE 20 HL

|                   | 1<br>ONE-DOOR<br>(HORIZONTAL)                                                     | 2<br>TWO-DOOR<br>(HORIZONTAL)                                                     | 3<br>ONE-DOOR<br>(VERTICAL)                                                         |
|-------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|                   |  |  |  |
| Volume (g)        | 528                                                                               | 528                                                                               | 528                                                                                 |
| Height (in)       | 59                                                                                | 59                                                                                | 83                                                                                  |
| Base Height (in)  | 10                                                                                | 20                                                                                | 10                                                                                  |
| Total Height (in) | 69                                                                                | 79                                                                                | 93                                                                                  |
| Width (in)        | 57                                                                                | 57                                                                                | 57                                                                                  |
| Length (in)       | 79                                                                                | 79                                                                                | 57                                                                                  |
| Weight (lbs)      | 4,620                                                                             | 4,620                                                                             | 4,620                                                                               |
| Price (Euro)      | 8,990.00 €                                                                        | 9,980.00 €                                                                        | 9,980.00 €                                                                          |

**ATTENTION:**  
Ships horizontally.  
Installed vertically  
in cellar.

### DIAMANTE STANDARD ACCESSORIES

- Top manhole DN 500 mm and double action relief PVC valve (1,2,3)
- Rectangular manway 315x420 mm with drip lip (horizontal opening) (1,2,3)
- 1/2" Sampling ball valve fixed on the frontal manway (1,2,3)
- Oval manway flush to the tank bottom with drip lip (2)
- Partial discharge racking 2" Tri Clover ball valve, gasket, bolts, cap with chain and drain hole, fixed on the oval manway (2)
- 49 inch x 60 inch x 11 inch stand (3)
- Total discharge ball valve 2" Tri Clover ball valve, bolts, cap with chain and drain hole (1,2,3)
- 2x 10 inch tall Concrete supports (1)
- 2x 20 inch tall Concrete supports (2)
- Standard Grey Ral smooth wash concrete exterior (1,2,3)
- More accessories on pg. 11

\*Numbers corresponds to type of Diamante\*

### OPALE



| Product | Volume (g) | Height (in) | Diameter (in) | Weight (lbs) | Price (Euro) |
|---------|------------|-------------|---------------|--------------|--------------|
| 44      | 1,162      | 80          | 89            | 12,125       | 11,840.00 €  |
| 51      | 1347       | 89          | 89            | 12,787       | 12,570.00 €  |

BELOW SIZES LOADED IN CONTAINER HORIZONATLLY AND REQUIRE ADDITIONAL INSTALLMENT FEES AT WINERY.

|    |       |     |    |           |             |
|----|-------|-----|----|-----------|-------------|
| 57 | 1,501 | 99  | 89 | 13,228.72 | 12,995.00 € |
| 62 | 1,638 | 109 | 89 | 13,668    | 13,390.00 € |
| 67 | 1,770 | 119 | 89 | 14,110    | 14,025.00 € |
| 70 | 1,849 | 129 | 89 | 14,330    | 14,245.00 € |
| 72 | 1,902 | 139 | 89 | 14,500    | 14,355.00 € |

### OPAL STANDARD ACCESSORIES

- Rectangular manway 405 x 530 mm with drip lip, flush to the inner bottom (vertical opening)
- Top Manhole, 800 mm, double action relief pvc valve (Opale 44HL - 67HL)
- Top Manhole, 500 mm, double action relief pvc valve (Opale 70HL - 72HL)
- Partial discharge racking 2" Tri Clover Ball Valve
- Full discharge draining 2" Tri Clover Ball Valve
- 1/2" Sampling ball valve
- Standard Grey Ral smooth wash concrete exterior
- More accessories on pg. 11

### CRU



| Product | Volume (g) | Height (in) | Length (in) | Width (in) | Weight (lbs) | Price (Euro) |
|---------|------------|-------------|-------------|------------|--------------|--------------|
| 15      | 396        | 79          | 57          | 57         | 6,614        | 9,125.00 €   |
| 20      | 528        | 79          | 63          | 63         | 7,716        | 9,925.00 €   |
| 30      | 793        | 79          | 73          | 73         | 9,039        | 11,335.00 €  |
| 40      | 1057       | 98          | 68          | 68         | -            | 12,995.00 €  |

BELOW SIZES LOADED IN CONTAINER HORIZONATLLY AND REQUIRE ADDITIONAL INSTALLMENT FEES AT WINERY.

|    |      |    |    |    |       |   |
|----|------|----|----|----|-------|---|
| 20 | 528  | 98 | 58 | 58 | 7,716 | - |
| 30 | 793  | 98 | 66 | 66 | 9,039 | - |
| 40 | 1057 | 98 | 68 | 68 | -     | - |

### CRU STANDARD ACCESSORIES

- Rectangular manway 405 x 530 mm with drip lip, flush to the inner bottom (horizontal opening)
- Top Manhole, 500 mm, double action relief pvc valve
- Full discharge draining 2" Tri Clover Ball Valve
- 1/2" Sampling ball valve
- Standard Grey Ral smooth wash concrete exterior
- More accessories on pg. 11



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## 2021 EAST COAST USA PRICES

### CLC Standard Tanks

**IMPORTANT:** CLC takes great pride in making tailor made concrete wine tanks that can be customized depending on your winery. But for any tank taller than 89 inches, they will need to be loaded inside of the container horizontally which requires additional container unloading and tank installation services.

#### STANDARD

| Product | Volume (g) | Height (in) | Length (in) | Width (in) | Weight (lbs) | Price (Euro) |
|---------|------------|-------------|-------------|------------|--------------|--------------|
| 15      | 396        | 79          | 45          | 45         | 5,952        | 7,825.00 €   |
| 20      | 528        | 79          | 57          | 45         | 7,055        | 8,725.00 €   |
| 25      | 660        | 79          | 57          | 54         | 7,937        | 9,200.00 €   |
| 30      | 793        | 79          | 57          | 63         | 8,818        | 9,460.00 €   |
| 40      | 1,057      | 79          | 57          | 81         | 10,367       | 10,605.00 €  |
| 50      | 1,321      | 79          | 69          | 81         | 11,684       | 12,700.00 €  |
| 60      | 1,585      | 79          | 69          | 96         | 13,228       | 13,905.00 €  |
| 75      | 1,981      | 79          | 85          | 87         | 15,432       | 14,820.00 €  |
| 100     | 2,642      | 79          | 85          | 112        | 18,960       | 18,550.00 €  |
| 125     | 3,302      | 79          | 85          | 141        | 24,251       | 19,425.00 €  |



#### TRONCO

| Product | Volume (g) | Height (in) | Length (in) | Width (in) | Weight (lbs) | Price (Euro) |
|---------|------------|-------------|-------------|------------|--------------|--------------|
| 20      | 528        | 79          | 55          | 57         | 7,055        | 8,980.00 €   |
| 25      | 660        | 79          | 61          | 61         | 7,937        | 9,560.00 €   |
| 30      | 793        | 79          | 65          | 65         | 8,598        | 9,875.00 €   |
| 40      | 1,057      | 79          | 73          | 72         | 10,141       | 10,145.00 €  |
| 50      | 1,322      | 79          | 81          | 81         | 11,905       | 11,525.00 €  |



#### VENUS

| Product | Volume (g) | Height (in) | Length (in) | Width (in) | Weight (lbs) | Price (Euro) |
|---------|------------|-------------|-------------|------------|--------------|--------------|
| 20      | 528        | 79          | 57          | 47         | 7,275        | 8,220.00 €   |
| 30      | 793        | 79          | 80          | 47         | 9,259        | 9,475.00 €   |
| 40      | 1,057      | 79          | 80          | 60         | 10,582       | 12,385.00 €  |
| 50      | 1,321      | 79          | 80          | 74         | 11,905       | 13,580.00 €  |
| 60      | 1,585      | 79          | 80          | 86         | 13,448       | 13,925.00 €  |
| 75      | 1,981      | 79          | 80          | 105        | 15,653       | 15,665.00 €  |



#### STANDARD ACCESSORIES: STANDARD / TRONCO / VENUS

- Rectangular manway 405 x 530 mm with drip lip, flush to the inner bottom (horizontal opening)
- Top Manhole 500 mm, double action relief pvc valve
- Partial discharge racking 2" Tri Clover ball valve
- Full discharge draining 2" Tri Clover ball valve
- 1/2" Sampling ball valve
- Standard Grey Ral 7030 concrete exterior
- 4x 80 cm tall feet per Standard and Tronco tank and 4x 40 cm tall feet per Venus tank
- More accessories on pg. 11

## ACCESSORIES

### CLC Concrete Tanks



Depending on the tank and accessory, the below accessories can be included either on the Diamante, Opale, Cru, Standard, Tronco and Venus tanks.

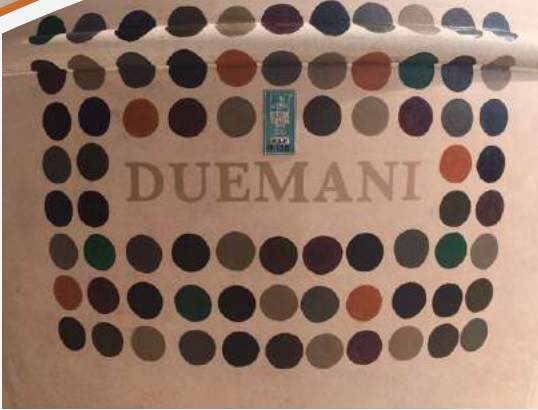
| LOGOS / COLOR / CONSTRUCTION                                                 |                     |       | PRICES (EURO)                                                                                                      | MANWAY ON FACADE                                                       |                                                                                                                   | PRICES (EURO)   |                 |
|------------------------------------------------------------------------------|---------------------|-------|--------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-----------------|-----------------|
|                                                                              |                     |       | SMALL: max 190 x 190 mm<br>Logo on façade                                                                          | VARIES                                                                 | <br>Rectangular Manway (405 x 530 mm)<br>with drip, flush to the inner bottom<br>AISI 304 SS - Horizontal Opening | 840 €           |                 |
|                                                                              |                     |       | LARGE: max 380 x 380 mm<br>Logo on façade                                                                          | VARIES                                                                 | <br>Rectangular Manway (405 x 530 mm)<br>with drip, flush to the inner bottom<br>AISI 304 SS - Vertical Opening   | 1,125 €         |                 |
|                                                                              |                     |       | Standard Grey Ral 7030.<br>Other colors to be defined on<br>Ral standard color.                                    | INCLUDED                                                               | <br>Round Manway (DN 400 mm)<br>with drip, flush to the inner bottom<br>AISI 304 SS - Outwards Opening            | 790 €           |                 |
|                                                                              |                     |       | Concrete Kickflat on the top<br>100 x 150 mm - cost for each single side                                           | 265 €                                                                  |                                                                                                                   |                 |                 |
| ACCESSORIES                                                                  |                     |       | PRICES (EURO)                                                                                                      | TOP MANHOLE, DOUBLE ACTION RELIEF<br>PVC VALE (AVAILABLE FOR DISCOUNT) |                                                                                                                   | PRICES (EURO)   |                 |
|                                                                              |                     |       | DN 40 (1.5" TriClover Valve)                                                                                       | 370 €                                                                  |                                                                                                                   | DN 400 (mm)     | -185 €          |
|                                                                              |                     |       | DN 50 (2" TriClover Valve)                                                                                         | 405 €                                                                  |                                                                                                                   | DN 500 (mm)     | INCLUDED        |
|                                                                              |                     |       | Rotating Decanter bended pipe<br>combined with a valve.                                                            | 405 €                                                                  |                                                                                                                   | DN 600 (mm)     | 820 €           |
|                                                                              |                     |       | Bottom Drain Plug DN 80<br>(no valve, only cap with chain)<br>- AISI 304                                           | 445 €                                                                  |                                                                                                                   | DN 800 (mm)     | 1,670 €         |
|                                                                              |                     |       | 1/2" Screw Down Sampling Tap                                                                                       | 70 €                                                                   |                                                                                                                   | DN 1000 (mm)    | 1,850 €         |
|                                                                              |                     |       | 1/2" Sampling Ball Valve                                                                                           | 135 €                                                                  |                                                                                                                   | DN 1200 (mm)    | 2,125 €         |
|                                                                              |                     |       | Analog Thermometer<br>-20 +60 °C with 1/2" well (30 cm<br>length) additional thermowells<br>available upon request | 240 €                                                                  | ANTI FALL GRID FOR TOP MANHOLE                                                                                    |                 | PRICES (EURO)   |
|                                                                              |                     |       |                                                                                                                    |                                                                        |                                                                                                                   | DN 800 (mm)     | 420 €           |
|                                                                              |                     |       |                                                                                                                    |                                                                        |                                                                                                                   | DN 1000 (mm)    | 445 €           |
|                                                                              |                     |       |                                                                                                                    |                                                                        |                                                                                                                   | DN 1200 (mm)    | 555 €           |
| LEVEL GAUGE WITH DN 24 POLYCARBONATE<br>SIGHT TUBE AND STAINLESS STEEL FRAME |                     |       | PRICES (EURO)                                                                                                      | SEED SCREEN ON THE RACKING OUTLET                                      |                                                                                                                   | PRICES (EURO)   |                 |
| Open circuit with bottom drain port                                          |                     |       | 260 €                                                                                                              |                                                                        | Ø 200 mm Cylindrical Screen h.500 mm                                                                              | 280 €           |                 |
| Closed circuit with bottom drain port and top valve                          |                     |       | 445 €                                                                                                              |                                                                        | Ø 200 mm Cylindrical Screen h.1000 mm                                                                             | 465 €           |                 |
| Curved version for Venus façade - Surcharge                                  |                     |       | 735 €                                                                                                              |                                                                        | 350 mm Shutter Screen h. 500 mm                                                                                   | 340 €           |                 |
|                                                                              |                     |       |                                                                                                                    |                                                                        | 350 mm Shutter Screen h. 1000 mm                                                                                  | 665 €           |                 |
| COOLING PLATE (FIXED VERTICALLY FROM THE TOP)                                |                     |       |                                                                                                                    | COOLING PIPES DN 34 (FIXED VERTICALLY FROM THE TOP)                    |                                                                                                                   |                 |                 |
|                                                                              |                     |       |                                                                                                                    |                                                                        |                                                                                                                   |                 |                 |
|                                                                              |                     |       |                                                                                                                    |                                                                        | PRICE STANDARD                                                                                                    | PRICE TRUNCATED |                 |
|                                                                              |                     |       |                                                                                                                    | SMALL (40HL - 80HL)                                                    | 1,610 €                                                                                                           | 1,820 €         |                 |
|                                                                              |                     |       |                                                                                                                    | LARGE (90HL - 120HL+)                                                  | 1,820 €                                                                                                           | 1,960 €         |                 |
|                                                                              |                     |       |                                                                                                                    | FEET OPTIONS (4X FEET PER PACK)                                        |                                                                                                                   |                 |                 |
| WIDTH (mm)                                                                   | LENGTH (mm)         |       |                                                                                                                    |                                                                        |                                                                                                                   |                 |                 |
|                                                                              | 1000                | 1200  | 1400                                                                                                               | 1600                                                                   | 1800                                                                                                              | 2000            |                 |
|                                                                              | 270                 | 675 € | 750 €                                                                                                              | 790 €                                                                  | 835 €                                                                                                             | 875 €           | 930 €           |
|                                                                              | 370                 | 760 € | 840 €                                                                                                              | 915 €                                                                  | 1,1015 €                                                                                                          | 1,065 €         | 1,135 €         |
| 470                                                                          | 795 €               | 915 € | 995 €                                                                                                              | 1,060 €                                                                | -                                                                                                                 | -               |                 |
| CONCRETE                                                                     | WIDTH / LENGTH (in) |       | HEIGHT (in)                                                                                                        |                                                                        | WEIGHT (lbs for 4x feet)                                                                                          |                 | PRICE (4x feet) |
|                                                                              | 12 x12              |       | 24                                                                                                                 |                                                                        | 1,190                                                                                                             |                 | 200 €           |
|                                                                              | 12 x 12             |       | 28                                                                                                                 |                                                                        | 1,389                                                                                                             |                 | 335 €           |
|                                                                              | 16 x16              |       | 31                                                                                                                 |                                                                        | 2,822                                                                                                             |                 | 500 €           |

\*Smaller feet available upon request

\*Inox feet available upon request



## DRUNK TURTLE: *Cocciopesto and Cemento*



Facade customization for Duemani winery in Tuscany.

Drunk Turtle is a family-owned company located in Tuscany that has rediscovered the use of **Cocciopesto for winemaking (fermentation and aging) in the form of Cocciopesto eggs that they call Opus**. They are best known for their Cocciopesto eggs because of the material's advantages and lower CO2 production footprint as compared to cemento.

### MATERIAL

Cocciopesto is a very durable ancient Roman building material that is crafted from a **mix of Italian stone, sand, marl stone and terracotta that is all brought together with a natural binding agent that is extremely low in heavy metal content**. In fact, it is so low in heavy metal content that alimentary goods can be put in direct contact with it. The material is also **less basic than cemento**, therefore only a very **light tartaric acid neutralization treatment** is needed before usage.

### HISTORY

Cocciopesto was used by the **ancient Romans as a building material** for the transportation of water around the Roman empire by aqueducts and viaducts. But the **material was also crafted into wine transportation vessels**. Through recent discoveries and comparative experiments with Drunk Turtle's cemento eggs, Drunk Turtle primarily crafts their eggs in cocciopesto as opposed to cemento.

### PRODUCTION

The cocciopesto is mixed and then **poured by hand into molds** and then left to air dry over a couple months. The molds contain two pieces that are then assembled and jointed together with the **vessels' wall being around 8 cm thick**. Once dry, the eggs need to be treated with a **light tartaric acid solution** to neutralize the basic limestone content in the cocciopesto so as to not increase the ph of the wine.



Opus at a winery in Temecula, CA.

### POROSITY

The porosity of **untreated cocciopesto varies between 2% - 5%**. However, once a thin layer of tartaric acid is applied, the porosity of the opus changes. The porosity of the Opus (along with other vessels) decreases over time.

### WINEMAKING & STYLES OF WINE

Cocciopesto **contains bits of Impruneta terracotta inside the mix** and therefore the eggs show **thermal inertia characteristics** in terms of fermentation qualities. Meaning, the vessels will **lengthen the ferment over time** without any temperature spikes, thus **adding complexity and more fruit-driven notes to the ferment**. The egg's practical external hatch doors make emptying them very easy. Because the vessels have a lower porosity than terracotta, they **cater to brighter, higher tension and more elegant reds and whites**. The natural egg shape keeps the lees in constant suspension, heightening the wine's **textural qualities**.



Opuses at a winery in Paso Robles, CA.

## 2021 EAST COAST USA PRICES

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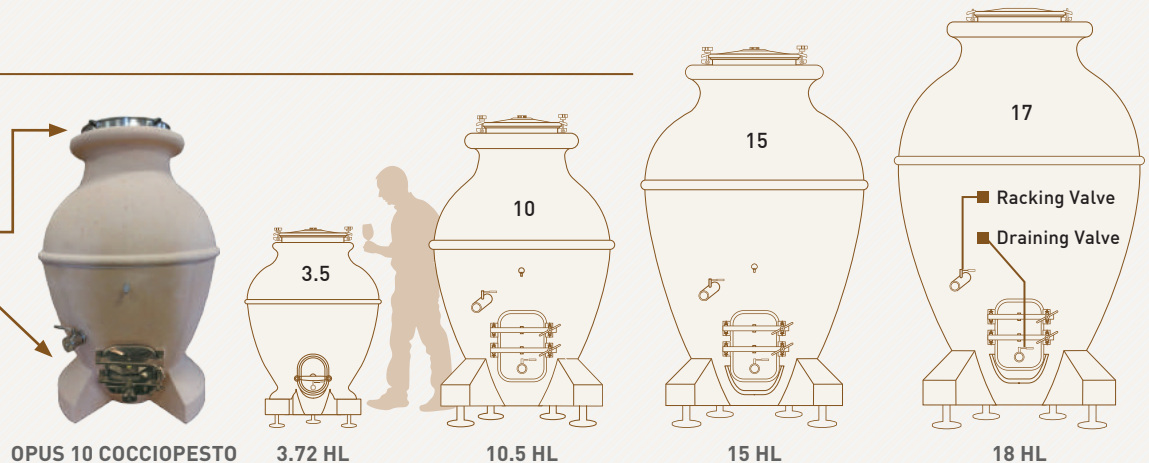


### Cocciopesto Eggs Made in Italy

| Product:                                                                                                                                                                                                                                                                                                                                                                            | Volume (gal) | Weight (lbs) | Height (in) | Diameter (in) | Cocciopesto                                                      | Cemento  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|--------------|-------------|---------------|------------------------------------------------------------------|----------|
| OPUS 3.5<br>(exactly 3.72 HL)                                                                                                                                                                                                                                                                                                                                                       | 98           | 1212         | 60          | 39            | 4,560 €                                                          | 4,190 €  |
| OPUS 10<br>(exactly 10.5 HL)                                                                                                                                                                                                                                                                                                                                                        | 277          | 2645         | 82          | 51            | 9,980 €                                                          | 7,780 €  |
| OPUS 15<br>(exactly 15 HL)                                                                                                                                                                                                                                                                                                                                                          | 396          | 3439         | 88          | 58            | 13,985 €                                                         | 10,680 € |
| OPUS 17<br>(exactly 18 HL)                                                                                                                                                                                                                                                                                                                                                          | 476          | 4841         | 102         | 63            | 15,430 €                                                         | 11,645 € |
| <ul style="list-style-type: none"> <li>Each OPUS includes a "5 point system" stainless steel top door, a stainless steel oval external opening door, a draining valve, a racking valve (only for 10HL, and 17HL) and a tasting valve.</li> <li><b>IMPORTANT!</b> OPUS 17 HL require additional heavy duty forklift capabilities for delivery and installation in winery.</li> </ul> |              |              |             |               | Ancient blend of different Italian crushed stones and terracotta | -        |

### FEATURES

- Silicone gaskets on top and external opening door
- 5 point system top door
- Forklift friendly feet system
- All accessories are ASI 316 stainless steel
- All Opuses (including the 3.5) have a sample valve



### OPTIONAL ACCESSORIES

|                                                                                                                                                                         |                                                                | Price          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|----------------|
| External Color Customization                                                                                                                                            | OPUS 3.5HL                                                     | 300 €          |
|                                                                                                                                                                         | OPUS 10HL                                                      | 400 €          |
|                                                                                                                                                                         | OPUS 15HL                                                      | 600 €          |
|                                                                                                                                                                         | OPUS 17HL                                                      | 600 €          |
|  <ul style="list-style-type: none"> <li>Large Colmatore glass bung system</li> </ul> |                                                                | 109 €          |
|                                                                                                                                                                         | Internal Food Grade Epoxy Coating for OPUS 3.5<br>OPUS 10 / 17 | 375 €<br>525 € |

- Safety ladder brackets, thermometer, internal cooling plates and custom exterior decoration available upon request.
- No metal rebar or netting used in structure and mixture.
- Can be used for fermentation, aging, or both.

## ARTENOVA: *Impruneta, Terracotta, Amphorae*



Leonardo Parisi (left) from Artenova with some 700L eggs.

Artenova is a family run business that specializes in the creation of winemaker friendly Impruneta terracotta amphorae for winemaking and beverage alcohol. The company is located in **Impruneta, Tuscany** which is the city that gave Impruneta terracotta its name. The company has a rich history working with the clay of the surrounding area and through a collaboration approach with wineries around the world, it has **established itself as a leading manufacturer of Impruneta terra cotta amphorae**. Every two years, Artenova hosts the infamous cultural wine tasting event, **"La Terracotta e il vino"** where producers from everywhere in the world come to exhibit and taste wines made in amphora.

### MATERIAL

Impruneta terracotta is famous because of its **mineralogical composition that is low in metals**, with the most sought after representations coming from around Tuscany's Impruneta area. Here the clay has **high levels of a calcareous residual called "galestro," which makes it a natural heat sink**.

### HISTORY

Terracotta, which translates to "baked earth," remains the oldest ceramic that man has created, with traces of it appearing **6000 years BC**. It was later discovered in Tuscany and Impruneta by the Etruscans around 700 years BC. While terra cotta can be found everywhere, the **uniqueness of Impruneta terracotta** is its **high levels of galestro, crucial for making wine amphora**.

### PRODUCTION

The amphorae are **handmade** either via the traditional **"colombino" technique**, where the clay is hand rolled and built **30 cm high per day**, or using a method where the clay is placed in molds. Before being cooked, the amphorae need to undergo a **7 week air drying process** where they will lose **10 - 15% of their weight due to water evaporation**. The amphorae are then cooked in large ovens that reach 1020 degrees Celsius or **1868 degrees Fahrenheit**.



Colombino technique being applied to make a classic amphora.

### POROSITY

Once cooked, the porosity is between **6-12%**, sometimes even a little bit more depending on the amphora's production.

The average radius of the **pores are between 0.4 to 1.1 microns**.

### WINEMAKING & STYLES OF WINE

Artenova Impruneta terracotta works very well for the **fermentation of reds** because they naturally draw the fermentation out **without any stalling or temperature spikes**. The vessels have very practical external doors for emptying. For aging, they work best on bold, tannic and reductive reds because of the increased micro-oxidation qualities. **Due to their increased porosity and permeability, shorter aging times are advised**.



Classic 500L "jar" amphorae lined in a cellar.

# 2021 EAST COAST USA PRICES

## ARTENOVA

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### Traditional Impruneta Terracotta Amphorae

#### Handmade in Tuscany

#### JAR



| Product  | Volume (gal) | Weight (lbs) | Height (in) | Diameter (in) | Price   |
|----------|--------------|--------------|-------------|---------------|---------|
| Jar 500L | 131          | 374          | 56          | 38            | 5,465 € |
| Jar 800L | 210          | 440          | 62          | 47            | 7,555 € |

- Each jar comes with a 20 inch diameter stainless steel manhole and 2 inch opening.

#### EGG



|          |     |     |    |    |         |
|----------|-----|-----|----|----|---------|
| Egg 450L | 118 | 440 | 48 | 34 | 4,995 € |
| Egg 700L | 184 | 550 | 54 | 42 | 7,465 € |

- Each egg comes with a 16.5 inch diameter stainless steel manhole and 2 inch opening.

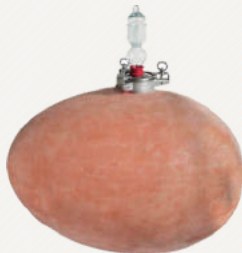
#### DOLIUM



|              |     |     |    |    |         |
|--------------|-----|-----|----|----|---------|
| Dolium 500L  | 132 | 396 | 48 | 42 | 6,585 € |
| Dolium 1000L | 264 | 704 | 58 | 48 | 8,675 € |

- Each egg comes with a 16.5 inch diameter stainless steel manhole and 2 inch opening.

#### HORIZONTAL EGG



|                     |     |     |    |    |         |
|---------------------|-----|-----|----|----|---------|
| Horizontal Egg 220L | 58  | 286 | 34 | 40 | 4,150 € |
| Horizontal Egg 450L | 118 | 440 | 40 | 48 | 5,375 € |

- 220L horizontal egg comes with a 16.5 cm diameter stainless steel manhole and 2 inch opening.
- 450L horizontal egg comes with a 20 inch diameter stainless steel manhole and 2 inch opening.

### OPTIONAL ACCESSORIES (ADDITIONAL ACCESSORIES AVAILABLE UPON REQUEST)

LARGE COLMATORE 66 €



INOX BASE WITH WHEELS 1 660 €



INOX BASE WITH WHEELS 2 660 €



INOX BASE NO WHEELS 660 €



2" TRI-CLOVER BALL VALVE 198 €



SAMPLE VALVE 66 €



## EGGINOX: Stainless Steel Eggs



1500L Egginox in a cellar.

Egginox was founded by three professionals in the wine and inox industries and the company **specializes in the production of premium inox egg-shaped** fermentation and aging vessels for winemaking and beverage alcohol production. The production site is located in **Nova Gorica Slovenia** which is right on the frontier with the **Friuli region** of Italy, one of the **aromatic white wine capitals of the world**.

### MATERIAL

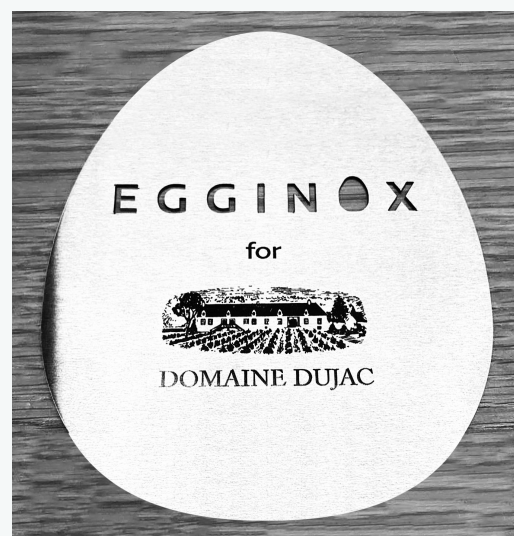
The grade of inox used in the production of the Egginox eggs is **AISI 304 stainless steel** and the inner surface is **polished BA (Bright Annealed)** that has minimum roughness to facilitate tartrate removal.

### HISTORY

The **Collio section of Italy's Friuli region** has a rich history in growing aromatic white varietals that are made in a **combination of oxidative and reductive styles**. Nova Gorica in Slovenia is right on the border with this famous Italian winemaking region but it also has a famous and well respected winemaking region of it's own. Slovenia as a country supplies Europe and other International markets with many **Inox manufactured products** and is considered a **specialist and industry leader for this material**.

### PRODUCTION

What makes the Egginox product unique in the industry is the **high grade premium inox** used and the **specialized welding** that is carried out meticulously by professionals who are absolute experts at their craft. The egg shape of the vessel and the material which it is made from makes **cleaning the tanks extremely practical and hygienic** since steam can also be applied.



Egginox customer plaque that comes with tank.

### POROSITY

The **porosity of inox is 0%**. This means that the "angel's share" on the tank is next to nothing and the wines inside of the tank **do not see the oxygen exchange experienced** with barrels, amphora or concrete tanks.

### WINEMAKING & STYLES OF WINE

The Egginox tanks maintain the **natural suspension of the lees and preserve the juice's fruit quality during fermentation, the PH of the wine is not impacted and there is no variability between tanks**. The light weight of the tanks make them extremely easy to handle and clean hygienically. The shape and engineering of each Egginox tank follows the golden ratio found in natural eggs.

By keeping the wine in constant motion and the lees in constant suspension, the Egginox will **add a textural component to your wine** and because of the material's inertness and lack of porosity, it will **amplify the taste of fruit and respect the identity of your vineyard site**.

With references spanning from the Friuli in Italy, Brda in Slovenia, Alsace, Burgundy and Champagne in France and the Vinho Verde region of Portugal, the **Egginox tanks are gaining a following** with aromatic whites, sparkling wines and light skinned red producers where very **minimum oxygen exchange is needed to keep the wine in a bright, energetic and tense state**.



Egginox 500L, 1000L, and 1500L.

## 2021 USA PRICES EGGINOX

- All prices below are listed in Euros (€) and include delivery to our Napa Valley, CA warehouse.
- Products will be invoiced in US dollars (\$) based on exchange rate of date of invoice. Payments can be made locally in US dollars.
- A 30% deposit is due at order confirmation and 70% balance due before delivery to the winery.

EGGINOX

### Stainless Steel Eggs

|                                                                                                                                                    | Product | Volume (gal) | Weight (lbs) | Height (in) | Diameter (in) | Price    |
|----------------------------------------------------------------------------------------------------------------------------------------------------|---------|--------------|--------------|-------------|---------------|----------|
|                                                                   | 500L    | 132          | 154          | 63          | 37            | 6,470 €  |
| STANDARD ACCESSORIES:<br>2x 2" tri-clover valves, analog thermometer, tasting port, upper lid with pressure release valve.                         |         |              |              |             |               |          |
|                                                                   | 1000L   | 264          | 264          | 76          | 46            | 9,350 €  |
| STANDARD ACCESSORIES:<br>2x 2" tri-clover valves, analog thermometer, tasting port, upper lid with pressure release valve.                         |         |              |              |             |               |          |
|                                                                  | 1500L   | 396          | 319          | 85          | 52            | 11,530 € |
| STANDARD ACCESSORIES:<br>2x 2" tri-clover valves, analog thermometer, tasting port, upper lid with pressure release valve. Oval front manway door. |         |              |              |             |               |          |
|                                                                 | 2000L   | 528          | 374          | 94          | 59            | 12,560 € |
| STANDARD ACCESSORIES:<br>2x 2" tri-clover valves, analog thermometer, tasting port, upper lid with pressure release valve. Oval front manway door. |         |              |              |             |               |          |

### OPTIONAL ACCESSORIES (EGGINOX CUSTOMER PLAQUE INCLUDED FOR CUSTOM ORDERS)

| <br>EGGINOX CHAMPAGNE<br>CUSTOMER PLAQUE | Product              | Size          | Prices (€) |
|-----------------------------------------------------------------------------------------------------------------------------|----------------------|---------------|------------|
|                                                                                                                             | EGGINOX COOLING FLAG | 500L / 50cm   | 325 €      |
|                                                                                                                             |                      | 1000L / 75cm  | 350 €      |
|                                                                                                                             |                      | 1500L / 100cm | 375 €      |
|                                                                                                                             |                      | 2000L / 125cm | 420 €      |
| ■ Cooling flag made from AISI 316 Inox                                                                                      |                      |               |            |



TONNELLERIE  
*Billon*  
BEAUNE - FRANCE

**DAMY**  
MEURSAULT - FRANCE



  
**CANADELL**



**EGGINOX**



**CHÊNE-oelogie**  
FRENCH OAK TANNIN



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*A commitment to quality and customer service*



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