



THE
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WINE MAGAZINE
BUYER'S • GUIDE

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50 YEARS OLD AND NOT FEELING IT

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THE PROSECCO DOC CONSORTIUM OPENS ITS FIRST OFFICE IN CHINA



The Prosecco Doc Consortium has chosen the ancient Chinese imperial capital of Xi'an to open its first international office, 'Casa del Prosecco', aimed at promoting Prosecco Doc first in China, and later in other global key markets in the five continents. Being the protagonist of a strong development supported by the Chinese government, Xi'an is still a relatively young market compared to front-ranking cities, such as Shanghai and Beijing, with a huge potential that has yet to be exploited. As a matter of fact, it constitutes a new strategic economic zone for the development of western China. Encouraged by the great tourism industry, the import of wine in Xi'an has dramatically increased in recent years.

Prosecco Doc: apre in Cina il primo ufficio di rappresentanza del Consorzio



Il Prosecco Doc alla conquista della Cina. Dove, ad avviamento di una politica di sviluppo con presenza sui territori internazionali, è inaugurato, nella città di Xi'an, il primo ufficio di rappresentanza del Consorzio. Apripista di una lunga serie di destinazioni, che vedrà presto coinvolti i cinque continenti. Obiettivo: la promozione 'sul campo' della Doc veneta. Una scelta non casuale neanche quella di Xi'an. La provincia dello Shaanxi rappresenta un mercato relativamente giovane rispetto alle città di primo livello, come Shanghai e Pechino. E proprio nella città di Xi'an, l'import del vino è aumentato notevolmente negli ultimi anni, favorito anche dal grande sviluppo dell'industria turistica.

VALDO CLOSED 2015 ON A RISING TREND. MANY INNOVATIONS READY FOR ITS 90TH ANNIVERSARY

Valdo, market leader with a 10% share in Prosecco Docg production, celebrates its 90th anniversary in 2016 and closed 2015 with revenue exceeding 55 million euro, rising 7% over previous year; with growing volumes in all its destination markets, especially in the UK. Sales were up 48% in Europe and 33% in the US. The domestic market, instead, experienced a 10% growth in volumes. "We are the major Italian Docg on a national level and one of the most demanded also abroad. But there is still much to do," said Massimo Poloni, general director at Valdo Spumanti. In 2016, in order to celebrate its 90th anniversary, the company will launch seven new products. Many of them will be presented at Vinitaly (10-13 April).

Valdo: 2015 chiuso in crescita.



Tante le novità per il 90esimo anniversario

Valdo, azienda leader di mercato con una quota del 10% sulla produzione del Prosecco Docg, che nel 2016 festeggia il suo 90esimo anniversario, chiude il 2015 con un fatturato che raggiunge i 55 milioni di euro, in crescita del 7%. Tutti i mercati evidenziano incrementi significativi sul fronte dei volumi, con in testa il Regno Unito. In Europa, Valdo registra un +48%, cui si aggiunge il +33% negli Usa. In Italia, +10% nei volumi. "Siamo la Docg più bevuta in Italia e una delle più importanti all'estero ma la strada da fare è ancora lunga", spiega Massimo Poloni, direttore commerciale generale di Valdo Spumanti. Per il 2016, tante le novità in agenda per celebrare i 90 anni dell'azienda: saranno sette i nuovi lanci di prodotto, alcuni dei quali saranno presentati al prossimo Vinitaly, in scena a Verona dal 10 al 13 aprile.

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ITALIAN WINE EXPORTS WORTH ABOUT 5.4 BILLION EURO IN 2015

According to Istat data elaborated by Ismea, in 2015 Italian wine export reached the record-breaking value of 5.39 billion euro, rising 5.4% over 2014. Sparkling wines sale - worth 985 million euro (+17% over previous year) for a volume of 2.8 million hectoliters (+15%) - boosted the entire market. Prosecco was the undisputed market leader, rising 30% in volume (over 1.8 million hectoliters) and 32% in value (over 660 million euro). "What is most striking is the constantly growing appreciation for Italian high quality wines by international markets. A sign that the wine culture is growing too, and that our companies efforts in innovation, research and development have finally achieved the expected results. And will be able to pay back the efforts of last years," said Domenico Zonin, president of Unione Italiana Vini.



L'export di vino italiano nel 2015 vale quasi 5,4 miliardi di euro



Giungono i dati definitivi sull'export 2015 del vino del Bel Paese, elaborati su base Istat da Ismea. Confermato l'anno da record, con un giro d'affari che ha toccato i 5,39 miliardi di euro, per un +5,4% sul 2014. Vini spumanti sugli scudi, con un valore di 985 milioni di euro (+17% sull'anno precedente) e un volume scambiato pari a circa 2,8 milioni di ettolitri (+15%). Protagonista assoluto il Prosecco, con un incremento del 30% a volume sul 2014 (oltre 1,8 milioni di ettolitri) e del 32% a valore (oltre 660 milioni di euro). "Il dato complessivo che più colpisce è il sempre maggior apprezzamento del nostro vino di qualità da parte del mercato internazionale, che evidenzia come la cultura del vino stia crescendo e, soprattutto, come il lavoro delle nostre aziende in termini di innovazione, sviluppo e ricerca sia ben percepito e stia finalmente portando gli sperati frutti, che auspichiamo ripaghino degli investimenti operati in tal senso durante questi anni", commenta Domenico Zonin, numero uno dell'Osservatorio del vino.

APPROVED THE "CMO WINE PROMOTION ON THIRD COUNTRY MARKET" DECREE

The "CMO wine promotion on third country market" decree was approved, as highlighted by Italian Agricultural Minister Maurizio Martina: "Promoting to our best Italian wine on global markets is a priority. In the next three years we will provide 300 million euro in investments, and we will make it through a simple procedure, able to meet the needs of our producers. We are talking of a business that last year reached the breaking-record value of 5.4 billion dollars on global markets." The allocation of the funds will see a 100 million investment every year for three years: 30% dedicated to national projects, the remaining 70% to regional projects.

"Ocm vino promozione sui mercati dei Paesi terzi": approvato il decreto



Approvato lo schema di decreto "Ocm vino promozione sui mercati dei Paesi terzi". A renderlo noto è il Mipaaf, con il ministro Maurizio Martina che commenta: "Promuovere al meglio il nostro vino sui mercati internazionali è una priorità assoluta. Nei prossimi tre anni investiremo 300 milioni di euro con regole più semplici e vicine alle esigenze dei produttori. Parliamo di un comparto che quest'anno ha toccato il record storico di export con oltre 5,4 miliardi di vendite all'estero". La ripartizione dei fondi prevede che siano messi a disposizione 100 milioni annui per tre anni, con il 30% destinato ai progetti nazionali e il 70% ai progetti regionali.

AMAZON.IT AND VINITALY WINE CLUB LAUNCH A NEW E-COMMERCE SERVICE



On the occasion of the 50th edition of Vinitaly, Amazon.it announced the creation of a new e-commerce service dedicated to Italian wine, launched in collaboration with Vinitaly's e-commerce platform: Vinitaly Wine Club. Starting from April the 4th, a brand new range of Italian wine bottles proceeding from all Italian regions will be available on Amazon.it. customers will have the chance to get their most favourite wine directly at home in 24/48 hours. The selection includes over 500 wineries, more than 300 appellations and over 700 different wines.

Amazon.it e Vinitaly Wine Club insieme per un nuovo store online



In occasione della 50ª edizione di Vinitaly, Amazon.it annuncia l'apertura del nuovo store dedicato al vino italiano nato in collaborazione con Vinitaly Wine Club, l'e-commerce di Vinitaly. A partire dal 4 aprile, l'offerta di vini su Amazon.it si arricchirà infatti di nuove etichette provenienti da tutte le regioni d'Italia. I clienti di Amazon.it potranno ricevere il proprio vino preferito in 24/48 ore in tutta Italia scegliendo tra prodotti di oltre 500 cantine, più di 300 denominazioni e oltre 700 vini.

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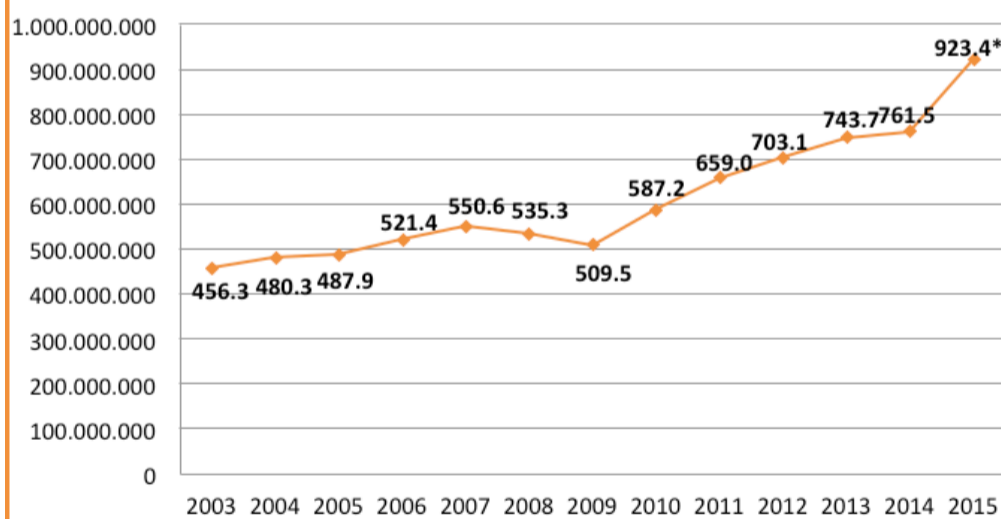
AMAZING TUSCANY

In 2015 Tuscan wine exports posted a record-breaking growth (+22%). And account today for 16.7% of the Italian international wine business. White wines also return to grow, thanks to a surge in US sales.

2015 might go down in history as the year of Tuscany overtaking Piedmont as the second largest Italian wine-exporting Region after Veneto. During the first nine months of last year, Tuscan wine international sales rose by 22% - against a national average of 5.4% - at over 646 million euro. If such a positive trend will be confirmed also by the last quarter of the year, Tuscan wine export could reach the record-breaking value of 923 million euro. Marking the sixth consecutive year of growth. These elaborations on Istat were presented by Toscana Promozione during the press conference for the presentation of the 2015 edition of Buy Wine, held on the past 12 and 13 February in Florence, where it gathered 200 Tuscan producers and about 250 international buyers from 36 countries.



TUSCAN WINE EXPORTS BETWEEN 2003 AND 2015 (VALUE, MLN EURO)



*estimates elaborated by Toscana Promozione according to historical trend data in the IV quarter of the year

Since 2003, international sales of Tuscan wines have experienced a 102.4% growth rate, posting only two negative numbers, in conjunction with the outbreak of the 2008-2009 economic crisis. A small parenthesis that actually introduced one of the greatest seasons for Tuscan exports, that from 2009 until 2015 posted an 81% growth. A brilliant performance that increased Tuscan market share on overall Italian wine exports, passing from 14.8% in 2014 to 16.7% in 2015.

The global success of Tuscan wine is led, most of all, by red and white wine with Protected Denomination of Origin (PDO), accounting for 64.6% of total Regional wine exports, rising by 9% between January and September 2015, at over 416 million euro, counterbalanced by a 5.6% decrease in volumes. Most interesting destination countries for this category are definitely North America (118 million euro) and Europe (186 million euro), growing respectively by 15.8 and 5.6% over the same time period in the previous year.



TUSCANY WELCOMES AVITO, THE NEW 'SUPER-CONSORTIUM'

Announced on the past 15th February the foundation of the new Tuscan 'super-consortium', called Avito (Tuscan wine association). Aimed at representing the interests of the regional wine sector, from large consortia to the smaller ones, both on a national and global scale. Fabrizio Bindocci (picture), president of Brunello di Montalcino Consortium and owner of Il Poggione winery, was elected first president of the newly born association: "Avito will be of vital importance in increasing the region's competitiveness and positioning in markets around the world. As a single consortium we will have greater strength when lobbying with regional or national government for EU and other funding. We need to be united in global promotion, especially regarding smaller consortia, that have fewer resources, smaller volumes of production and less experience and visibility," said Bindocci. So far, 16 of the existing 23 Tuscan consortia have already joined the new body. These 16 consortia constitute about 5,000 wineries, with estimated sales of around 1 billion euro, and 70% of regional exports.



Fabrizio Bindocci

L'export dei vini toscani cresce del +22%



Il 2015, per il vino toscano, potrebbe passare alla storia come l'anno del grande sorpasso sul Piemonte per quanto riguarda le esportazioni. Nei primi nove mesi dello scorso anno, infatti, il commercio estero dei vini toscani è cresciuto del 21,9% (contro una media nazionale 5,4%), superando i 646,4 milioni di euro a valore. Trend che, se confermato anche per l'ultimo trimestre dell'anno, porterebbe l'export toscano alla cifra record di 923,4 milioni di euro. Quello appena concluso è il sesto anno consecutivo di crescita per l'export dei vini toscani che, per la prima volta nella storia, si avvicinano al miliardo di euro. Una cifra che oggi riesce a superare solo il Veneto.

RED PDO WINES

With more than 400 million euro of red PDO wines sold on a global scale in the first nine months of 2015, Tuscany confirms its national leadership. With respect to the same time period in 2014, Tuscan red PDO wine exports experienced an 8.8% growth. In particular, it is worth mentioning the great performances in the United Kingdom (+25.8%) and the Benelux: Netherlands (+13.4%), Belgium (+13.5%) and Luxemburg (+35.8%). Northern European countries are on a rising trend too, first of all Denmark (+19.5%) and Sweden (+18.4%).

Followed by Germany (+4.4%) and France (+10.4%). In Eastern countries Russia is the only one to show negative numbers (-45.4%), while Czech Republic is up 8.8%. Good results also from North America, with Canada and the US rising respectively by 15.8 and 14.1%. For what concerns the BRICS, apart from Russia also Brazil posted a 28.4% decrease, counterbalanced by the Asiatic Chinese giant (+32.4%). Other minor - but fast growing - destination countries are India (+120%), South Africa (+140.8%), New Zealand (+19.0%), Israel (+32.1%) and United Arab Emirates (+11.5%).



TOP TEN DESTINATION COUNTRIES FOR TUSCAN PDO RED WINES

N.	2014 (JAN-SEP)	2015 (JAN-SEP)
1	US (128.6 MLN)	US (146.8 MLN)
2	Germany (60.9 MLN)	Germany (63.7 MLN)
3	Canada (31.7 MLN)	Canada (36.7 MLN)
4	Switzerland (22.2 MLN)	UK (24.7 MLN)
5	Japan (14.2 MLN)	Switzerland (23.0 MLN)
6	UK (10.5 MLN)	Japan (12.7 MLN)
7	Denmark (8.3.6 MLN)	Denmark (9.8 MLN)
8	Belgium (7.1 MLN)	Belgium (9.1 MLN)
9	France (6.8 MLN)	China (7.7 MLN)
10	Netherlands (6.3 MLN)	France (7.5 MLN)

[Source: Toscana Promozione elaboration on Istat data Jan-Sep 2015]

TOP TEN DESTINATION COUNTRIES FOR TUSCAN PDO WHITE WINES

N.	2014 (JAN-SEP)	2015 (JAN-SEP)
1	Germany (4.6 MLN)	US (4.3 MLN)
2	US (1.9 MLN)	Germany (4.1 MLN)
3	Switzerland (1.2 MLN)	Switzerland (0.80 MLN)
4	Netherlands (0.69 MLN)	UK (0.75 MLN)
5	UK (0.62 MLN)	Netherlands (0.72 MLN)
6	France (0.51 MLN)	Sweden (0.6 MLN)
7	Hong Kong (0.46 MLN)	Hong Kong (0.53 MLN)
8	Singapore (0.44 MLN)	Brazil (0.38 MLN)
9	Sweden (0.38 MLN)	Canada (0.36 MLN)
10	Japan (0.31 MLN)	Japan (0.34 MLN)

[Source: Toscana Promozione elaboration on Istat data Jan-Sep 2015]



PROWEIN 2016: A FORETOLD SUCCESS

Over 55,000 trade visitors and 6,200 exhibitors attended the 21st edition of ProWein (Düsseldorf, 13-15 March). Including 1,500 Italian companies, making up the largest foreign delegation at the show.



The success of ProWein continues unabated. Once again, from 13 to 15 March 2016, more exhibitors and visitors from throughout the world came to the international fair for wines and spirits in Düsseldorf. Over 55,000 trade visitors – corresponding to some +6% over last year – came to gather information at the stands of the 6,200 exhibitors, to place their orders and take advantage of the varied supporting programme. At ProWein 2016 all relevant wine regions of the world gathered in Düsseldorf, including numerous market leaders from Europe and abroad. The largest exhibitor nations this year included Italy (1,500), France (1,300), Germany (1,000), Spain (550), Austria (320), Portugal (300) and Overseas (600). Added to this were some 420 exhibitors from 30 countries with their special spirits. Exhibitors from a total of 59 nations attended the event. The success of the trade fair was also highly rated: one in two visitors confirmed

that they found new suppliers and two-thirds were able to go home with useful info on trends and innovations. Just under 96% stated they had entirely reached the goals of their trade fair visit. “Figures clearly show that ProWein is the world’s most important business platform for the entire sector. This is where the trade fair budgets are spent. And also for the major, prizewinning wine estates ProWein has now become the absolute must-attending event,” says Hans Werner Reinhard summing up the success of ProWein 2016. Once again this year ProWein was accompanied by a varied supporting programme. Over 300 events were on offer either at the exhibitors’ stands themselves or at the central ProWein Forum. And after the fair closed for the evening, all wine friends were also catered to fully in and around Düsseldorf. The ProWein goes City feature celebrated its 10th anniversary attracting visitors with its many exciting events.



CANTINE SGARZI

Stefano Sgarzi, owner

"Here at Prowein we introduce a new wine in our organic range: Montepulciano d'Abruzzo. Together with our new cocktails made of wine and fruit, available in different flavors: mango, peach and lemon."



AZ. AG. SASSI SAN CRISTOFORO

Davide Carniel, owner

"We are the smallest winery in the Barbaresco production area, producing yearly about 9 thousand bottles. And we export 70%. The Sassi San Cristoforo is a personal project: wines that are a true expression of my commitment as a winemaker. At Prowein we display our Barbaresco Docg in its three versions: Classic (two years of aging), San Cristoforo (three years of aging) and Riserva (four years of aging)."



SALCHETO

Mario Turrini, general manager

"Our presence on the German market is giving us great satisfactions, in particular after the refurbishment of the 'Obvius' range, made of our most natural wines. Because German consumers pay utmost attention to organic and biodynamic products".



MONDO DEL VINO

Enrico M. Gobino, marketing manager

Mondodelvino keeps growing, and closed 2015 with record-breaking revenue: 96.7 million euro. Exports account for 94% of production, and reach over 55 world countries.



ALARIO CLAUDIO VITICOLTORE

Claudio Alario, owner

"We run a centuries-old family business producing about 50 thousand bottles every year, 75% exported worldwide. We produce Dolcetto, Nebbiolo and Barbera D'Alba, as well as Barolo 'Riva Rocca' and 'Sorano', made respectively with the grapes harvested in our Verduno and Serralunga D'Alba vineyards."



CANTINE CECI

Maria Teresa Ceci, owner

"We are proud to say that in 2015 we registered a growth in revenue, both on the domestic and global markets. Exports account for 15% of our total turnover, but this value is fast growing. We are living a historical moment for sparkling wines, and our main goal is to spread the knowledge of high quality Lambrusco."



DRUSIAN

Francesco Drusian, owner

2015 was very positive for sales, mainly thanks to a 10% growth rate in exports. At Prowein we introduce our new bottle for the Conegliano Valdobbiadene Prosecco Superiore Doc range: characterized by an exclusive and unique design."



CONSORZIO EXPORT QUALITY WINES

The EQW consortium, founded in 2002 with the aim of promoting Italian typical wines on international markets, is a multi-regional association of wineries. On average, yearly production of each winery is about 100 thousand bottles. And a 55% export share. At Prowein great interest was aroused by the Barolo Docg of Tenuta Rocca produced by the young winemaker Andrea Ciravegna.

In the picture from the left: the Consortium director Silvano Icardi with the President Fabrizio Cravanzola



FATTORIA DI MAGLIANO

Agostino Lenci, owner

"2015 was a positive year. We currently produce 300 thousand bottles every year. The most important innovation for 2016 is the 'Illario' rosé Maremma Toscana Doc, sold out as soon as it was launched on the market."



AZ. AGRICOLA CASCINA DEL POZZO

Gianmario Marchisio, owner

"We produce white, red and rosé wines in Castellinaldo, province of Cuneo, on the Roero hills of Piedmont. Where we have 45 acres of vineyards producing Arneis, Dolcetto, Barbera and Nebbiolo."



FRASSINELLI

Gianluca Frassinelli, owner

"We cultivate 32 acres of vines that belong to three different appellations of origin: Conegliano Valdobbiadene Prosecco Docg, Doc Venezia and Doc Prosecco. We produce about 200 thousand bottles every year, and exports account for 60% of total sales."



LA TORRE

Elena Bellacci, export manager

"2015 was a striking year. La Torre produces an average of 40 thousand bottles yearly. Exports account for 60% of sales, and our most dynamic destination countries are Denmark, Belgium and Australia."

/ the event



MASI AGRICOLA
Alessandra Boscaini, sales manager

"Last year was characterized by the important choice to enter the stock market. A move that has significantly increased our international image. At Prowein the company introduces its Rosso di Toscana Igt 'Poderi Bellovile' Serego Alighieri vintage 2014, now produced from certified organic grapes."



COLESEL SPUMANTI
Vlady Bortolin, winemaker

"2015 was very positive: we posted a 25% growth in value and volume. Exports account for 12% of total revenue. At Prowein we display our range of high quality wines and introduce to global buyers the 2015 most significant innovation: 'Elevo' sparkling millesimato."

In the picture: Vlady Bortolin and the sister Gianna Giulia Bortolin



MAZZEI
Francesco Mazzei, vice president and CEO

"In 2015 we achieved stunning results, and we are very excited at the idea of launching our new wines on the market. The Tuscan 2015 vintage produced at Castello di Fonterutoli, in the Chianti Classico territory, and at tenuta Belguardo, in Maremma Toscana, as well as the Sicilian wines produced at the Zisola estate. At Prowein we display our new Maremma Doc 'Tirreno' and a preview of comeback 'Concerto', a top quality limited edition: one of the first Supertuscans ever produced"



VINICOLA DECORDI
Alessandro Decordi, sales & marketing manager

"Many of our products are enjoying a more and more international appeal. Prosecco and organic wines in particular. Spain remains our top foreign destination market, where sales of 'Sangue di Giuda Oltrepò Pavese Doc' were a resounding success. News for 2016: the entrance in the 'Borgo Imperial' range of high quality still wines from all over Italy."



DUCA DI DOLLE
Andrea Baccini, owner

"Thanks to an extremely favourable season, 2015 was an excellent year. That has permitted us to produce again the Superiore di Cartizze 'Zero' and Rive di Rolle 'Cuv', two excellent wines that in 2014, due to the poor harvest, we didn't manage to produce. At Vinitaly we will organize a tasting led by the famous sommelier Alessandro Scorsone dedicated to the 2013 vintage of the Cartizze 'Zero' Jeroboam and to Rive di Rolle 'Cuv' 2012 vintage."

In the picture from the left: Vincenzo Rebuf, sales manager for Italy, and Ivano Feltrin, export sales manager



RUFFINO



Francesco Sorelli, global brand & corporate pr manager

"In 2015 Ruffino experienced a double-digit growth both in Italy and abroad. Production reached 23 million bottles and the export share was nearly 90%. At Prowein we display the new vintages of Ruffino core products, such as the Riserva Ducale Oro Gran Selezione 2011"

In the picture: the team of Costellation Brands, who represented Ruffino at Prowein



BISOL

Bisol, historical Prosecco and Cartizze producer, has come to Prowein 2016 with its entire range of excellences. The winery based in Santo Stefano Valdobbiadene currently exports 82% of its production in 69 countries. At Düsseldorf it showcases a limited edition of our flagship wines: 'Jeio' Valdobbiadene Superiore di Cartizze Docg spumante dry."

In the picture: Gianluca Bisol, owner



VINICOLA SERENA

Luca Serena, sales manager

"At Düsseldorf we displayed the magnum size of some wines branded Terra Serena and Corte delle Calli. As well as the range of Venetian IGT wines with screw caps. Finally, for the most far away countries, we introduced the One Way keg, our most significant innovation for 2016."



CAVIT

Lorenzo Vavassori, export director Americas

"2015 was very positive for Cavit. That posted excellent results, especially on global markets, that account for 80% of the company total revenue. In the US - as highlighted by IRI and Nielsen data - Cavit is market leader in the Italian wine segment. At Prowein we decided to bet on our sparkling offer, with Altemasi Trento Doc."



DONELLI VINI

Giovanni Giacobazzi, president

"In 2015 exports increased by 4%. Thanks to the flexibility and variety of our wine range we are able to serve some of the most significant global markets. Prowein is the first international trade show of the year, a perfect occasion to make new contacts and meet many of our clients. On the 10th of April, instead, we will participate in the 50th edition of Vinitaly, where Donelli Vini will be awarded for taking part to every single edition of the show since its foundation. A prize we are very proud of, the evidence of our compromise and constant connection with the world of wine."



AZ. VINICOLA BOSCO NESTORE

Stefania Bosco, sales manager

"Bosco Nestore is a historical winery from Abruzzo. Exports account for 70% of our total turnover. At Prowein we introduced a new range called 'Storica', made of Montepulciano, Cerasuolo Superiore, Trebbiano Superiore and Pecorino Colline Pescaresi."



CODICE CITRA

Valentino di Campli, president

"During the next edition of Vinitaly, as usual, we will present 2016 innovations. During the last three years, Codice Citra has experienced a 17% growth in sales and a 10% growth in exports. The increase of sales for our bottled wine from Abruzzo has kept on growing, and is a clear demonstration that winemaking cooperation in Abruzzo has still a huge growth potential."



CANTINE DUE PALME

Angelo Maci, president

"Revenue exceeding 26 million euro, about 8 million bottles produced, 70% exported. An excellent result for Cantina Due Palme. That in 2016 has launched 'Almaluna', its new sparkling wine. A Blanc de Noirs made exclusively with Negroamaro grapes in the Salento territory."

In the picture, from left: Angelo Maci with the president of Fedagri Giorgio Mercuri



AGRIVERDE

Giannicola Di Carlo, owner

"The most significant innovations that we introduced at Prowein are 'Zetis' spumanti and the 830 silver label, our organic sparkling wine. Among the still wine, the 'Natum' range was widened with three new wines: Cabernet Sauvignon, Passerina and Chardonnay, certificated organic and vegan."



PICCINI

Camelia Lazar, marketing and communication manager

"Piccini closed 2015 posting a 15.6% growth in revenue, that reached 55.5 million euro. Global sales increased by 14% over previous year, and Italy also showed a stunning 25% growth rate. In 2016 we expect to keep growing by double-digit percentages both on the domestic and global market."



VALDO SPUMANTE

Massimo Poloni, global director

"2015 closed with revenue worth 55 million euro. A positive outcome made possible by excellent results in all distribution channels. The Dach markets (Germany, Austria, Switzerland), in particular, posted a 11% growth in volumes; the US a stunning +33%. And in 2016, a significant year for Valdo, since it will celebrate its 90th anniversary, we aim at consolidating our presence on foreign markets, in particular in the Prosecco segment. At Vinitaly we will present many innovations: first of all, the Jubilee Edition, created for the celebration of our 90th anniversary; as well as a new range of regional sparkling wines. We will start with Falanghina and Passerina, and in September we will launch two more wines."

In the picture, from left: Massimo Poloni and Mauro Scala, key account manager DACH



CIELO E TERRA

Alessio Pavan, export manager Asia, Oceania, Africa, Latin America and Canada

"Among the new products introduced at Prowein there is 'Appassionatamente', a blend of Merlot and Cabernet. A product different from the traditional appellations, and conceived for a public of mature consumers, also thanks to an important marketing campaign and a competitive pricing."



CASA VINICOLA ZONIN

Casa Vinicola Zonin is present with its products in 110 markets worldwide. Exports account for 80% of total sales. At Prowein the company introduced some new products dedicated both to the on-trade and off-trade channels: from the rebranding of Castello di Albola to the new rosé of Rocca di Montemassi, passing from the new packaging of sparkling Zonin wines and the Prosecco Dress Code Collection.



CANTINA VALTIDONE

Mauro Fontana, sales manager

"2016 will be an important year for Cantina Valtidone: we are going to celebrate our 50th anniversary. And for the occasion we will present at Vinitaly the Gutturino frizzante and the Malvasia dry frizzante '50 harvests': a limited edition made with the grapes of our 50 years old vines."

In the picture, from left: Mauro Fontana, Gianpaolo Fornasari, president of Cantina Valtidone, and Sabrina Botteri

/ the event



CANTINE RIUNITE & CIV

Francesca Benini, sales & marketing director

"Last year closed with revenue exceeding 200 million euro, and a production of over 123 million bottles. Of course, to these figures we still have to add the excellent results of our controlled Giv. Our turnover is equally distributed in the domestic and global markets. Beyond national borders our core destinations are the US, Latin and South America, Russia, UK and China. At Prowein we introduced, among other things, the restyling of the Maschio Prosecco, and the inclusion in our catalogue of the magnum size."



DONNAFUGATA

Antonio Rallo, owner

"In 2015 Donnafugata experienced a growing trend, with revenue rising 8%. The Italian market performed extremely well, and also the export share rose at 30%. Beside Italy, Germany, Canada and the US have been extremely dynamic. Premium wines, such as our 'Mille e una Notte' and 'Ben Ryé' brands, were the most demanded."



GRUPPO ITALIANO VINI

Giv has come to the 2016 edition of Prowein with plenty new projects. First of all, Cantina Santi has introduced a new range of Prosecco Superiore Docg, that includes only Millesimato wines and the Rive di San Ripasso. Second of all, Lamberti has widened its range for the modern channel including Lugana Doc, Valpolicella Ripasso Doc and a red Cuvée of grapes from Verona. Bolla has introduced a new Prosecco Valdobbiadene Superiore Docg. Melini, instead, added to the traditional offer the 'Re Chianti Governo'. Finally, Castello Monaci has launched 'Coribante': a blend of two red wines with different vintages, Syrah of the last harvest and Malvasia Nera di Lecce of the previous harvest, aged in barrique for 12 months.



CANTINE FERRARI

Matteo Lunelli, president and Ceo at Ferrari F.Ili Lunelli

"Cantine Ferrari closed 2015 with 57 million euro in revenue, rising 10% over the previous year. Exports account for about 16% of total sales. The 2016 edition of Prowein was most of all the right occasion to underline our presence in Germany, our second foreign core market, and to strengthen the good relationship both with our importer, Ariane Abaya, and with our several clients in the country. Furthermore, during the event, our family was awarded with the prestigious 'Wine Family of the Year' al Meininger Award Excellence in Wine & Spirit."



CASALBORDINO

Massimo Zuccarini, marketing and sales manager

"In 2013 we completely renewed our wine and packaging range, in order to provide a higher quality and meet the demand of consumers. Now our international business is fast growing, with exports accounting for 50% of the company total revenue. In Düsseldorf we didn't introduce any new product: we have been storing them away for Vinality."



CANTINA 4 VALLI

Massimo Perini, owner

"2015 was characterized by two very different trends: the positive results achieved on the domestic market and in the US; and the difficulties encountered in Russia due to the depreciation of the Rouble. During the past 12 months, we started selling in Brazil: another step further in the internationalization of our business, that accounts today for 50% of total revenue, and that has set the basis for an encouraging year."



CALDIROLA

Olga Tosanotti, marketing manager

"In 2015 Caldirola revenue was worth 56 million euro. Exports account for 30% of total turnover. China, US, Russia, Germany and Spain are our top destination markets globally. At Prowein we introduced a new sweet and frizzante red wine branded Bellavista."



BOSCO VITICULTORI

Paolo Lasagni, managing director

"Prosecco and Pinot grigio sales have boosted our overall performance last year. Bosco Viticoltori has doubled its revenue over 2014. And exports account today for 75% of total turnover. The UK, the US, Germany and Russia are our top destination markets. Where our wines are distributed in some of the largest retail chains. At Prowein we showcased the new packaging of the Venezia Doc white spumante."



CANTINA DI SOAVE

Bruno Trentini, general director

"In 2015 Cantina di Soave total revenue reached 106 million euro. Exports account for 42% of the company turnover, and sales in the bottled segment experienced a 10% growth rate. At Prowein we displayed some new products: 'Nottefonda', 'Chiaropuro' and 'Notarossa'. Three wines that have been included in our top quality range: the Rocca Sveva Selection."



CASA VINICOLA SARTORI

Andrea e Paolo Sartori, owners

"For Sartori 2015 closed with revenue rising by 3%, at over 46 million euro. And exports, accounting for 75% of the company turnover, were worth 35 million euro. Among the new products we displayed at Prowein and dedicated to foreign markets only there are Marzemino Corvina rosé from Veneto IGT and the Garganega Pinot grigio delle Venezie IGT."



CANTINA DI CARPI E SORBARA

Carlo Piccinini, vice president

"Our winery keeps on growing, with revenue exceeding 25 million euro. Our core business is the sale of bulk wine, together with a small production of bottled wine: about 2.5 million bottles. Exports account for 40% of total turnover. And Messico is our top destination market. We have come to Prowein together with our Spanish partner: the Bautista Marti winery. Here at Prowein we are displaying our high quality Doc Lambrusco."





In the picture: the stand of ITA at Prowein

LABRENTA

"In Düsseldorf, among the most significant innovations, we displayed Gipy Wine: a new screw cap for white and rosé wines conceived for a target of young consumers. In the sprits sector, instead, we introduced our tailor-made products: a range of innovations implemented by our R&D department for our clients, and characterized by a unique design."



In the picture: Riccardo Riso, marketing manager

PAOLO LAZZARONI E FIGLI

At Prowein the Italian winery Paolo Lazzaroni e figli has displayed its flagship product: the original Italian Amaretto since 1851, manufactured in Saronno according to an ancient and unique recipe.



In the picture: Luca Lazzaroni, Ceo



CASA VITIVINICOLA TINAZZI

Giorgio Tinazzi, owner

"Our company produces 4 million bottles every year. And our export share accounts for 90% of our total turnover. At Prowein we introduce a widening of our Apulian wines, such as Aglianico and Fiano del Salento. But we display also our wines from Veneto: Bardolino Chiaretto Dop 'Campo delle Rose' and Valpolicella Ripasso Superiore Dop 'Monterè'."

In the picture from the left: Federico Laurie, sales manager Germany, and Giorgio Tinazzi



COLLIS - VENETO WINE GROUP

Serena Fraccaroli, marketing manager

"In 2015 our total revenue were worth 103 million euro, and production reached 21 million bottles. Bottled wines have a 90% incidence on sales. At Prowein we introduce our new Premium and Super Premium range 'Castelforte': a brand dedicated to Doc wines and Venetian varietal wines."



LE MANZANE

Ernesto Balbinot, owner

"At Prowein 2016 we showcase our 'Springo Blue': the brut version of 'Springo Conegliano Prosecco Superiore Rive di Manzana Docg dry', introduced in 2015. It features the same high quality level, but with a reduced residual sugar content. 'Springo Blue Conegliano Prosecco Superiore Rive di Formeniga Docg brut' is produced in a limited edition: 8 thousand bottles sold by reservation only."

In the picture from the left: Marco and Ernesto Balbinot



LA FARRA

Adamaria Nardi, owner

"2015 was a positive year, especially on the side of exports: our international sales currently account for 70% of the company's total turnover. At Prowein we displayed our entire range, and introduced the 2015 vintage."



ITALIAN SIGNATURE WINES ACADEMY

Patrizia Marin, managing director

"Iswa was established on the 18th November 2014 and here at Prowein we have the chance to review the year and a half that has passed. The partnership between seven Italian wineries of excellence - Allegrini, Arnaldo Caprai, Feudi di San Gregorio, Fontanafredda, Marchesi de' Frescobaldi, Planeta and Villa Sandi - has met a positive international market response. We have tried to overcome the issues connected to the traditionally conflicting quality to quantity ratio. We talk about 51 million top quality bottles. The goal, today, is to face new and emerging markets together, starting from South America, Asia and Africa. People often talk about innovation in the wine field but hardly about marketing and distribution. Iswes, instead, is a real 'open business', made of real synergies between producers. Aimed at understanding the wine market of tomorrow. In 2016 we will take part to several international events, such as TFWA Asia Pacific Exhibition & Conference in Singapore, Vinexpo Hong Kong or Decanter Italy Fine Wine Encounter in London."



In the picture from the left: Roberto Bruno of Fontanafredda, Alberto Lusini of Allegrini, Giancarlo Moretti Polegato of Villa Sandi, Hans Werner Reinhard, Managing Director Messe Düsseldorf, Patrizia Marin, Dg Iswa, Lamberto Frescobaldi of Frescobaldi, Francesca Planeta of Planeta, Antonio Capaldo and Francesco Domini of Feudi di San Gregorio, Marco Caprai of Arnaldo Caprai



ITALY BREAKS THE GERMAN WINE BANK

In 2015 our country was top supplier in Germany, with a 36% market share and a turnover exceeding 888 million euro. According to the latest data provided by the ITA office in Berlin.

With over 1,400 exhibiting companies, Italy was once again the most represented foreign country at ProWein Düsseldorf (13-15 March, 2016). And thanks to the support of the Italian Trade Agency (ITA), 32 Italian companies took part to the show in the Italian collective, on a 327 sq.m. surface in Pavilion 16.

Italy protagonist at ProWein, then, but not only. Our country can boast another and far more desirable record in the country: being the top global supplier of wine to Germany. In 2015, the Italian market share on total German wine imports was 36%, for a total turnover of about 888 million euro, slightly decreasing over 2014 (-2.3%), according to the latest data provided by the ITA office in Berlin. Germany, in turn, with a 29.1% market share, is the first destination market for Italian wines by volume, but second to the United States in value, with a 17.8% market share (Jan-Sep 2015 data).

The German wine market

In 2014 the German wine market was worth 3.02 billion euro, rising 4% over 2013 and 15% over 2011. National production grew up to 1.50 billion euro, imports reached 2.56 billions and exports totalled 0.98 billion euro. With a negative trade balance of 1.58 billion euro. Between 2011 and 2014, import value decreased from 90.6% to 84.8%. The country level of self-sufficiency ranges between 45.8% and 47.6%. In terms of volumes, instead, the German market totalled 1.66 billion litres in 2014, rising 3% over 2013 but decreasing 3.3% over 2011. Domestic production was 55 million litres, imports were 1.55 billion litres, and exports were 390 million litres.

Distribution

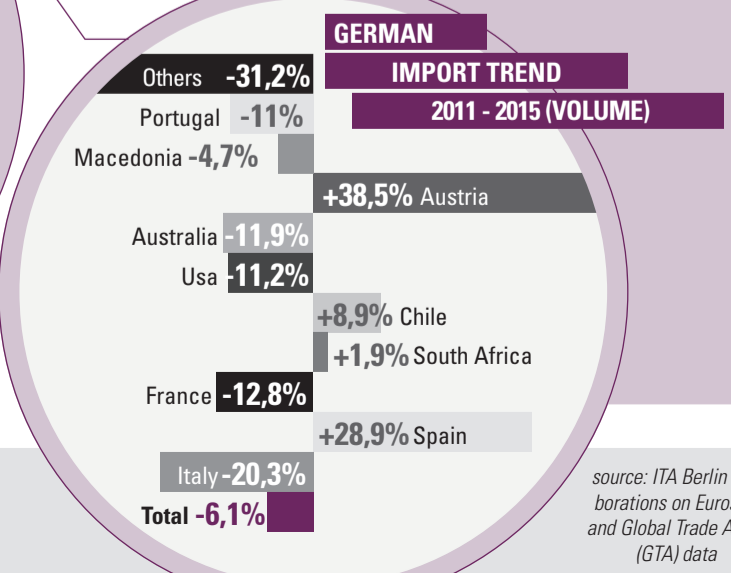
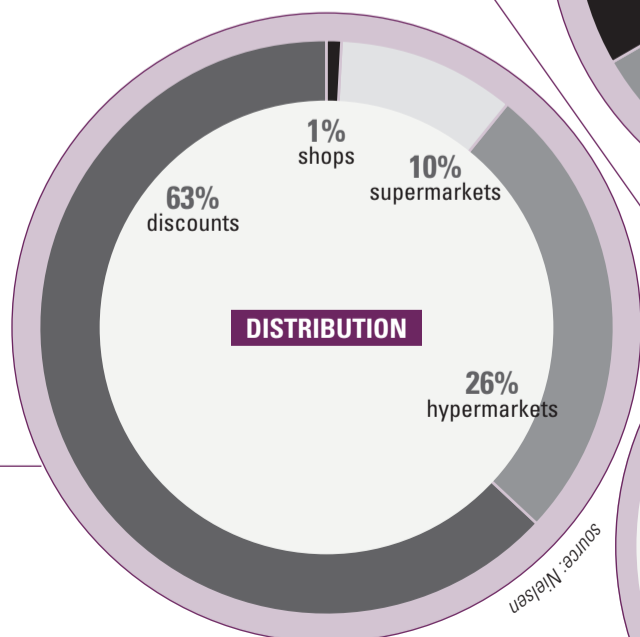
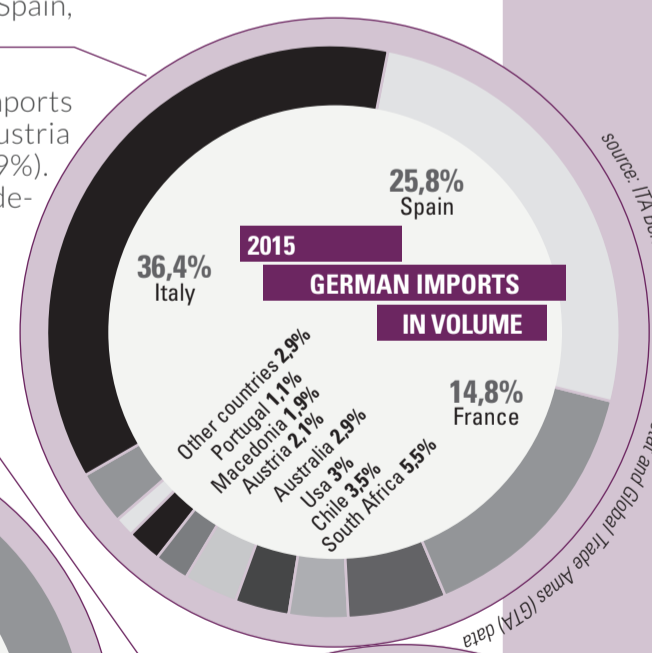
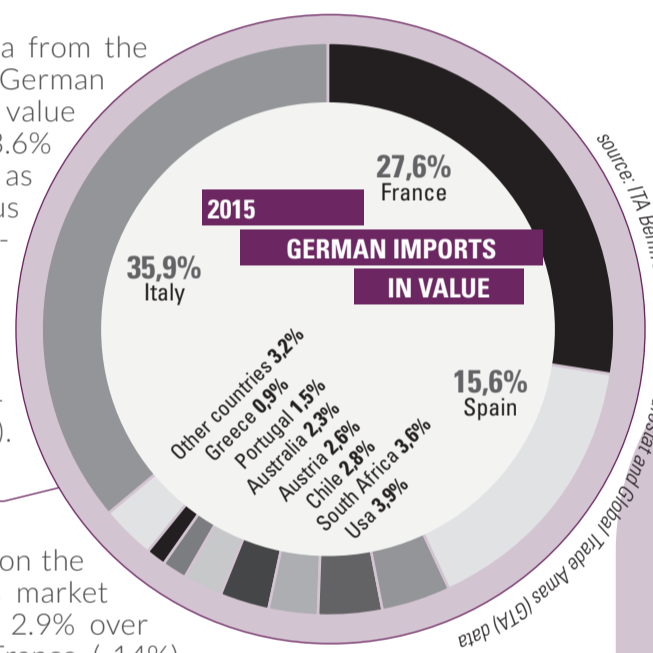
The average German consumer usually makes his wine shopping in retail stores, and especially in the discount channel (63%), as shown in this chart. Follow hypermarkets (26%) and supermarkets (10%). The food service channel, instead, is estimated to account for about 16% of all wine sold in the country.

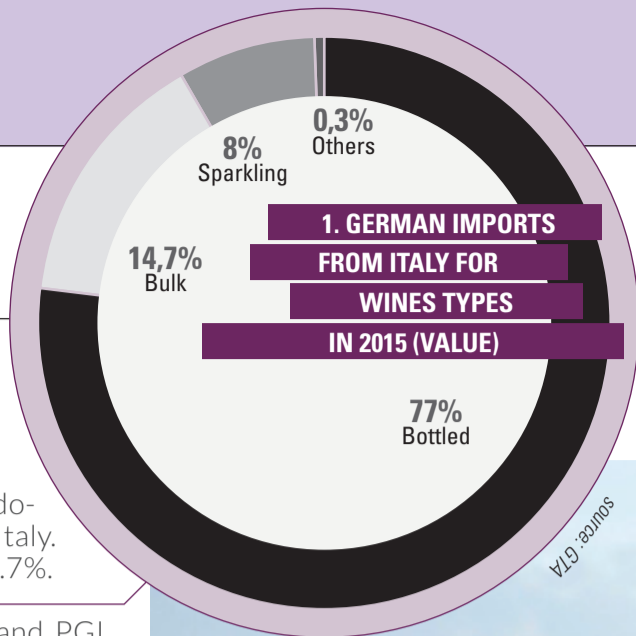
German imports

According to provisional data from the Global Trade Atlas (Eurostat), German wine imports amounted to a value of 2.47 billion euro in 2015 (-3.6% over 2014). Italy accounted for as much as 35.9% of this value, thus confirming its leadership position. The total value of imports from Italy reached 888 million euro. In second place we find France, with a value of 680.7 million euro (-12.0%), Spain follows with 386.2 millions (+2.1%).

Italy is leading the rank also on the side of volume, with a 36.4% market share in 2015, decreasing by 2.9% over previous year. Imports from France (-14%), Portugal (-10.2%) and United States (-2.5%) are on a decreasing trend. Australia and Spain, instead, are up 11.3 and 5.9%.

Between 2011 and 2015, German imports experienced a rising trend from Austria (+38.5%), Spain (+28.9%) and Chile (+8.9%). Imports from Italy and France, instead, decreased respectively by 20.3 and 12.8%.

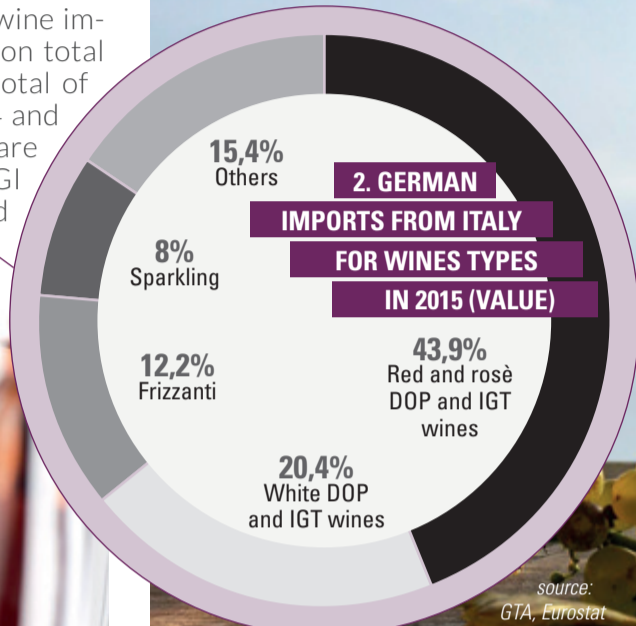




Most imported wine types

With 77.0%, bottled wines clearly dominate German wine imports from Italy. The share of bulk wine amounts to 14.7%.

In 2015 red and rosé wines PDO and PGI are the winning category in German wine imports from Italy, with a 43.9% share on total imports. Their value has reached a total of 389.6 million euro (+4.6% over 2014 and +28.6% as compared to 2011). They are followed by white wines PDO and PGI (20.4%), sparkling wines (12.2%) and 'spumante' (8.0%).



source: GTA, Eurostat



source: GTA, Eurostat

Il vino made in Italy conquista il mercato tedesco



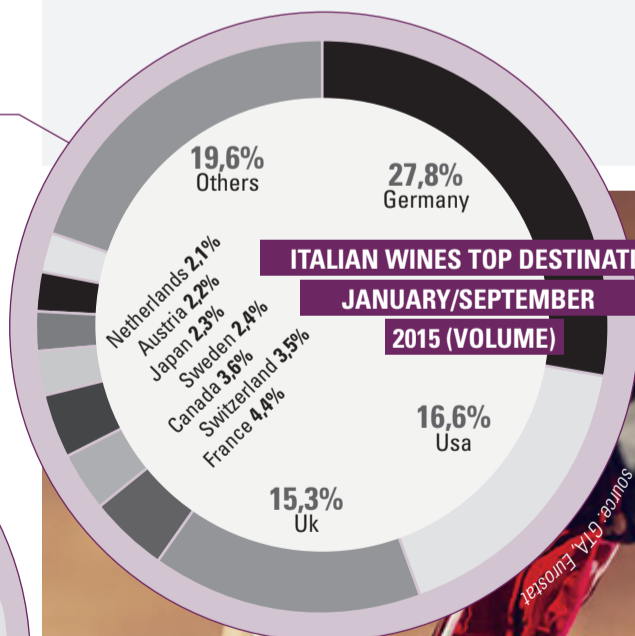
L'Italia, con oltre 1.400 aziende espositrici, è stata ancora una volta il paese straniero più rappresentato a Prowein, salone internazionale del vino e dei liquori in scena a Düsseldorf (13-15 marzo, 2016). Il nostro paese, tuttavia, vanta un altro e ben più ambito primato Oltralpe: quello di essere il primo esportatore in assoluto di vino in Germania. Nel 2015, la quota italiana sul totale delle importazioni tedesche di vini dall'estero ha raggiunto il 35,9%, per un volume d'affari di 888 milioni di euro. È quanto sottolineano i dati diffusi dall'ufficio Ita (ex Ice) di Berlino. A sua volta, la Germania, con una market share del 29,1%, costituisce il primo mercato a volume per i vini italiani e il secondo, a valore, dopo gli Stati Uniti, con una quota del 17,8% del mercato (dati Ita gennaio-settembre 2015).

Italian exports

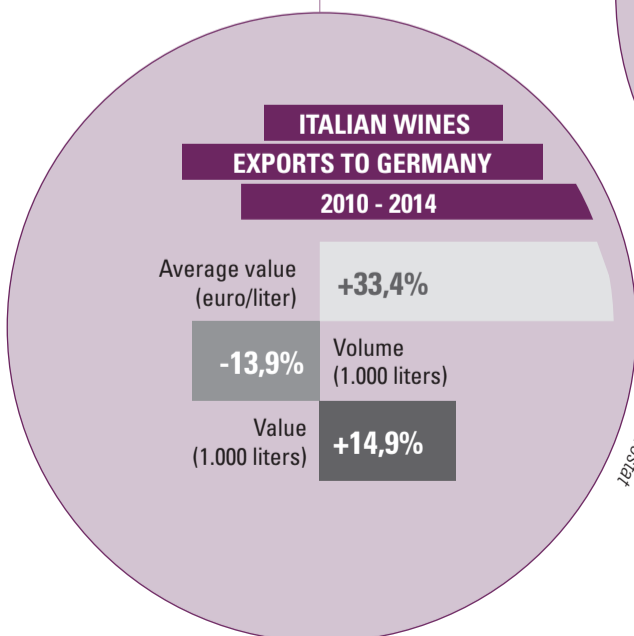
After the United States of America, Germany, with over 82 million inhabitants, is the second largest market for Italian wines, with a 17.8% market share of total exports in the first nine months of 2015 (slightly dropping over 2014, when it was 19.1%).

As regards export volumes, Germany, with a 27.8% market share between January and September 2015, was the top destination country for Italian wines (in 2014 the share was 29.1%). Followed by the United States (16.6%), the UK (15.3%) and France (4.4%).

Between 2010 and 2014, Italian wine exports to Germany increased by 22.4% in value, against a 13.9% decrease in volume.



source: GTA, Eurostat



source: GTA, Eurostat

50 YEARS OLD AND NOT FEELING IT

The countdown has started for the 2016 edition of the International wine & spirits exhibition (Verona, 10-13 April). Interview with Giovanni Mantovani, VeronaFiere general director.



Giovanni Mantovani



The 50th edition of Vinality is going to be historic: a not-to-be-missed event for wine operators from around the globe. Giovanni Mantovani, VeronaFiere general director, discloses some exciting news about the forthcoming trade show, held in Verona from 10th to 13th April 2016. A significant year for the International wine & spirits exhibition that, since its foundation, has always been a reference point and a reliable partner for trade professionals.

What do we have to expect from this historic edition of Vinality?

This 50th edition will retrace the history of Italian wine: a long way that Vinality has supported and promoted worldwide, contributing to turning Italy into a leading exporting country. This year we will also take a stock of our activity in the past years and set the goals for the future. With the aim of making the event even more professional and creating new meeting occasions for the international wine sector.

Are you going to strengthen your business-to-business services?

The incoming of international delegations of buyers has always been one of our priorities. In 2016 we will further improve this aspect thanks to the inclusion of Vinality into the extraordinary plan for the promotion of 'made in Italy' launched by the Italian Government. Buyers selected by Vinality, together with those brought to Verona by the Italian Trade Agency (ITA), will take part to b2b meetings with exhibiting companies and to promotional tastings organized with the Regions and the

50 anni e non sentirli



Un'edizione storica, la 50esima. Un appuntamento imperdibile per i professionisti del vino. Giovanni Mantovani, direttore generale di VeronaFiere, svela le novità del prossimo Vinality, in scena a Verona dal 10 al 13 aprile 2016. Un anno decisivo per il salone internazionale dei vini e distillati, che da sempre rappresenta un riferimento e un supporto per il settore in ottica commerciale e di export. Per l'edizione 2016, previsti sempre più servizi ai clienti, siano operatori specializzati o espositori, con l'obiettivo di professionalizzare sempre più la fiera e offrire nuovi spunti d'incontro per la filiera internazionale del vino.



Protection Consortia. We are talking about professionals proceeding from 30 countries, from more consolidated markets to the emerging ones.

What about VeronaFiere's new investment plan?

The company has approved a three-year 46 million euro investment plan in order to offer a larger exhibition ground and a more efficient logistic system. Starting from this edition, Pavilion 10 will be enlarged, and our wi-fi connection has been improved as well.

Are there going to be dedicated areas for organic and international producers?

Among 2016 new features there is the displacement of Vivit and Vinalitybio to Pavilion 8. French, Spanish, Romanian producers of organic wines will be also exhibiting at Vinalitybio. Winemakers from Croatia and Slovenia, instead, will remain in Pavilion 6. Finally, the Vininternational Pavilion will be once again dedicated to global producers only. There, you will find a large Spanish collective of 18 companies, together with exhibitors from France, Australia, Portugal, UK, Georgia, Azerbaijan, Switzerland and Serbia.

In a few words, why shouldn't we miss the 50th edition of Vinality?

Coming to Verona represents a strategic business opportunity and a one-of-a-kind experience. Furthermore, we are talking about a historic anniversary for a trade show that has contributed to shape and tell the evolution of the entire Italian wine sector.

ELENA WALCH

www.elenawalch.com

**DENOMINATION**

Sauvignon Castel Ringberg 2014 Doc

GRAPES

Sauvignon.

LAND OF PRODUCTION

Grown exclusively in the Castel Ringberg estate sited on a steep hillside with loose soils consisting of clay and sand deposited by the Adige river, interglacial and morainic in origin.

ALCOHOL

13% Vol.

ORGANOLEPTIC CHARACTERISTICS

Our Castel Ringberg Sauvignon displays a strong, dense straw yellow color. The bouquet is defined by typical aromas: fruity with ripe gooseberries and a whiff of papaya, floral with elderflowers and with a hint of the exotic. Great potential and unique harmony convince in the mouth with fresh, tangy acidity, inspiring structure, elegant fullness, juicy minerals, inviting drinking pleasure and a long, evocative finish.

SERVING SUGGESTIONS

Seafood, fishes, vegetable dishes and pasta.

SERVING TEMPERATURE

12-14 °C

VINIFICATION

Static clarification through must refrigeration. A part ferments under a controlled temperature of 18°C with extended yeast contact. The rest (15%) ferments in barrique. Assemblage shortly before bottling, afterwards some maturation in the bottle.

AGEING

Maturation in bottle.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 l

TOTAL ACIDITY G/L

6,20

RESIDUAL SUGAR G/L

1,9

BOTTLE EAN CODE

8000905004341

TENUTE GUICCIARDINI STROZZI

www.guicciardinistrozzi.it

DENOMINATION

Vernaccia di San Gimignano Docg 'Cusona 1933' (vintage 2012).

GRAPES

100% Vernaccia di San Gimignano.

LAND OF PRODUCTION

Tenuta di Cusona, San Gimignano, Tuscany.

ALCOHOL

13% Vol.

ORGANOLEPTIC CHARACTERISTICS

Deep straw yellow with lively golden highlights. Floral, fruity, vanilla and almonds aromas. Full and smooth with long aftertaste.

SERVING SUGGESTIONS

Cheese, white meat, risotto and pasta or lasagna.

SERVING TEMPERATURE

12-14°C

VINIFICATION

Part in steel tanks, part in oak and part of the grapes are dried ('appassimento').

AGEING

Can last for a minimum of 8 to 10 years.

N. OF BOTTLES PRODUCED

30,000

SIZES

0,75 l

TOTAL ACIDITY G/L

6,20

RESIDUAL SUGAR G/L

2,5

BOTTLE EAN CODE

8007484000221

**FATTORIA LA RIVOLTA**

www.fattorialarivolta.com

DENOMINATION

Terra di Rivolta Aglianico del Taburno Riserva DOP 2009

GRAPES

100% Aglianico.

LAND OF PRODUCTION

Taburno, Sannio.

ALCOHOL

14.50% Vol.

FERMENTATION

Stainless steel tanks by punching down the cap.

SERVING SUGGESTIONS

Aged cheeses, lamb, pork, buffalo, filet, game.

SERVING TEMPERATURE

18-20°C

AGEING

New barriques 18 months, bottle 18 months.

N. OF BOTTLES PRODUCED

9,000

SIZES

0,75 l - 1,5 l

TOTAL ACIDITY G/L

5,90

RESIDUAL SUGAR G/L

0,3

**LE MANZANE**

www.lemanzane.com

DENOMINATION

Conegliano Docg

GRAPES

100% Glera.

LAND OF PRODUCTION

Manzan Hill, Vittorio Veneto.

ALCOHOL

11,50% Vol.

ORGANOLEPTIC CHARACTERISTICS

Bright straw color enlivened by fine and persistent perlage, ample and intense perfume of yellow fruit, peach, apple, banana and flowers of wisteria. Light perception of crusty bread, rich flavor, fresh, creamy with good fullness and length in full correspondence with the scent, elegant and harmonious.

SERVING SUGGESTIONS

Excellent as an aperitif and for moments of celebration, goes well too sweet after a meal.

SERVING TEMPERATURE

7-8 °C.

VINIFICATION

Cold settling of the must (5-7°C) and start the fermentation at average temperature of 16/17°C. Second fermentation in autoclaves with a second fermentation of about 40 days at temperatures of 13°C. Further stop on the lees for two months with periodic lifting of the same.

AGEING

Ageing in bottle for 30 days before placed in the market.

N. OF BOTTLES PRODUCED

16,000

TOTAL ACIDITY G/L

Min 5,5 - max 6,50

RESIDUAL SUGAR G/L

Min 17 - max 22

BOTTLE EAN CODE

8033040890203

**MARCHESI DE' FRESCOBALDI**

www.frescobaldi.it

DENOMINATION

Castelgiocondo Brunello di Montalcino.

Chianti Rufina Riserva Docg

GRAPES

Sangiovese.

LAND OF PRODUCTION

Castel Giocondo Estate, Montalcino.

ALCOHOL

15% Vol.

ORGANOLEPTIC CHARACTERISTICS

"Aromas of warm stones, dark fruits and walnuts follow to a full body, soft tannins and a savory finish. This shows ripe fruit and salty undertones that give it a wonderful juiciness. It's dense and tight now but will give so much pleasure in the future. Best ever from here. Drink or hold" James Suckling: 97 points.

SERVING SUGGESTION

Beef stews, braised meats and aged cheeses.

VINIFICATION

Inox.

SIZES

0,375 l - 0,75 l - 1,5 l - 3 l

TOTAL ACIDITY G/L

5,8

RESIDUAL SUGAR G/L

3,2

BOTTLE EAN CODE MEC

8002366009262

**ROCCA DELLE MACIE**

www.roccadellemacie.com

DENOMINATION

Chianti Classico Gran Selezione Docg "Riserva Di Fizzano"

GRAPES

95% Sangiovese, 5% Merlot.

LAND OF PRODUCTION

Castellina in Chianti.

ALCOHOL

14% Vol.

ORGANOLEPTIC CHARACTERISTICS

Color: intense ruby red. Nose: intense with hints of wild berries and a well-balanced spicyness. Taste: warm and properly sapid, with ripe red fruit aromas and a long finish.

SERVING SUGGESTIONS

Wine with long ageing potentials, it complements red meats, roasts, and game.

SERVING TEMPERATURE

18-20°C

VINIFICATION

Fermentation and maceration in stainless steel for about 15-20 days at controlled temperature.

AGEING

Grapes are cultivated exclusively in the vineyards of the Fizzano estate, an area that is particularly suited for high-quality winemaking. After fermentation most of the wine matures in 35hl French oak barrels, while a small proportion is aged in 225-liter barriques. After the blending the wine rest in the bottle for another year.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 l - 1,5 l

TOTAL ACIDITY G/L

5,3

RESIDUAL SUGAR G/L

3,5

BOTTLE EAN CODE

8002305914008

