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# THE ITALIAN WINE MAGAZINE

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SPECIAL  
EDITION

# REPORTAGE VINITALY 2016



# VOICES FROM VINITALY

In 2016 Italy's largest wine trade show celebrated 50 years. The historic edition of a not-to-be-missed event, attended by 130,000 professionals from around the world.

After a full agenda of wine tastings, seminars, competitions and courses in Verona, Vinitaly 2016 came to a close on Wednesday April 13. According to wine producers, the 50th anniversary of the world's largest wine event saw a notable increase in the caliber of trade and press attendees over previous years. This year's edition of Vinitaly brought in 130,000 tra-

de professionals from 140 countries, and more than 4,100 exhibitors occupied a record 100,000 square meters of exhibition space. International attendance reached nearly 50,000, with 28,000 accredited buyers from abroad, a 23% increase over last year. Let's find out something more about the show through the voices of its protagonists.

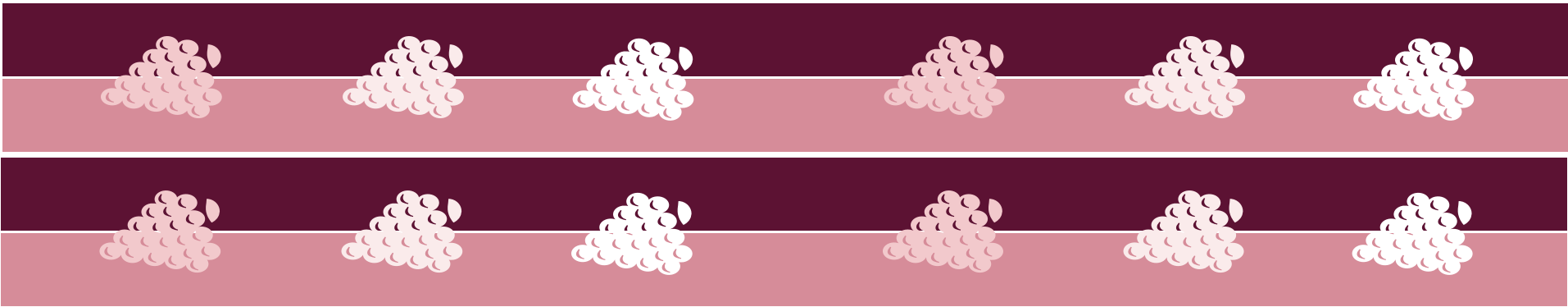
## Vinitaly: la voce delle aziende



Dopo quattro giorni di degustazioni, seminari, contest e convegni, si è chiusa lo scorso 13 aprile a Verona l'edizione 2016 di Vinitaly. Secondo i produttori, il 50esimo anniversario del maggior evento mondiale dedicato al vino ha visto un notevole incremento nella qualità dei visitatori, oltre che nel numero: ben 130mila professionisti, provenienti da 140 paesi, e oltre 4.100 espositori hanno occupato una superficie espositiva di 100mila metri quadri. Cresce del 23%, a quota 28mila, anche il numero di buyer internazionali accreditati.







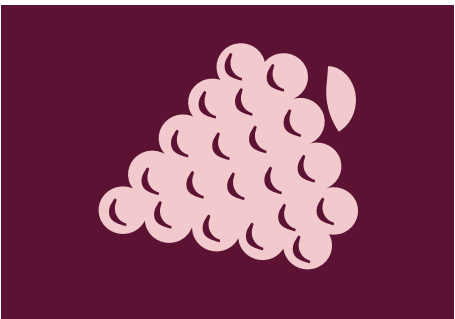
**CODICE CITRA**  
Giuseppe Colantonio, communication  
& marketing manager

"We have come to Vinitaly 2016 with several product news. We launched 'ChiChiBio' and 'Deea', two new organic and vegan wine ranges with a 100% eco-friendly packaging: the first one for retailers and the second one for the Horeca channel. Both made with autochthonous grape varieties such as Montepulciano d'Abruzzo, Trebbiano d'Abruzzo and Pecorino. Another two important new products launched during Vinitaly are the classic method sparkling wines of the Hortari range and the Ferzo range, for top class restaurants."



**CANTINE FERRARI - LUNELLI GROUP**  
Massimiliano Capogrosso, sales manager  
Italy

"In 2015 revenue of the Lunelli Group reached 80 million euro, rising 12% over previous year, and accounting for 80% of total turnover. The remaining 20% comes from the subsidiary company Bisol. Exports, instead, account for 25% of the company business. Last year Ferrari was awarded 'Sparkling Wine Producer of the Year' at the international contest 'The Champagne and Sparkling Wine World Championships 2015', as well as 'European winery of the year' at the Wine Stars Awards: the Oscars of wine."



**GRUPPO DONELLI**  
Angela Giacobazzi, export manager

"This year, as a symbol of our compromise in promoting the Italian wine sector, we have been awarded by the trade show organizers for taking part to all 50 editions of Vinitaly. In addition, our Lambrusco Reggiano Doc Dry 2014 Scaglietti bottle by Donelli received the '5 Stars Wines' award. The Lambrusco Ancestrale of Gavioli Antica Cantina, instead, was awarded with the golden label at the 20th International Packaging Competition. Finally, we have been carrying out a restyling of the Giacobazzi brand and logo with the launch of five new Lambrusco in the 'classic' and 'elite' versions, with labels describing the most characteristic features of each wine: Elegant, Fruity or Intense."



**CASA VINICOLA CALDIROLA**  
Olga Tosanotti, marketing manager

"Exports account today for about 30% of our total revenue. Spain, Germany and China have become our top destination markets. The most important news we present at Vinitaly is the partnership signed with the Milan football club, and the new bottle designed with the team logo: 'Gran Cuvée La Cacciatora'. In addition, here we present a restyling of our 'Maestri Cantinieri' range, for the retail channel."



**VOLPE PASINI**  
Emilio Rotolo, owner

"2015 harvest was the best in the last 40 years. The previous one, instead, was probably the worst. Exports are growing year after year, and today they account for about 60% of total turnover. Our top destination markets are Europe, Russia, North America and Asia. In the months ahead we will launch a new top white wine of the 2013 vintage."



**VALDO SPUMANITI**  
Pierluigi Bolla, president

"Valdo's 90th anniversary is a tangible proof of my family's compromise in the wine sector. Witnessed also by the new products that we presented at Vinitaly this year: together with the 'Jubilee Edition', celebrating our 90th anniversary, we launched a new range of Italian sparkling wines made from Falanghina and Passerina. A project we have been working on for many years, focusing our attention of autochthonous grape varieties and looking for the best cost/quality ratio, with the aim of taking our long-term experience and expertise all over Italy and the world."



**BOSCO VITICULTORI**  
Paolo Lasagni, managing director

"2015 was a very positive year for our company, that experienced a significant growth. The United States, United Kingdom, Germany and Russia, together with other global markets, account for 70% of the company total turnover. At Vinitaly we present the white and rosé sparkling wines Venezia Doc."



**BAGLIO DI PIANETTO**

For Baglio di Pianetto, Vinitaly 2016 was the perfect occasion to present 'Timeo 2015', made from Grillo grapes, as well as the results achieved in the field of organic. Renato De Bartoli and Marco De Bartoli are respectively the new company CEO and sales manager.

In the picture: Renato De Bartoli.



**CANTINE SGARZI LUIGI**  
Stefano Sgarzi, owner

"In 2015 revenue reached 28 million euro, rising 5% over previous year. Global markets account for a very significant part of our turnover: Germany, Canada, Russia, Japan and China are our drop destination countries. At Vinitaly we present several new products, in line with modern consumption trends, such as Stevia based products and alcohol-free wines, but also more traditional products like the new Vermentino Igt Terre Siciliane."

In the picture from left: Anna, Luigi Leonardo, Nadia and Stefano Sgarzi.



**SCHIOPETTO**  
Emilio Rotolo, owner

"In 2015 the growth of the Schiopetto brand, acquired by my family two years ago, was stunning: by about three percentage points. A brand we approached with humility and respect, and that we want to boast both in Italy and abroad. At the show we present a new packaging, a sort of return to the past: the restyling of a label designed in the 80's by Mario Schiopetto himself."



**CANTINE MARISA CUOMO**  
Marisa Cuomo, owner

The Cantine Marisa Cuomo, a company based in the Costiera amalfitana, is well known all over the world. At Vinitaly it showcased the entire products range, including 'Furore Bianco Fiorduva' and 'Furore Rosso Riserva', two wines of excellence.



# /reportage



## COLLIS-RIONDO

Claudio Rizzoli, sales manager

"In 2015 the company experienced a significant growth, also of exports. At Vinitaly we present the new 'Castelforte' premium wine label, characterized by a new packaging, including Doc still wines and autochthonous grapes from Veneto: from Soave Colli Scaligeri to single grape variety Grey Pinot, Garganega, Corvina and Merlot, passing from Valpolicella Superiore Doc, Valpolicella Ripasso Doc and Amarone della Valpolicella Docg".



## CANTINA VALTIDONE

Mauro Fontana, sales director

"In 2016 our winery celebrates its 50th anniversary, and therefore at Vinitaly we launched the '50 harvests project': a selection of grapes from our 50-year-old vineyards for the production of two wines representative of our history: Malvasia and Gutturino. Two wines characterized by a special bottle and an original logo, that will be distributed in the Horeca channel. In 2015 the company also strengthened the relationship with its clients, and closed the year with results in line with the previous one."



## ELENA WALCH

Karoline Walch, co-owner

"2015 harvest was great, and the vintage is going to be the best in the last 10-15 years, both for red and white wines. The Italian market accounts for 53% of total turnover, the remaining percentage comes from abroad, especially the US, Germany, Switzerland, Russia and Northern Europe. At Vinitaly we present two new products: the Kristallberg 2015 white Pinot, and the Gewürztraminer 'Concerto Grosso' 2015, a blend of grapes from Tramin."



## MIONETTO

Paolo Bogoni, chief marketing officer

"2015 was a very positive year for our company, with revenue rising by 15%, at 66 million euro. At Vinitaly we present several news: such as the first Prosecco Doc 100% of the Avantgarde Collection, a label that is going to further strengthen our presence in this fast developing sector."



## CANTINA 4 VALLI

Massimo Perini, owner

"In 2015 the positive results achieved on the domestic market, as well as in the US, managed to counterbalance the difficulties met in Russia due to the depreciation of the Ruble. Furthermore, in the past months we started selling our wines in Brazil. Another step forward in our internationalization plan: exports account today for 50% of total revenue."



## RUFFINO

Tommaso Alessandri, sales & marketing director

"Ruffino closed 2015 with revenue exceeding 92 million euro, rising 13% over previous year. And the first months of 2016 have been confirming this growing trend. Foreign markets account for about 90% of turnover. In Italy, instead, 30% of our wines are distributed through the retail channel. At Vinitaly we present the new Chianti Docg in one liter size, awarded with the silver medal during the 20th edition of the International Packaging Competition."



## CANTINE DUE PALME

Angelo Maci, president

"2015 was an amazing year for our winery, on the side of quality and volumes alike, that closed with a 12% growth in revenue. Exports account for 70% of turnover, and are developed in 40 countries, mainly Switzerland, Germany and UK. At Vinitaly we present 'Amaluna', a new sparkling wine branded Due Palme, the first 'made in Salento' charmat method."

## PHILARMONICA

Massimiliano La Rosa, sales manager

"Philarmonica is both a wine producer and distributor. In 2015 we signed a new partnership agreement with five small producers from Alto Adige, that led to the creation of the Winzenberg brand. We also established a joint venture with the craft brewery Er Borqueròn, and created three beers made with a part of sea water. In addition, we keep distributing in Italy the famous Champagne brand Charles Heidsieck."

In the picture: Massimiliano La Rosa and Eleonora Montjourides.



## CARPENÈ MALVOLTI

Domenico Scimone, global sales & marketing director

"2015 was a strategic year for Carpenè Malvolti, since our wines started again to be sold directly on the domestic market. Followed by Germany, during the first months of 2016. At Vinitaly we celebrate the 140th anniversary of Scuola Enologica Conegliano (Conegliano Wine School), that has an historical strong connection with our winery. We also present our new Carpenè Malvolti Tarvisium classic method, a sparkling wine made from Chardonnay and Pinot Noir grapes from Trentino."



## NATALE VERGA

Paolo Romito, sales manager Italy

"2015 closed on a positive note, with 33 million euro in revenue. Exports account for 30% of turnover, and our top destination markets are the US, Japan, China and the UK. At Vinitaly we present three new products: Primitivo di Manduria Doc, Governo all'uso Toscano Rosso Toscano Igt and Terre Siciliane Igt Shiraz. Together with the wines of the Organic line: Grillo Catarratto Igt Terre Siciliane and Nero d'Avola Cabernet Igt Terre Siciliane, the latter awarded with the golden medal during the International Packaging Competition."



## DUCA DI SALAPARUTA

Benedetta Poretti, communication manager

"Overall, 2015 was a positive year. Revenue exceeded 40 million euro, and foreign markets account for 30% of this value. The US, Germany, Japan, Belgium, Brazil and Canada are our top destination markets. Among the many new products we brought at Vinitaly, I would like to mention 'Sciaranèra', a Pinot Noir from the Etna volcano branded Duca di Salaparuta."





Sgarzi Luigi



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## MARCHESI MAZZEI

Francesco Mazzei, vice president and CEO

"2015 wines are characterized by an amazing quality level. And last year revenue growth was 9%. Our products are distributed both in food service and retail. A channel, the latter, that we are going to develop even more in the years ahead, thanks to the requalification process carried out by several retail chains. At Vinitaly we present 'Tirreno', Maremma Doc with Bordeaux style blend and the addition of Alicante."



## LA GIOIOSA

At Vinitaly 2016 La Gioiosa presented the new Asolo Prosecco Docg Millesimato 2015. A label created in the Docg Asolo production area, where La Gioiosa - one of the largest and most renowned Prosecco producers - is headquartered. The creation of an Asolo Prosecco Docg Extra Dry Millesimato was therefore a natural step for this company from Veneto.



## CAVIT

In 2016 Cavit has come to Vinitaly for the 50th time, which means that the winery didn't miss a single edition of the show. During the event the company launched a new sparkling wine: Müller Thurgau Cuvée Speciale Millesimato 2015 Dolomiti Igt charmat method. A product characterized also by a unique package: an elegant bottle, awarded with the golden label during Vinitaly's 20th International Packaging Competition.



## LA VIS

Massimo Benetello, general director

"During Vinitaly 2016 Cantina La Vis hosted in its booth over 2,000 trade visitors, among buyers and clients, both Italian and foreign, interested in our brands: La Vis, Durer Weg and Cesarini Sforza. The company has also been repeatedly awarded for the quality of its wines: the Cabernet Sauvignon Ritratti 2012 was prized with the '5 Star Wines', and the Cembra Pinot Nero Vigna di Saosent was included among the best 50 #popwine of the Gazzetta dello Sport newspaper."



## AZIENDA AGRICOLA TORTI "L'ELEGANZA DEL VINO"

Patrizia Torti, owner

"At Vinitaly 2016 we launched two projects, one for social responsibility and one for innovation. The first one is called 'Tatù wine jewel', a sparkling wine from Pinot Noir and Chardonnay grapes in an elegant gift packaging that will support the fight to stop violence against women. The other news is our participation in the 'Dolce Vita - Salute e Gusto' project: a brand new line made of healthy food products, that includes the Pinot Noir Doc OP in the classic and white versions."

In the picture from left: Silvia Vecchiotti, Laura, Giusy and Patrizia Torti.



## SANTA MARGHERITA

In 2015 the company experienced a 7% growth of turnover. Production exceeded 19 million bottles and revenue reached 118 million euro, about 50 millions proceeding from the strategic US market. Overall, two-thirds of revenue are generated by 85 world countries. Last year the new production site of Greti in Chianti was inaugurated, and the works for the expansion of the historic winery of Fossalta di Portogruaro began. At Vinitaly the Group presents the restyling of its Prosecco Doc range, with the creation of a new bottle.



## VILLA SANDI

Giancarlo Moretti Polegato, president

"The Group closed 2015 with revenue exceeding 12.5 million euro, rising 19% over previous year. Exports account for 60% of total turnover, and our wines are distributed in 90 world countries, including the US, the UK and Germany. At this edition of Vinitaly we have a larger booth, characterized by a strong visual impact, where visitors can get to know all Villa Sandi estates, from the Cartizze Hill, where our multi-awards winning Vigna La Rivetta is produced, to the Docg Valdobbiadene, passing from Montello and Colli Asolani."



## ALLEGRI

Alberto Lusini, marketing director

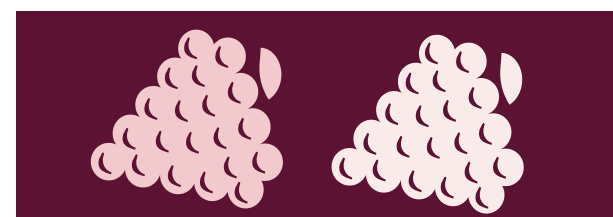
"2016 started on a very positive note, with rising sales numbers. Exports account today for 85% of total turnover, with the US, Sweden, Norway and Germany as our top destination markets. At Vinitaly we present a limited edition of our historical label, La Grola. And beyond the 'Winery of the Year' awards from Gambero Rosso, the Allegrini family is involved in many interesting projects such as the sponsorship of the New York Guggenheim Museum."



## MONDODELVINO

Enrico M. Gobino, marketing manager

"In 2016 we will be deeply involved in obtaining an important environmental certification: ISO14001 with Life cycle assessment. At Vinitaly we presented some products typical of Piedmont: Ricossa Piemonte Doc Barbera Appassimento, highly appreciated abroad, and the new Nebbiolo d'Alba Metodo Classico 2013 Millesimato, in the Cuvage sparkling wine range. But also 'Acquesi', with Cortese Piemonte Doc Martiniotti method, and its original floral bottle."







### VINICOLA DECORDI

Alessandro Decordi, sales & marketing manager

"2015 revenue reached 15 million euro, while production results were in line with 2014. Exports account for 80% of the company turnover, mainly directed to Spain, Japan, Russia and Brazil. At Vinitaly we present the widening of the 'Borgo Imperiale' range, the most requested by the Italian food service."



### FEUDI DI SAN GREGORIO

Novella Parziale, marketing manager

"2015 war a positive year, also thanks to the beginning of our collaboration with Maison Beizel, historical Champagne producer, that we now distribute in Italy. Exports are on a rising trend too, with a 35% share on total revenue. Germany, the US and Japan are our core markets. At Vinitaly we present the new vintages of our white and red wines, as well as the new acquisitions made in the Bolgheri and Etna production areas."

In the picture: Francesco Domini, director



### CANTINE F.LLI BONELLI

Elena Bonelli, owner

"We brought to Vinitaly our entire range. Starting from Gutturino Doc Riserva 2012, prized with the '5 Star Wines' award. We also present our organic labels: Trebbiano Val Trebbia Doc and Barbera Doc Colli Piacentini. In 2015, with the aim of valorizing our land, we collected 175,000 kilos of organic grapes. And on the 11th of June, for the 10th consecutive year, we will hold a conference devoted to sustainability."



### DONNAFUGATA

José Rallo, Ceo

"At the show we presented a new concept of Donnafugata wines. Starting from the needs and demands of wine lovers, we have created four collections: 'Vini icona', such as Mille e una Notte and Ben Ryé, 'Eleganza Mediterranea', 'Versatili di carattere' and 'Freschi e fruttati'. In addition, we presented the new Brut Rosé Millesimato 2012, a classic method from Pinot Noir grapes, aged 30 months on the lees, strong and elegant at the same time."



### PICCINI

Camelia Lazar, pr & communication manager

"The Piccini brand is today well known both on the domestic and international markets. Our future goal is to further strengthen our presence on the national territory, mainly through the retail channel. The historic Chianti Geografico brand will enable our company to develop new important synergies too, and we are aimed at improving our business in Southern Italy, through the valorization of the different vineyards."

In the picture from left: Maurizio Rossi, national account manager Italia, Mario Piccini and Camelia Lazar, pr & communication manager.



### RONCO DEL GELSO

Giorgio Badin, owner

"2015 closed with a 6-7% growth in revenue. As regards production, after a disappointing 2014, last year was characterized by high quality levels and large volumes. Global markets account for 35% of turnover, and our wines are distributed in many countries, most of all in Europe and the US. During Vinitaly we presented our entire range of wines."



### CANTINE VOLPI

Carlo Volpi, owner

"2015 was a positive year for Cantine Volpi, with revenue increasing by about 10%. Exports, in particular, showed a dynamic growth trend. During Vinitaly 2016 we launched a new range of sparkling (frizzante) wines."



### CANTINA DI SOAVE

"At Vinitaly 2016 we present many new products aimed to the valorization of the geographical designations and to the strengthening of company brands. Among the new wines presented in Verona: classic method spumante 'Settecento33 Lessini Durello' and three wines of the 'Rocca Sveva Selection' - Nottefonda, Chiaropuro and Notarosa. For the retail channel, we also present the 'Cadis' range".

### BORTOLOMIOL

Elvira Maria Bortolomiol, vice president

"In 2015 the company revenue increased by 12%. Exports are on a rising trend too, and today they account for 30% of total turnover, but in three or four years we are aimed at increasing this share to 40-50%. We are distributed in the modern channel with our new 'Millesimati Doc' range, but food service remains our core business. At Vinitaly we present the 'Gran Riserva 2013'."



### LA VERSA

In 2015 La Versa produced about 2.5 million bottles. Exports account for 10% of the company turnover, and European countries are the company's top destination markets. New products will be presented by the end of the summer: high quality classic method sparkling wines and a red premium wine.



### AGRIVERDE

Agriverde brought to Vinitaly its entire organic wine range. With some innovations such as the spumanti 'Zetis' and '830 silver label'. Among still wines, the 'Natum' range, that after Montepulciano, Pecorino, Cerasuolo and Trebbiano now includes three new varieties: Cabernet Sauvignon, Passerina and Chardonnay, certified organic and vegan.

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## CEVICO - DUE TIGLI

Paolo Galassi, Ceo

"Last year international markets, up by 10%, performed definitely better than the domestic one. The company's total revenue reached 130 million euro. At Vinitaly 2016 we present many new products: for the retail channel, a new Cantine Ronco bottle with flip top, as well as the 0.25 L San Crispino brik. And after the show we will launch two more products."



## CANTINA DI CARPI E SORBARA

Carlo Piccinini, vice president

"Our brand is fast growing, and we are focused on developing the bottled segment, and on producing high quality Lambrusco, since we want to lead the re-discovery of this great wine from Emilia Romagna. At Vinitaly we present 'Omaggio a Gino Friedmann', an ambitious project aimed at recovering the most authentic essence of Sorbara, of its story and territory."

## CASALBORDINO

Massimo Zuccarini, marketing & sales manager



"At Vinitaly we present several news. Starting from the widening and restyling of our organic wine range, called 'Sunelle', now made of Red Igt, White Igt, Grey Pinot Igt, Pecorino Igt, Chardonnay Igt, Montepulciano Doc and Trebbiano. In addition, in May we will start selling a Pecorino Superiore Igt, in the Borgognotta bottle."



## LE MANZANE

Ernesto Balbinot, owner

"In 2016 we experienced a slight drop in sales volumes, but a significant rise in value. 70% of the company turnover comes from international markets. Russia and Brazil posted a slight decline, counterbalanced by our entry in new strategic markets. The new product we presented at Vinitaly is 'Springo Blue', the Brut version of Springo Conegliano Prosecco Superiore Rive di Manzano Docg Dry, a product we launched in 2015."

In the picture: Ernesto and Marco Balbinot.



## FANTINEL

Stefano Fantinel, Ceo

"In 2015 both our global and domestic sales experienced a rising trend, most of all due to the growing popularity of Prosecco. Revenue reached 25 million euro, also thanks to strategic markets such as the UK, the US and Brazil. Russia, instead, is slowly decreasing. At Vinitaly 2016 we officially launched 'The Independent Prosecco - Denim Edition'. An exclusive special spumante Millesimato branded Fantinel and Italian Independent. New label of a world renewed brand."



## MARCHESI DE' FRESCOBALDI

Filippo Marini, marketing director

"In 2015 the company revenue reached 95 million euro, growing 8.7% in Italy and 15% on global markets. We recently completed the acquisition of two new estates, one in the Montalcino and one in the Chianti Classico production areas. Exports account for about 70% of turnover, and the US, Canada and Germany are our top destination markets. In Verona we launched two new products: a rosé and a sparkling wine."



## CANTINE RIUNITE & CIV

Francesca Benini, sales & marketing director

"At Vinitaly 2016 Cantine Riunite & Civ presented a brand new look for its Prosecco Maschio, whose range has been completed with the Magnum size. In addition, we launched the Rosé Extra Dry spumante and completed the restyling of the 'Shah Mat Bianco', both branded Maschio dei Cavalieri. Two new sparkling wines have been included in this range: a Chardonnay and a Pink Pinot. Three more new products are Lambrusco Emilia Igt metodo ancestrale 'Senzatempo Riunite', Prosecco Doc Treviso col fondo 'Senzatempo Maschio' and Pinogioletto Doc metodo ancestrale Senzatempo Righi."



## VINI LA DELIZIA

Pietro Biscontin, director

"2015 revenue was 38 million euro, and the goal is to reach the value of 43 million euro by July 2016. Exports account for 60% of total turnover, and our key destination markets are the US, Germany, the UK, Belgium and Holland. Apart from Russia, we are also entering Turkey and Mexico. At the show we presented a preview: a Grey Pinot spumante that aroused the interest of many foreign buyers."



## DRUSIAN

Francesco Drusian, owner

"During Vinitaly 2016 we presented the new bottle for the sparkling wine Conegliano Valdobbiadene Prosecco Superiore Docg range, characterized by a unique and original design, inspired by the official tasting glass of our famous bubbles. Including a refresh of the spumante rosé 'Rose Mari' and 'Gujot' Prosecco Doc labels."



## CASA VITIVINICOLA TINAZZI

Giorgio Tinazzi, owner

"We have come to Vinitaly with an enlargement of our Apulian wine range, now including Aglianico and Fiano del Salento. But it is worth mentioning also Veneto, with Bardolino Charetto Dop 'Campo delle Rose' and Valpolicella Ripasso Superiore Dop 'Monterè'. We produce 4 million bottles every year, and exports account for 90% of turnover."



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**AZIENDA VINICOLA BOSCO NESTORE**  
Stefania Bosco, managing director

"2015 was a positive year, also thanks to our global business, that is worth about 70% of total turnover. In Italy we are mainly distributed in the Horeca channel, but we are also entering modern distribution. Among the most significant news, it is worth mentioning the high-quality 'Storica' range: made of typical Apulian wines."

*In the picture from left: Giovanni and Stefania Bosco.*



**VINICOLA SERENA**  
Chiara Serena, marketing manager

"In Verona we present our entire range of wines, from Valdobbiadene Prosecco Superiore Docg Brut Millesimato 'Ville d'Arfanta' to the Champagne De Vilmont, a brand belonging to our company. At Vinitaly we also showcase the Bianco Spumante Gran Cuvée limited edition, with an artistic sleeve designed by the young street artist Sam Torpedo."



**SARTORI**  
Enrico Olivieri, export manager

"2015 was a positive year, in particular for our international business, that experienced a significant growth. At Vinitaly 2016 we officially present 'Passione', a structured red wine undergoing a slight drying of grapes. We also present a white and a red Igt Venezie wines, without sulphites and organic certified, branded Mont'Albano."



**COLESE**  
Antonio Bortolin, sales manager

"In 2015 Asian markets were extremely dynamic, and our Cartizze started being distributed in Australia too. During Vinitaly we presented a packaging innovation: the restyling of the Dry and Brut Cartizze. The latter version is now celebrating its 10th anniversary. In addition, 'Rosé Dolomica' has changed grape composition, with the addition of Pavana, autochthonous variety from the Dolomites, to the Pinot Noir."

*In the picture from left: Vlado and Antonio Bortolin.*



**LA FORTEZZA**  
Antonella Porto, export manager and Enzo Rizzo, owner

"Our company produces about 250,000 bottles every year, with revenue of about one million euro. 40% of our turnover comes from global markets, especially the US, China, Japan and Northern Europe. In Verona we present 'Selfie Brut', a Brut charmat method."



**LEONE DE CASTRIS**  
Piernicola Leone de Castris, CEO

"In 2015 the company total revenue was 10 million euro, rising 7% over 2014. Half of our business is developed abroad, where our top destination countries are Germany, the UK, Czech Republic, the US and Canada. During Vinitaly we presented two new products of the 'Per Lui' range: the Susumaniello and Ottavianello labels."



**MASCIARELLI TENUTE AGRICOLE**  
Marina Cvetic, owner

"In 2015 our production was about 2.5 million bottles, and the company saw a significant growth in revenue and in the average value of its products. Today, exports account for 55% of total turnover, realized in 55 countries. At Vinitaly 2016 we present the 'Gianni Masciarelli' range and 'Iskra', the Cru Marina Cvetic, that since the 2009 vintage bears the Docg Colline Teramane appellation."



**BISOL**  
Desiderio Bisol, technical director

"During Vinitaly we presented 'Private Collection', a limited edition, result of a long research for high quality. The collection is made of products of excellence: from the Valdobbiadene Prosecco Superiore Docg 'Garnei', characterized by a long ageing, to the sulphites-free 'NoSo', passing from the Classic Method 'Relio' and the zero dosage 'Cartizze'."



**CANTINA COLTERENZIO**  
Wolfgang Raifer, director

"During Vinitaly 2016 we presented the most recent 'masterpiece' of our winery: it is called 'Perlise', a Gewürztraminer from Alto Adige. One of the white wines most demanded by the domestic market. A product available in different versions, in order to satisfy all customer needs."



**DIEVOLE**  
Enrique Almagro, president

"130 hectares in Chianti Classico, 400,000 bottles produced every year, a 3 million euro turnover and a 40% export share. At Vinitaly, Dievole presents the new packaging of its Brunello di Montalcino 2010 Riserva and the new vintages of Igt Toscana 'Le Due Arbie' in the white, red and rosé versions."



**TENUTA LAMBORGHINI**  
Silvio Tschang, co-owner

"2015 was a turning year for our company, when the new shareholding structure was established. At Vinitaly we present the new Prosecco range, made of three spumanti wines, in the Doc, Docg, Extra Dry and Brut versions. But also the two 'Cent'anni' labels: Rosso Umbria Igt and Grechetto Umbria Igt, to celebrate the centenary of Ferruccio Lamborghini's birth."



**DUCA DI DOLLE**  
Andrea Baccini, owner

"At Vinitaly 2016 the attention was focused on our entire wine range, in particular on Superiore di Cartizze 'Zero' and Rive di Rolle 'Cuv', as highlighted during a dedicated tasting, led by the renowned sommelier Alessandro Scorsone. The perfect occasion to discover the results of years of experimentation, and to appreciate the characteristics and flavours of the lands they belong to."

*In the picture from left: Andrea Baccini and the sommelier Alessandro Scorsone.*





**MASI AGRICOLA**  
Giacomo Boscaini, brand ambassador

"We are the seventh generation of the Boscaini family, owner of Masi, historic producer of Valpolicella, and one of the 20 largest Italian wineries. For several years we have been implementing a sustainable agriculture in our vineyards, with the aim of reducing our environmental footprint as much as possible. Our vineyards in Tuscany and Argentina were certified organic in 2014 and 2015 respectively. We distribute our wines in about 100 countries, and exports account for 90% of turnover."



**GRUPPO ITALIANO VINI**

Gruppo Italiano Vini 2015 turnover was 358 million euro, rising 10% over 2014. Also exports are on a rising trend, now accounting for 77% of turnover (it was 74% last year). Partner companies presented many new products at Vinitaly: a new Prosecco Superiore Doc range branded cantina Santi; the new Terrarossa 'Gran selezione', made of Chianti Classico grapes, branded Melini; and the new Prosecco Valdobbiadene Superiore Docg branded Bolla.

**CANTINA DELLA VOLTA**  
Angela Sini, Ceo

"Our company is young, but it relies on a strong tradition. I am talking about the compromise of the Bellei family, at the head of this company for four generations. We strongly believe in the potential of Lambrusco di Sorbara, and at Vinitaly we launch a new classic method 2012 made from Lambrusco di Sorbara grapes only, vinified in white."

**LA MONTINA**  
Michele Bozza, export & marketing manager

"With a 20% growth in revenue, 2015 closed on a very positive note for our company. Abroad, our wines are distributed in Northern Europe, Japan and the US. A market, the latter, particularly complex for Franciacorta producers, but that is starting to grow. Among most important news, apart from our conversion to organic, we present a Millesimato 2009 Brut aged five years on the lees. In addition, we have become official sparkling wine of the Milan football team."



**TENUTA CAVALIER PEPE**  
Milena Pepe, general director



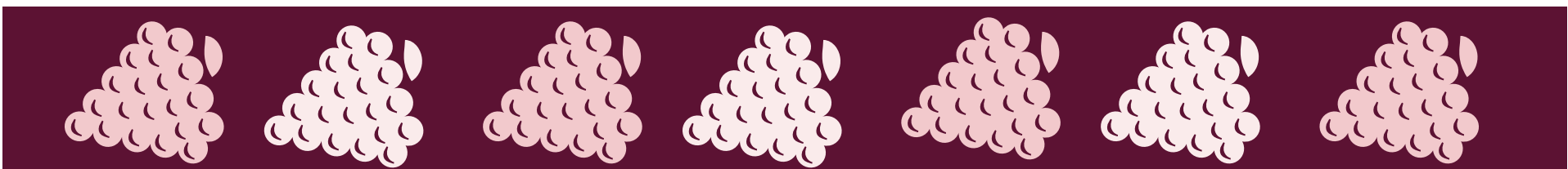
"Our family estate, covering 50 hectares in the heart of the Docg Taurasi, closed 2015 with results in line with the previous year. And thanks to a positive season and a sunny harvest, production was characterized by high quality too. Exports are fast rising, mainly in North America and the Far East. At Vinitaly we present, among other products, the Taurasi Docg Riserva 2009, that scored 91 percentage points at the '5 Star Wines' contest."

In the picture: Cavalier Angelo Pepe e Milena Pepe.



**BELLUSSI**  
Enrico Martellozzo, owner

"With a 21% growth in revenue, we are very please with 2015 results. We are entering the modern distribution channel, and therefore launched a redesigned and more attractive packaging for our Cuvée Prestige 100% Pinot Noir. Made from grapes of selected Oltrepò Pavese producers. International markets account today for 40% of total turnover."



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### FATTORIA LA RIVOLTA

Paolo Cotroneo, owner

"2015 was a positive year for sales. We posted a significant growth, despite the bad harvest of 2014. Exports account for one third of revenue, but we are aimed at increasing this share even more. At Vinitaly we presented a packaging innovation: the QR code on our wine labels, as part of a 'transparency' project launched in the Campania Region."



### CANTINE CECI

Mariateresa Ceci, owner

"We have come to Vinitaly 2016 with an important news: Nani di Otello. Two sparkling wines dedicated to Bruno and Giovanni, sons of Otello, founder of Cantine Ceci. An ambitious project, born from the collaboration with the enologist Nico Danesi. Two Millesimati 2014, in the Brut and Extra Dry versions, made with Chardonnay grapes. And a one-of-a-kind packaging, remembering of the old-style perfume bottles, with a square label."



### ROSA DEL GOLFO

Damiano Calò, owner

"After a difficult 2014, last year closed on a bright note, with a 3% growth in revenue. Global markets account for 40% of the company total turnover, especially the German, US and Swiss markets. Both in Italy and abroad, we are distributed in the food service channel only. And in 2016, after Prowein and Vinitaly, we will attend Vinexpo Hongkong."



### SALCHETO

Mario Turrini, general manager

"Vinitaly remains the best marketplace for Italian wines. As highlighted every year by the increasing number of international buyers attending the show. This year, in particular, we had the chance to meet many trade professionals from Colombia. In Verona, we also presented our crowdfunding project, aimed at creating the Wine School of Sustainability ([www.thewineschool.it](http://www.thewineschool.it)), an educational program made of marketing, ethic and good wine."

*In the picture: Michele Manelli, owner.*



### CANTINE CAPETTA

Chiara Del Tufo, marketing manager

"We are satisfied with 2015 results. In particular for the international business, that is experiencing a growing trend. Today, exports account for 40% of the company total turnover. At Vinitaly we present the complete restyling of the Duchessa Lia brand, with the inclusion of a Cuvée Brut."



### UMBERTO CESARI

Anna Scanavacca, marketing & communication

"During Vinitaly we presented the restyling of our 'Colle del Re Passito', that after 20 years has been given a brand new look, able to mirror the changes taking place inside our company, with a total refurbishment of the production plant and of its image. Our dessert wine, result of a slow drying of grapes and two-year aging process in barrique, was awarded with 93 scores by *The Wine Advocate*."



### CASA PALADIN

Alessandra Gorgato, communication manager

"2015 was a good year for Casa Paladin. Exports account for 50% of total turnover. The US, Japan and Europe, especially Germany, are our core destination markets. At Vinitaly we officially present the Casa Paladin group, bringing together the four companies belonging to the Paladin family: Paladin in Veneto, Bosco del Merlo in Veneto and Friuli Venezia Giulia, Castello Bonomi in Franciacorta and Castelveccchi in Radda in Chianti."



### EUGENIO COLLAVINI VITICOLTORI

Manlio Collavini, owner

"In 2015 international sales posted a 20% growth in revenue, reaching 10 million euro. Exports account for 65% of total turnover. Canada is our top destination country, but also the Far East is a fast developing market. At Vinitaly we present Ribolla Gialla, an autochthonous wine that is a special part of our story."

*In the picture from left: Eugenio Collavini together with his father Manlio.*



### PASQUA VIGNETI E CANTINE

Sara Biasi, communication & marketing manager

"2015 closed with revenue for 42 million euro. 87% of our business is made on international markets, first of all in North America. Italy only accounts for the remaining 13%. At Vinitaly 2016 we present the PassioneSentimento label, dedicated to our connection with the territory of Verona. Three wines for a young target of consumers: a red and a white wine, whose structure is given by grapes drying, and a Prosecco Doc."

*In the picture: Umberto Pasqua di Bisceglie, president.*

# WAITING FOR THE 51ST EDITION OF VINITALY (9-12 APRIL 2017)...

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