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THE ITALIAN WINE MAGAZINE

BUYER'S • GUIDE

YEAR 4 - N° 7/8 • JULY/AUGUST 2016

SOUTH AFRICA PLANNING TO DOUBLE TAX-FREE WINE EXPORTS TO EU

South Africa plans to double exports of duty-free wine to the European Union after reaching a trade agreement, which includes Namibia, Lesotho, Swaziland and Botswana. It means that South Africa can export 110 million litres (29 million gallons) of duty-free wine, up from the current 48 million litres. The EU region accounts for 75% of the nation's annual offshore wine sales, valued at 5 billion rand (330 million dollars). "We hope to see winemakers capitalise on this opportunity to build Brand South Africa, as well as the reputation of their own brands," Michael Mokhoro, a relationship manager for South Africa's wine and brandy industries, said in the statement. He added that the agreement "offered a much-needed boost for the industry that had been besieged by drought and a tough global climate". South Africa is the world's seventh-largest producer of wine and has almost 100,000 hectares (247,000 acres) of vineyards, mostly in the Western Cape province. Exports to the EU will increase by 1 million litres annually, according to Mokhoro.

BARNES & NOBLE TO START SELLING WINE AND BEER AT SEVERAL STORES

Bookstore giant Barnes & Noble is bringing beverage alcohol to several of its stores as part of a new concept aimed at reviving the company's lackluster performance. In October, Barnes & Noble will begin offering wine, beer and an expanded food menu at its Eastchester, New York location. Later in the year, it will follow suit for stores in Edina, Minnesota; Folsom, California; and Loudon, Virginia. The company says its goal is to significantly increase food and beverage's share of its overall business from its current figure of slightly less than 10%. Barnes & Noble's total sales have been flat-to-down over the past few years.

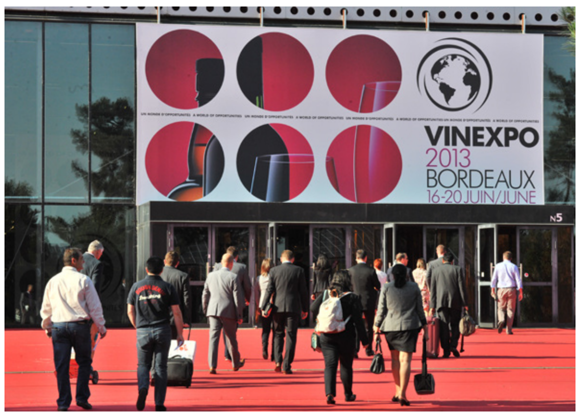
RIBOLI FAMILY WINE ESTATES OPENS NEW ENERGY-EFFICIENT WINERY IN PASO ROBLES

Riboli Family Wine Estates has opened a new energy-efficient production facility. Located in Paso Robles, California, the winery will serve as the production home for all brands under the family's portfolio including San Antonio Winery, Maddalena, Opaque, San Simeon, and others. With an estimated 50,000-case capacity for the upcoming harvest. In addition to its California portfolio, Riboli imports Italy's Stella Rosa, an Impact "Hot Brand" that grew 21% to 1 million cases last year.

WINE IS SPAIN'S MOST SOLD ALCOHOL DRINK, ACCORDING TO NIELSEN

Wine is the most sold alcohol drink in Spain and the most sold drink after water, according to Nielsen's study, Market Trends. Sparkling wine sales rose by 5.7% in the first quarter of 2016, while water sales were up by 6.3%. Most other drinks categories showed an increase, including: beer (+3.9%), alcoholic drinks (+2.4%) and soft drinks (+0.3%). Only juice drinks saw a fall in sales (-0.6%), according to Vinetur.com. The study also showed that overall supermarkets' sales increased in the same period.

UPDATED PROGRAM FOR VINEXPO BORDEAUX (JUNE 18-21, 2017)



Vinexpo has updated the programming for its 2017 event in Bordeaux, set to be held June 18-21. The four-day event will feature a new "Hosted Buyers" program, in which Vinexpo will invite 200 new international buyers spanning a wide range of channels, including the e-commerce, travel retail, off-premise and on-premise sectors. These buyers, as well as all registered exhibitors, will be able to participate in the event's "One to Wine Meetings," which aim to connect exhibitors directly to pre-registered visitors. Additionally, Vinexpo will offer a new space dedicated solely to organic and natural wines, showcasing around 200 producers. The 2017 event, which is expected to draw 48,000 visitors, will mark the 19th edition of Vinexpo Bordeaux.

TERLATO ENTERS CANNED WINE WITH SEVEN DAUGHTERS

Terlato Wines is set to enter the canned wine segment with the launch of a Moscato Veneto and California Pinot Noir under the Seven Daughters brand. Noting that cans are the fastest-growing packaging category for wine in the US, with volume up 270% compared with a year ago. The new Seven Daughters offerings "represent a major growth opportunity" for the female-focused brand, said the company. According to Impact Databank, Seven Daughters crossed 200,000 cases in 2015 on 14% growth, and Terlato said the brand is up by 27% over the past year, with its Moscato seeing particular success in the by-the-glass segment. Seven Daughters' new canned wines will retail at 14.99 dollars a four-pack of 250 ml cans.

ITALY'S FRESCOBALDI TOSCANA IS LAUNCHING ITS FIRST ROSÉ WINE

Italy's Frescobaldi Toscana is launching its first rosé wine, which is debuting in the US through Napa-based importer Folio Fine Wine Partners. Frescobaldi's Tenuta dell'Ammiraglia Alie Rosé is made from 98% Syrah and 2% Vermentino. Some 300 cases from a total production of 1,750 cases are headed to the US. Alie Rosé will be available nationally, retailing at about 18 dollars. The family-owned Frescobaldi Toscana is comprised of nine estates covering a total of 1,100 hectares (2,700 acres).

US BEVERAGE ALCOHOL MARKET POSTS GAINS

The IWSR's recently released 2016 US Beverage Alcohol Review shows gains across the beer, wine and spirits categories led by brand innovations and premium pricing. The wine category, in detail, increased 1% in 2015 to end the year at 351.6m nine-litre cases, keeping up the momentum of over two decades of continual growth. Imported wine accounted for 26% of overall wine sales, while domestic wine was 74%. Still light wine comprises over 90% of the overall wine category at 317.1m nine-litre cases. On the imported still light wine side, leading brand Yellow Tail decreased volumes by -3% last year. Cavit, Concha y Toro, Riunite and Fish Eye round out the top five and, collectively, these leading brands lost -1.8% share last year. Imported brands that posted increases included Lindemans (+6.9%), Kim Crawford (+17.2%), Ruffino (+12.4%), Oyster Bay (+22.9%), Roscato (+45.7%), Castello del Poggio (+18.9%) and Nobilo (+11.7%). Total sales of imported still light wines increased by 2.3% in 2015 to reach 80.6m nine-litre cases. Rosé wines held a 16% share of the still wine category last year and were within two-tenths of a percentage point over the last five years. Sparkling wine continued to outperform the overall industry last year by posting a gain of 6.2% to 20.6m nine-litre cases. The 6.2% gain in 2015 was significant in comparison to the 3.7% growth rate posted a year earlier. The prosecco category was a mere 63,000 nine-litre cases in 2005, which held a 0.5% share. Prosecco has since grown at an annual compound growth rate (cagr) of 43.5%, ending 2015 up nearly 30% and holding a 11.9% share of the sparkling wine category. Spanish cava has also increased, although not at a comparative rate to prosecco. Cava held a 7.5% share of sparkling wines in 2005 and that increased to an 8.8% share last year on a 5.3% cagr.

BAROLO'S VIETTI WINERY BOUGHT BY US COMPANY KRAUSE HOLDINGS

Kyle Krause, owner of the US convenience store chain Kum & Go, has bought Italian wine producer Vietti, based in the town of Castiglione Falleto, Barolo. The winery was sold to Krause Holdings for an undisclosed sum, but the deal was estimated to be worth close to 50 million euro by Italian news site *La Stampa*. Krause Holdings is the parent company of Kum & Go convenience stores, which has more than 430 locations across the US, and also owns Solar Transport and a portfolio of real-estate holdings. The deal includes the Vietti brand, the winery and 84 acres of vineyards and is the first major sale to a foreign investor within Barolo. Krause Holdings will not be actively involved in running the winery, but will be consulted on strategy and all major decisions.

GLOBAL WINE BUSINESS, A BRIGHT SCENARIO

The first quarter of 2016 closed on a positive note for bottled wines. Especially in the sparkling wine segment. According to the latest data provided by Wine By Numbers.

The latest data issued by Wine By Numbers (Il Corriere Vinicolo), and related to the global wine trade, show a strong recovery for bottled wines, mainly due to the great performance of the Asian markets. Sparkling wines keep growing too, most of all in Western countries, led by a surge in sales of Italian Prosecco and Spanish Cava. Here, we present some of the research key findings, related to the major importing and exporting countries, for what concerns both bottled still and sparkling wines.

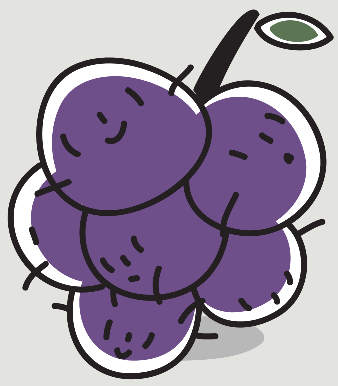
IMPORT / January-March

In the first quarter of 2016, the United States have been the world top importers of bottled wines - for a value of 973.8 million dollars - and of sparkling wines too, a business worth about 210 millios. As regards bottled wines, China and UK occupy second and third place in the global rank, for a value of respectively 557 and 537 million dollars. In the sparkling wine segment, instead, China only ranks 9th, while Japan is the third top importer after the US and the UK (150.7 million dollars), at 92 millios.

BOTTLED	th. liters	th. dollars	dollars/ liter
USA	173.855	973.823	5,60
China	107.320	557.229	5,19
UK	157.425	536.923	3,41
Hong Kong	14.819	402.455	27,16
Germany	118.216	371.055	3,14
Canada	61.919	330.628	5,34
Japan	38.927	201.449	5,18
Switzerland	23.804	183.807	7,72
Russia	30.373	81.821	2,69
Brazil	13.466	42.473	3,15
South Korea	7.022	40.796	5,81

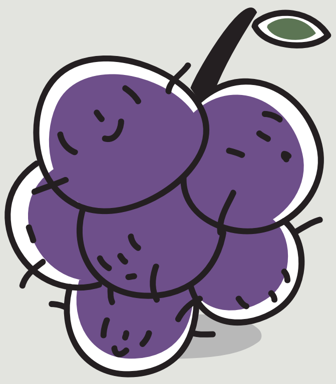
SPARKLING	th. liters	th. dollars	dollars/ liter
USA	23.371	209.916	8,98
UK	27.185	150.752	5,55
Japan	6.677	92.217	13,81
Germany	11.240	76.960	6,85
Switzerland	3.172	31.602	9,96
Canada	2.563	21.116	8,24
Russia	3.935	14.407	3,66
Hong Kong	606	13.203	21,79
China	2.797	11.722	4,19
South Korea	1.021	6.478	6,34
Brazil	555	4.777	8,61

BULK	th. liters	th. dollars	dollars/ liter
Germany	210.682	133.622	0,63
UK	107.488	113.469	1,06
USA	80.235	80.169	1,00
Canada	28.046	20.137	0,72
Russia	29.640	14.874	0,50



EXPORT / January-March

The top three global exporters of sparkling wines, in the first quarter of 2016, were, in order of size, France (584 million dollars), Italy (253 millions) and Spain (86 millions). In the bottled wine segment, instead, Italy is the global second top exporter, for a value of 985.5 million dollars. Second only to France, exceeding the billion mark. Third major supplier is Spain (418.7 million dollars), followed by Chile (313 millions) and the US (267 millions).



BOTTLED	th. liters	th. dollars	dollars/ liter
France	222.758	1.222.493	5,49
Italy	261.461	985.505	3,77
Spain	180.957	418.754	2,31
Chile	103.116	313.276	3,04
USA	49.176	266.952	5,43
Australia	70.324	264.953	3,77
New Zealand	32.470	185.216	5,70
Argentina	41.996	163.589	3,90
Portugal	45.906	153.957	3,35
South Africa	33.482	87.964	2,63

SPARKLING	th. liters	th. dollars	dollars/ liter
France	31.153	583.465	18,73
Italy	67.797	253.080	3,73
Spain	28.944	85.856	2,97

BULK	th. liters	th. dollars	dollars/ liter
Spain	315.388	131.278	0,42
Italy	126.408	103.949	0,82
France	56.746	81.599	1,44
Chile	111.033	76.560	0,69
Australia	88.514	63.507	0,72
USA	44.621	55.981	1,25
New Zealand	17.631	53.238	3,02
South Africa	64.807	38.744	0,60
Argentina	15.559	16.380	1,05
Portugal	9.457	9.506	1,01

Bottled wines are back into growth

January-March is the first quarter of the year in which positive results were registered in the world trade with regard to bottled wines (to the exclusion of sparkling wines), according to data released by Wine By Numbers, issued by Il Corriere Vinicolo. The total observed – aggregate of Asia, Americas and Europe – amounts to 7.5 million hectolitres (+5%), for a value of 3.7 billion US dollars (+6%).

Asia - in particular China, Hong Kong, Japan and South Korea - has contributed to this recovery, exceeding 1.2 billions with regard to imported values, 100 million less than the American aggregate (USA, Canada, Brazil).

For the first time, China outperformed the United Kingdom considering values, thanks to a record-breaking quarter, thus becoming, to all effects, the second market worldwide behind the United States. And compensating the decreasing trends observed in countries like Germany, UK, Russia or Brazil.

Finally, the figures prove that, month after month, Asia is playing - and will more and more play in future - a leading role in the big game of the global wine market, most of all as regards still wines. For sparkling wines, instead, are mainly sold in the Western countries, where Prosecco, Cava and Champagne are sharing not only rich but also growing markets, such as the USA, the UK and Northern Europe.

Sparkling wines, the world wants more

Sparkling wines keep on maintaining a strongly positive trend in the major importing countries, according to Wine By Numbers. In March, the total imported by the countries observed jumped to 831,000 hectolitres (+10%), for a value of over 630 million US dollars, for a 7% increase over March 2015. The absolute protagonists of the growth were the United Kingdom and the USA, thanks to the 'Prosecco' phenomenon: in London, the total imports from Italy rose to 19 million litres, for a value of 40 million pounds, with 30% annual increases. Only Prosecco brought the total sales to 11 million litres (+29%) in the first quarter, totalling in three months what it had achieved in a semester in

follow

2014. With regard to value, the imports of Prosecco reached 24 million pounds. In America, the growing performances of the market were about 20% in value. Italy scored an increase of 24 percentage points compared to the first quarter of 2015, showing a 15% price rise. A nearly 10% growth was registered in Japan, where Italy posted a +6% growth in volume, surpassed by Cava, and where, on the contrary, Germany recorded a volume downturn (-5%). But in this case Spain reported a negative outcome, whereas Italy registered a really remarkable growth (+15%). As far as Russia is concerned, there was a weak recovery with regard to bottled wines, as well as to sparkling wines: volumes recorded a positive trend (+8%), whereas values halved the loss reported one year ago (from -50% to -27%).

FOCUS ON EUROPE
Exports January/March 2016

Bottled
European exports of bottled wine were worth 894.5 million euro in the first quarter of 2016, decreasing by 0.6 percentage points with respect to the first three months of 2015. Volumes also decreased by 5%, at 261 million litres. The United States are the top destination country for European wines. A business worth over 260 million euro, up 2.7% over previous year. Volumes, instead, show a 3.3% decrease. Second destination is Germany (167.5 million euro, -4.6%), and on the third place of the rank we find the UK, at 74 million euro, posting a significant -16%.

Sparkling
In the sparkling wine category, as above mentioned, United Kingdom and the United States are firmly on top of the rank, for a business worth respectively 67 million euro (+55.3%) and 59.5 million euro (+13.8%) in the first quarter of the year. Germany is the third largest market, rising 5% at 17 million euro. Total European exports of sparkling wines are worth 229.7 million euro in the quarter, rising 21.4%. Exported volume also rose by 26%, at 67.8 million litres.

Bottled by category
If we take a look at the different wine types, in the first quarter of 2016 European exports of slightly sparkling wines posted a significant growth rate, +9.3%, at 74.8 million euro. Exports of DOC and Docg wines also increased by 4%, a business worth 459 million euro. IGT and IGP wines are instead decreasing by 3.6% (303 million euro). Varietal wines experienced a strong volume growth (+14.6%) but translating in a 2.4% value decrease. Exports of common wines also decreased by 8.3%.

Sparkling by category
In the sparkling wine segment, exports data for the first three months of 2016 show a 33.7% growth rate for PDO wines, such as Prosecco, for a value of 174 million euro. Exports of PGI wines also increased by a tremendous 60.6% (+117% in volume), but the market value is still relatively small, worth 6.4 million euro. Exports of Asti increased by 1.6% at 18.7 million euro, while common sparkling wines posted a 14% decrease in value and a 52.8% increase in volume.

the end

BOTTLED	liters		euro		euro/liter	
	2016	% change	2016	% change	2016	% change
USA	60.724.539	-3,3	260.740.377	2,7	4,29	6,2
Germany	60.968.881	-6,2	167.446.231	-4,6	2,75	1,6
UK	33.191.628	-20,1	74.350.141	-16,0	2,24	5,1
Switzerland	10.564.858	8,9	61.932.789	5,0	5,86	-3,6
Canada	14.020.792	2,7	58.779.966	-1,1	4,19	-3,7
Denmark	6.341.355	-2,3	27.677.921	2,7	4,36	5,1
Japan	7.242.328	-7,0	26.589.190	-2,0	3,67	5,3
Netherlands	7.931.471	-0,6	23.382.491	2,9	2,95	3,5
Sweden	5.645.140	-0,8	22.609.979	1,8	4,01	2,7
France	9.061.293	-7,6	21.119.852	-6,3	2,33	1,4
China	5.452.938	34,9	17.785.290	22,4	3,26	-9,3
Belgium	4.081.103	-16,2	13.912.822	-13,1	3,41	3,8
Austria	5.287.968	7,9	13.776.280	9,6	2,61	1,6
Norway	2.574.595	-4,3	12.416.407	-5,2	4,82	-1,0
Poland	2.832.899	37,0	6.865.891	32,5	2,42	-3,2
Russia	3.117.676	13,5	6.603.437	12,9	2,12	-0,5
Ireland	1.968.380	-15,2	5.572.288	-5,9	2,83	10,9
Spain	2.453.917	-27,0	5.267.567	-14,8	2,15	16,6
South Korea	962.473	3,7	4.927.225	6,6	5,12	2,8
Czech Republic	1.768.591	-3,7	4.377.250	13,3	2,47	17,7
Finland	1.146.662	17,0	4.377.078	18,3	3,82	1,1
Hong Kong	549.367	17,1	4.203.469	-0,8	7,65	-15,3
Brazil	1.004.814	-23,6	3.010.638	-22,9	3,00	0,8
Ukraine	936.240	125,5	2.387.138	87,1	2,55	-17,0
Singapore	267.975	9,3	2.256.455	22,4	8,42	11,9
Hungary	507.881	114,4	638.267	23,0	1,26	-42,6
Others	10.855.494	-1,5	41.487.197	6,5	3,82	8,1
Total	**261.461.258**	**-4,9**	**894.493.636**	**-0,6**	**3,42**	**4,5**

SPARKLING	liters		euro		euro/liter	
	2016	% change	2016	% change	2016	% change
UK	20.196.125	38,4	67.044.812	55,3	3,32	12,2
USA	15.012.787	1,3	59.540.935	13,8	3,97	12,3
Germany	4.397.799	-1,8	16.913.715	5,1	3,85	7,1
Switzerland	1.876.440	-15,7	10.122.173	-6,2	5,39	11,2
France	7.943.171	381,2	9.574.283	82,9	1,21	-62,0
Belgium	1.803.381	11,8	7.144.720	-7,9	3,96	-17,6
Austria	1.383.546	28,7	5.437.498	32,0	3,93	2,6
Japan	1.127.623	-2,8	5.255.708	-5,5	4,66	-2,8
Sweden	1.313.953	24,4	4.996.058	25,5	3,80	0,9
Canada	967.057	27,6	4.436.515	21,6	4,59	-4,7
Russia	1.489.521	7,0	4.041.328	-3,7	2,71	-10,0
Norway	671.216	30,6	2.910.861	28,1	4,34	-1,9
Netherlands	601.654	79,3	2.431.630	1,7	4,04	-43,3
Spain	1.372.982	224,9	2.418.836	41,2	1,76	-56,5
China	642.069	-45,0	2.133.819	-28,8	3,32	29,5
Denmark	401.102	-8,9	1.529.397	-4,3	3,81	5,1
Finland	397.949	5,9	1.461.386	11,2	3,67	5,1
Poland	418.904	12,1	1.395.577	21,2	3,33	8,1
Czech Republic	270.734	-1,2	897.672	8,8	3,32	10,1
Ukraine	218.631	-31,0	785.922	-26,5	3,59	6,5
Ireland	197.470	28,3	768.376	29,6	3,89	1,0
Hong Kong	117.146	1,2	709.619	0,2	6,06	-1,0
Singapore	109.169	-20,6	677.544	-7,6	6,21	16,4
South Korea	109.417	15,2	510.085	48,3	4,66	28,7
Brazil	138.074	32,1	443.854	17,1	3,21	-11,4
Hungary	116.034	32,4	371.574	26,3	3,20	-4,6
Others	4.502.643	12,2	15.754.118	12,9	3,50	0,6
Total	**67.796.597**	**26,1**	**229.708.015**	**21,4**	**3,39**	**-3,8**

BOTTLED BY CATEGORY	liters		euro		euro/liter	
	2016	% change	2016	% change	2016	% change
Sligthly sparkling (frizzanti)	32.839.794	3,9	74.784.244	9,3	2,28	5,2
Dop (Doc-Docg)	99.527.747	0,9	459.422.226	4,0	4,62	3,1
Igp/Igt	103.949.818	-4,6	302.926.044	-3,6	2,91	1,1
Varietals	3.497.750	14,6	7.637.772	-2,4	2,18	-14,8
Commons wines	18.202.541	-6,0	30.107.128	-8,3	1,65	-2,5
Still wines total	**225.177.856**	**-2,1**	**800.093.170**	**0,5**	**3,55**	**2,6**
Swеer and fortified	1.268.576	2,2	10.624.262	0,6	8,37	-1,6
Riexport	2.175.032	-81,8	8.991.960	-63,6	4,13	100,1
Total	**261.461.258**	**-4,9**	**894.493.636**	**-0,6**	**3,42**	**4,5**

SPARKLING BY CATEGORY	liters		euro		euro/liter	
	2016	% change	2016	% change	2016	% change
Champagne (riexport)	181.170	8,3	4.659.751	-36,7	25,72	-41,6
Asti	5.583.293	6,6	18.731.558	1,6	3,35	-4,7
Dop (prosecco and others)	46.161.269	22,2	174.196.812	33,7	3,77	9,4
Igp	2.300.538	117,0	6.392.354	60,6	2,78	-26,0
Varietals	1.468.078	-7,3	4.434.310	1,7	3,02	9,7
Common sparkling	12.102.249	52,8	21.293.230	-14,1	1,76	-43,8
Total	**67.796.597**	**26,1**	**229.708.015**	**21,4**	**3,39**	**-3,8**

PINK REVOLUTION

Rosé wines represent an anomaly in the global wine scenario. Both consumption and production are fast growing. Against the flow of the overall market.

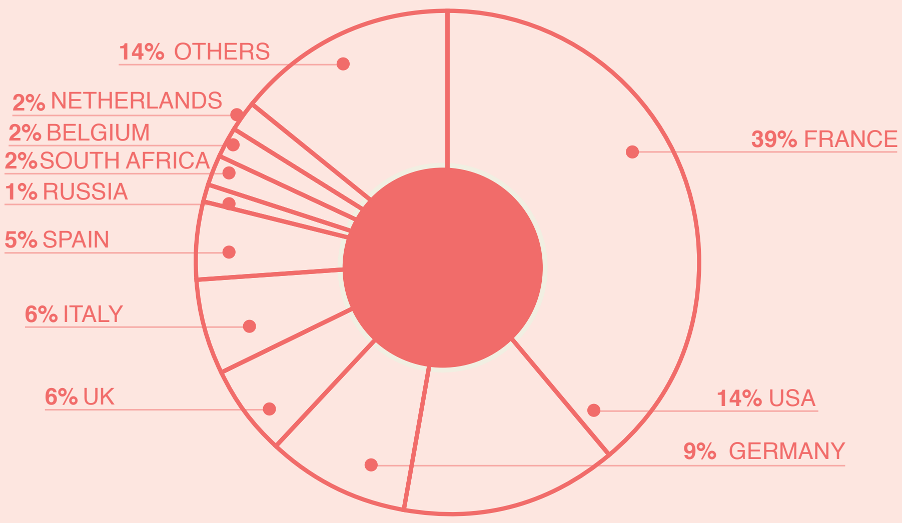
Rosé wines: an interesting anomaly in the global wine scenario. A happily fast growing segment with respect to the overall market. In 2014, the world consumption of rosé wines reached a volume of 22.3 million hectolitres, equal to 9.5% of the total consumed. France is leading the consumption rank, at 8.1 million hectolitres, followed at distance by the United States (2.9 million hectolitres). Figures allowing these two markets to account, alone, for 53% of the global consumption. Other important countries are Germany: (9% market share in 2014), United Kingdom (6%), Italy (6%) and Spain (5%). However, in the last years, sales figures showed no significant growth rates in the above mentioned markets. An opposite trend was instead observed on top of the rank, with a 40% consumption growth in France, between 2004 and 2014.

Production is growing too, at 23.2 million hectolitres in 2014. Rising also on a yearly basis, unlike other wine types. Among the major rosé wine producers we find France, Spain, the US and Italy.

The French are firmly leading the rank with 4.5 million hectolitres, followed by the Spanish, at 4.5 millions and the Americans at 3.2 millions. Things work quite differently in Italy, where production almost halved between 2010 and 2014. Exports data are a confirmation of the rosé's strong international appeal. In a ten years period, market data show that the percentage of rosé wine consumed in a country different from the country of production has passed from 25 to 39%. Among top suppliers by volume, in 2014, we find Spain (40%), Italy (16%) and France (16%). In this segment, Italy can boast an export share worth more than half its total production. Export values, instead, portray a different market situation, where France is leading the rank followed by Spain, Italy and the United States. As the global demand for rosé wine is rising, enhancing production and trade, the ten major importing countries are: France (22% global market share), United Kingdom (18%), Germany (17%), the US (9%), Belgium (7%), the Netherlands (6%), Italy (4%), Switzerland (3%), Canada (2%) and Sweden (2%).

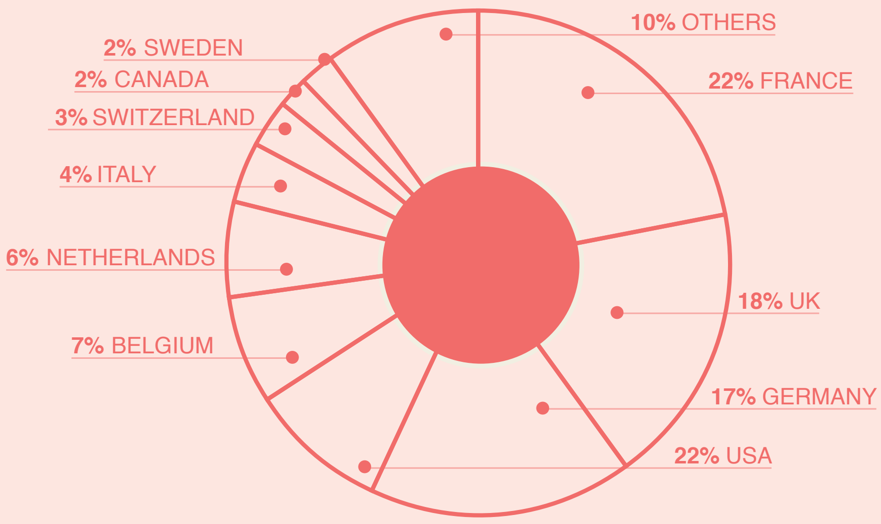
THE LEADING ROSÈ CONSUMING COUNTRIES IN 2014

(% of global consumption)



LEADING ROSÈ IMPORTING COUNTRIES IN 2014 - VOLUME

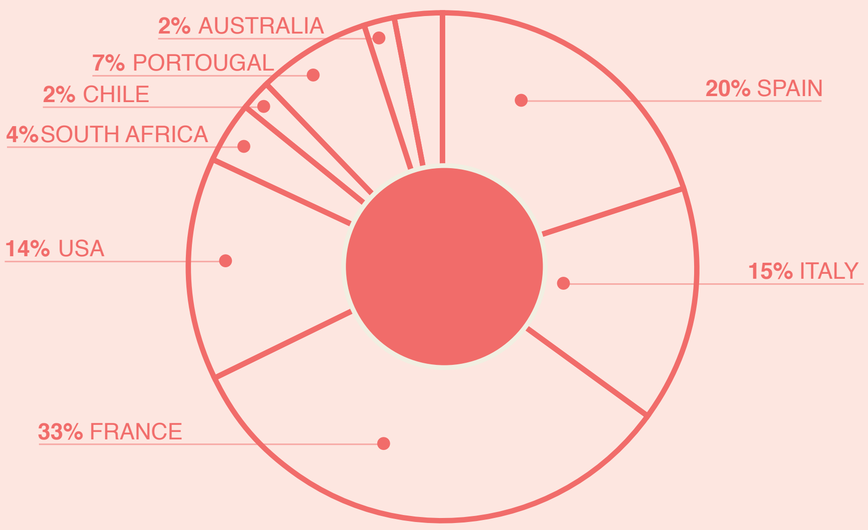
(% of global imports)



follow

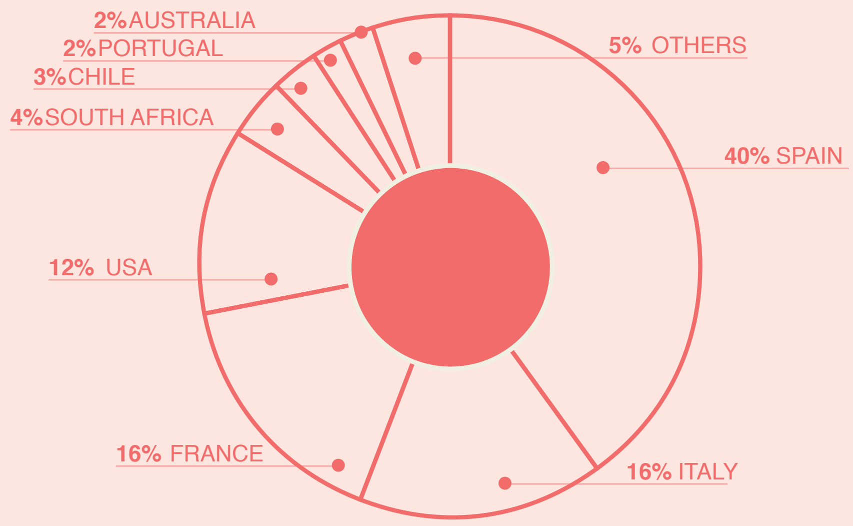
THE LEADING ROSÈ EXPORTING COUNTRIES IN 2014 - VALUE

(% of global exports)



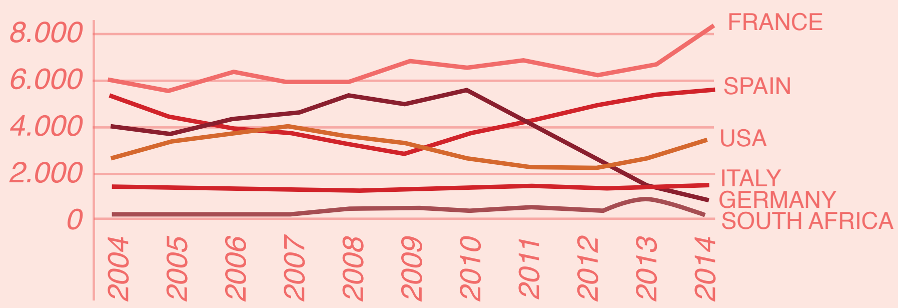
THE LEADING ROSÈ EXPORTING COUNTRIES IN 2014 - VOLUME

(% of global exports)

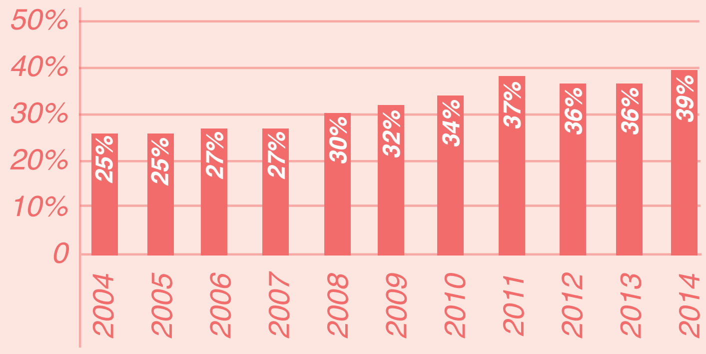


THE EVOLUTION OF GLOBAL ROSÈ PRODUCTION

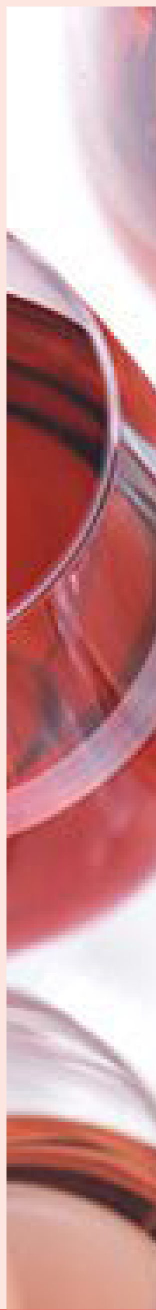
(million hectolitres)



PERCENTAGE VARIATION OF ROSÈ WINES CONSUMED IN A COUNTRY DIFFERENT FROM THAT OF PRODUCTION



Source: CIVP/FranceAgriMer - Abso Conseil



AZ. AGR. TORTI

www.tortiwinepinotnero.com

DENOMINATION
Pinot Nero dell'Oltrepò Pavese Doc Op.
GRAPES
100% Pinot Nero.
LAND OF PRODUCTION
Oltrepò Pavese, Lombardy.
ALCOHOL
13% Vol.
ORGANOLEPTIC CHARACTERISTICS
Ruby red, smooth velvety aroma, important ethereal; full distinct taste in the mouth, with noble wood reminisces. A brief passage in barrique pleasingly highlights its structure.
SERVING SUGGESTIONS
Red meat starters, rabbit, lamb, roast meats, zampone and cotechini, salami, game fowl, mature cheeses.
SERVING TEMPERATURE
18°C
VINIFICATION
In red.
AGEING
6 months in French barriques.
N. OF BOTTLES PRODUCED
40,000
SIZES
0,75 l
TOTAL ACIDITY G/L
5,4
RESIDUAL SUGAR G/L
3,5

FATTORIA LA RIVOLTA

www.fattorialarivolta.com

DENOMINATION
"Le Mongolfiere a San Bruno" Aglianico del Taburno rosato DOCG 2013
GRAPES
100% Aglianico.
LAND OF PRODUCTION
Taburno - Sannio.
ALCOHOL
12.50% Vol.
SERVING TEMPERATURE
12°/14°C
SERVING SUGGESTIONS
Starters, pasta, pizza, soup of fish, crustaceans.
FERMENTATION
Rosè fermentation, prefermentative maceration in press with closed tank.
AGEING
8 years.
N. OF BOTTLES PRODUCED
4,000
SIZES
0,750 l
TOTAL ACIDITY G/L
5.90
RESIDUAL SUGAR G/L
0.8

FATTORIE GRECO

www.igreco.it

DENOMINATION
Gran Cuvée Millesimato Rosé.
GRAPES
100% Gaglioppo.
LAND OF PRODUCTION
Cirò (Kr).
ALCOHOL
12.0 - 12.5% Vol.
ORGANOLEPTIC CHARACTERISTICS
Color: pale pink. Aroma: reminiscent of bread crust. Taste: fresh and soft it stood out by the bubbles, pleasant sweetness supported by good acidity.
SERVING SUGGESTIONS
It gives its best with aperitifs.
SERVING TEMPERATURE
10°C
VINIFICATION
Classic method.
AGEING
12/24 months.
N. OF BOTTLES PRODUCED
3,000
SIZES
0,75 l
TOTAL ACIDITY G/L
6.50 -7.50
RESIDUAL SUGAR G/L
5.0 - 6.0

AZIENDA AGRICOLA CONTI ZECCA

www.contizecca.it

DENOMINATION
Cantalupi Rosato Igt Salento 2013.
GRAPES
70% Negroamaro, 30% other recommended grapes.
LAND OF PRODUCTION
Salice Salentino.
ALCOHOL
12% Vol.
ORGANOLEPTIC CHARACTERISTICS
Colour: intense ruby red colour. Bouquet: ripe fruit with hints of spices. Taste: soft, velvety and well-structured.
SERVING SUGGESTIONS
First courses in general, red meats and seasoned cheeses.
SERVING TEMPERATURE
18°C
VINIFICATION
Stems removal and soft pressing. Maceration and fermentation at a controlled temperature (22-25°C) for 8 days. Maturation in epoxy resin-lined cement tanks.
N. OF BOTTLES PRODUCED
50,000
SIZES
0,75 l
TOTAL ACIDITY G/L
6,30
RESIDUAL SUGAR G/L
5

LA PIZZUTA DEL PRINCIPE DI CLARA RANIERI

www.lapizzutadelprincipe.it

DENOMINATION
Calastrazza IGT Val di Neto Rosé.
GRAPES
Magliocco.
LAND OF PRODUCTION
Strongoli Marina.
ALCOHOL
12% Vol.
ORGANOLEPTIC CHARACTERISTICS
Deep Rosé. The fragrance is characterized by memories of cherries and raspberry, which give a perfect fresh/salty balance as we taste it. The fruity ending is delightful.
SERVING SUGGESTIONS
White meat.
SERVING TEMPERATURE
15-18°C
VINIFICATION
Night time vintage, preselection of grapes, soft pressing and cold and static clarification.
AGEING
3 years.
N. OF BOTTLES PRODUCED
8,000
SIZES
0,75 l
TOTAL ACIDITY G/L
5,00
RESIDUAL SUGAR G/L
1,50
BOTTLE EAN CODE
80338292501292

VILLA FRANCIACORTA

www.villafranciacorta.it

DENOMINATION
Franciacorta Bokè Rosé Millesimato Docg.
GRAPES
50% Chardonnay
50% Pinot Nero.
LAND OF PRODUCTION
Franciacorta (Brescia).
ALCOHOL
12,5% Vol.
ORGANOLEPTIC CHARACTERISTICS
This Franciacorta captures the attention, thanks to the rare elegance of the cherry, black currant and citrus notes in its bouquet. On the palate is fresh, balanced and savoury. The volume and fullness of Pinot Noir are in perfect synergy with the elegance of Chardonnay. The prolonged finish echoes the initial impressions. Perfect throughout the meal, and ideal with roasts and aromatic, flavourful dishes.
SERVING SUGGESTIONS
Excellent also as an aperitif, thanks to its very low sugar content.
VINIFICATION
Stainless steel.
AGEING
36 months.
N. OF BOTTLES PRODUCED
31,508
SIZES
0,75 l - Magnum (1,5 liter).
RESIDUAL SUGAR G/L
5,7-6,5

LE TORRI

www.letorri.net

DENOMINATION
Spumante Rosè 2014.
GRAPES
Sangiovese.
LAND OF PRODUCTION
Chianti Colli Fiorentini.
ALCOHOL
12,5% Vol.
ORGANOLEPTIC CHARACTERISTICS
It looks fine and delicate, fragrant with notes of berries, citrus and rose petals. The palate is dry, rightly acid, fresh and graceful, delicate and harmonious with final currants, almonds and berries.
SERVING SUGGESTIONS
Aperitif, fish dishes.
SERVING TEMPERATURE
10-15°C
VINIFICATION
On the pee for 12 hours, soft pressing of the grapes and fermentation of the must at 16/17° C. Sparkling process: re-fermentation in autoclave at a temperature of 15/16°C for about 90 days. Perlage: fine and persistent.
N. OF BOTTLES PRODUCED
4,000
SIZES
0,75 l
RESIDUAL SUGAR G/L
4

VALDO SPUMANTI

www.valdo.com

DENOMINATION
Marca Oro Rosé Brut.
GRAPES
Ideal grapes for spumante wine-making.
LAND OF PRODUCTION
Skilful and accurate selection of grapes coming from the best winegrowing areas with a vocation for spumante.
ALCOHOL
12% Vol.
ORGANOLEPTIC CHARACTERISTICS
Color: scarlet brush strokes on rose petals. Bouquet: fine and elegant blossom, with a consistent presence of raspberry. Flavour: tickling fine perlage of minute bubbles; pleasant round warm flavour; charming fruity aroma.
SERVING SUGGESTIONS
Unique as an aperitif, excellent when matched to fish, seafood or delicate meat dishes.
SERVING TEMPERATURE
6-8°C
VINIFICATION
Rosé. Soft pressing of red grapes which are not left in contact with the skins for maceration.
AGEING
3- months autoclave refermentation, Charmat method.
SIZES
0,75 l
BOTTLE EAN CODE
8002335: 112368

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