



In partnership with



ICE - Agenzia per la promozione all'estero e
Pubblicizzazione delle imprese italiane

THE ITALIAN WINE MAGAZINE BUYER'S • GUIDE



YEAR 4 - N° 10 • OCTOBER 2016

THE EVENT
WORLD BULK WINE
EXHIBITION:
TIME FOR BUSINESS

SANA 2016
NATURAL,
ORGANIC,
WINE

E-COMMERCE
ALIBABA TAKES
ITALIAN WINE
TO CHINA

CANTINE SGARZI LUIGI
WINE SPECIALIST
SINCE 1933



CARPENÈ MALVOLTI PROTAGONIST AT THE TFWA WORLD EXHIBITION & CONFERENCE 2016



Carpenè Malvolti was protagonist in Cannes, France, at the 2016 edition of 'TFWA World Exhibition & Conferences', global event for the duty free and travel retail industry (2-7 October, 2016). The perfect chance, for the company, to showcase its wide range of sparkling wines and increase its markets share in this strategic sector for brand strategy. "Our presence at TFWA is a great occasion to develop the company business and strengthen the long-standing relationships with the partners that, for 148 years, both in Italy and abroad, have been so much affectionate to our products," said Carpenè Malvolti General manager, Domenico Scimone.

Carpenè Malvolti protagonista al TFWA World Exhibition & Conference 2016

Carpenè Malvolti protagonista a Cannes, in Francia, in occasione dell'edizione 2016 del 'TFWA World Exhibition & Conferences', summit globale del duty free e travel retail (2-7 ottobre 2016). Un'occasione per l'azienda di metter in mostra la sua ricca offerta di spumanti e distillati e accrescere le proprie quote di mercato in questo canale fondamentale per la brand strategy. "La nostra presenza al TFWA si caratterizza come un'ulteriore occasione per sviluppare il business d'impresa e altresì una prestigiosa opportunità per onorare le storiche relazioni con i numerosi partner che da 148 anni in Italia e all'estero ci riservano la loro preziosa preferenza finanche in questo settore, così altamente profilato in termini di offerta internazionale e posizionamento strategico", sottolinea il general manager di Carpenè Malvolti, Domenico Scimone.

ROMANIA: WINE PRODUCTION IS BOOMING, UNLIKE EXPORTS



In 2016 Romania will be the country showing the largest growth rate in wine production in the European Union, with a 28% rise over 2015 and a 17% growth rate with respect to the average of the previous years, according to the Ice office in Bucarest, based on the EU Commission latest estimates. With about 4.8 million hectolitres, Romania occupies sixth place in the rank of European wine producers after Italy, France, Spain, Germany and Portugal. Less impressive the figures related to the country's wine intra-and extra EU28 exports: Romania is at the bottom of the rank, with a 4% share on total production.

Romania: boom nella produzione di vino, non altrettanto nell'export

La Romania avrà quest'anno la più alta crescita nella produzione di vino dell'Unione Europea, con un aumento del 28% rispetto all'anno precedente e del 17% rispetto alla media degli ultimi anni. A segnalarlo è l'agenzia Ice di Bucarest, che cita le ultime previsioni della Commissione Europea. La Romania si pone così, con 4,8 milioni di ettolitri stimati, al sesto posto nella graduatoria dei produttori di vino tra i paesi membri della Ue, dopo Italia, Francia, Spagna, Germania e Portogallo. Non altrettanto positivo il posizionamento romeno nella graduatoria degli esportatori europei di vini: il paese è in penultima posizione, quando si parla di commercio intracomunitario ed export verso Paesi terzi, con una quota di solo il 4% sulla produzione totale.

COLLINE DEL PROSECCO SUPERIORE: NEW LOGO FOR THE UNESCO CANDIDATURE

A brand new logo for the candidature of Colline del Prosecco Superiore as a world heritage, that will be attached to every bottle produced in the Conegliano Valdobbiadene territory as well as showed during any promotional activity. "Today, we need to make a strong teamwork so that the candidature gets the national evaluation to be judged by a panel of experts in Paris," said the president of the Veneto Region, Luca Zaia. "We have what it takes to enter the 'tentative list', if we truly believe in the project: we are not simply nominating a wine, but a land, a mix of nature, culture and art that makes Alta Marca hills a unique place for their beauty, culture and productivity."

Colline del Prosecco Superiore: un logo per rilanciare la candidatura Unesco

Un nuovo logo per rilanciare la candidatura delle Colline del Prosecco Superiore a patrimonio dell'umanità Unesco, che dovrà contrassegnare ogni bottiglia prodotta tra Conegliano e Valdobbiadene e ogni attività promozionale del territorio. "Ora abbiamo bisogno di un gioco di squadra compatto e unitario, perché la candidatura superi nel 2017 la valutazione nazionale ed entri nella selezione degli esperti Unesco di Parigi", ha auspicato il presidente della Regione Veneto Luca Zaia. "Ci sono tutte le carte in regola per entrare nella 'tentative list' a patto che tutti ci credano: non stiamo candidando un vino, ma il paesaggio, quel mix di natura, storia, cultura e arte che rende le colline dell'Alta Marca un sito unico al mondo per bellezza, cultura e produttività".

KAZAKHSTAN PLANS TO INCREASE EXCISE DUTIES ON ALCOHOL

Kazakhstan plans to gradually increase excise duties on alcoholic beverages in 2017-2019. It is proposed to set the excise tax on alcoholic beverages as follows: 2 thousand tenge per liter in 2017 (+45% over 2016); 2.275 tenge in 2018 (+14% over the previous year); and 2.550 tenge in 2019 (+4%), Minister of National Economy of Kazakhstan Kuandyk Bishimbayev said. At the same time, in order to avoid double taxation and enhance competitiveness of domestic producers in exporting alcoholic beverages, the Minister proposed to establish a zero rate of excise duty on ethyl alcohol, sold or used for the production of alcoholic products.

Kazakistan: in agenda la crescita progressiva delle accise sulle bevande alcoliche

Il governo del Kazakistan progetta una crescita progressiva delle accise sulle bevande alcoliche, sulla birra e sul tabacco. Kuandyk Bishimbayev, il ministro dell'Economia, ha infatti di recente esposto la nuova strategia fiscale del Paese. In cui si segnala una proposta di legge, in preparazione, che prevede un aumento progressivo delle accise fino al raggiungimento dei 2mila tenge per litro di bevanda alcolica (circa 5,2 euro) nel 2017, 2.275 tenge nel 2018, 2.550 tenge nel 2019. Per aumentare la competitività internazionale dei produttori locali, sarà proposta inoltre un'accisa zero per l'alcol etilico utilizzato nella produzione di bevande alcoliche.

BOLLA (VALDO): "WE MAY START OVERSEAS PRODUCTION TO SERVE LOCAL MARKETS"

Valdo is aimed at remaining, also in 2016, leader in Italy for Prosecco production, according to Pierluigi Bolla, president of the historic company from Veneto, celebrating in 2016 its 90 years. Valdo's president said that the company, based in Valdobbiadene (Tv), has a 13% market share on the domestic market and is showing great performances also in the US and Europe. "The positive trend experienced by Prosecco is unchanged, even if production costs, in just two years, have increased by 40%. A rise that doesn't correspond, however, to a rise in sales prices," Bolla said. Important news is ready for the years ahead, after the launch of a new range of Charmat regional sparkling wines: "We may decide to start a production in South America or Australia to serve the local markets – he added – We will take our know how and our traditions Overseas."



CHIANTI BIDS FOR UNESCO WORLD HERITAGE STATUS

Chianti Classico winemakers want to get their region listed as a Unesco world heritage site, supported by the Chianti Classico Consortium. The move was announced during the celebrations marking 300 years since the Ducal decree that first established the Chianti wine region in Tuscany. The area covered by the application corresponds exactly to that of the Chianti Classico Docg zone, nicknamed the Gallo Nero area (or 'black rooster').

Il Chianti Classico si candida a patrimonio dell'umanità

Il Chianti classico ha ufficializzato la candidatura del Chianti, corrispondente al territorio del Gallo Nero, a patrimonio dell'umanità Unesco. L'idea, già ventilata dal consorzio nei mesi scorsi, è stata formalizzata nel corso di una serie di celebrazioni per i 300 anni dal bando del granduca Cosimo III, che il 24 settembre 1716 decretò i confini di quattro territori di produzione del vino: Chianti, corrispondente all'attuale territorio del Chianti classico, Pomino (Chianti Rufina), del Valdarno di Sopra e di Carmignano.

ROCCA DELLE MACIE: GREAT SUCCESS FOR THE US ROADSHOW

It ended on the past 22nd of September, after 12 days and 24,000 kilometers, the first 'Rocca Roadshow'. A tour of events around the United States that gave Sergio Zingarelli (picture), owner of



Rocca delle Macie, the chance to meet 1,500 wine professionals with the collaboration of the US imports giant Palm Bay International. From Dallas to Houston, passing through Seattle, Denver, Los Angeles, Miami and Washington, Zingarelli talked about the beauties of Chianti and Maremma with its famous wines, today distributed all over Italy and in 50 world countries.

Rocca delle Macie: un successo il Roadshow Usa

Si è concluso il 22 settembre, dopo 12 giorni e 24mila km percorsi, il primo Rocca RoadShow. Un tour di appuntamenti in giro per gli Stati Uniti, durante il quale Sergio Zingarelli, titolare di Rocca delle Macie, ha incontrato oltre 1.500 professionisti del vino in tandem con colosso delle importazioni Usa Palm Bay International. Da Dallas a Houston, passando per Seattle, Denver, Los Angeles, Miami e Washington, il numero uno dell'azienda vinicola toscana ha raccontato delle bellezze del territorio chiantigiano e della Maremma, spiegando le etichette firmate Rocca delle Macie. Vini distribuiti in modo capillare in tutta Italia e oggi esportati in oltre 50 Paesi del mondo.

Bolla (Valdo): "Stiamo pensando a una produzione Oltreoceano per servire i mercati locali"

Valdo punta a rimanere, anche nel 2016, leader in Italia per quanto riguarda la produzione di Prosecco. A confermarlo è Pierluigi Bolla, presidente della storica azienda veneta che quest'anno celebra i suoi primi 90 anni. Il numero uno di Valdo spiega che la realtà produttiva con sede a Valdobbiadene (Tv) mantiene salda la sua quota pari al 13% del mercato italiano, facendo registrare buone performance anche in Usa ed Europa. Bolla poi lamenta: "Il trend positivo del Prosecco resta confermato, anche se il prezzo alla produzione, in soli due anni, è aumentato del 40%. A questa impennata, però, non corrisponde un aumento del prezzo allo scaffale". Annunciate diverse importanti novità per il prossimo anno e oltre, dopo il lancio della nuova linea di spumanti Charmat regionali che ha caratterizzato il 2016 di Valdo. "Stiamo pensando a una produzione in Sud America o in Australia per servire i mercati locali. Trasporteremo il nostro know how e le nostre tradizioni Oltreoceano".

FERRARI SPARKLES, STARS SHINE AT THE 68TH ANNUAL EMMY AWARDS



Ferrari Trento makes its second consecutive appearance at the 68th Emmy Awards, this year as The Official Sparkling Wine Partner. Stars were treated to Ferrari's flagship Brut upon arrival with glittering flutes of Ferrari Trentodoc awaiting them on the black carpet. This stylish display was just one aspect of a memorable evening in which 10,000 glasses of Ferrari were served. Throughout the Emmy Awards celebration on Sunday, September 18, nominees and guests toasted the winners with Ferrari. "We are glad to bring a touch of Italian Lifestyle to this amazing event and toast the achievements of this year's Emmy nominees," stated Matteo Lunelli, President and Ceo of Ferrari Trento who attended the Governors Ball. Italy's most awarded sparkling wine, Ferrari Brut recently earned the coveted "World Champion Blanc de Blancs" title at the Champagne & Sparkling Wine World Championships.



Ferrari è il brindisi ufficiale della 68ma edizione degli Emmy Awards

Alla serata di premiazione degli Emmy Awards, l'evento più atteso della televisione americana che il 18 settembre ha riunito a Los Angeles attori, produttori, registi, il mondo della moda e del jet set, brindisi ufficiale sono state le bollicine italiane Trentodoc delle Cantine Ferrari. Per il secondo anno consecutivo, infatti, gli spumanti dell'azienda trentina sono stati scelti per accompagnare il festeggiamento dei vincitori della kermesse. L'etichetta selezionata per l'occasione è stata il Ferrari Brut, da poco nominato World Champion Blanc de Blancs e Best Italian Sparkling Wine da The Champagne & Sparkling Wine World Championships. "Siamo orgogliosi di aver portato un brindisi all'insegna dell'arte di vivere italiana in questo straordinario evento ed è stato emozionante vedere le star di Hollywood celebrare gli Emmys con il nostro Ferrari Trentodoc", ha commentato Matteo Lunelli, presidente delle Cantine Ferrari, che ha partecipato alla serata.



TANNICO: 4 MILLION EURO TO EXPORT ITALIAN WINE IN THE UK

The Tannico e-commerce platform, founded in 2012, will expand in the United Kingdom thanks to a 3.8 million euro investment. The company, owner of a warehouse North of London, is aimed at entering a market valued in 1 billion pounds in 2016. And in the future, the goal is to enter also France and Switzerland. After just four years, Tannico counts 40,000 clients, a portfolio of 6,000 labels and it sold half a million bottles in the last 12 months. Direct sales non only to private consumers, but to industry professionals too: the company has a range dedicated to wine shops and restaurants.



Tannico: 4 milioni di euro per esportare vino italiano in UK



Il portale Tannico, fondato nel 2012, sta programmando di espandersi nel Regno Unito grazie a un investimento di 3,8 milioni di euro. L'azienda, che può già contare su un nuovo magazzino a Nord di Londra, punta a conquistare un mercato stimato nel 2016 in oltre 1 miliardo di sterline. Previsto, nei prossimi anni, l'arrivo anche in Francia e Svizzera. In soli quattro anni, il portale Tannico ha raccolto 40mila clienti, tratta 6mila etichette e ha venduto mezzo milione di bottiglie negli ultimi 12 mesi. Vendita diretta al consumatore ma anche agli operatori del settore: l'azienda vanta infatti una linea dedicata a enoteche e ristoranti.

LE MANZANE®
to be happy

20.10
WHY?
WARUM?
PERCHÉ?
"MANZANE"

20.10
WHY?

www.lemanzane.com

EUROPEAN UNION CAMPAIGN FINANCED ACCORDING TO IECI REGULATION NO. 1308/13

WORLD BULK WINE EXHIBITION: TIME FOR BUSINESS

The most important event in the world dedicated to bulk wine is back with a two-days for professionals only. The fair will be held on the 21st and 22nd of November at the Amsterdam's RAI Exhibition and Convention Centre.



WBWE: poche chiacchiere, molto business

Manca meno di un mese alla World Bulk Wine Exhibition 2016, oggi la più importante manifestazione del vino sfuso al mondo. A confermarlo, da anni, i numeri in costante ed esponenziale crescita della kermesse dedicata solo e unicamente ai professionisti. La manifestazione, giunta alla sua ottava edizione, andrà in scena il 21 e 22 novembre prossimi, al Rai Exhibition and Convention Centre di Amsterdam. Una fiera compatta, che nel 2015 ha visto la partecipazione di più di 200 cantine provenienti da 20 paesi del mondo, con un aumento del 20% degli spazi espositivi rispetto all'anno precedente. Più di 7mila i visitatori (+15% sul 2014) giunti ad Amsterdam da 66 paesi. Ne abbiamo parlato con Otilia Romero, numero uno di WBWE.

It's just less than a month to go to the 2016 World Bulk Wine Exhibition, today the world's biggest event on bulk wine. To confirm that are the steadily growing numbers of an event dedicated solely and exclusively to professionals. As an international B2B show, World Bulk Wine Exhibition represents a unique "trading floor". Otilia Romero, general manager of WBWE, points out: "World Bulk Wine Exhibition is by now a crucial rendezvous for many buyers and winemakers all over the world". This is "because the fair is becoming a barometer of global trends that can show which direction the market is taking year after year", she adds.

The event will hold its eighth edition on the 21st and 22nd of November at the Amsterdam's RAI Exhibition and Convention Centre. An established appointment as the numbers show: in 2015 the fair saw the participation of more than 200 wineries from 20 countries all over the world, with a 20% increase of the exhibiting space. More than 7 thousand visitors (+15% over 2014) gathered in Amsterdam from 66 countries. Another significant number makes us understand why World Bulk Wine Exhibi-



Otilia Romero

tion is a crucial appointment for this industry: 85% of bulk wine makers in the world attended last year's edition. In short: less talk, more actions.

"We can easily say that in 8 years WBWE has become the showcase of a steadily growing industry", underlines Otilia Romero. "In an ever rapidly changing market", explains the general manager of WBWE, "it is necessary to grow and adapt to buyers' needs. This is exactly what our exhibitors are doing, proposing wines more and more focused on the buyers' needs and demands and products suitable for different markets". The variety of the offer is one of the key points for the success of the event in Amsterdam. "During the fair a buyer can find a limitless variety of products as for quality, price, quantity and varietal ID", emphasizes Romero. "Thanks to their skills of adaptation and improvement our producers prove successful". The offer is very wide, for both finished products and bases for great blends. Without forgetting the latest trends: from organic wines to low alcohol ones. And of course, Italy is always one of the main protagonists of the event.

Matteo Borrè

BULK WINES IN NUMBERS

BULK WINES NOW ACCOUNTS FOR **38,6%** of global wine exports GROWING ITS SHARE BY OVER **4%** since 2000 (data: The Drink Business).

WORLDWIDE SALES HAVE INCREASED TO A VOLUME OF **102.43** million hectoliters in 2015 FOR A VALUE OF **€28.3** million

THE STANDARD PRICE OF BULK WINE HAS INCREASED BY **16%** from **€0.61** per liter in 2000 to **€0.71** in 2015



THE LAMBRUSCO 'REINAISSANCE'

With 2016 World Bulk Wine Exhibition approaching, here is a state of the art of an Emilian excellence, protagonist on the international markets for 40 years. Interview with Ermi Bagni, director of the Consortium Marchio Storico dei Lambruschi Modenesi.

Numbers, market and export data. The revival and re-launch of the concept of typicalness, but also the problem of prices and reduced marginality. With an eye set on the participation of the associates of the Consortium to the next edition of World Bulk Wine Exhibition. The word to Ermi Bagni, director of the Consortium Marchio Storico dei Lambruschi Modenesi.

Just a brief introduction: what kind of production and market are we talking about when we refer to Lambrusco?

If we refer to the districts of Modena and Reggio Emilia, that provide 85% of Lambrusco grapes, the production of PDO and PGI Lambrusco reached 1,179,424 hectoliters in 2015. That means 157,256,532 0.75L bottles, 63% of which intended for export.

How important is the segment of bulk wine for Lambrusco's world?

The industry of Lambrusco revolves around wine cooperatives that process 95% of the agricultural product. Two thirds of bulk wine is brought to bottling companies located in the area, while the remaining is sent to Italian companies outside the territory. In 2015 sales of bulk Lambrusco in EU countries reached 59,795 hectoliters, that is 0.05% of the total.

What is the average price of bulk wine and what do you think of its evolution?

In the first half of 2016 the quotations of bulk wine were lower than the previous year, with reduced economical margins for winemakers.

Did you notice any evolution or specific changes in the world market of wines during the last year?

Market, by definition, has dynamic connotations. Italy remains one of the main actors on the international sta-

Il 'Rinascimento' del Lambrusco



Numeri, dati di mercato ed export. La riscoperta e il rilancio del concetto di tipicità, ma anche il problema del prezzo e la ridotta marginalità. Con un occhio rivolto alla partecipazione degli associati al Consorzio alla prossima edizione della World Bulk Wine Exhibition. La parola a Ermi Bagni, direttore del Consorzio Marchio Storico dei Lambruschi Modenesi.



Ermi Bagni

ge, particularly as it was the world's leading producer of grapes in 2015. We can surely assert that Lambrusco is commercially modern and extraordinary up-to-date. And it has been able to intercept different consumer trends through the years. Lambrusco was indeed the most exported Italian wine in the last 40 years. Today, however, it is vital to solve the problem of prices and reduced marginality. And in such a complex market with a wide and diversified offer, rediscovering and relaunching the concept of typicalness is essential to reassure consumers about the recognizability of Lambrusco and the uniqueness of its territory of origin.

Which are the commercial outlets where Lambrusco is more required?

In EU area, the main outlets are Germany, France, Spain and the UK. Among extra EU countries, we can mention Russia, the American continent with the USA, Mexico and

Brazil, then Japan and the presence of Lambrusco is gradually growing also in China.

Talking about 2016 World Bulk Wine Exhibition, which assets should your associates enhance to make the most of their participation to the fair?

The participation to WBWE of our associated wine cooperatives is aimed mainly to the economical promotion of products obtained from Ancellotta grapes, a typical variety of the territory around Modena and Reggio Emilia. We are referring in particular to Rossissimo, but also to concentrated grape must and many others.

What are the targets set for the international show in Amsterdam?

We certainly intend to develop and strengthen the commercial relations with companies from North and East Europe with regards to wine products obtained from Ancellotta grapes.

NATALE VERGA



ANTALIE



ITALIAN



EXCELLENCE



Casa Vinicola Natale Verga s.p.a.
Via Europa Unita, 13, Cermenate (CO) - ITALY - Tel. +39 031 771168 - Fax. +39 031 771717 - www.verga.it



CAMPAIGN FINANCED
ACCORDING TO (EC) REGULATION
NO. 1308/13

NATURAL, ORGANIC WINE



More and more Italian wineries are entering this niche but worthy market. And global vine-growing surface is growing year-on-year.

+235% in Europe and +273% worldwide. Figures that portray the development of organic winemaking between 2002 and 2013 (Survey 2015 Wine Trend Italia of Wine Monitor - Nomisma). Today, 4.6% of the global vine-growing surface is organic. In the EU, this percentage rate is 7.6%. Organic viticulture accounts indeed for 78% of total organic cultivated surface in Europe. Sana, the international organic exhibition held in Bologna on the past 9-12 September, was the perfect occasion to discover some of the most interesting and innovative Italian companies in the sector of natural, organic wine.

Top ten global organic wine-producing countries (2013)

Mexico tops the ranks with a 15.9% market share, followed by Austria (10.1%). Italy occupies third place (9.8%),

before Spain (8.9%), France (8.5%), New Zealand (7.2%); Germany (7.1%), Czech Republic (6.4%) and Greece (4.8%). In detail, as regards Italian production, Sicily is the region with the largest organic vine-growing surface (25,000 hectares in 2013), followed by Apulia (10,604) and Tuscany (8,748).

Number of organic and certified wine consumers

And what about the Italians' affection for organic wine? In 2015, 16.8% of the population (18-65 ys) consumed, at least once, at home or away from home, organic wine – it was 2% in 2013 and 11.6% in 2014. Consumers' interest for organic wine is mainly connected to quality perception, considered higher with respect to conventional wine by 49% of consumers (another 45% believes that the two products have the same quality level).

Vino naturale e biologico: un mercato in crescita



+235% in Europa e +273% nel mondo: sono questi i dati relativi allo sviluppo della viticoltura biologica tra il 2002 e il 2013 (dati Nomisma). Nel mondo, il 4,6% della superficie vitata è bio, un'incidenza che nell'Unione europea sale al 7,6%. La graduatoria per Paese rileva al primo posto il Messico, con una market share del 15,9%, seguito dall'Austria (10,1%). L'Italia è al terzo posto con il 9,8%, precedendo Spagna (8,9%), Francia (8,5%), Nuova Zelanda (7,2%), Germania (7,1%), Repubblica Ceca (6,4%), Bulgaria (5,0%) e Grecia (4,8%). Il successo e l'interesse nei confronti del vino bio sono legati all'ottimo posizionamento in termini di qualità, percepita superiore rispetto ai vini convenzionali dal 49% dei consumatori. Un ulteriore 45% giudica invece la qualità dei due prodotti identica. Sana, il salone internazionale del biologico andato in scena a Bologna dal 9 al 12 settembre, è stato l'occasione perfetta per scoprire alcune delle realtà e dei prodotti più interessanti nel settore dei vini biologici e naturali.

FATTORIA LA RIVOLTA

Paolo Cotroneo

"We have been recently awarded with the prestigious Douja d'Or prize, for our 'Terra di Rivolta' Aglianico del Taburno Docg Riserva 2011. An organic label wine, like all our products, except for IGT wines. We didn't showcase any new product at the show, but we will soon launch a new sparkling wine 100% Aglianico, Charmat method and vinified in rosé. In addition, we will present the label restyle of our 'Le Mongolfiere a San Bruno' Aglianico del Taburno Docg rosé."



In the picture from the left: Paolo Cotroneo and Marco Ottaiano

CANTINA MADONNA DEI MIRACOLI – VINI CASALBORDINO

Massimo Zuccarini



"Italian consumers are still reluctant at the idea of choosing organic wines. Beyond national borders, especially in Northern Europe, instead, organic wines are already a strong business. Today, grocery retailers are probably the distribution channel most interested in this kind of products. The Ho.Re.Ca, instead, is a little more cautious. Here at Sana we present our entire organic range, that now includes also Chardonnay, Pecorino, Pinot Grigio, as well as a red and a white Igt wine. We will soon launch also a Montepulciano Riserva."

MASI AGRICOLA

Giacomo Boscaini

"Organic wine is finally moving its first real steps. There is growing attention for this kind of products, especially on international markets, where organic labels made in Italy are highly appreciated and demanded. It is very important that big brands, like Masi, decided to actively support this sector. For us, the decision to produce according to organic farming methods, first in our estate in Argentina and then in Poderi Bellovile, Tuscany, was almost a natural choice. At Sana, beside the Tuscan red wine Poderi Bell'Ovile, we showcase the new Passo Doble red from Argentina: a mix between the uncontaminated environment of South America and the style of Veneto, a blend of Malbec and Corvina. By the end of 2017 we will launch another new organic product: Corbec, a blend of Corvina and Malbec with 100% grape drying."



CANTINA TOLLO



At Sana 2016 Cantina Tollo organized a convention entitled: 'An organic conversation: organic and vegan wines on grocery retail shelves.' A comparison between the dynamics and the opportunities offered by the increasing consumption of organic products, now embracing also organic wines with double digit growth rates. "Of course the organic trend is demanding a higher degree of attention from operators of the grocery retail, in order to meet the new consumers' demand," said Andrea Di Fabio. Last year Cantina Tollo sold 250,000 bottles of organic wines, on a total of 13 million bottles produced, up 80% over 2014. In the first semester of 2016, organic and vegan wines have grown by 30% in Italy and by 16% abroad (Europe, Russia and Japan).



PERLAGE

Jessica Zanette

"The Italian market for organic wines is fast developing. The Ho.Re.Ca sector, in particular, is showing a greater appreciation for this kind of products. 2015 was a positive year for our company, and foreign markets have definitely become our core business, accounting now for 70% of total turnover. A trend set to continue also in 2016: so far, we have experienced a 15% growth rate over previous year. At Sana we didn't launch any new product, but we are aimed at strengthening our brand waiting for Vinitaly 2017."



MARILINA BIO VEGAN WINE


Marilina Paternò


"We have been exhibiting a Sana in a space dedicated to young businesses supported by the Italian Ministry of Agriculture, together with ten more selected companies. We are showcasing the restyling of our entire wine range: a lighter bottle, made with 100% recycled Sicilian glass, a natural cork and the absence of any capsule or laminates. A choice in line with our offer, that pays utmost attention to the respect of the environment. In addition, we also present our Nero D'Avola Docg produced in a limited edition of 1,000 bottles, and with a label dedicated to the Andy Warhol exhibition held in 2016 in Noto (province of Siracusa)".



In the picture from the left: Marilina and Federica Paternò


· DRUSIAN ·






Valdobbiadene Prosecco Superiore D.O.C.G.
When excellence joins design

www.drusian.it
 Azienda Agricola
 Valdobbiadene (Tv)



A CAMPAIGN FINANCED ACCORDING TO (EC) REGULATION NO. 1308/2013



www.treedesign.it

TOUR ACROSS ITALY AND ITS BEST CERTIFIED PRODUCE

AGRIVERDE www.agriverde.it

NAME AND DENOMINATION

Natum - Montepulciano d'Abruzzo Doc

GRAPES

100% Montepulciano d'Abruzzo.

LAND OF PRODUCTION

Abruzzo

ALCOHOL

13% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Colour: ruby red with an ample and dense violet color. Aroma: intense and harmonious. Flavour: sober and full-bodied.

SERVING SUGGESTIONS

Traditional food, soups, roasted meats and mature cheese.

SERVING TEMPERATURE

16 °C.

VINIFICATION

Only steel.

AGEING

In bottle at controlled temperature.

N. OF BOTTLES PRODUCED

100,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

5,30

RESIDUAL SUGAR G/L

3,5

BOTTLE EAN CODE

8022341050010

CERTIFICATION

Organic and Bio-Vegan by Icea.



F.LLI BONELLI www.cantinebonelli.it

NAME AND DENOMINATION

Barbera Doc Colli Piacentini

GRAPES

100% organic Barbera.

LAND OF PRODUCTION

Val Trebbia, Piacenza, Italy.

ALCOHOL

12% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Color: ruby red. Aroma: intense, vinous and persistent, with notes of cherries, plums and dark berries. Taste: warm and harmonious, bright, medium-body, soft tannins and crisp acidity to taste.

SERVING SUGGESTIONS

It pairs well with meats and first courses with meat sauce.

SERVING TEMPERATURE

15-17°C (58-62°F)

VINIFICATION

Red vinification of 5-7days depending on the vintage.

N. OF BOTTLES PRODUCED

15,000 - 20,000

SIZES

0,75 lt.

BOTTLE EAN CODE

8000286650007

CERTIFICATION

H2670 by Icea IT BIO 006 (organic).



BORTOLOMIOL www.bortolomiol.com

NAME AND DENOMINATION

'Ius Naturae' Valdobbiadene Prosecco Superiore Docg Brut Millesimato 2015

GRAPES

100% Glera.

LAND OF PRODUCTION

Valdobbiadene hills.

ALCOHOL

11,50% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Clean, dry and elegant with fragrant fruity, flowery and mineral notes.

SERVING SUGGESTIONS

The freshness of this wine makes it ideal as an aperitif with sea food and crab salad dressed with extra virgin olive oil.

SERVING TEMPERATURE

6-8°C

VINIFICATION

Vinificated off skins by gentle pressing. Primary fermentation in steel tank at controlled temperature. Second fermentation with the Charmat-Martinotti method and 3 months of fining in autoclave.

AGEING

Fining in bottles for 2 months.

N. OF BOTTLES PRODUCED

16,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

5,50

RESIDUAL SUGAR G/L

10

CERTIFICATION

European standards for organic wines.



CASA VINICOLA NATALE VERGA www.verga.it

NAME AND DENOMINATION

Grillo Igt Terre Siciliane

GRAPES

Grillo.

LAND OF PRODUCTION

Sicily.

ALCOHOL

12,5% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Color: pale, crystal straw yellow. Aroma: hints of citrus fruits and herbal notes. Flavor: fresh, savory and persistent.

SERVING SUGGESTIONS

Pairs well with seafood and shellfish dishes. Perfect as aperitif.

SERVING TEMPERATURE

6-10 °C

VINIFICATION

After soft crushing and stemming, fermentation, which lasts for about 8/10 days, fermentation is induced by selected yeasts and carried out at a controlled temperature of about 18°C.

AGEING

6 months.

N. OF BOTTLES PRODUCED

100,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

5,8

RESIDUAL SUGAR G/L

4,0

BOTTLE EAN CODE

8000128160480

CERTIFICATION

BRC (AA) - IFS (higher) - IT-BIO-015 Agricoltura Italiana (organic).



VINICOLA DECORDI www.decordi.it

NAME AND DENOMINATION

Lambrusco Mantovano Doc Organic

'Superbio'

GRAPES

100% Lambrusco.

LAND OF PRODUCTION

Mantova Area.

ALCOHOL

8,5% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Color: deep ruby red with purple tints. Bouquet: fruity notes of raspberry & strawberry, with intriguing hints of pear. Taste: sweet, full-bodied & persistent, versatile.

SERVING SUGGESTIONS

Excellent table wine, especially if served cold from cellar.

SERVING TEMPERATURE

10°C

VINIFICATION

Charmat.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

6,5

RESIDUAL SUGAR G/L

45

BOTTLE EAN CODE

8008820148676

CERTIFICATION

Organic wine.



FATTORIA LA RIVOLTA www.fattorialarivolta.com

NAME AND DENOMINATION

Falanghina del Sannio Taburno Dop 2015

GRAPES

100% Falanghina.

LAND OF PRODUCTION

Dop Sannio, Taburno.

ALCOHOL

13,5% Vol.

ORGANOLEPTIC

CHARACTERISTICS

Straw yellow with golden hues. The aroma is very intense and persistent end, dominated by fruity notes. The taste is a pleasant wine and fresh acidity.

SERVING SUGGESTIONS

Roasted fish, legumes, white meats.

SERVING TEMPERATURE

14-17°C

VINIFICATION

Stainless steel tanks.

AGEING

Six months on the lees. Possibility of aging in the bottle up to 10 years.

N. OF BOTTLES PRODUCED

About 60,000

SIZES

0,375 - 0,75 lt.

TOTAL ACIDITY G/L

6,5

RESIDUAL SUGAR G/L

0,3

CERTIFICATION

Organic by Icea.



ALIBABA TAKES ITALIAN WINE TO CHINA

Italian export boomed after the first wine and spirits sales festival launched by the e-commerce giant on its Tmall marketplace.

Great success for Italian wine during the 'Tmall 9.9 Global Wine & Spirits Festival', the three-days event launched on the past 9th of September by Alibaba. The first of its kind ever hosted by the e-commerce giant on its web platform. 10,000 bottles were sold by Gruppo Mezzacorona, and the world famous Tignanello by Marchesi Antinori was sold out after just a few hours. Over 100,000 international wines and spirits from more than 50 countries were on sale, including those from Italy, Spain, France, Germany, Austria, Belgium, Chile, the US and Australia; exceeding 100 million or-

ders made by Chinese consumers in the wine and spirits category. Our country, with 50 wineries and about 500 labels, was the most represented on the platform. "We are extremely pleased with the results achieved," said Manfredi Minutelli, business development manager for food & wine at Alibaba Italy. "Sales figures during the 'Tmall 9.9 Global Wine & Spirits Festival' are a further proof of how much Alibaba can do to increase Italian wine exports to China, in a sector showing impressive growth potential, and where Italian market share is still just 6%".



Alibaba porta il vino italiano in Cina

Grande successo per il vino made in Italy in occasione del 'Tmall 9.9 Global Wine & Spirits Festival', primo wine day promosso dal gigante dell'e-commerce cinese Alibaba lo scorso 9 settembre. Sono stati 100 milioni gli ordini realizzati dai consumatori cinesi nel corso dell'evento per la categoria vini e bevande alcoliche. Le etichette ad aver riscontrato il maggior gradimento degli acquirenti sono state quelle provenienti da Italia, Spagna, Francia, Germania, Austria, Belgio e Cile. Al Bel Paese il primato di nazione più rappresentata sullo store di e-commerce con 50 cantine. Cinzia Binda, di Natale Verga, ha seguito in prima persona la speciale giornata dedicata al vino. Un appuntamento che per la realtà lombarda ha rappresentato solo l'ultima tappa di un cammino intrapreso già da più di un anno. Ecco la sua testimonianza.



'TMALL 9.9 GLOBAL WINE & SPIRITS FESTIVAL' SEEN WITH THE EYES OF NATALE VERGA

Cinzia Binda, of the Natale Verga winery, followed the festival in first person. An event that, for the company based in the province of Como, Lombardy, represented the last stage of a journey started more than one year ago.

Let's start from figures: how many bottles did you sell during the 'Tmall 9.9 Global Wine & Spirits Festival'?

According to our Chinese importer Yuengang, we sold more than 20,000 bottles in the three days of the festival started on the past 9th September. Figures that make us very pleased with the outcome of this initiative.

When did you enter the Alibaba marketplace?

We started believing in the potential of this platform even before April 2016, when Jack Ma, Alibaba's founder, announced at Vinitaly the launch of a festival dedicated to wine. Before that day, with the collaboration of our local importer, we had already opened our flagship store on Alibaba.

When exactly?

In March 2015. The launch was followed by months of efforts, both on a managing and promotional level, aimed at enhancing our brand image on the web site. In a few words, we worked with our importer to give our labels greater visibility. And after more than one year we are definitely glad for the good work done.

What has changed in total turnover?

Our revenue in China increased by almost 80% year-on-year, and after the success of the 'Tmall 9.9 Global Wine & Spirits Festival', we are ready for the new challenge represented by the 11th November - the Singles day - another key date in

the Asian country as regards e-commerce sales. We are getting ready to present new wines and labels because we strongly believe in the potential of this festival. To the point that Mr. Verga in person, together with our importer, will inaugurate the event.

Several leading Italian wineries took part to the festival on the past September, but you call yourselves the 'pioneers' of made in Italy on Alibaba.

Yes, we were the first to take Italian wine excellences on Alibaba's Tmall e-commerce platform, where we are present with two different brands: Le Rovole and Natale Verga. We first took to China our historical brand Le Rovole, an exclusive of our importer in the country. With the wines included in this range we paved the way for a first selection on Tmall. After the great success achieved by these labels, we decided to bet even more on this market, and we started selling Natale Verga wines. Also in this case with amazing results. A real 'double success'.

How important was the support of Italian institution to the surge of sales experienced in China in the last year?

Very important. Also according to our importer, who said that a great promotional campaign was dedicated to Italian wines in the country. This intervention was fundamental to develop the knowledge and appreciation for Italian wi-

nes in Chinese consumers. An important step, especially if we consider that French wines have always dominated the Chinese wine market.

Which are the future perspectives?

We are very confident about the potential of this country. And we definitely want to carry on our collaboration with Alibaba. Insomuch that we are already planning 2017 events. Today, of course, competition has increased. Before we were alone, now there are many other companies. And even if there is still much to do in order to get more competitive, we face future challenges with confidence.

One last question: what does your Alibaba range include and which are the most performing products?

Our offer on Alibaba is vast and varied: from medium-priced wines to higher-priced wines such as Barolo and Barbaresco. Today, on the web site there are at least 15 labels. Most Chinese consumers are still demanding for medium-priced red wines, that account for the majority of sales on the platform. White wines are non that requested, and we start noticing an increasing demand for sweet and sparkling wines, easily to drink. Nevertheless, our market strategy in China is to remain true to our core products: from Montepulciano to Barbera to Primitivo. Including, of course, top class wines produced by small associated wineries present in our portfolio.

WINE SPECIALIST SINCE 1933

A newly upgraded and refurbished production facility, branch offices in China, Mexico and soon also in Brazil. With its wide and varied product range, Cantine Sgarzi Luigi is the perfect partner for all distribution channels across the world.



The new production facility in Castel San Pietro Terme, Bologna

Since 1933, Cantine Sgarzi Luigi has been producing high-quality wines in Castel San Pietro Terme, in the province of Bologna. A land vocated to wine making, between hills and plains, where Emilia becomes Romagna. The winery's range is vast and varied: from premium labels for restaurants and wine shops to wine-based drinks for grocery retail, branded or with private label. The company also provides wines and musts ready for bottling.

Export, directed to more than 80 world countries, accounts for 97% of the company's total revenue. Top destination markets are Germany, other European countries, Canada, Japan, China, Korea, Russia, the United States and Mexico. Also in 2016 the company has been awarded with golden and silver medals at the Mundus Vini and Berliner Trophy international contests. Awards that are a source of great satisfaction for its partners and a capstone for the good work done in providing clients with quality products at competitive prices.

For its raw materials the company can count on about 100 hectares of vines and several trusted suppliers in different Italian regions. The entire production process takes place internally and is certified ISO, IFS and BRC.

Beside conventional and organic wines, the winery is also specialized in the production of aromatized wine-based drinks and cocktails, and the latest innovation is the production of organic spirit and wine based drinks.

One the company's most performing products is sparkling (frizzante) wine in can branded 'Ciao', manufactured according to the Charmat method just like bottled wine. The can format is particularly appreciated by young people, and can boast numerous advantages with respect to glass bottles: it is light to carry, unbreakable, recyclable, it can be easily cooled down and it's a single serving.

In recent times, many efforts have been directed to the widening of the production facility and to internationalization. On a global scale, Cantine Sgarzi Luigi has inaugurated two branch companies in China and Mexico, with stores for direct sales, and the

next step will be the creation of a new company branch in Brazil. In Italy, instead, a new warehouse has been built at the headquarter of Castel San Pietro Terme, including a new beautiful building hosting the offices, an expositive and tasting area, a laboratory for the chemical-organoleptic analysis of wines and an underground cellar for wine aging. These new facilities have been designed according to green building criteria, significantly reducing the impact on the environment, thanks to the choice of natural materials and the use of renewable energy source.



PIGNOLETTO DOC SPUMANTE EXTRA DRY

GRAPES

Grechetto Gentile

LAND OF PRODUCTION

Emilia Romagna

ALCOHOL

11,5 % Vol.

ORGANOLEPTIC CHARACTERISTICS

Straw yellow with golden reflections, thin and persistent perlage, pleasant acidity but elegant on the palate.

SERVING SUGGESTIONS

Excellent as an aperitif. With light meals and fish.

SERVING TEMPERATURE

10-12 °C

VINIFICATION

The still wine is obtained by an accurate white winemaking, soft pressing and fermentation in steel tanks at controlled temperature then the sparkling wine is obtained by a long second fermentation following the Charmat-Martinotti method.

N. OF BOTTLES PRODUCED

170,000

SIZES

750 ml.

TOTAL ACIDITY G/L

6

RESIDUAL SUGAR G/L

13



COME TO VISIT US

PROWINE CHINA 2016
SHANGHAI, NOVEMBER 7TH-9TH
BOOTH: 7 P12

VINEXPO TOKYO 2016
TOKYO, NOVEMBER 15TH-16TH
BOOTH: CD12

/ product showcase

BERA

www.bera.it

DENOMINATION

Moscato d'Asti Docg

GRAPES

Moscato.

LAND OF PRODUCTION

Piedmont.

ALCOHOL

5,0% Vol.

ORGANOLEPTIC CHARACTERISTICS

Color: yellow straw color in a range of shades. Perfume: rich aroma that keeps the fragrance of the moscato grapes, mixed with a slight scent of yeast and flowers. Flavor: lovely, sweet flavor harmoniously balanced with acidity and a moderate percentage of alcohol, brightened by delicate froth.

SERVING SUGGESTIONS

It's excellent with desserts, pastry, as an aperitif, as a thirst quencher any time of the day, especially when it is time to celebrate.

SERVING TEMPERATURE

Around 6°C.

VINIFICATION

Soft pressing of grapes, under inert gas, separating static/dynamic part fecciosa, filtration, controlled temperature storage 0-1°C.

N. OF BOTTLES PRODUCED

75,000

SIZES

0,375 lt - 0,70 lt - 1, 5 lt - 3 lt.

TOTAL ACIDITY G/L

6,0

RESIDUAL SUGAR G/L

130



ELENA WALCH

www.elenawalch.com

DENOMINATION

Gewürztraminer "Kastelaz"

Doc Alto Adige

GRAPES

Gewürztraminer

LAND OF PRODUCTION

Grown exclusively in the Kastelaz site above Tramin, where the variety originated, at an altitude of 350 meters above sea level.

ALCOHOL

14 % Vol.

ORGANOLEPTIC CHARACTERISTICS

Gewürztraminer "Kastelaz" is a ripe, lush golden yellow color. Its bouquet is intensive, captivating and very complex with aromas of roses and litchis as well as dried fruits, with spicy notes of cinnamon and cloves and a touch of honey in the background. The wine is just as convincing and complex in the mouth: round and full, compact and creamy with harmonious freshness and structure as well as an aromatic finish. A wine with finesse and character.

SERVING SUGGESTIONS

Perfect accompaniment to shellfish, crabs and lobster, to Asiatic dishes and blue cheese.

SERVING TEMPERATURE

11 - 13 °C

VINIFICATION

Very carefully selected, fully ripe grapes are picked in two harvests. Before pressing, the crushed berries are cold macerated for 6 hours, after which the juice is clarified by refrigeration and natural sedimentation. Fermentation is activated using selected yeasts and the temperature is controlled at 18°C

AGEING

The young wine remains on its lees for several months.

N. OF BOTTLES PRODUCED

14,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

5,1

RESIDUAL SUGAR G/L

7,8



BAGLIO DI PIANETTO

www.bagliodipianetto.com

NAME AND DENOMINATION

Ficiligno Doc Sicilia

GRAPES

Viognier and Insolia.

LAND OF PRODUCTION

Santa Cristina Gela (Pa).

ALCOHOL

13% Vol.

ORGANOLEPTIC CHARACTERISTICS

Limpidity: bright; colour: straw yellow; odour: winy; flavour: dry.

SERVING SUGGESTIONS

Ficiligno has a pale yellow colour with green flashes. The bouquet is intense and persistent, very elegant. At first it releases floral notes, and then slowly changes to tropical and fresh fruits like pineapple and mango.

SERVING TEMPERATURE

7°-9°C

VINIFICATION

The grapes are harvested by hand in baskets in three different periods; after harvest it follows the selection of the grapes and a traditional cycle of stomping and soft pressing at controlled temperature. The fermentation is carried out separately for each harvest. The decanting is done in a natural way, without the addition of oenologic inorganic adjuvants and sulphites. It is helped only by a temperature drop. The fermentation takes place in stainless steel tanks of medium size for about 40-60 days at low temperatures. About a month before bottling, takes place the marriage of the various blends.

AGEING

6 months in stainless steel tanks.

N. OF BOTTLES PRODUCED

50,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

6,3

RESIDUAL SUGAR G/L

3,1

CERTIFICATION

Information related to vintage 2015. Vintage 2016 will be organic certified.



ELVIO COGNO SOCIETA' AGRICOLA S.S.

www.elviocogno.com

DENOMINATION

Barolo Ravera 2011 Docg

GRAPES

100 Nebbiolo Grapes.

LAND OF PRODUCTION

Novello.

ALCOHOL

14,5% Vol.

ORGANOLEPTIC CHARACTERISTICS

Brilliant garnet-red in colour with orange highlights. Firm, elegant and potent on the nose, it has scents of dog rose, mint and tobacco, scents which meld in the course of time into spice, coffee, liquorice, truffle, leather and minerals. A full-bodied, rounded bouquet of great structure and balance, redolent of plum jam and withered brambles. The persistent chocolate aftertaste is harmonious and enticing. Over the years it gradually refines its characteristics to achieve classic elegance and composure.

SERVING SUGGESTIONS

Goes well with braised meats, stewed game, roasts and mature cheeses such as pecorino and Parmigiano Reggiano.

SERVING TEMPERATURE

17-18°C

VINIFICATION

In stainless steel, temperature controlled, automatic pump-over, post fermentation maceration for 30 days with submerged cap.

AGEING

20-30 years

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 lt, 250 magnums.

TOTAL ACIDITY G/L

6,07

RESIDUAL SUGAR G/L

1,4



AZIENDA AGRICOLA DRUSIAN FRANCESCO

www.drusian.it

DENOMINATION

Prosecco Superiore Docg

GRAPES

100% Glera

LAND OF PRODUCTION

Valdobbiadene

ALCOHOL

11% Vol.

ORGANOLEPTIC CHARACTERISTICS

Pale straw with hints of green. Its bouquet demonstrates a wide range of fruity fragrances including hints of green apple, citrus fruits and fresh vegetables accompanied by a pleasing note of bread. The harmonious and lively freshness results in a crisp and dry finish on the palate.

SERVING SUGGESTIONS

This well balanced wine is perfect as an aperitif or with fish, or as is the local custom, with most dishes.

SERVING TEMPERATURE

6°-8°C.

VINIFICATION

White. Light pressing. Yield: 70%.

N. OF BOTTLES PRODUCED

85,000-90,000

SIZES

0,75 lt.

TOTAL ACIDITY G/L

5,5 - 6,5

RESIDUAL SUGAR G/L

8 - 10



MASTROBERARDINO

www.mastroberardino.com

DENOMINATION

Novaserra Greco di Tufo Docg

GRAPES

Greco di Tufo 100%

LAND OF PRODUCTION

Montefusco.

ALCOHOL

13% Vol.

ORGANOLEPTIC CHARACTERISTICS

Color: deep straw yellow. Bouquet: prominent hints of apricot, pear, apple, peach, citrus, green almond, with hints of sage and mineral notes. Taste: good acidity, mineral, flavors of ripe fruits. Great structure and a distinctive sapidity.

SERVING SUGGESTIONS

A good pairing with vegetable soups, white meats, shellfish and elaborated seafood.

SERVING TEMPERATURE

12°-14° C

VINIFICATION

Classic white vinification in stainless steel tanks at controlled temperature.

AGEING

3 - 4 months in bottle before release.

N. OF BOTTLES PRODUCED

80,000

SIZES

0,75 lt. -1,5 lt.

TOTAL ACIDITY G/L

6,80

RESIDUAL SUGAR G/L

1,10



Sgarzi Luigi



CANTINE DAL 1933

ITALIAN WINE SPECIALISTS
for
GOOD WINE LOVERS

Visit us and...

...fall in love

with our selection of traditional Italian wines.
Choose from our rich variety of still, sparkling,
white, red and rosé, in bulk or bottled
even with your own private label,
while still always guaranteed by
the high quality of the Sgarzi Luigi Wineries brand.



follow us!
www.cantinesgarzi.com



CAMPAIGN FINANCED ACCORDING TO EC REG. 1308/13