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ITALIAN TRADE AGENCY  
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# THE ITALIAN WINE MAGAZINE BUYER'S • GUIDE

YEAR 5 - N° 3 • MARCH 2017



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**FOCUS ON**  
LONDON & SINGAPORE:  
AT THE HEART OF BUSINESS

Managing director: ANGELO FRIGERIO  
Editorial director: RICCARDO COLLETTI  
Edited by: Edizioni Turbo Srl - Palazzo di Vetro  
Corso della Resistenza, 23 - 20821 - Meda (MB)  
Tel. +39 0362 600463/4/5/9  
Fax. +39 0362 600616 - e-mail: info@tespi.net

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## NEWS

### SANTA MARGHERITA USA BOLSTERS ITALIAN SPARKLING RANGE WITH FRANCIACORTA'S CA' DEL BOSCO

Miami-based Santa Margherita USA has expanded its import portfolio with the addition of Franciacorta winery Ca' del Bosco on an exclusive basis. Founded in 1969 by Maurizio Zanella, Ca' del Bosco is among Italy's most prestigious sparkling wine producers. Santa Margherita USA will import a range of méthode champenoise Ca' del Bosco wines, retailing from 40-120 dollars a bottle. Offerings include Cuvée Prestige (Franciacorta Docg), Cuvée Prestige Rosé (Franciacorta Rosé Docg), Vintage Collection Satèn (Fran-

ciacorta Satèn Docg), Vintage Collection Brut (Franciacorta Millesimato Docg), Vintage Collection Dosage Zero (Franciacorta Millesimato Docg), Vintage Collection Dosage Zero Noir (Franciacorta Riserva Docg), Cuvée Annamaria Clementi (Franciacorta Riserva Docg) and Cuvée Annamaria Clementi Rosé (Franciacorta Rosé Docg). Santa Margherita USA currently sells 7,500-8,000 cases annually in the US. The winery's previous local partner was New York-based Banville Wine Merchants.

#### Santa Margherita Usa amplia la gamma di vini spumanti con i Franciacorta Ca' del Bosco

Il gruppo Santa Margherita rafforza la controllata nordamericana, costituita un anno fa, affidando la distribuzione in esclusiva per gli Stati Uniti del brand Ca' del Bosco. Fondata nel 1969 da Maurizio Zanella, Ca' del Bosco è una delle più prestigiose case spumantistiche italiane. L'offerta, che include vini di una fascia di prezzo compresa tra i 40 e i 120 dollari a bottiglia, include Cuvée Prestige (Franciacorta Docg), Cuvée Prestige Rosé (Franciacorta Rosé Docg), Vintage Collection Satèn (Franciacorta Satèn Docg), Vintage Collection Brut (Franciacorta Millesimato Docg), Vintage Collection Dosage Zero (Franciacorta Millesimato Docg), Vintage Collection Dosage Zero Noir (Franciacorta Riserva Docg), Cuvée Annamaria Clementi (Franciacorta Riserva Docg) e Cuvée Annamaria Clementi Rosé (Franciacorta Rosé Docg). Ad oggi la controllata americana vende tra le 7.500 e le 8mila casse all'anno. Vini che prima erano importati da Banville Wine Merchants.

### CHINA TO RECOGNIZE CHIANTI CLASSICO'S BLACK ROOSTER EMBLEM

The news comes about a year after the Chianti Classico Wine Consortium first started the trademark registering process in China in 2016 for its emblem's translated Chinese name as well as Chianti Classico's denomination date, 1716. The move is expected to help boost Chianti Classico's brand reach and protect its name in China, where Italian wines account for less than 6% of its total consumption. Only 2% of Chianti Classico's total wine production was exported to China in 2016, prompting the consortium to step up promotion efforts in the country. Sergio Zingarelli, president of the consortium commented: "We will complete our trademark registration this year in China. This means that we can use the Chinese trademark on our Chianti Classico trophies, and producers in the region can use our emblem and Chinese trademark on their label. Getting trademark for our Black Rooster's Chinese name in the Chinese lunar Year of the Rooster represented bright prospects and good wishes for Chianti Classico's development in China."

#### Cina: il Chianti Classico registra il marchio Gallo Nero in ideogrammi

Il Consorzio di tutela del Chianti Classico ha avviato un lungo iter di registrazione dei marchi presso le autorità cinesi. L'obiettivo è quello di promuovere il vino del Gallo nero nel mercato cinese, che oggi assorbe il 2% della produzione. Il percorso è cominciato all'inizio dell'anno, con la registrazione della traslitterazione in ideogrammi delle parole Gallo nero, da accompagnare sempre alle parole Chianti Classico in caratteri latini. Un iter che si concluderà entro la fine del 2017, spiega una nota del Consorzio, permettendo l'utilizzo completo del marchio in lingua cinese. In questo modo, i produttori potranno presentare le proprie etichette accompagnandole con gli ideogrammi identificativi dei vini del Gallo nero. "Secondo l'oroscopo cinese - sottolinea il presidente del Consorzio, Sergio Zingarelli -, è iniziato un anno di buoni auspici, sotto il segno del Gallo di Fuoco. Un simbolo importante, perché il Gallo annuncia il sorgere di un nuovo giorno. Ci auspichiamo che per il Chianti Classico questo anno inauguri davvero l'inizio di un nuovo corso in Cina, mercato che un potenziale incredibile e dove l'interesse per il vino italiano sta crescendo sempre più".

### 'VINO 2017': ITALIAN WINE IS BOOMING IN THE US. TOTAL TURNOVER IS 1.65 BILLION DOLLARS

Italy remains the major wine supplier to the United States, accounting for 32.4% of this country's imported wine market share. Total turnover reached 1.65 billion dollars, rising 5.9% over the same period in 2015. As a result, wine now occupies first place in the rank of Italian food & beverage exports, and accounts for 4% of all Italian products sold in the US marketplace. Figures presented during the sixth edition of 'Vino 2017', event

dedicated to professional operators that took place in the past weeks in New York (6th February) and Miami (8th February), that is considered the largest and most important Italian wine tasting in the US. The initiative, organized by Vinitaly International in collaboration with IEM (International exhibition management) saw the participation of 110 exhibitors among wineries, associations and importers.

#### 'Vino 2017': il made in Italy enoico cresce negli Usa, giro d'affari da 1,65 miliardi di dollari

Il primo fornitore di vino degli Usa si conferma ancora una volta l'Italia, con una quota di mercato complessiva del 32,4% tra gennaio e novembre 2016. Sviluppato un giro d'affari di 1,65 miliardi di dollari, per una crescita del 5,9% rispetto allo stesso periodo dell'anno precedente. Con il vino che arriva a rappresentare la prima voce dell'export agroalimentare italiano e il 4% del totale del made in Italy venduto nel mercato Usa. Questi i dati diffusi nel corso della sesta edizione di 'Vino 2017', appuntamento dedicato agli operatori professionali, andato in scena in due tappe tra New York (6 febbraio) e Miami (8 febbraio), un evento considerato il più grande tasting di etichette dal Bel Paese in America. All'iniziativa, realizzata in collaborazione con Vinitaly International e con IEM - International exhibition management, hanno partecipato 110 espositori, tra aziende italiane, associazioni e importatori statunitensi.





# WELCOME TO PROWEIN 2017

MORE THAN 1,600 ITALIAN WINERIES WILL BE EXHIBITING AT THE N.1 INTERNATIONAL EVENT DEDICATED TO WINE AND SPIRITS PROFESSIONALS. ON STAGE IN DUSSELDORF FROM 19 TO 21 MARCH.

Every year, the international wine world gets together at ProWein in Düsseldorf (19-21 March 2017), the leading trade fair for wines and spirits professionals. More than 6,300 companies will be exhibiting at the German trade show, including 1,626 Italian producers. Italy will be the most represented country, followed by France (1,400 exhibitors) and Germany (1,000). Over 55,000 trade visitors are expected, proceeding from 126 nations worldwide. Beside the 500 events already planned – with conferences, forums and tastings – a space will be dedicated solely to organic wines, inside Hall 13, where organic and biodynamic producers from around the world will be exhibiting. Here we present a showcase of some of the Italian companies and products that will be protagonist at the 2017 edition of the show.



More than  
**6,300 exhibitors expected**  
(1,626 from Italy)

More than  
**55,000 visitors expected**  
(from 126 nations)

**500**  
events have been planned,  
including conferences  
and tastings

#### Benvenuti a ProWein 2017

In scena dal 19 al 21 marzo, presso il polo fieristico di Messe Düsseldorf, ProWein 2017, l'evento b2b leader per il settore dei vini e degli alcolici a livello mondiale. Oltre 6.300 gli espositori presenti in fiera, tra cui 1626 produttori italiani. Il Bel Paese sarà infatti la nazione maggiormente rappresentata, seguita dalla Francia (1.400 espositori) e dai padroni di casa tedeschi (1.000). Attesi a Düsseldorf oltre 55mila visitatori da 126 nazioni: tutti operatori specializzati. A livello espositivo, oltre ai 500 eventi già in programma tra conferenze, forum e degustazioni, da segnalare lo spazio dedicato al vino biologico, nel padiglione 13, con un'ampia rappresentanza di produttori bio e biodinamici da tutto il mondo. Qui di seguito una vetrina delle aziende e dei prodotti italiani che saranno protagonisti della kermesse.

#### DATE & OPENING HOURS

Date  
19-21 March 2017  
Opening hours  
daily: 09:00 a.m. - 06:00 p.m.

follow



# PRODUCTS PREVIEW

## VALDO

[www.valdo.com](http://www.valdo.com)

The history of the Valdo Wineries in Valdobbiadene, region of great natural riches and the heart of production for the Valdobbiadene Prosecco Superiore Dcog, dates back to 1926. Since then, Valdo has given precedence to a culture of excellence, taste and know-how, earned by hard work and tireless passion. It is from this passion that Prosecco Valdo is created.

**PRODUCT NAME AND DENOMINATION**  
Valdo Marca Oro, Valdobbiadene Prosecco Superiore Dcog

**GRAPES**  
Glera 100%

**LAND OF PRODUCTION**  
Valdobbiadene, Treviso, Italy.

**ORGANOLEPTIC CHARACTERISTICS**

Unmistakable fruity aroma with scents of wild apple, Golden apple, acacia flowers and honey. Sleek and mild taste, mildly-bodied with a slightly sweet aftertaste and extra fine persistent perlage.

In 2016, the product was awarded with the golden medal at the 20th Berliner Wein Trophy.

**SERVING SUGGESTIONS**

Excellent as an aperitif, it is the perfect companion for get-togethers. It can be served throughout the meal with fine food and above all fish. Flutes are the ideal glasses to appreciate the wine to its greatest extent. The ideal serving temperature is 6-7°C. Chill the wine gradually without causing sudden changes in temperature to enjoy the product at best.

**N. OF BOTTLES PRODUCED**

More than 5 million

**SIZES**

0,75 lt



**PRODUCT NAME AND DENOMINATION**  
Cuvée Di Boj – Valdobbiadene Prosecco Superiore Dcog

**GRAPES**  
Glera 100%

**LAND OF PRODUCTION**  
'Valle dei Buoi', S. Pietro di Barbozza, Valdobbiadene.

**ORGANOLEPTIC CHARACTERISTICS**

Straw yellow colour with golden bright reflections. Fine and persistent perlage. Typical floral bouquet with strong pear and golden apple fruity aroma. Refined, harmonious, lingering aroma and sapidity.

**SERVING SUGGESTIONS**

At best with fish preparations. Excellent as an aperitif but even better as an all-meal companion.

**N. OF BOTTLES PRODUCED**

450,000

**SIZES**

0,375 - 0,75 - 1,5 (magnum) - 3 (Jeroboam) - 6 - 9 lt



**Meet us at ProWein:**

**Hall: 15**

**Booth: F 21**

## AZIENDA AGRICOLA DRUSIAN FRANCESCO

[www.drusian.it](http://www.drusian.it)

The Drusian family has been producing wine for three generations and now owns 80 hectares of vineyards. The winery is situated in the heart of Valdobbiadene, cradle of Prosecco Superiore Dcog. Today the winery is led by Francesco Drusian. With his passion and dynamism, he has given great impulse to the company that keeps innovating through tradition. Carefulness in details, dedication during every step of wine-making and passion for the territory, constantly respecting the environment, make the wines always fresh and rich in fragrances and precious aromatic nuances.

**PRODUCT NAME AND DENOMINATION**

Drusian Valdobbiadene Prosecco Superiore Dcog Extra Dry

**GRAPES**  
Glera 100%

**LAND OF PRODUCTION**

Conegliano Valdobbiadene Prosecco Superiore Dcog, Italy.

**ORGANOLEPTIC CHARACTERISTICS**

Colour: straw yellow with greenish hints. Nose: fresh, with a delicate note of apple. Palate: fragrant, harmonious and well-balanced.

**SERVING SUGGESTIONS**

Serving temperature: 6-8°C. Recommended glass: fairly large, tulip-shaped glass.

**N. OF BOTTLES PRODUCED**

715,000 (2016)

**SIZES**

0, 375 lt - 0,75 lt - 1,5 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: D 20**



## MARCHESI ANTINORI

[www.antinori.it](http://www.antinori.it)

The Antinori family has been involved in the production of wine for over six centuries, ever since Giovanni di Piero Antinori entered the "Arte Fiorentina dei Vinattieri" – the Winemakers' Guild of the city of Florence – in 1385. Throughout its long history, spanning twenty-six generations, the family has always directly managed the business making innovative, sometimes courageous choices, always with unwavering respect for tradition and the land.

**PRODUCT NAME AND DENOMINATION**

Tignanello, Igt Toscana

**GRAPES**

Sangiovese, Cabernet Sauvignon and Cabernet Franc

**LAND OF PRODUCTION**

Chianti Classico

**ORGANOLEPTIC CHARACTERISTICS**

An intense ruby red in color with purple highlights, the wine shows an intense nose of red fruit along with hints of sweet spices and underbrush. On the palate, the flavors are fresh and vibrant with supple and balanced tannins. The finish and aftertaste are long and sustained.

**SIZES**

0,75 lt

**Meet us at ProWein:**

**Hall: 11**

**Booth: A 40**



## CARPENÈ MALVOLTÌ

[www.carpenè-malvolti.com](http://www.carpenè-malvolti.com)

Carpenè Malvolti - historical firm of Italian oenology - was born in 1868 from the desire of Antonio Carpenè to distillate wines and to make sparkling wines with the grapes harvested in the hills of Conegliano and Valdobbiadene. A dream that has become a mission currently managed by the fifth Generation. The winery is located in Conegliano, between Venice and the Dolomites, and site of the first oenological School in Italy, founded in 1876 by Antonio Carpenè himself.

**PRODUCT NAME AND DENOMINATION**

1868 Extra Dry Prosecco Superiore Dcog

**GRAPES**  
Glera 100%

**LAND OF PRODUCTION**

The Carpenè Malvolti Prosecco Superiore Dcog, produced and bottled exclusively in the Conegliano Valdobbiadene Dcog area, is the result of the union of this territory, for centuries suited to viticulture, and the oenological knowledge of its founder Antonio Carpenè, who improved the sparkling wine process.

**ORGANOLEPTIC CHARACTERISTICS**

Pale straw yellow colour, by creamy and persistent perlage. Rich in fruity, floral and vegetable fragrances that remind the freshly picked grapes. Round and persistent on the palate with a fresh hint of acidity.

**SERVING SUGGESTIONS**

Serve in glasses for sparkling wine at a recommended temperature of 6 - 8°C.

**N. OF BOTTLES PRODUCED**

500,000

**SIZES**

0,187 - 0,20 - 0,375 - 0,75 - 1,5 - 3 lt

**Meet us at ProWein:**

**Hall: 15**

**Booth: A 22**



## LE MANZANE

[www.lemanzane.com](http://www.lemanzane.com)

Le Manzane is placed in San Pietro di Feletto, in the heart of Conegliano Valdobbiadene Dcog territory, half way from Dolomiti mountains to Venice. The family farm, 30-year strongly entrenched business in the Treviso province, every year sells about 1.000.000 bottles in local and international markets (in 32 countries from Japan to Brazil).

**PRODUCT NAME AND DENOMINATION**

Marzemino Vino Passito

**GRAPES**

Marzemino 100%

**LAND OF PRODUCTION**

Morainic hills between Conegliano and Valdobbiadene.

**ORGANOLEPTIC CHARACTERISTICS**

**SERVING SUGGESTIONS**

Sweet wine of superior quality, obtained from ripe grapes dried on racks to traditional Christmas winemaking. Intense garnet red colour, strong and characteristic scent of blackberry. Excellent with fruit and desert. Served at 18°C.

**N. OF BOTTLES PRODUCED**

4,300

**SIZES**

0,50 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: H 12**



## VERGA

[www.verga.it](http://www.verga.it)

Casa Vinicola Natale Verga was founded by Enrico Verga in 1895. For four generations it has been handed down from father to son with the same values of tradition and quality. At the moment the company is run by Natale Verga, in active cooperation with his sisters Cristina and Laura. After more than a century of activity, the Natale Verga Wine Company actually takes on a determinant role in the great distribution network across Italy with a vast range of products of its own brands and of private labels. The overseas market, expanding to more than 30 countries and representing 35% of the business turnover of the company, has constantly honored it with numerous awards. The new headquarters cover a total surface area of 35.000 sq.m. The winery has a storage capacity of 46.000 quintals and two bottling lines: one dedicated to glass bottles from 0,75 to 1,5 liters, with a production capacity of 25.000 bottles per hour, along with another one dedicated to glass and PET bottles of 5 liters. The ever growing business of these last years has been made possible thanks to the introduction of innovative and sophisticated technological systems that, though preserving the winemaking traditions, can satisfy a careful and exacting clientele, in full respect of the price-quality relationship. BRC and IFS certifications.

**PRODUCT NAME AND DENOMINATION**

Governo all'Uso Toscano – Rosso Toscano Igt

**GRAPES**

Sangiovese, Merlot,

Cabernet.

**LAND OF PRODUCTION**

Tuscany

**ORGANOLEPTIC CHARACTERISTICS**

Color: bright, intense ruby red. Bouquet: fruity, round. Flavour: fresh, harmonic and savoury on palate with vinous aftertaste, which reminds flavours of the harvest period.

**SERVING SUGGESTIONS**

Pairs well with game and roast, savoury and seasoned cheeses.

**SIZES**

0,75 lt



**PRODUCT NAME AND DENOMINATION**

Terre Siciliane Igt Shiraz

**GRAPES**

Shiraz

**LAND OF PRODUCTION**

Sicily

**ORGANOLEPTIC CHARACTERISTICS**

Color: intense ruby red with purplish hue. Bouquet: fruity with notes of blackberries and raspberry, hints of black pepper and vanilla. Flavour: full, round and very pleasant.

**SERVING SUGGESTIONS**

Pairs well with risotto, red meat, mixed boiled meat and mid-seasoned cheeses.

**SIZES**

0,75 lt



**Meet us at ProWein:**

**Hall: 15**

**Booth: D 02**





**VILLA SANDI**  
[www.villasandi.it](http://www.villasandi.it)



Villa Sandi represents the combination of art and agriculture which characterized the Venetian landscape of past centuries. A whole experience including history, art, landscape, wine and culture. Villa Sandi Estates encompass the entire Prosecco area: from the wider Doc to the hills of Asolo and Valdobbiadene, Docg appellation, up to the cru of Cartizze making Villa Sandi a symbol of Prosecco in the world.

**PRODUCT NAME AND DENOMINATION**  
 Asolo Prosecco Superiore Docg

**GRAPES**  
 Glera 100%  
**LAND OF PRODUCTION**  
 Asolo Docg Area, Montello and Colli Asolani hills.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Pale straw yellow, fine perlage. Fruity aroma and elegant flowery sensation. Fresh and soft to the palate.  
**SERVING SUGGESTIONS**  
 Excellent as an aperitif. Perfect pairing to herb based first courses and fish marinated with delicate aromatic herbs.  
**N. OF BOTTLES PRODUCED**  
 30,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: G 31 (Villa Sandi at Pellegrini)**

**CANTINA VALTIDONE**  
[www.cantinavaltidone.it](http://www.cantinavaltidone.it)



Cantina Valtidone was founded in Borgonovo in 1966, in the middle of Val Tidone, which lies in the heart of the Colli Piacentini Doc region. Today there are around 220 associated growers who, every year, provide approximately 8.000.000 kilos of grapes. The Cantina Valtidone range includes: Gutturio, Barbera, Bonarda, Malvasia, Chardonnay, Sauvignon, Pinot Nero and Ortrugo.

**PRODUCT NAME AND DENOMINATION**  
 Gutturio Doc Riserva 'Bollo Rosso' vintage 2011

**GRAPES**  
 Barbera and Bonarda.  
**LAND OF PRODUCTION**  
 Val Tidone hills, Emilia Romagna, Italy.  
**ORGANOLEPTIC CHARACTERISTIC**  
 Intense garnet color with shades of shiny brick red, strong complex bouquet (hint of plum, vanilla, clove, pepper, leather and licorice). The taste is full, warm and strong, with distinct aftertaste of ripe fruits and spices.  
**SERVING SUGGESTIONS**  
 Serving at 18°C, it goes with red meat, game, truffle dishes and strong cheeses.  
**N. OF BOTTLES PRODUCED**  
 20,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall:15**  
**Booth: E 61**

**CANTINE IORIO**  
[www.cantineiorio.it](http://www.cantineiorio.it)



The cellar, refurbished in 2013, combines the ancient knowledge and the experience of local farmer tradition with the most technological tools present on the market to ensure the right mix between innovation and tradition. Our project is based on the passion and has, as main object, the desire to transmit as much as possible the territorial identity from the vineyards to the bottle respecting the authenticity and the quality of wine.

**PRODUCT NAME AND DENOMINATION**  
 Taburno Falanghina del Sannio Dop

**GRAPES**  
 Falanghina 100%  
**LAND OF PRODUCTION**  
 Torrecuso, Benevento.  
**ORGANOLEPTIC CHARACTERISTIC**  
 Brilliant straw yellow colour. Intense and persistent bouquet of white flowers and exotic fruits. Its freshness persists with great pleasure.  
**SERVING SUGGESTIONS**  
 Ideal as an aperitif, it can also accompany fish, rice, white meat and fresh cheese.  
**N. OF BOTTLES PRODUCED**  
 50,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall:16**  
**Booth: C 41-18**

**CASA VITIVINICOLA TINAZZI**  
[www.tinazzi.it](http://www.tinazzi.it)



Casa Vitivinicola Tinazzi is a family-owned winery based on Garda Lake, in Veneto. The winery was founded in 1968 and quickly expanded by acquiring vineyards and estates in Valpolicella. In the early 2000s the family invested in Apulia where they now own 70ha of Primitivo and Negroamaro vineyards.

**PRODUCT NAME AND DENOMINATION**  
 Ca' de' Rocchi - Montere' - Valpolicella Ripasso Superiore Dop

**GRAPES**  
 Corvina, Molinara, Rondinella.  
**LAND OF PRODUCTION**  
 Valpolicella.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Mostly red and black fruit, mainly sour cherries and plum. Hints of spices and a light balsamic vein.  
**SERVING SUGGESTIONS**  
 Especially recommended for accompanying autumn risottos, pasta and beans, various roast or baked meat dishes or boiled with "pearà" (typical Veronese sauce).  
**N. OF BOTTLES PRODUCED**  
 140,000  
**SIZES**  
 0,75 lt - 1,5 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: E 03**

follow

*The art of good wine handed down for four generations*

*L'arte del buon vino da quattro generazioni*

**Casa Vinicola Natale Verga s.p.a.**

Via Europa Unità 13 - 22072  
 Cermenate (CO) ITALY  
 Phone +39 031 771168







# PRODUCTS PREVIEW



## DE FALCO VINI

[www.defalco.it](http://www.defalco.it)

De Falco Vini has its roots in the heart of Vesuvius National Park area, a great environmental historic and archeological patrimony. The vines grow on a land which has fire in its heart and looks on to the sea in the background. In every wine you will find this fire and the love we put in it.



**PRODUCT NAME AND DENOMINATION**  
Lacryma Christi del Vesuvio Doc Rosso 2016

**GRAPES**  
Piedirosso 100%

**LAND OF PRODUCTION**  
Campania  
**ORGANOLEPTIC CHARACTERISTICS**  
Ruby red, so lively and irrepressible like the fire of the Vesuvius. Pleasant, smells of red fruit and aromatic spices. Dry, fruity, mineral with a harmonious aroma, complex and full-bodied.

**SERVING SUGGESTIONS**  
It pairs well with pasta and tomato sauce, pizza and roasted meats.

**N. OF BOTTLES PRODUCED**  
80,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 41-20

## LA MONTINA

[www.lamontina.it](http://www.lamontina.it)

Born in Franciacorta on the 28th of April 1987 from 3 of the 7 Bozza brothers: Vittorio, Giancarlo and Alberto. The area with grapevines, developed on a surface of 72 hectares positioned in 7 districts in Franciacorta, allows the winery to produce 380.000 bottles per year. Nowadays the production of La Montina rosé in the Demi Sec version covers almost 90% of all the Franciacorta production. That is because La Montina was one of the first believing in the production of a rosé Wine, made with a pinot noir in Demi Sec version, particularly sweet, perfect for aperitif and to be drunk at the end of a meal.



**PRODUCT NAME AND DENOMINATION**  
La Montina Riserva Baiana 2008 Pas Dosé

**GRAPES**  
Pinot Nero 45%, Chardonnay 55%

**LAND OF PRODUCTION**  
Franciacorta.  
**ORGANOLEPTIC CHARACTERISTICS**  
When - on very rare occasions - the vineyards, experience and desire deserves it, a Riserva is given to light. Everything that goes into such a wine is the best of the best, the tiny parcels of vineyard, the finest selection of grapes, the softest pressing and only the perfectly toasted barrels. Elegant at the nose, complex and full on the palate and with a huge personality.

**SERVING SUGGESTIONS**  
The Reserve wine is the masterpiece of the estate and matches perfectly with important taste dishes. Serving temperature: 7°C

**N. OF BOTTLES PRODUCED**  
9,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 15  
Booth: F 03

## AGRICOLA F.LLI TEDESCHI

[www.tedeschiwines.com](http://www.tedeschiwines.com)

Tedeschi can boast a 4-Centuries long history in the wine business (since 1630) and has always believed in the richness of Valpolicella wine production. Reinterpreting it in a modern key and adopting the most innovative production methods in the 46 hectares of hillside vineyards' property. Tedeschi respects and promotes the area by producing powerful, elegant, typical wines that are rich in character.



**PRODUCT NAME AND DENOMINATION**  
Capitel Monte Olmi Amarone della Valpolicella Docg Classico Riserva

**GRAPES**  
Corvina (30%), Corvinone (30%), Rondinella (30%), Oseleta, Negrara, Dindarella, Croatina, Forselina (10%)

**LAND OF PRODUCTION**  
Valpolicella Classica, Veneto, Italy.  
**ORGANOLEPTIC CHARACTERISTICS**  
Aromas of crushed blackberries, spice and flowers combined with notes of Slavonia oak. Full-bodied, with peppery and berry character, added to a balsamic note, medium tannins and a fine finish. The after-taste confirms the character of the bouquet. This wine has a long-lasting and persistent flavor.

**SERVING SUGGESTIONS**  
Red meat and games, medium spicy food, aged and grain cheeses.

**N. OF BOTTLES PRODUCED**  
Up to 10,000  
**SIZES**  
0,75 lt - 1,5 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39 - A7

## MACCHIE S.MARIA CANTINE

[www.macchiesantamaria.com](http://www.macchiesantamaria.com)

The production of wine in Irpinia is an art that has been handed down for centuries. Since ancient times, families of the area have cultivated vineyard for their personal use, and it is through the tradition of a good three generations that in 2010 Macchie S.Maria Cantine came alive. Today, the entrepreneurial spirit and passion of the new generation has skillfully integrated innovative techniques to traditional methods of production leading towards excellence the wines of our company.



**PRODUCT NAME AND DENOMINATION**  
Taurasi Docg 2012

**GRAPES**  
Aglianico 100%

**LAND OF PRODUCTION**  
Montemiletto, Avellino, Irpinia, Italy.  
**ORGANOLEPTIC CHARACTERISTICS**  
Taurasi Docg is a traditional ruby red wine, with orange notes. At the nose it shows an intense bouquet of sour cherry and the warm, dry, scarcely tannic and elegant tasting confirms and amplifies the olfactory sensations. It pairs well with roast meat, game and long aging cheese.

**SERVING SUGGESTIONS**  
17°-18°C  
**N. OF BOTTLES PRODUCED**  
3,300  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 41-11

## ETIKÉ VINI

[www.etikevini.it](http://www.etikevini.it)

In 2008 we began our wine adventure thanks to a strong and long-lasting friendship and deeply moved by wine's great passion. We are a harmonious team of wine experts, we take care of production every single day. Our wines reflect colors of their origin and they are enriched by a special and ultra-thin ceramic label protected by a worldwide patent.



**PRODUCT NAME AND DENOMINATION**  
Sule Primitivo Di Manduria Dop

**GRAPES**  
Primitivo  
**LAND OF PRODUCTION**  
Apulia  
**ORGANOLEPTIC CHARACTERISTICS**  
Ruby red color with purple hues. Intense and complex aroma which reminds of red fruits such as cherry and clackberry. The taste is warm, soft and tannic. A well-balanced wine with a good aftertaste.

**SERVING SUGGESTIONS**  
Excellent with savoury first courses, red meat with elaborated sauces and mature cheese.

**N. OF BOTTLES PRODUCED**  
100,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39-A5

## MASI RENZO & C FATTORIA DI BASCIANO

[www.renzomasibasciano.it](http://www.renzomasibasciano.it)

Fattoria di Basciano estate has been owned by the Masi family since early 1900. Originally an ancient guard tower of the thirteenth century, it is located in the Chianti Rufina area, between the river Sieve and the Argomena valley, at an altitude of 300 mt. Here, the sangiovese and cabernet sauvignon grapes thrive in the dry breezy climate. The Masi family are very careful to maintain their excellent quality/price standards by reinvesting constantly and the creation of a new winery dedicated to the process of ageing wine in oak barrels.



**PRODUCT NAME AND DENOMINATION**  
2015 Fattoria di Basciano Chianti Rufina Docg

**GRAPES**  
Sangiovese 93%, Colorino 7%

**LAND OF PRODUCTION**  
Rufina, Florence, Tuscany.  
**ORGANOLEPTIC CHARACTERISTICS**  
Deep ruby red colour. Intense bouquet of berry, cherry and violet aroma and flavours. It is full on the palate with an excellent tannic structure.

**SERVING SUGGESTIONS**  
Should be opened at least one hour prior to consumption at around 14°C. It is a perfect match for grilled and roast meats, but also suits most mature cheeses.

**N. OF BOTTLES PRODUCED**  
100,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39-B7

## GAVIOLI ANTICA CANTINA

[www.gaviolivini.it](http://www.gaviolivini.it)

Since 1794, when Pietro Gavioli was master cellar of Mrs Marquis Molza in Solara, we have undertaken a long journey along with Lambrusco. Every single step of the winemaking process is done slowly, with the deepest care and dedication. In the same way, every step of the production chain of our Lambrusco is fully controlled internally, from vineyards to the bottle: a km 0 handmade product.

**PRODUCT NAME AND DENOMINATION**  
Lambrusco Spumante Brut 30 Mesi

**GRAPES**  
Lambrusco di Sorbara 100%

**LAND OF PRODUCTION**  
Nonantola (Modena).  
**ORGANOLEPTIC CHARACTERISTICS**  
Lambrusco di Sorbara grapes are vinified in white and fermented naturally in the bottle according to the Classic Method. The foam is paper white, extremely fine and persistent. The wine is pale straw yellow. The perfume is fruity and floral, with hints of bread crust and hazelnut. The taste is well-structured, full, harmonious and elegant with nice almond notes.

**SERVING SUGGESTIONS**  
Ideal as an aperitif, but also to accompany appetizers, first courses of pasta, risotto, fish and white meat. Thanks to good acidity it goes well with all courses class. Amazing when paring oysters. Serve between 8-10°C

**N. OF BOTTLES PRODUCED**  
5,368  
**SIZES**  
0,75 - 1,5 lt

**Meet us at ProWein:**  
Hall: 15  
Booth: E 71

## GIACOBBAZI A. E FIGLI

[www.giacobbazivini.it](http://www.giacobbazivini.it)

For generations the Giacobazzi Family has been vocation to the care of fields and vines, a passion that in the old '60s led the family to expand Lambrusco's name beyond Italian borders bringing it to the status of Italian best-selling wine all over the world.

**PRODUCT NAME AND DENOMINATION**  
Giacobazzi 9 - Pignoletto Doc vino Spumante Brut

**GRAPES**  
Pignoletto 100%

**LAND OF PRODUCTION**  
Emilia Romagna.  
**ORGANOLEPTIC CHARACTERISTICS**  
Straw yellow with greenish reflections, the foam is fine and persistent; fruity, decisive, persistent and floral. The taste is fresh, aromatic with good acid balance.

**SERVING SUGGESTIONS**  
Extremely versatile, it is ideal as an aperitif and as accompaniment throughout the meal, particularly if based on fish, shellfish and seafood. Excellent with meat white and cheese carts.

**N. OF BOTTLES PRODUCED**  
170,000

**Meet us at ProWein:**  
Hall: 15  
Booth: E 71







**GIACOBAZZI**  
MODENA



*Passione  
Frizzante*

Modena  
Via Carlo Sigonio, 50  
Tel +39 059 222014  
[www.giacobazzivini.it](http://www.giacobazzivini.it)



# PRODUCTS PREVIEW

## VARVAGLIONE VIGNE E VINI

[www.varvaglione.com](http://www.varvaglione.com)

Varvaglione1921 is located in Puglia. The owner, Cosimo Varvaglione, is the third generation of this company. This brand is supported by a prestigious list of awards and acknowledgements. Varvaglione1921 focuses on local varieties as Primitivo, Negroamaro and Malvasia. In terms of quality and R&D it is monitored by two Italian Universities: Udine and Tor Vergata.



### PRODUCT NAME AND DENOMINATION

Papale Linea Oro Dop

### GRAPES

Primitivo di Manduria 100%

### LAND OF PRODUCTION

Manduria, Puglia.

### ORGANOLEPTIC CHARACTERISTICS

Intense red with purple hints. A round and smooth taste, reminiscent of jam and wild berries.

### SERVING SUGGESTIONS

Red meat and game. Ideal as a meditation wine, too.

### N. OF BOTTLES PRODUCED

350,000

### SIZES

0,75 lt - 1,5 lt - 3 lt - 6 lt - 9 lt

### Meet us at ProWein:

Hall: 16

Booth: A 31, Table 9

## CANTINE SETTESOLI

[www.mandarossa.it](http://www.mandarossa.it)

Established in 1958 in Menfi, it now counts 2,000 partners, 6,000 hectares of vineyards - about 5% of vineyards in Sicily -, three wine-making facilities dedicated to the vinification of about 500,000 ql of grapes processed every year and a packaging and storage center for finished products, Cantine Settesoli is Sicily's largest winery, the largest vineyard in Europe and a genuine wine-growing district in the province of Agrigento. The wines produced by Cantine Settesoli are obtained from selected grapes, grown to full ripeness, vinified in the area of origin by integrating the local culture, traditional methods and technological innovation.



### PRODUCT NAME

### AND DENOMINATION

Mandarossa Cartagho 2014

### GRAPES

Nero d'Avola 100%

### LAND OF PRODUCTION

Menfi.

### ORGANOLEPTIC CHARACTERISTICS

The wine has an intense red colour with vibrant shades of purple. The perfume is intense, with scents of wild blackberries and Morello cherries. On the palate it is clean and distinct, with hints of dates and maritime pine.

### SERVING SUGGESTIONS

meat roasts, braised meat, game, hard cheese.

### N. OF BOTTLES PRODUCED

72,000

### SIZES

0,75 lt

### Meet us at ProWein:

Hall: Hall 16

Booth: C 62 - A 77 (open space Sicilia)

## ZENATO

[www.zenato.it](http://www.zenato.it)

The Zenato winery was founded in 1960 by Sergio Zenato in the heart of Lugana, in Peschiera del Garda (Verona, Italy). Soon it was extended in the Valpolicella land, in Sant'Ambrogio. Today, the company continues thanks to the hard work of his wife Carla and his sons Alberto and Nadia, who consolidated and expanded the project begun by Sergio. The company is in constant evolution, but its values are the same as always: the respect of time, the human aspect, the love for the land and care for tradition.



### PRODUCT NAME

### AND DENOMINATION

Amarone della Valpolicella Docg Classico 2012

### GRAPES

Corvina 80%, Rondinella 10%, Oseleta and Croatina 10%

### LAND OF PRODUCTION

Costalunga Estate, in in Sant'Ambrogio, the Classical area of Valpolicella.

### ORGANOLEPTIC CHARACTERISTICS

Colour: deep ruby, which will develop garnet shadows by aging. Nose: elegant, warm, spicy, with hints of black cherry, dried fruit, in particular prunes. Palate: round, velvety and smooth.

### SERVING SUGGESTIONS

Recommended with roasted meat, grilled meat and matured cheeses.

### N. OF BOTTLES PRODUCED

80,000

### SIZES

0,75 lt - 1,5 lt - 3 lt

### Meet us at ProWein:

Hall: 16

Booth: B 11

## MONCARO

[www.moncaro.com](http://www.moncaro.com)

Moncaro boasts three wine-making cellars, as well as various vineyards, in the most prestigious grape-growing areas of the Marche region: Montecarotto, in the heart of the classic Verdicchio dei Castelli di Jesi zone; Camerano, on the slopes of Monte Conero; Acquaviva Picena, in southern Marche, in the upper reaches of the Piceno area.



### PRODUCT NAME

### AND DENOMINATION

'Le Vele' Verdicchio dei Castelli di Jesi Doc Classico

### GRAPES

100% Verdicchio

### LAND OF PRODUCTION

Marche, province of Ancona.

### ORGANOLEPTIC CHARACTERISTICS

Straw-yellow colour flecked with green to signal the wine's tangy freshness. Bouquet of white peach, citrus and apples, accompanied by subtle bitter-almond scent, typical of the Verdicchio grape. Dry and smooth on the palate, the alcohol works beautifully with a nery acidity and savoury fruit. Intense and persistent.

### SERVING SUGGESTIONS

Excellent with shellfish appetizers and seafood salads but, thanks to its freshness, it matches even better with river and lake fishes. Pastas and creamy butter risottos are part of his preferences.

### N. OF BOTTLES PRODUCED

200,000

### SIZES

0,75 lt

### Meet us at ProWein:

Hall: 16

Booth: D 03

## BISOL - VITIVINICOLTORI IN VALDOBBIADENE

[www.bisol.it](http://www.bisol.it)

Bisol is a name that is part of the history of Prosecco: its tradition has been intimately linked to the territory of Valdobbiadene since the Bisol family began the grape growing and wine making business in 1542, handing it down from father to son. The Bisol family directly cultivate 20 of the best-located plots for grape growing. The feather in the cap is the plot nurtured on the summit of the Cartizze hill, the world's most expensive vineyard dedicated to bubbles.



### PRODUCT NAME

### AND DENOMINATION

Crede Valdobbiadene Prosecco Superiore Docg

### GRAPES

Glera 85%, Pinot Bianco, 10%, Verdiso 5%

### LAND OF PRODUCTION

Località Follo di Santo Stefano di Valdobbiadene.

### ORGANOLEPTIC CHARACTERISTICS

The colour is brilliant, light straw yellow with nuances of green, while the perlage features a myriad of minute and persistent bubbles. The bouquet of wildflowers is suitably intense, fresh and elegant and emanates an extremely agreeable fruitness. The flavor reflects the fruity bouquet with its scents of apples and pears and overall harmony is completed by a rich and fine sapidity.

### SERVING SUGGESTIONS

Serve at a temperature of 8° C in a crystal goblet. Because of its complete personality, this sparkling wine is excellent for receptions and cocktails parties. It is the Bisol Prosecco for the entire meal. It is also the ideal Prosecco for preparing the original Bellini.

### N. OF BOTTLES PRODUCED

320,000 bottles of Crede Bisol

### Meet us at ProWein:

Hall: 15

Booth: A 31

## CANTINA SAN ZENONE

[www.foodexplore.com](http://www.foodexplore.com)

San Zenone winery has matured experience in the production of wines and with thriving passion, today we can guarantee the best that the Molise region can offer. 40 years later we have more than 140 members and consequently there has been a modernization of the structure, and now we can produce 100,000 hectoliters of wine. Today the San Zenone winery is one of the three biggest wineries in the Molise.



### PRODUCT NAME

### AND DENOMINATION

Molise Rosso Doc Riserva Pluris 2012

### GRAPES

Montepulciano 100%

### LAND OF PRODUCTION

Montenero di Bisaccia, Campobasso (Molise).

### ORGANOLEPTIC CHARACTERISTICS

Ruby red color, notes of vanilla and ripe red fruit, in the mouth notes of ripe fruit, tobacco and sweets from labels.

### SERVING SUGGESTIONS

Serve at ambient temperatures, open the wine one hour before serving.

### N. OF BOTTLES PRODUCED

5,000

### SIZES

0,75 lt

### Meet us at ProWein:

Hall: 16

Booth: C 39 - B4

## AZIENDA AGRICOLA CONTI ZECCA

[www.contizecca.it](http://www.contizecca.it)

Conti Zecca is one of the most historical wineries of Southern Italy. In its 320 hectares of vineyards it cultivates local grapes such as Primitivo and Negroamaro, following the most modern procedures in terms of environmental sustainability.



### PRODUCT NAME

### AND DENOMINATION

Rifugio IGP Salento

### GRAPES

Primitivo 100%

### LAND OF PRODUCTION

Apulia.

### ORGANOLEPTIC CHARACTERISTICS

Color: deep ruby red. Bouquet: aroma of small red fruits and spices. Flavor: harmonic and soft, with mature tannins, well-structured and full-bodied.

### SERVING SUGGESTIONS

16-18 °C

### N. OF BOTTLES PRODUCED

80,000

### SIZES

0,75 lt

### Meet us at ProWein:

Hall: 16

Booth: J 26

## CASA VINICOLA SETARO

[www.casasetaro.it](http://www.casasetaro.it)

Casa Setaro winery, 4th generation of Setaro wine producers, grew up in Trecase, a small village clung to the Vesuvius lava slopes, just a few minutes from the historic city of Pompei, facing the Gulf of Naples, Sorrento and the island of Capri. We strongly believe in local grapes cultivated on the black terrains of Vesuvius, following a natural and sustainable agriculture. We are firmly convinced that this land is a powerful witness of nature's strength. Since 79 A. D. many eruptions have generated fruitful and blessed soils rich in minerals which give origin to wines with an extraordinary character.



### PRODUCT NAME

### AND DENOMINATION

Caprettone Spumante Metodo Classico Millesimato

### GRAPES

Caprettone

### LAND OF PRODUCTION

Mount Vesuvius.

### ORGANOLEPTIC CHARACTERISTICS

"Vesuvio in the bottle" with its own minerality, sapidity and everything our territory and our nature gives to us.

### SERVING SUGGESTIONS

Brilliant, straw yellow with green highlights, elegant and persistent perlage. On the nose it bestows floral scents of Vesuvian broom, white-fleshed fruits and fragrant notes of bread finely matched by the minerality. On the palate it is elegant, full-bodied, with the freshness livened-up by the bubbles, an excellent structure and a long finish.

### N. OF BOTTLES PRODUCED

5,000

### SIZES

0,75 lt - 1,5 lt

### Meet us at ProWein:

Hall: 16

Booth: C 41-16



**MEDICI ERMETE & FIGLI**  
[www.medici.it](http://www.medici.it)

The Medici Ermete Cellars have been established for almost a century and are situated in the best growing area of the Lambrusco. The Medici Family has always been dedicated to get the best out of this wine. During decades, they have managed to build up and constantly develop a real "heritage" of knowledge and skills, which have always been jealously guarded and improved, and their love and commitment to this wine has been handed down from generation to generation.



**PRODUCT NAME AND DENOMINATION**  
 Concerto, Reggiano Lambrusco Doc Secco  
**GRAPES**  
 Lambrusco Salamino 100%  
**LAND OF PRODUCTION**  
 Reggio Emilia.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Colour: intensely brilliant ruby red. Aroma: intense nuance of fresh red berries, strawberries, raspberries and cherries. Excellent olfactory purity enhanced by intensity and persistence. Flavour: dry and fruity, round, fresh, lively and delectably harmonious. Very clean with the perfect balance of acidity and tannins.  
**SERVING SUGGESTIONS**  
 Serving temperature: 14-15°C. Pair with: Italian cuisine, cured pork meats, seasoned cheese, mixed meat sauces, stuffed roast, grilled meats, vegetarian cuisine.  
**N. OF BOTTLES PRODUCED**  
 150,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: A 03**

**CANTINE SGARZI LUIGI**  
[www.cantinesgarzi.com](http://www.cantinesgarzi.com)

The family Sgarzi has been producing grapes and wines since 1933 in Castel San Pietro Terme, a city located among plain and hill, at the point where Emilia becomes Romagna, where the vine has been cultivated from the most ancient times. Year by year, Cantine Sgarzi Luigi has developed an important export volume till to evolve into a sizable company which presently sells in more than 80 countries.



**PRODUCT NAME AND DENOMINATION**  
 Rosso Igt Puglia – Appassimento  
**GRAPES**  
 Negroamaro, Zinfandel and Merlot  
**LAND OF PRODUCTION**  
 Apulia.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Rich and complex in the nose, fruity with notes of ripe dark cherries, fresh herbs and vanilla. Full bodied with a pleasant concentration of fruit and flavor on the palate.  
**SERVING SUGGESTIONS**  
 Tasty dishes, grilled meats or stews, aged cheeses, caramelized fruits.  
**N. OF BOTTLES PRODUCED**  
 150,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: C 03**

**CANTINA KALTERN**  
[www.kellereikaltern.com](http://www.kellereikaltern.com)

Cantina Kaltern is a co-op winery of 700 associates that look after the almost 490 ha of vineyards. The co-op is a landmark for the wines produced in the Lake Kaltern area and the wine under the famous appellation of 'Kalterersee' travels the world. They offer moments of relaxed, light heartedness and trigger the wanderlust of experience this unique region.



**PRODUCT NAME AND DENOMINATION**  
 Alto Adige Kalterersee Classico Superiore Pfarrhof Doc  
**GRAPES**  
 Schiava 100%  
**LAND OF PRODUCTION**  
 Caldaro, South Tyrol, Italy.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Brilliant, deep ruby red; fruit dominant nose reminiscent of cherry, raspberry and strawberry, with a hint of bitter almonds; full, soft structure, pleasant, elegant tannins give the wine length, finishes with a lingering echo of ripe fruit.  
**SERVING SUGGESTIONS**  
 This wine is ideal as an aperitif, an accompaniment to appetizers, or to typical Tyrolean fare such as speck and sausage, but also to lighter meats and mild cheeses.  
**N. OF BOTTLES PRODUCED**  
 20,000  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall: 15**  
**Booth: G 71**

**FATTORIA DI SAN QUINTINO SOC. AGRICOLA DI CECCHI MASSIMO & C.**  
[www.fattoriasanquintino.it](http://www.fattoriasanquintino.it)

Fattoria San Quintino is located on the famous white truffle hills of San Miniato. Founded in 1967, the farm extends for 200 hectares, of which 20 are of vineyards. The replanting of the vineyards has currently involved 80% of the total area, with full respect of ancient traditions. Our wines have been internationally recognized with several awards.



**PRODUCT NAME AND DENOMINATION**  
 La Fagiana Igt Toscana Red  
**GRAPES**  
 Sangiovese 100%  
**LAND OF PRODUCTION**  
 Tuscany.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Great structure and persistence, characterized by dense, soft and ripe tannins. Intense and persist at the nose, characterized by the union of small ripe blackberries and of spicy notes coming from the "elevage" in barriques.  
**SERVING SUGGESTIONS**  
 Ideal with red meats, games, roasts and stewed meat.  
**N. OF BOTTLES PRODUCED**  
 10,000  
**SIZES**  
 0,75 lt - magnum 3 lt – magnum 5 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: C 39 – A 7/8**

**CAPARRA & SICILIANI**  
[www.caparraesiciliani.com](http://www.caparraesiciliani.com)

Caparra and Siciliani, two families with an ancient agrarian tradition, have been producers of wine since the 19th century, and in 1963 the Caparra& Siciliani firm was established. Acting exclusively in the sectors of 'Cirò' and 'Cirò Classico', the only grapes the company use are those from its partner's vineyards, which extend over around 180 hectares.



**PRODUCT NAME AND DENOMINATION**  
 Cirò Rosso Classico Superiore Riserva  
**GRAPES**  
 Gaglioppo 100%  
**LAND OF PRODUCTION**  
 Cirò Marina, Calabria.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Ruby red colour. Bouquet: earthy with a hint of berries. Taste: fine tannins, rusticity transformed into elegance.  
**SERVING SUGGESTIONS**  
 The bottles have to be uncorked two hours before consumption.  
**N. OF BOTTLES PRODUCED**  
 50,000 bottles

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: C 39**

**VINICOLA DECORDI**  
[www.decordi.it](http://www.decordi.it)

The Decordi Winery was born in 1921 as a family-run eatery in which traditional wines and foods of the Cremonese lower-padana were served. The success obtained inspired the Decordi family to take a greater interest in wine-making to begin an artisan wine-production which included both the cultivation of local grapes and the selling of draft and bottled wines. Today the Decordi Winery has a modern and prestigious facility, but maintains its ties with the places of its history.



**PRODUCT NAME AND DENOMINATION**  
 Franciacorta Saten Docg  
**GRAPES**  
 Chardonnay.  
**LAND OF PRODUCTION**  
 Franciacorta.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Golden yellow colour; fragrant and elegant bouquet.  
**SERVING SUGGESTIONS**  
 Perfectly matches with any kind of course, from appetizers to desserts. Serving temperature: 5-6°C  
**SIZES**  
 0,75 lt

**Meet us at ProWein:**  
**Hall: 15**  
**Booth: D 13**

**CANTINE AMASTUOLA**  
[www.amastuola.it](http://www.amastuola.it)

Amastuola is placed, with its 100 hectares of organic vineyard, in the north-west area of Crispiano, where Murgia (a sub-region of Apulia, in southern Italy) opens out into the Salento. Located on a plateau at 220m, above sea level, Amastuola produces an exclusive collection of organic wines: Centosassi, Primitivo, Aglianico, Lamarossa, Onda del Tempo, Capocanale, Vignatorta, Bianco Salento, Calaprice, Dolce Vitae and Ondarosa.



**PRODUCT NAME AND DENOMINATION**  
 Lamarossa 2014  
**GRAPES**  
 Primitivo 100%  
**LAND OF PRODUCTION**  
 Apulia  
**ORGANOLEPTIC CHARACTERISTICS**  
 Colour: deep ruby red, impenetrable. Aroma: a fruity explosion of small red mature fruits with tertiary spicy and balsamic aromas such as bay and tobacco leaves, and salty aromas such as caper. Flavour: in the mouth the entrance speaks of a full body wine, concentrate with tiny, mature and silky tannins, exalted by a minerality and a very well present acidity. The closing is persistent, fruity and salty. These harmonic characteristics give to the Lamarossa a very high drinkability.  
**SERVING SUGGESTIONS**  
 17 - 18 °C  
**N. OF BOTTLES PRODUCED**  
 40,000

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: A 31**

**SALCHETO**  
[www.salcheto.it](http://www.salcheto.it)

Thirty years have passed since Salcheto was born as a viticultural reality, moving from a classic farm sharecrop to a high quality and innovative winery and estate. Lead by Michele Manelli since 1997, the company has inaugurated on its thirtieth birthday a new image that reflects its path and the goals achieved: terroir and sangiovese oriented wines focused on drinkability and aromatic accuracy, with winemaking that is sulfite free and uses indigenous yeasts. An integrated environmental estate management model which has achieved world premiere in indexing of Carbon and Water Footprint.



**PRODUCT NAME AND DENOMINATION**  
 Obvious Rosso di Toscana Igt 2015  
**GRAPES**  
 Sangiovese 100%  
**LAND OF PRODUCTION**  
 Montepulciano (Si), Tuscany, Italy.  
**ORGANOLEPTIC CHARACTERISTICS**  
 Ruby red color, a red mature fruit nose with an extremely clean and drinkable mouth.  
**SERVING SUGGESTIONS**  
 Cold cuts, grilled chicken, pasta with tomatoes sauce and even as aperitive. Serving temperature: 18-20°C / 64-68°F  
**N. OF BOTTLES PRODUCED**  
 20,000  
**SIZES**  
 0,75-1,5 lt

**Meet us at ProWein:**  
**Hall: 16**  
**Booth: C 31**





# PRODUCTS PREVIEW

## AZIENDA UGGIANO

[www.uggiano.it](http://www.uggiano.it)

Uggiano, originally founded in the Castle of Montespertoli, is now a modern winery led by the three historical partners. It keeps together a modern approach of quality with a solid tradition awarded from copious international recognition of prizes and awards. Chianti Colli Fiorentini Docg, with Chianti Riserva Docg 'The Pheasant', the Merlot and Cabernet Sauvignon based Supertuscans represent the highest expression of Uggiano's winemaking tradition as well as being the symbols of its success.



**PRODUCT NAME AND DENOMINATION**  
Chianti Riserva Docg 'Fagiano'

**GRAPES**  
Sangiovese 90%, Canaiolo 10%

**LAND OF PRODUCTION**  
Tuscany.  
**ORGANOLEPTIC CHARACTERISTICS**  
Dark bordeaux red colour. Complex bouquet with hints of sour black cherry, wild berries and violet accompanied by vanilla's nuances. On the palate is full-bodied, round with a persistent and slightly tannic aftertaste.

**SERVING SUGGESTIONS**  
Ideal with savoury pastas, handmade pasta with mushrooms, grilled or roasted meats, Florentine tripe, game. Serve at 18-20°C

**N. OF BOTTLES PRODUCED**  
60,000  
**SIZES**  
Conic bottle 0,75 lt - Magnum 1,5 lt in wooden case

**Meet us at ProWein:**  
Hall: 16  
Booth: E 51 (area Consorzio Vino Chianti)

## DONNAFUGATA

[www.donnafugata.it](http://www.donnafugata.it)

Donnafugata was founded in Sicily by the family Rallo that revolutionized the style and perception of Sicilian wine in the world. Today the fifth generation - José and Antonio - leads the winery. The name Donnafugata, which means "donna in fuga" (woman in flight), is taken from the novel Il Gattopardo (The Leopard) and refers to the story of a queen who found refuge where the company's vineyards are located today.



**PRODUCT NAME AND DENOMINATION**  
Tancredi 2012 -  
Red Terre Siciliane Igt

**GRAPES**  
Cabernet Sauvignon and Nero D'Avola; Tannat and other varieties finalize the blend.  
**LAND OF PRODUCTION**  
South-Western Sicily, Contessa Entellina and nearby estates.

**ORGANOLEPTIC CHARACTERISTICS**  
Deep red, Tancredi 2012 is characterized by a fragrant bouquet, notes of red fruit and dark berry fruit combined with scents of liquorice and sweet tobacco. In the mouth the tannins are soft and well integrated. An enveloping and persistent finish.

**SERVING SUGGESTIONS**  
It will find its best pairing T-bone steak, gourmet burgers and game. Excellent at 18°C (64° F).  
**N. OF BOTTLES PRODUCED**  
90,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 15  
Booth: D 13

## CANTINE SAN MARZANO

[www.cantinesanmarzano.com](http://www.cantinesanmarzano.com)

Cantine San Marzano epitomises a unique manner of interpreting wine in Apulia, which finds its roots in two main values: respect for a tradition that has age-old origins and modernity for a notion of wine that focuses on diffusion and conviviality, characterised by a clear stylistic choice made of clean and elegant tastes. The winery was established in 1962 and today it brings together 1.200 vine growers with over 1.500 hectares of vineyards.



**PRODUCT NAME AND DENOMINATION**  
Sessantanni Primitivo di Manduria Dop 2013

**GRAPES**  
Primitivo 100%

**LAND OF PRODUCTION**  
Apulia, Salento, Italy. Very old vineyards, selected in San Marzano and Sava.  
**ORGANOLEPTIC CHARACTERISTIC**  
Intense ruby red colour, wide and complex to the nose, fruity, with a prune and cherry jam aroma, with notes of tobacco, slightly spicy. A full-bodied wine, soft and rich in fine tannins, with notes of cocoa, coffee and vanilla in the end.

**SERVING SUGGESTIONS**  
Best served with red meat, game, savoury first courses. Meditation wine. Serving temperature about 18°C.

**N. OF BOTTLES PRODUCED**  
200,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: A 36

## TENIMENTI GRIECO

[www.tenimentigrieco.it](http://www.tenimentigrieco.it)

When a family has commitment and passion for viticulture, the fruits of their toils turn into a valuable asset for all. Tenimenti Grieco is a perfect example of that. In every single one of our vineyards, we have carefully investigated soil characteristics, exposure and microclimate to find the most suitable varieties, rootstocks and clones. Located on gentle alluvial slopes, the vineyards enjoy excellent ventilation from every direction, with hot sunny days followed by cool nights.



**PRODUCT NAME AND DENOMINATION**  
200 Metri Doc Molise Tintilia

**GRAPES**  
Tintilia 100%

**LAND OF PRODUCTION**  
Larino e Ururi, Campobasso, Molise.  
**ORGANOLEPTIC CHARACTERISTICS**  
Deep and lively ruby red; characteristic spicy scent anticipates fragrant traits of cherries, morello, plum and pot herbs. In the mouth it is soft and smooth with delicate tannins and good freshness. Great persistence with return of pleasant peppery notes.

**SERVING SUGGESTIONS**  
Tasty pasta dishes, grilled meats, semi-seasoned and aged cheese, cured meats of Molise tradition.  
**N. OF BOTTLES PRODUCED**  
40,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39 - B 1 (ICE collective)

## CAMPO ALLE COMETE

[www.campoallemcomete.it](http://www.campoallemcomete.it)

Campo alle Comete is born from the idea to bring the production philosophy and know-how of Feudi di San Gregorio to Bolgheri in Tuscany, in order to find new forms of expression, creating wines that combine the proper territory with an intuitive and courageous approach and at the same time deeply conscious of the history and characteristics of the production area. The name 'Campo alle Comete' evokes a magical and fantastic world, where you can leave space for imagination and get away from everyday life and live a daydream.



**PRODUCT NAME AND DENOMINATION**  
Stupore, Bolgheri Rosso Doc

**GRAPES**  
Merlot, Cabernet Sauvignon, Syrah and Petit Verdot

**LAND OF PRODUCTION**  
Castagneto Carducci.  
**ORGANOLEPTIC CHARACTERISTICS**  
Intense ruby red color. In the nose a fruity hint of fresh plum and cherry, blending with sweet roasted cocoa notes and a hint of balsamic eucalyptus reminding the Mediterranean scrub. Soft and balanced on the palate with fruity notes. Persistent aftertaste with rich aromas and a pleasant fresh finish.

**SERVING SUGGESTIONS**  
Pairs well with sliced cold meet and cheese, excellent with grilled meat, sausages and lamb

**N. OF BOTTLES PRODUCED**  
60,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: H 78

## TERRE DI SAN ROCCO

[www.terredisanrocco.it](http://www.terredisanrocco.it)

Breeding vines is a bit like seeing your children growing: on the one hand you can educate and stimulate, on the other you have to let nature take its course: for wine the microclimate, heat, cold, rain, mist are all elements that we can not and do not want to dominate, because this make each harvesting unique... a game in a balance among colors, aromas taste and persistence.



**PRODUCT NAME AND DENOMINATION**  
Pinot Bianco 2012

**GRAPES**  
Pinot Bianco 100%

**LAND OF PRODUCTION**  
Roncade (Tv), Veneto, Italy.  
**ORGANOLEPTIC CHARACTERISTICS**  
Color and appearance: pale yellow with light green nuances, good brightness and texture. Scent: delicate intensity and refinement. Start with a soft floral of sweet flowers, then reveals a larger aroma. Flavor: well rounded at the palate, corresponding aromas with the ones detected by nose. Mineral, intense, structured body and persistence. Balancing convergent to softness.

**SERVING SUGGESTIONS**  
Serve at 10-12°C in tulip goblet.  
**N. OF BOTTLES PRODUCED**  
10,000  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39 - B9

## VI.NI.CA. SOCIETÀ AGRICOLA

[www.vinica.it](http://www.vinica.it)

Vinica is a small winery in an unpolluted region of central Italy, Molise. Our wines represent our territory and reflect our respect of nature. The vineyards are located at an altitude between 650 to 750 meters above the sea level. Very low density vineyards with production between 4-5 tons per hectare. We are the only winery in the region producing natural wines, thus eliminating all the external chemical products such as selected yeasts, enzymes, concentrated musts, acidifying agents and others. We allow fermentation to start spontaneously without temperature control. Furthermore, we don't filter and do not clarify our wines.



**PRODUCT NAME AND DENOMINATION**  
Tintilia del Molise Doc 'Lame del Sorbo' 2013

**GRAPES**  
Tintilia 100%

**LAND OF PRODUCTION**  
Molise.  
**ORGANOLEPTIC CHARACTERISTICS**  
Tintilia has been cultivated on our 'Lame del Sorbo' territory for the past 80 years. A local indigenous grape, Tintilia represents a true heritage for the central southern region of Molise. Grapes are small, sparse and rich in anthocyanin with medium soft tannins. 100 percent pure Tintilia grapes allowed to ferment and age in stainless steel tanks only, reveal the freshness and elegant mix of spice and floral notes.

**SERVING SUGGESTIONS**  
18 °C

**N. OF BOTTLES PRODUCED**  
13,098  
**SIZES**  
0,75 lt

**Meet us at ProWein:**  
Hall: 16  
Booth: C 39 - B 2

## UMBERTO CESARI

[www.umbertocesari.com](http://www.umbertocesari.com)

For more than 50 years Umberto Cesari has been the ambassador of high quality Sangiovese in the world. Respect for the environment and tradition, combined with the most modern technologies are the core values of the winery that extends over 350 hectares on the hills of Castel San Pietro Terme, on the border between Emilia and Romagna.



**PRODUCT NAME AND DENOMINATION**  
Liano Sangiovese Cabernet Sauvignon Rubicone Igt

**GRAPES**  
Sangiovese Grosso 70%, Cabernet Sauvignon 30%

**LAND OF PRODUCTION**  
Castel San Pietro Terme, Bologna, Emilia Romagna.  
**ORGANOLEPTIC CHARACTERISTICS**  
Colour: luminous ruby red with garnet highlights. Bouquet: very generous, with ripe red berry fruit and sour cherry notes. Taste: smooth, elegant, with appealing tannins; well-balanced, with a lengthy finish.

**SERVING SUGGESTIONS**  
Serve at room temperature (18°C) in a wide glass. Open 30-40 minutes before serving it.  
**N. OF BOTTLES PRODUCED**  
750,000 bottles in 2016  
**SIZES**  
0,375 lt - 0,75 lt - 1,5 lt - 3 lt - 9 lt - 12 lt - 18 lt

**Meet us at ProWein:**  
Hall: 15  
Booth: A 31



**CANTINA TRAMIN**  
[www.cantinatramin.it](http://www.cantinatramin.it)



Founded in 1898 by Christian Schrott, rector of Termeno and member of the Austrian Parliament, Cantina Tramin is among the oldest cooperatives in the region. Located in the Italian Alps, Cantina Tramin is one of Italy's leading white wine producer, particularly known for exceptionally floral, spicy and elegant wines.

**PRODUCT NAME AND DENOMINATION**  
 Alto Adige Gewürztraminer  
 Doc Nussbaumer  
 GRAPES

Gewürztraminer  
 LAND OF PRODUCTION  
 Alto Adige, Südtirol, Italy  
 ORGANOLEPTIC CHARACTERISTIC

Aroma: a kaleidoscope of aromas: rose petals, spicy blossoms of lilies, ylang-ylang, gardenia; ripe exotic yellow fruits such as cantaloupe, mango, passion fruit, lychee, citrus zest; spicy notes of dried herbs, ginger, saffron, cloves, cinnamon and nutmeg. Taste: deeply aromatic, rich in body and essences, but with fine juiciness and salty minerality increasing with age, a nearly endless finish.

**SERVING SUGGESTIONS**

A truly fascinating food companion: pairs well with antipasto of fish or smoked foods, ripe soft cheese, white meat, swordfish or tuna; ideal with shellfish and seafood, spectacular accompaniment to spicy oriental cuisine and creative spicy/aromatic creations such as combinations with mushrooms, Swiss chard, fennel, avocado, savoy cabbage, galangal, ginger, oranges, apricots, jams and fresh herbs like tarragon, rosemary, dill, thyme, bay laurel, chervil, saffron, mint or lemongrass which offer a wild interplay of aromas. Serving temperature: 12-14° C

**N. OF BOTTLES PRODUCED**

70,000

**SIZES**

0,75 lt - 700 magnums and a few other lager formats.

**Meet us at ProWein:**

**Hall: 15**

**Booth: G 71 (Südtirol-Alto Adige area)**

**SASSI-SAN CRISTOFORO**  
[www.sassisanristoforo.com](http://www.sassisanristoforo.com)



The Sassi-San Cristoforo farm is located in the township of Neive, in Piemonte, on the hill opposite the beautiful village, in the heart of the Barbaresco wine production area. It was founded in 1997, with the aim of producing a limited quantity of bottles of high quality for a select national and international clientele.

**PRODUCT NAME AND DENOMINATION**  
 Barbaresco Docg Riserva  
 'San Cristoforo'  
 GRAPES

Nebbiolo 100%

**LAND OF PRODUCTION**

Cru San Cristoforo, Barbaresco.

**ORGANOLEPTIC CHARACTERISTICS**

Colour: intense ruby red with orange reflexes. Nose: neat, ample, with notes of spices, sweet tobacco, liquorice, vanilla and violet. Taste: full and harmonious, with long and pleasant finish.

**SERVING SUGGESTIONS**

Best with: pasta with truffles, red meats, wild game, seasoned cheeses. Here is an idea: try with dark chocolate. Serving temperature: 18-20°C

**N. OF BOTTLES PRODUCED**

1,200

**SIZES**

0,75 lt

**Meet us at ProWein:**

**Hall: 15**

**Booth: A 41 (table 81)**

**TENUTE MARTAROSA**  
[www.tenutemartarosa.com](http://www.tenutemartarosa.com)



Tenute Martarosa is a young company founded in 2013 that has experienced three generations of winegrowers. Our goal is to produce wines with a youthful style and great quality trying to merge innovation and tradition. Thanks to family ties our production grows in Molise, where we are based, but also in Tuscany and Abruzzo. Territorial identity, respect for the environment, for man and his work are the breeding ground from which our wines are born.

**PRODUCT NAME AND DENOMINATION**  
 Hibisco Montepulciano D'Abruzzo Doc  
 GRAPES

Montepulciano

**LAND OF PRODUCTION**

Collecorvino (Pe)

**ORGANOLEPTIC CHARACTERISTICS**

Clean and precise at the sight, concentrate of purple pigments that make it impene-trable, juicy and typical nose with hints of flowers macerated in alcohol and china, full of compact black fruits. The mouth is dry and juicy with abundant and dense tannins that make the taste silky and full giving a round and fruity finish.

**SERVING SUGGESTIONS**

First courses of fish with tomato, meat, medium-aged cheeses.

**N. OF BOTTLES PRODUCED**

10,000

**SIZES**

0,75 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: C 39-B 3**

**BORTOLOMIOL**  
[www.bortolomiol.com](http://www.bortolomiol.com)



Bortolomiol winery, located in Valdobbiadene, in the heart of the appellation of Prosecco Superiore Valdobbiadene Docg, was founded by Giuliano Bortolomiol in the '40, though the family's wine-making traditions are dated back to 1760. Giuliano was the first one to produce a Prosecco Brut, in 1960. The founder's trail-blazing, enterprising spirit inspired his daughters, Maria Elena, Elvira, Luisa and Giuliana - assisted by their oenologist - to continue to invest in the latest technologies applied to all the wine-making processes.

**PRODUCT NAME AND DENOMINATION**  
 Grande Cuvée del Fondatore Valdobbiadene Prosecco Superiore DOCG Rive 2015  
 GRAPES

100 % Glera

**LAND OF PRODUCTION**

Valdobbiadene, Veneto, Italy.

**ORGANOLEPTIC CHARACTERISTICS**

Colour: Pale yellow. Perlage: Fine and persistent. Bouquet: Fine, fragrant and aromatic. Taste: Clean, fruity and well-balanced.

**SERVING SUGGESTIONS**

Apart from being a classic accompaniment to sea food, the good structure of this wine means it is perfect with white fish such as turbot, and white meats such as delicately prepared suckling pig.

**SERVING TEMPERATURE**

6 - 8 °C

**N. OF BOTTLES PRODUCED**

7.984 bottles

**SIZES**

0.75 lt

**Meet us at ProWein:**

**Hall: 15**

**Booth: F 21**

**TENUTE PICCINI**  
[www.tenutepiccini.it](http://www.tenutepiccini.it)



Piccini family has a winemaking tradition since 1882. Under the guidance of Mario Piccini, the IV generation of the family, Piccini is today one of the most distinctive, dynamic and innovative family owned Italian wine company. The wines are grounded in tradition yet have an innovative, charming and fun personality, providing a bold and exciting choice for consumers.

**PRODUCT NAME AND DENOMINATION**  
 Memoro Sparkling Cuvée Extra Dry  
 GRAPES

Glera 60%, Vermentino 25%, Chardonnay 10%, Passerina 5%

**LAND OF PRODUCTION**

Blend of four different grapes from four different regions. From Veneto - Glera for long-lasting, expressive citrus notes; from Sicily - Chardonnay, for rich body and creamy texture; from Maremma Toscana - Vermentino, for its natural minerality and bright yellow fruit; from Marche - a touch of Passerina for fresh and delicate herbs aromas.

**ORGANOLEPTIC CHARACTERISTICS**

The four grapes harmoniously complete each other and give Memoro Sparkling Cuvée its distinctive personality: clean and fresh, defined by aromas of bright citrus fruit and green apples with a hint of wild flowers and delicate herbs. The palate is playful and refined, balanced by a sapid, mineral background. Persistent and pleasantly fruity finish.

**SERVING SUGGESTIONS**

Enjoy with light fare such as tapas or shellfish preparations. Recommended serving at 6°-8° C.

**N. OF BOTTLES PRODUCED**

40,000

**SIZES**

0,75 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: F 21**

**TORRE ROSAZZA**  
[www.torrierosazza.com](http://www.torrierosazza.com)



Ninety hectares of vineyards stretched over the eastern hills of Friuli, in the subzone of Rosazzo. Here lies a fascinating territory to which Torre Rosazza owes the uniqueness of its wines. In the cellar, wine-making technique is discreet, serving the territory and its typical features: its purpose is simply to enhance, day after day, what these lands and their history give us.

**PRODUCT NAME AND DENOMINATION**  
 Pinot Grigio, Friuli Colli orientali Doc  
 GRAPES

Pinot Grigio 100%

**LAND OF PRODUCTION**

Friuli Venezia Giulia.

**ORGANOLEPTIC CHARACTERISTICS**

This straw-colored wine has golden reflections. To the nose, it gives off pronounced floral scents that become fruity, recalling the flavor of apple and ripened pear. The palate will find this wine soft and engulfing as it wisely combines good body with pleasantly acidic nervation, which provides for fresh drinkability. Well-balanced in all its components, this wine has a good level of persistence.

**SERVING SUGGESTIONS**

Serving temperature: 10-12° C in medium-sized tulip-shaped glass. Highly versatile when dining, this wine is an excellent match for white meats and flavorful fish like tuna. It combines well with fish-based first courses and hearty bean soups. Finally, it's perfect when enjoyed with aged cold-cuts.

**N. OF BOTTLES PRODUCED**

24,000

**SIZES**

0,75 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: A 83**



**SPIRITS**

**GIARDINI D'AMORE - LIQUORI**  
[www.giardinidamore.com](http://www.giardinidamore.com)



Giardini d'Amore - Liquori is a high-quality artisan liqueur created in Sicily. A concentration of the intense colors and scents of the Mediterranean. A tribute to the Italian tradition, reinterpreted with a modern taste and a constant commitment to quality, naturalness and excellence of the raw materials largely produced by the company itself.

**PRODUCT NAME AND DENOMINATION**  
 Liqueur of Lemon  
 MAIN INGREDIENT

OF THE DENOMINATION  
 Limone Interdonato Messina Igp (natural flavor extracted from the peels obtained with a manual processing).

**LAND OF PRODUCTION**

Roccalumera, Messina, Sicily.

**ORGANOLEPTIC CHARACTERISTICS**

Colour: gold yellow. Bouquet: rich, intense. Taste: full, concentrated, fresh. Alcohol content: 30°.

**SERVING SUGGESTIONS**

Fresh.

**SIZES**

0,50 lt - 0,20 lt

**Meet us at ProWein:**

**Hall: 16**

**Booth: C 41-17**





# A WORLD MORE AND MORE... SPARKLING

BUBBLES AND PREMIUM LABELS ARE DRIVING THE GROWTH. THE GEOGRAPHY OF CONSUMPTION IS CHANGING FAST, DUE TO THE KEY ROLE PLAYED BY ASIA-PACIFIC AND AFRICA. THE FORECASTS TO 2020 MADE BY VINEXPO-IWSR.

Let's proceed with caution, but also with a renewed optimism. That is, in brief, the new scenario for global wine consumption, as shown by the latest report commissioned by Vinexpo to the analysts of the Independent Wine and Spirit Research (IWSR). The evolution between 2010 and 2020 actually shows a 0.3% decrease on a global scale, but if we take into account the single figures and statistics, most percentage rates are on an upward trend. After the 2 percentage points decrease posted between 2011 and 2015, forecasts for wine consumptions between 2016 and 2020 show a 1.9% growth rate. Mainly due to a highly performing sparkling wine segment, that in the next four years is expected to increase by 8.7%, at 240.5 million 9-liters cases.

#### The top 10 in wine consumption

In regard to volumes, the 10 largest wine consuming countries in the world account for 68% of total wine consumption. With the U.S. steadily on top of the rank, and forecasts showing a 4.9% increase until 2020, at 358.3 million 9-liters cases. France now occupies second place among the top three, closely followed by Germany, that in the long term is expected to overtake its French cousins. Italy remains steady in the fourth place, with figures showing a significant decrease: -7.8% between 2016 and 2020, at 244.2 million 9-liters cases (now they are 262.9 million). The most interesting figures are those related to China (including Hong Kong), ranking fifth, that is going to experience a 19.5% growth rate, at 182.9 million 9-liters cases. Consumption in the United Kingdom, in the sixth place, are fixed at 132.7 million 9-liters cases.

#### Who goes up and who goes down

If we take into account the statistical surveys and the forecasts for each country, the report highlights how between 2016 and 2020 Europe is set to lose significant volumes: -33.9% million 9-liters cases (still and sparkling). Opposite figures are those related to the Asia-Pacific region, where an increase of 35.7 million 9-liters cases is expected by 2020. America is performing well too, rising by 23.8 million 9-liters cases. Africa and the Middle East are also extremely dynamic markets, rising by 15.7 million 9-liters cases.

#### Focus on premium wines

High-end labels are set to experience, in 2017, the strongest growth rate all over the world, according to IWSR's findings. This is the case for the U.S., but also global exports of the finest wines proceeding from Australia, France and Italy will be up by 1 million 9-liters cases. On a long term, volumes in the premium still wine segment are

set to grow almost everywhere. The United States will be highly performing, with volumes up by 27.8% between 2016 and 2020. France is also going to strengthen this trend, up 7.1%. Other markets that are set to grow in the premium still wine segment are: Australia (+10%), Argentina (+22.2%) and Japan (+7.4%). The top ten is completed, in order, by Italy (+6.2%), China (+6.2%), Switzerland (+.7%), New Zealand (+25%) and Canada (+12.5%).

#### Bubbles are booming

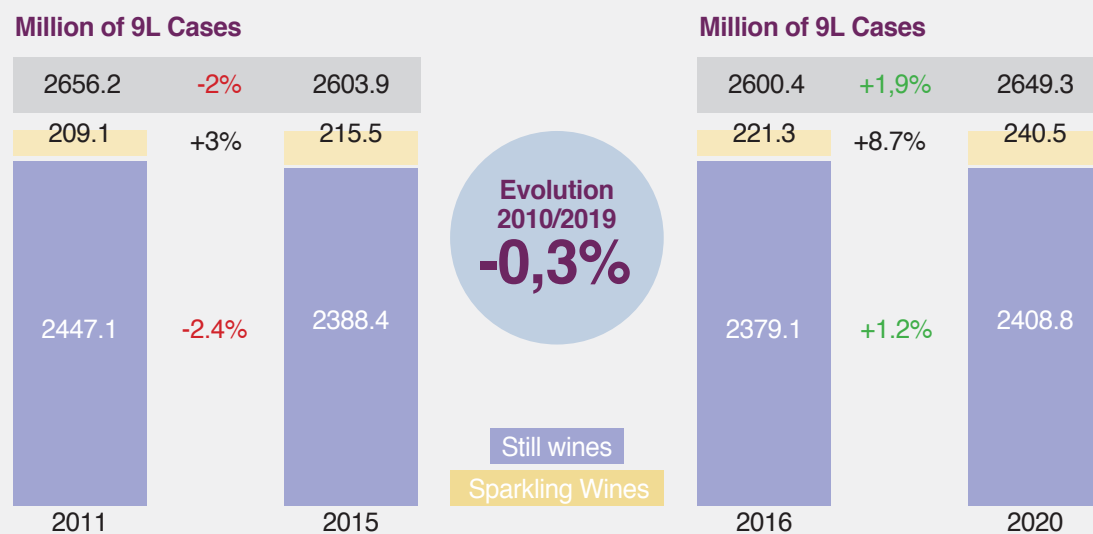
Sparkling wines will definitely boast wine consumption and Italy will be among the protagonists of this trend. In 2020, 19 million more 9-liters cases of sparkling wines will be consumed, on a global scale, and half of these bottles will be 'made in Italy'.

Main destination countries will be, beside Italy, the UK and the US. In the meanwhile, Spanish Cava will experience a slight increase of 300,000 9-liters cases in the next four years.





## WORLD WIDE CONSUMPTION - IN VOLUME



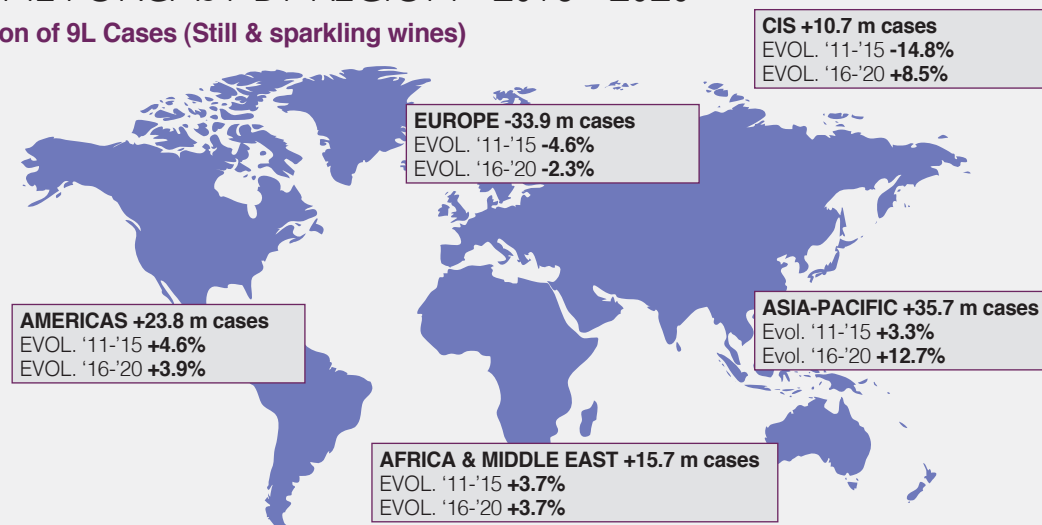
## TOPTEN CONSUMING COUNTRIES - IN VOLUME

Million of 9L Cases (Still & sparkling wines)

| RANK                                | COUNTRY            | 2016            | 2020           | EVOL 16/20   |
|-------------------------------------|--------------------|-----------------|----------------|--------------|
| 1                                   | Usa                | 341,5           | 358,3          | +4,9%        |
| 2                                   | France             | 280,9           | 264,55         | -5,8%        |
| 3                                   | Germany            | 271,7           | 268,4          | -1,25%       |
| 4                                   | Italy              | 262,9           | 242,4          | -7,8%        |
| 5                                   | China (+Hong Kong) | 153,1           | 182,9          | +19,5%       |
| 6                                   | Uk                 | 132,1           | 132,7          | +0,4%        |
| 7                                   | Argentina          | 109,9           | 107,9          | -1,9%        |
| 8                                   | Spain              | 83,2            | 81,4           | -2,2%        |
| 9                                   | Russia             | 81,1            | 90,9           | +12,2%       |
| 10                                  | Australia          | 56,6            | 56,4           | -0,4%        |
| <b>TOP 10 GLOBAL</b>                |                    | <b>1.773,17</b> | <b>1.785,9</b> | <b>+0,7%</b> |
| <b>68% OF THE WORLD CONSUMPTION</b> |                    | <b>2.600,4</b>  | <b>2.649,3</b> | <b>+1,9%</b> |

## WINE FORCAST BY REGION - 2016 - 2020

Million of 9L Cases (Still & sparkling wines)



## TOPTEN SUPER PREMIUM AND ABOVE GROWTH MARKETS

Million of 9L Cases (Still wine)

| RANK MARKETS   | 2016        | 2020        | CHANGE        | 2016-2020  |
|----------------|-------------|-------------|---------------|------------|
| 1. Usa         | 5.4         | 6.9         | +27.8%        | 1.5        |
| 2. France      | 9.8         | 10.5        | +7.1%         | 0.73       |
| 3. Australia   | 2.0         | 2.2         | +10.0%        | 0.25       |
| 4. Argentina   | 0.9         | 1.1         | +22.2%        | 0.25       |
| 5. Japan       | 2.7         | 2.9         | +7.4%         | 0.18       |
| 6. Italy       | 1.6         | 1.7         | +6.2%         | 0.17       |
| 7. China       | 1.5         | 1.6         | +6.7%         | 0.13       |
| 8. Svitzerland | 1.3         | 1.4         | +7.7%         | 0.12       |
| 9. New Zealand | 0.4         | 0.5         | +25.0%        | 0.10       |
| 10. Canada     | 0.8         | 0.9         | +12.5%        | 0.10       |
| OTHERS         | 12.5        | 13.4        | 7.2%          | 0.89       |
| <b>TOTAL</b>   | <b>39.1</b> | <b>43.4</b> | <b>+11.0%</b> | <b>4.4</b> |

## VINEXPO BORDEAUX (18-21 JUNE 2017)



One of the largest international wine and spirits trade events, Vinexpo, to be held in Bordeaux from 18 to 21 June 2017, offers a networking hub for industry insiders to boost sales and stimulate the market. Buyers travel to Vinexpo from every corner of the globe to taste and order the products showcased by over 2,000 exhibitors from around forty countries.

New for 2017 is a large-scale 'Hosted Buyers' programme aimed at bringing in key players from the e-commerce, travel retail, mass retail and hospitality sectors to attend Vinexpo. Two hundred new international buyers are to be invited to Bordeaux as representatives of these constantly evolving distribution channels, with the opportunity to join the "One to Wine Meetings" and hold 4 to 6 private meetings a day with their target businesses.

For the first time, Vinexpo features an area entirely dedicated to organic and biodynamic wines. WOW! – short for 'World of Organic Wines' – plays host to 200 producers and will appeal to trade insiders looking for wines crafted by artisan wine-makers. As an added bonus, a number of talks and round tables themed around organic viticulture are scheduled.

As a leading wine producer on the world stage, Spain is Country of Honour at Vinexpo Bordeaux 2017. Its vineyards constitute the world's largest wine-growing area, taking the country to third place in global rankings for wine exports.

[www.vinexpobordeaux.com](http://www.vinexpobordeaux.com)



### Un mondo sempre più... frizzante

Avanti con giudizio. Ma guardando con rinnovato ottimismo al futuro. È questo il quadro dei consumi mondiali di vino, così come delineato dall'ultimo studio commissionato da Vinexpo agli esperti dell'Independent Wine and Spirit Research (IWSR). L'evoluzione sul periodo tra 2010 e 2020 registra ancora un complessivo -0,3% a livello globale, ma analizzando nel dettaglio numeri e statistiche si nota come le percentuali risultino in crescita. Dopo il -2% complessivo che ha caratterizzato l'intervallo tra 2011 e 2015, le ultime previsioni indicano uno sviluppo dell'1,9% tra 2016 e 2020. Merito in primis dei vini spumanti, che da qui ai prossimi quattro anni è atteso che registrino un incremento dei consumi dell'8,7%, fino a raggiungere quota 240,5 milioni di casse da 9 lt.



# LONDON & SINGAPORE: AT THE HEART OF BUSINESS

In the current global scenario, where competition between wine producing countries is fierce, it becomes increasingly important - for every winery looking for internationalization - to understand the most dynamic and performing markets. First of all, the great financial centres, such as London and Singapore. Two megalopolis that are very different from each other, but also very similar in some aspects. Think of demographic composition:

population is mainly formed by highly-educated people with a strong spending power, and by expats - foreign residents living in the city or travelling out and back. Consumption models are also much easier to predict, since they are strongly connected with the main economic trends.

**London: focus on Premiutization and new generations**

In the English capital, made in Italy is already widely renowned and appreciated. 21% of all wines imported in London come from Italy, with sparkling wines – Prosecco above all – that are paving the way. Hard to predict, so far, what could be the effects of impending Brexit on sales. Anyway, British consumers are hardly willing to give up on their most favorite Italian labels. This is also proven by the strong presence of our wines in gro-

## LONDON

### MAIN TRENDS OF UK WINE MARKET - OFF-TRADE



| Last 12 months (to 13/08/2016) |                | Volume | (000s HI) | Value | (£m) |
|--------------------------------|----------------|--------|-----------|-------|------|
| 42%                            | Red            | 3070   | -2%       | 2265  | -1%  |
| 11%                            | Rose           | 774    | -9%       | 529   | -8%  |
| 47%                            | White          | 3453   | -1%       | 2464  | -1%  |
|                                | Sparkling wine | 792    | +14%      | 740   | +15% |

| Last 12 months (to 13/08/2016) | 000s HI | % change (YOY) | £m   | % change (YOY) | Price/L | % change (YOY) |
|--------------------------------|---------|----------------|------|----------------|---------|----------------|
| Australia                      | 1691    | +1             | 1163 | 0              | £6.88   | -1             |
| Italy                          | 1062    | -4             | 699  | -5             | £6.58   | -1             |
| USA                            | 823     | -8             | 597  | -8             | £7.26   | 0              |
| France                         | 787     | -2             | 695  | -1             | £8.84   | +2             |
| South Africa                   | 731     | -7             | 466  | -8             | £6.37   | -1             |
| Spain                          | 689     | -8             | 469  | -6             | £6.81   | +2             |
| Chile                          | 660     | +2             | 470  | +2             | £7.11   | 0              |
| New Zealand                    | 404     | +15            | 386  | +13            | £9.59   | -2             |
| Argentina                      | 188     | +24            | 144  | +25            | £7.66   | +1             |
| Germany                        | 109     | -14            | 67   | -15            | £6.09   | -1             |

### MAIN TRENDS OF UK WINE MARKET - ON-TRADE



| Last 12 months (to 13/08/2016) |       | Volume | (000s HI) | Value | (£m) |
|--------------------------------|-------|--------|-----------|-------|------|
| 37%                            | Red   | 621    | -2%       | 1319  | +3%  |
| 10%                            | Rose  | 157    | -7%       | 295   | -6%  |
| 53%                            | white | 892    | -4%       | 1748  | 0%   |

| Last 12 months (to 13/08/2016) | 000s HI | % change (YOY) | £m   | % change (YOY) | Price/L | % change (YOY) |
|--------------------------------|---------|----------------|------|----------------|---------|----------------|
| France                         | 489     | -7             | 1363 | -1             | £27.90  | +6             |
| Italy                          | 453     | +3             | 1026 | +5             | £22.69  | +2             |
| Australia                      | 203     | -8             | 375  | -2             | £18.42  | +7             |
| USA                            | 165     | -7             | 264  | -5             | £16.05  | +2             |
| Chile                          | 141     | 0              | 267  | +3             | £18.96  | +3             |
| Spain                          | 114     | +2             | 309  | +5             | £22.17  | +3             |
| South Africa                   | 110     | +5             | 216  | +9             | £19.74  | +4             |
| New Zealand                    | 56      | +9             | 144  | +22            | £25.58  | +12            |
| Argentina                      | 50      | -4             | 92   | +1             | £18.39  | +5             |
| Germany                        | 18      | -24            | 26   | -21            | £14.33  | +5             |

Source: Wine Glass Insight from Global Financial Centres: London & Singapore (Wine2Wine)



BIG GLOBAL FINANCIAL CENTRES ARE AN INTERESTING TARGET FOR THE DEVELOPMENT OF ITALIAN WINE EXPORTS. MARKETS THAT ARE DEMANDING FOR HIGH QUALITY PRODUCTS AND WHERE CONSUMPTION PATTERNS ARE WELL DEFINED.

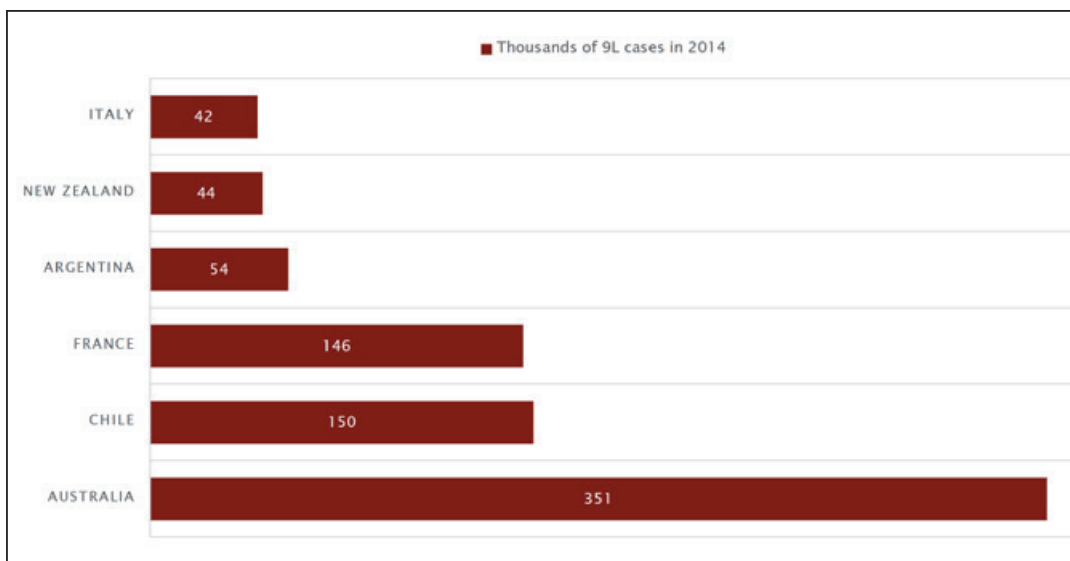
cery retail chains: from Tesco to Waitrose, private label ranges are including more and more wines of Italian origin in their offer, such as Fiano, Falanghina, Pecorino and Vermentino, to the detriment of more traditional varieties such as Pinot Grigio and Soave. Horeca professionals are also looking with increasing interest at our country in order to

widen their wine offer, paying special attention to products proceeding from Sicily and Abruzzo. Premium wines are also widely requested: consumers are ready to spend more and drink less, but better. Today, consumption of top wines in the on-trade channel account for 51% of total sales in volume and 58% in value. Light red wines are the

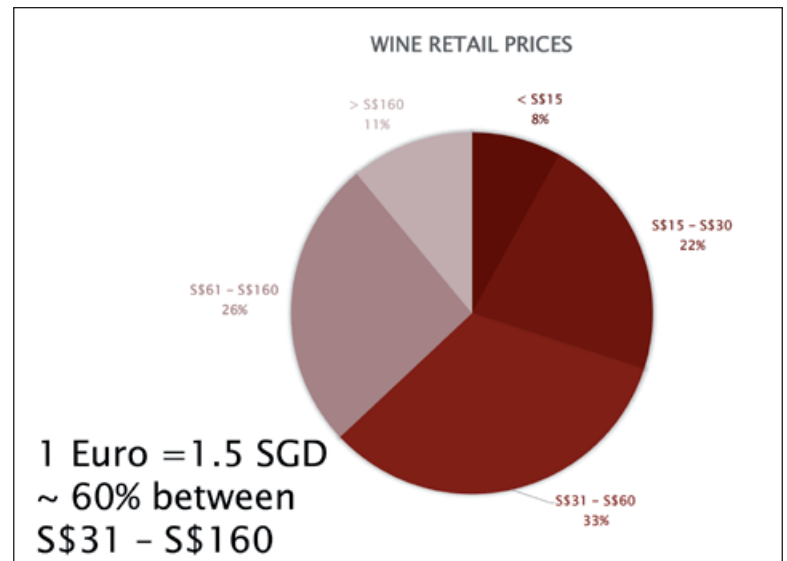
most requested category, characterized by a lower alcohol and calories content. Purchasing patterns are changing too, with Millennials that are more open to innovation, less loyal to brands and more willing to visit independent and specialized retailers. Topics to keep well in mind, since Millennials already account for 1/3 of total wine sales.

SINGAPORE

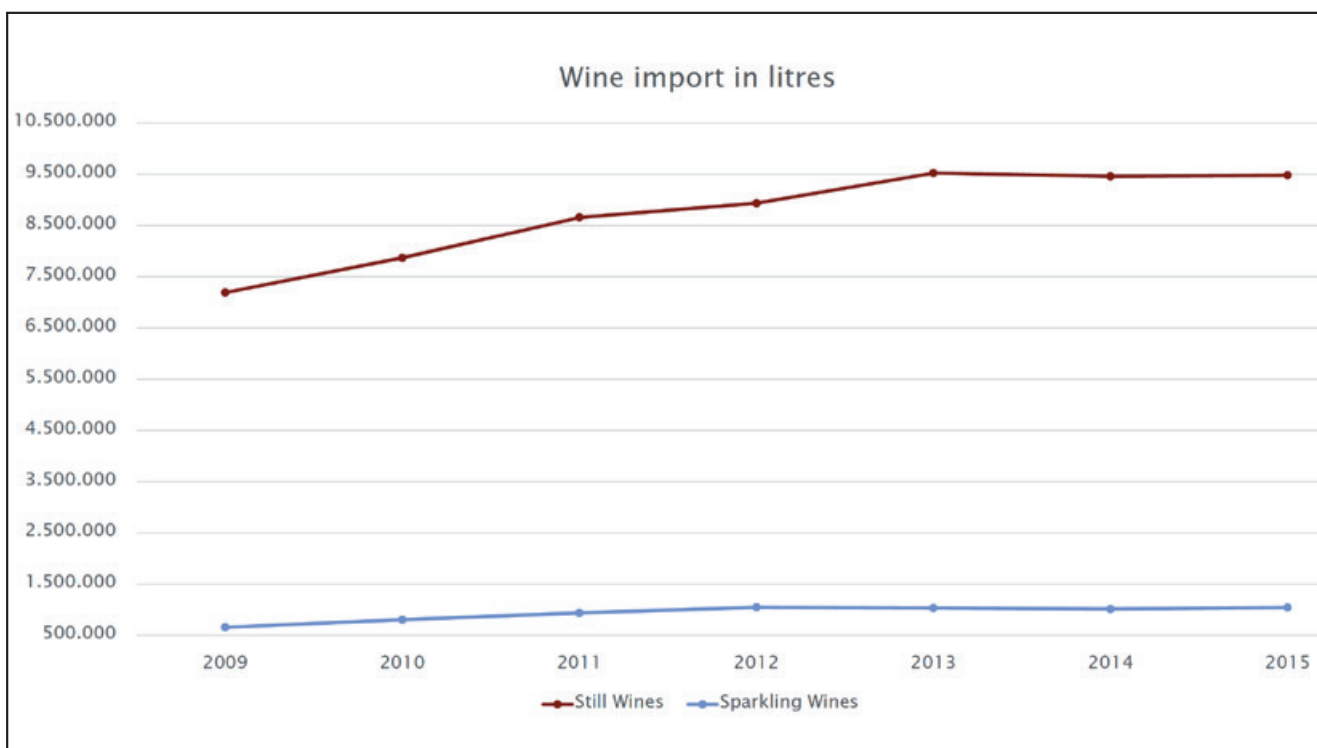
IMPORT BY COUNTRY



RETAIL PRICES



WINE IMPORT (LITRES)



Source: Wine Glass Insight from Global Financial Centres: London & Singapore (Wine2Wine)

Londra e Singapore: al cuore del business

Nel panorama di mercato attuale, in cui la competizione tra paesi produttori di vino è molta e particolarmente serrata, analizzare con attenzione le principali e più dinamiche realtà internazionali diventa un elemento fondamentale per ogni singola cantina. Un caso su tutti da prendere bene in considerazione quando si parla di export è quello dei grandi centri finanziari. Contesti come Londra e Singapore, due luoghi molto distanti geograficamente tra loro, ma simili per caratteristiche. Accomunati da composizione demografica e potere di spesa, mobilità sociale marcata, e schemi di acquisto facilmente prevedibili, in quanto legati strettamente agli andamenti dei trend economici. Se nella capitale inglese, dove si va affermando sempre più il tema della Premiumisation, ovvero la scelta di spendere di più per bere meno, ma meglio, il made in Italy è già ampiamente conosciuto e affermato, nella città asiatica c'è ancora molta da fare colmare il gap con Australia, Cile e Francia, i principali competitor del Bel Paese.

Singapore and the "Ah Ya wines"

Singapore's marketplace has a high growth potential for Italian wines. Today, we only rank sixth among major supplying countries, but figures are on a rising trend, mainly due to the good price-quality ratio of our products.

The first step, in order to be more competitive, is to get to know better this far-away market. Starting with consumers, that are divided into four main categories. The first one is made of the so-called 'bargain hunters', looking for big deals when purchasing; the second category is made of the 'middle class', followed by people waiting for feasts and celebrations to buy wine; and finally people looking for 'exclusivity', and therefore premium labels.

Today, wine consumptions in Singapore are steady, after the sharp increase experienced between 2010 and 2015. Australia, Chile and France are driving the market, due to the recognition gained on the past years in the Horeca channel. In the grocery retail channel, instead, data show that about 60% of total sales are made in the price band fixed between 31 dollars (about 40 euro) and 160 dollars (about 200 euro). No surprise, then, that consumers are well familiar with the so-called "Ah Ya wines" – Ornela, Solaia, Sassicaia, but also Barolo, Amarone, Brunello and Chianti.





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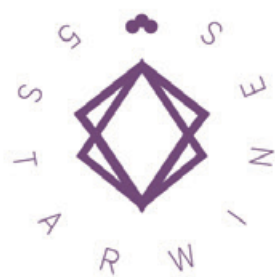
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