

VIN & CONSUMI

YEAR 7 - NUMBER 3 - MARCH 2020
MANAGING DIRECTOR: ANGELO FRIGERIO



PASSION FOR EXCELLENCE



CANTINA
VALTIDONE

È UN PROGETTO
Cantina Valtidone 2020



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**CANTINA
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BORGONOVO VAL TIDONE
PIACENZA - ITALY

WINE & CONSUMI

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the company

page 6

From Tuscany with love



For 50 years Uggiano has been providing the Italian and global markets with a wide and varied range of regional wines. An offer that has been further enriched thanks to the acquisition of a new 40-hectare estate in Maremma.

markets & data

pages 10 and 11

Wine exports: what to expect?

Major trends in the global and Italian trade in 2019. And the challenges that the sector will face in 2020. Among US tariffs, Brexit and the Coronavirus emergency. The data of the Nomisma Wine Monitor Observatory.



product showcase

THE SPRING OF ITALIAN WINE

For Italian wineries, the arrival of springtime represents the most suitable moment of the year to present to global markets and operators their new products. And for 25 years now, ProWein has been the perfect stage for doing it. This year, due to the ongoing Coronavirus emergency, the German trade show, that was set to take place from 15 to 17 March, has been cancelled, thus creating a 'communication void' for the entire sector. With this product showcase, dedicated to the wines that Italian exhibitors of ProWein 2020 would have presented in preview at the show, we want to contribute to fill this void and - to the extent of our capabilities - support wineries in such a difficult moment.

from page 13 to 30

TRADE SHOW

VINITALY: THE GREAT BEAUTY

After the postponement of ProWein until next year, the fair in Verona is now the only international wine exhibition in Europe.

page 7



FOCUS ON

CONSUMPTION DOWN IN THE US

For first time in 25 years, despite a 4% growth in the sparkling segment, the country registered a 0.9% drop in 2019. The rise of e-commerce, and the increasing demand for high-end products in a report by ISWR.

pages 8 and 9

RETAIL

AMAZON JOINS THE 'BIG ONES'

Jeff Bezos' e-commerce giant enters the podium of the Global Powers of Retailing 2020 by Deloitte. In fiscal year 2018, the 250 largest companies around the world generated aggregate revenue of 4.74 trillion US dollars, up by 4.1%.

page 12

Wineries are alive and fight together with us

It is true: Henri de Lubac, who asserted that life is the triumph of the improbable and an unpredictable miracle, was right. Covid19, aka Coronavirus, has disrupted an entire economy, or even more. Yet, not us.

The world of wine was forced to slow down. ProWein, the leading fair for the sector, has been postponed to the next year. The firm German organizers have decided to be careful. For us journalists, the situation is a bit different. Magazines do not transmit viruses. At most, they may negatively influence public opinion with wrong, if not invented, news. But this isn't certainly our case. Well. Even though ProWein has been cancelled, this month's issue, featuring special contents, hasn't. Simply it won't be distributed during the fair for obvious reasons. Nevertheless it will be printed and, most of all, will be available for you to be read with all the information, comments and contents we planned.

Why we do that? It's easy: we have a vocation for realism. What would we get by shutting ourselves up and hoping for better times to come? By crossing our fingers, while sitting back and waiting to see? Since its foundation, our publisher has always believed in the spirit of initiative of those who, among many difficulties, choose to produce wine, fighting climate uncertainties and facing the challenges of a such competitive market. At the moment, pulling up is not convenient for anyone. While in Rhineland the exhibition halls of one of the most awaited events globally will be shut, wineries can't do so: they need to work, to carry on, no matter if ProWein takes place or not. The wine sector leads the Italian export, also in terms of image. We need to show what is actually happening: firms are not shutting down. They work, make plans, try to sell their bottles, look after the vineyards and do the pruning of the vines, and deal with all the necessary tasks we all know well. They do not halt. So, if they don't stop, why should we? Made in Italy, of which the wine sector is deservedly part, goes on, resists and fights together with us. Woe to anyone losing positiveness because of the short-term economic consequences due to this unpredictable and unexpected epidemic. This is the current situation, but to do business means making plans. And wine producers know it well. It is crucial to remember that life goes on. Negativity is useless, depressing and hurts everyone. Also with this issue, we want to show that no one can stop Italian wineries.



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Il vino è vivo e lotta insieme a noi

È proprio vero: Henri de Lubac, sostenendo che la vita è sempre trionfo dell'improbabile e miracolo dell'imprevisto, ci aveva visto giusto. Il Covid19, per tutti coronavirus, ha spargliato le carte di un'intera economia, anzi di più. Ma non le nostre.

Il mondo del vino ha dovuto rallentare. ProWein, la fiera tedesca di riferimento nel nostro settore, è stata rinviata al prossimo anno. I rigorosi organizzatori germanici hanno scelto la strada della prudenza. Per noi che scriviamo, la situazione è diversa. I giornali non veicolano i virus. Tutt'al più, possono inquinare l'atmosfera con notizie sbagliate se non addirittura inventate. Ma non è certamente il nostro caso. Bene: ProWein è saltata? Il nostro numero di questo mese, con contenuti speciali, invece no. Semplicemente, non verrà diffuso nella fiera, per ovvi motivi. Andrà però in stampa e soprattutto tra le vostre mani, con tutte le informazioni, le riflessioni e i contenuti che avevamo previsto.

Ma chi ce lo fa fare? È semplice: la nostra vocazione al realismo. Che guadagno ci sarebbe nel chiudersi a riccio, magari augurandoci tempi migliori? Arriverdoci e grazie, incrociamo le dita, intanto restiamo a guardare? Nossignori. Fin dalla sua nascita, la nostra rivista crede nello spirito d'iniziativa e nell'intraprendenza di chi, tra mille difficoltà, sceglie di produrre vino, sfidando le incognite climatiche e affrontando quelle altrettanto difficili del mercato competitivo. In questo momento, tirare i remi in barca non conviene a nessuno. Se in Renania i padiglioni fieristici rimarranno chiusi, le cantine non possono certo fare altrettanto: ProWein o no, hanno da lavorare, da tirare avanti. Il vino è uno dei settori trainanti dell'export italiano, anche a livello d'immagine. Occorre far vedere quello che in effetti sta accadendo: le aziende non chiudono. Le aziende lavorano, progettano, cercano di vendere le loro bottiglie, sono alle prese con la cura delle vigne, con la potatura delle viti e con tutto quello che ben sappiamo. Non si fermano. Se non si fermano loro, ci dovremmo fermare noi? Il made in Italy, di cui il comparto vitivinicolo fa parte a pieno merito, va avanti, resiste e lotta insieme a noi. Guai a perdere la positività a causa delle ricadute economiche a breve termine cagionate da un'epidemia sanitaria imprevedibile e imprevedibile. Il presente è questo, ma fare impresa significa anche progettualità. E i produttori di vino lo sanno bene. È importante ricordare che la vita continua. La negatività non serve a nulla, deprime e fa male a tutti. Anche con questo numero, vogliamo far vedere che il vino italiano non lo ferma nessuno.

Tory Chancellor Michael Gove confirms post-Brexit trade barriers

Michael Gove, Chancellor of the Duchy of Lancaster, has informed UK companies that they need to prepare for "significant change", which starting from next year will result in "inevitable" border checks for "almost everybody" who imports from the EU. In the first official confirmation that the government is going to impose trade barriers post-Brexit, he warned there would be checks on food and goods of animal origin, plus customs declarations and mandatory safety and security certificates required for all imports.

Il cancelliere Tory Michael Gove conferma le barriere commerciali post-Brexit

Michael Gove, cancelliere del ducato di Lancaster, ha informato le aziende del Regno Unito che devono prepararsi per un "cambiamento significativo", che dal prossimo anno comporterà "inevitabili" controlli alle frontiere per coloro che importano dall'Ue. In quella che è stata di fatto la prima conferma ufficiale delle barriere commerciali che saranno imposte dal governo post-Brexit, Gove ha anticipato che ci saranno controlli su alimenti e merci di origine animale, oltre alla richiesta di dichiarazioni doganali e certificati obbligatori di sicurezza per tutti i tipi di importazione.

Great success, in New York, for Barolo & Barbaresco World Opening

The Consorzio di Tutela Barolo Barbaresco Alba Langhe e Dogliani is pleased with the outcome of the first 'Barolo & Barbaresco World Opening', held in New York City on the past February 4th and 5th. The event was attended by over 200 producers, more than 800 trade attendees and 500 consumers. On February 5th, Masters of Wine, critics, judges, and sommeliers from around the world partook in the World's Best Palates tasting with the aim to evaluate the overall quality of the 2016 Barolo and 2017 Barbaresco vintages. The overall vintage results were unveiled later that evening during an exclusive Gala Dinner at Eataly Downtown New York, where guests enjoyed exceptional plates crafted by Italy's most famed chef, Massimo Bottura, and were serenaded by the sounds of the Italian music group Il Volo. Barolo 2016 and Barbaresco 2017 received a score of 99.3 and 98.1 respectively. 14,039,461 bottles of Barolo 2016 have been put on the market since the beginning of 2020; 4,213,585 for Barbaresco 2017. Of these, over 3 million bottles of Barolo and 600,000 of Barbaresco have already been allocated on international markets. After New York, two more editions of the event have been planned: in Shanghai in 2021 and on the West Coast of the United States in 2022.

Grande successo, a New York, per Barolo & Barbaresco World Opening

Il Consorzio di tutela Barolo Barbaresco Alba Langhe e Dogliani esprime grande soddisfazione per l'esito della prima edizione di 'Barolo & Barbaresco World Opening', l'evento che si è tenuto a New York il 4 e il 5 febbraio e che ha coinvolto 500 consumatori, un migliaio di operatori commerciali, 148 produttori e 220 cantine. Nella seconda giornata, una commissione di esperti ha degustato le nuove annate di Barolo (2016) e Barbaresco (2017), il cui punteggio in centesimi è stato poi rivelato durante la cena di gala che si è tenuta nel cuore del World Trade Center. Il Barolo (2016) si è visto assegnare un punteggio complessivo di 99.3, mentre il Barbaresco ha ottenuto 98.1 punti. Le bottiglie di Barolo 2016 messe in commercio dall'inizio del 2020 sono 14.039.461, mentre per il Barbaresco 2017 sono 4.213.585, fa sapere il consorzio. Di queste, oltre 3 milioni di bottiglie di Barolo e 600mila di Barbaresco sono già state allocate sui mercati internazionali. Dopo quella newyorkese sono previste altre due edizioni: a Shanghai nel 2021 e sulla West Coast degli Stati Uniti nel 2022.

Santa Margherita Usa becomes exclusive distributor of Masi Agricola wines in the US



From left: Federico Giroto e Sandro Boscaini

Starting from 1st April 2020 Santa Margherita Usa, American subsidiary of Santa Margherita Gruppo Vinicolo, will hold the exclusive licence to import and distribute wines under the Masi, Cantina Privata Boscaini and Masi Tupungato (organic Argentinian wines) brands throughout the United States. "The context that gave rise to this agreement is that of premium wine companies from Italy's Veneto region; family-run businesses with long-established entrepreneurial lineage, characterised by traditional yet contemporary traits and managerial business models. The company portfolios are complementary and Santa Margherita Usa brings distinctive expertise and organisation, not just in distribution, but also in its Italian style of communication and marketing. All this guarantees the attention and focus that Masi needs in the Usa", said Sandro Boscaini, President of Masi. "In the USA, the Masi brand is very well known and well positioned, but we do believe that we have significant as-yet unfulfilled potential and we are determined to develop it", added Federico Giroto, Masi Ceo. Santa Margherita Gruppo Vinicolo includes today the Santa Margherita, Torresella, Kettmeir, Ca' del Bosco, Cà Maiol, Lamole di Lamole, Vistarenni, Sassoregale, Terrelade and Cantina Mesa brands.

Masi Agricola affida a Santa Margherita Usa la distribuzione negli States

Masi Agricola annuncia che la società Santa Margherita Usa, controllata americana di Santa Margherita Gruppo Vinicolo, sarà importatore e distributore esclusivo negli Usa dei vini Masi. Cantina Privata Boscaini e Masi Tupungato (vini argentini biologici) a partire dal 1° aprile 2020. "Il contesto in cui nasce l'accordo è quello di aziende familiari italiane e venete di vini premium, di antico lignaggio imprenditoriale, dai tratti tradizionali e al contempo contemporanei, gestite managerialmente. I portafogli sono complementari e Santa Margherita Usa dispone di organizzazione e competenze distinte, non solo nella distribuzione, ma anche nella cultura italiana di comunicare e fare marketing. Tutto questo garantisce quella cura e quel focus di cui Masi ha bisogno negli Usa", commenta il presidente di Masi, Sandro Boscaini. "Negli Usa il marchio Masi è molto conosciuto e ben posizionato - aggiunge Federico Giroto, amministratore delegato di Masi - ma certamente riteniamo di disporre di un rilevante potenziale inespresso e siamo determinati a svilupparlo". Fanno parte di Santa Margherita Gruppo Vinicolo i brand Santa Margherita, Torresella, Kettmeir, Ca' del Bosco, Cà Maiol, Lamole di Lamole, Vistarenni, Sassoregale, Terrelade e Cantina Mesa.

Chianti: sales up both in Italy and abroad

In 2019, the Chianti Docg recorded a 6.3% growth on the domestic market and a 1% growth abroad. A positive trend, despite the drop registered in Germany (-10%) and the substantial stagnation of the US market. "These figures", said the president of the Consorzio Vino Chianti, Giovanni Busi, "show that we are on the right path. For many years now, the focus is set on the quality of products and on promoting the Chianti image in strategic markets, both old and new. In the last seven years there has been a 23% increase in the number of bottles sold, with a 33% growth in value. In the meanwhile, the 0.75 bottle segment also grew by 7% in volume and 22% in value".

Chianti: vendite in crescita in Italia e nel mondo

Nel 2019, il Chianti Docg mette a segno una crescita del +6,3% in Italia e dell'1% sui mercati esteri. Un trend positivo, nonostante il calo della Germania (-10%) e la sostanziale stagnazione degli Usa. "Questi numeri", commenta il presidente del Consorzio Vino Chianti, Giovanni Busi, "mostrano che la strada intrapresa ormai da anni è quella giusta. Una strada fatta di innalzamento della qualità del prodotto e di promozione dell'immagine sui mercati strategici, vecchi e nuovi. Negli ultimi sette anni si evidenzia un incremento del 23% delle bottiglie vendute, con una crescita a valore del 33%. Nello stesso periodo, il segmento in bottiglia da 0,75 è cresciuto del 7% in volume e del 22% a valore".

Doc Sicilia wines: in 2019, 95 million bottles produced

In 2019, 95 million bottles of Doc Sicila were produced: a 19% increase with respect to the 80 million bottles produced in 2018. A result achieved thanks to the appreciation displayed by consumers for Sicilian native vines: despite the poor harvest of 2018, Grillo Doc Sicilia and the Nero d'Avola Doc Sicilia are steadily driving growth. "The positive results experienced by bottled wine is the result of several factors", said Antonio Rallo, president of the Consortium. "First of all, the constant improvement of the quality of the wines that is now interesting the island's entire wine production. Besides that, the promotional campaigns, both in Italy and abroad, have brought to the attention of buyers, experts, wine lovers and consumers our unique wines and lands in terms of climate, soil and history."



WINES of SICILIA DOC
EXPLORE A MOSAIC OF FLAVORS

Vini Doc Sicilia: nel 2019 prodotte 95 milioni di bottiglie

Sale a 95 milioni il numero di bottiglie prodotte dalla Doc Sicilia nel 2019, determinando una crescita del 19% della produzione rispetto alle 80 milioni di bottiglie del 2018. Un risultato ottenuto grazie alle performance dei vitigni autoctoni siciliani dove, malgrado la scarsa vendemmia del 2018, si confermano campioni il Grillo Doc Sicilia e il Nero d'Avola Doc Sicilia. "La spinta al rialzo del confezionato è frutto di diversi fattori", spiega Antonio Rallo, presidente del Consorzio. "In primo luogo, il costante miglioramento della qualità dei vini che coinvolge la filiera della viticoltura dell'isola. Poi le campagne di promozione, in Italia e all'estero, che hanno portato all'attenzione di buyer, esperti, wine lover e consumatori i nostri vini e i nostri territori unici per clima, suolo e storia".



In the picture from the left: Fabio Martelli, Daniele Proserpi and Giacomo Fossati

For 50 years Uggiano has been providing the Italian and global markets with a wide and varied range of regional wines. An offer that has been further enriched thanks to the acquisition of a new 40-hectare estate in Maremma.

Nestled in the Tuscan countryside, namely on the border between Chianti Colli Fiorentini and Chianti Classico, in the midst of monasteries, churches and country villas, Azienda Uggiano is an artisan winery receiving copious international recognition, prizes and awards. In 2019, the winery started on a new adventure with the acquisition of a 40-hectare estate in the Tuscan area of Scansano, world famous wine terroir, where a new range of fine and premium wines is produced. The very first bottles - one Ciliegiole 100% and one Maremma Doc - will be presented in preview at Vinitaly 2020 (Hall 9 - Booth C9).

A 50-year long history

Founded in the early 1970s by French schooled enologist Giuseppe Losapio, the winery was established in San Vincenzo a Torri in 1976. The vineyards now stretch over the hillsides joining Montespertoli with Montelupo Fiorentino and San Casciano Val di Pesa. Grow at altitudes of 250-300 meters, the vines provide quality fruit that becomes excellent wine under the supervision of a passionate staff. Hence, a new generation has taken the reins of the company, with general manager Fabio Martelli, winemaker Daniele Proserpi and export manager Giacomo Fossati carrying on the Uggiano traditions with pride. A dynamic team aimed at maintaining the winery's founding values, while adding new and innovative features to a growing business.

"Our goal is to meet the demands of the most discerning palates, internationally, without ever forgetting our ties with the Tuscan land", the management said. "The efforts and investments made in the last years have in fact led to strengthening our presence in key markets such as China, Japan, the United States and Brazil, and



Dalla Toscana con amore

Immersa nella campagna toscana, al confine tra il Chianti Colli Fiorentini e il Chianti Classico, nei suoi 50 anni di storia Azienda Uggiano ha ricevuto numerosi riconoscimenti, anche internazionali, per la sua ampia gamma di vini toscani. Nel 2019, la cantina ha intrapreso una nuova avventura con l'acquisizione di una tenuta di 40 ettari nella provincia di Scansano, terroir vinicolo di fama mondiale. Qui viene realizzata una nuova linea di vini premium, le cui prime bottiglie - un Ciliegiole in purezza e un Maremma Doc - saranno presentate in anteprima al Vinitaly di Verona, il prossimo giugno.

also opened our way into new booming markets such as Vietnam, the Philippines and India."

Excellence by vocation

Since 1976 the winery produces a wide range of wines typical of Tuscany covering any price range (from entry-level up to the higher end) and always providing an excellent quality/price ratio that makes Uggiano a reliable partner for both the on-trade and the off-trade business.

All the wines are skillfully overseen by a professional team of oenologists who are engaged in the pursuit of excellence in quality. "We check every production phase, step by step, bottle by bottle, with patience and precision," explains the winemaker Daniele Proserpi. "The atmospheric aging cellars hold wooden barrels with a capacity of 3,000-6,000 liters for maturing the wine. We have 225-liter French oak barrique casks where Sangiovese, Cabernet Sauvignon, Merlot, Syrah and Chardonnay are matured for longer periods to enhance their aromatics".

The new Maremma estate

Last year Uggiano decided to invest in Maremma (Southern Tuscany) and took over a 40-hectare estate not far from Scansano, in the province of Grosseto. With an average age of ten years, the vines produce five different red grape varieties - Sangiovese, Ciliegiole, Alicante, Merlot and Petit Verdot - and two white grape varieties: Vermentino and Chardonnay.

"With this acquisition Uggiano wants to enhance its production of high-end wines, and we will probably also increase the area of land under vines with the addition of native and international varieties, including Cabernet Sauvignon, Syrah, Foglia Tonda and Pugnitello," Daniele Proserpi explains. "This acquisition is part of a multi-year development plan that will focus on the Chianti Colli Fiorentini area, where our company's roots are deepest."

Vinitaly: the great Beauty

After the postponement of ProWein until next year, the fair in Verona is now the only international wine exhibition in Europe.

The news is now official: ProWein 2020 has been cancelled. The German wine fair, which was expected to take place in Düsseldorf (Germany) from 15th to 17th March, has been postponed to 2021.

From 21st to 23rd March, to be precise. The cancellation of the event in Germany opens a new possibility of success for made in Italy wine. Vinitaly (in the picture) is the international exhibition of wine and spirits, which celebrates this year its 54th edition at Veronafiere from 14th to 17th June. And it will now represent the only meeting possibility for companies and buyers in Europe.

But let's take one step at a time. On Friday 6th March, the organizers of Messe Düsseldorf announced that ProWein will be postponed until next year due to the effects of Coronavirus / Covid-19. "We have taken this decision in in-depth dialogue with our partner associations and key players in the in-



dustry", explains Erhard Wienkamp, ceo of Messe Düsseldorf GmbH. "Against this background the decision is the only correct conclusion to be drawn, all in the interest of the wine and spirits industry". Therefore, the postponement of Vinitaly until June becomes strategic. After a careful analysis of the available data, as well as the consideration of the opinion of the stakeholders, Veronafiere identified June as the best moment to guarantee exhibitors and visitors the highest qualitative standard possible.

The news has been confirmed by Giovanni Mantovani, general director of Veronafiere, after a meeting of the board of directors held during the previous week: "Vinitaly, together with OperaWine, will take place at a time when the excellence of made in Italy, such as Cosmoprof and Salone del Mobile, will have the task of strongly boosting the attention of the international markets and the Italian image abroad".

VINI CASALBORDINO
un assaggio d'Abruzzo



Consumption down in the US

For first time in 25 years, despite a 4% growth in the sparkling segment, the country registered a 0.9% drop in 2019. The rise of e-commerce, and the increasing demand for high-end products in a report by ISWR.

In 2019, US wine consumption decreased for the first time in 25 years, posting a -0.9% volume loss from the previous year, according to preliminary figures provided by IWSR Drinks Market Analysis. Hence, even though sparkling wine grew by almost 4%, it wasn't enough to offset the drop in the larger still wine category (-1.5%). In addition, for the fourth year in a row, beer volume was also down (-2.3%). "The beverage alcohol industry in the US continued to innovate in 2019, especially in the ready-to-drink category, as the fight for consumption occasions intensified across all categories", says Brandy Rand, Chief operating officer for the Americas at IWSR Drinks Market Analysis. "It's also interesting to note that the value increase of beverage alcohol in the US continues to outpace volume growth, a clear indicator that US consumers are willing to pay for more premium products."

Today, wine represents about 11% of the total beverage alcohol market in the US.

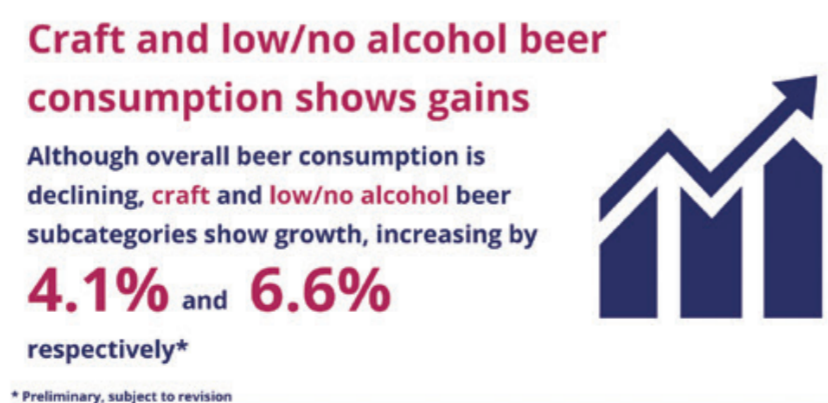
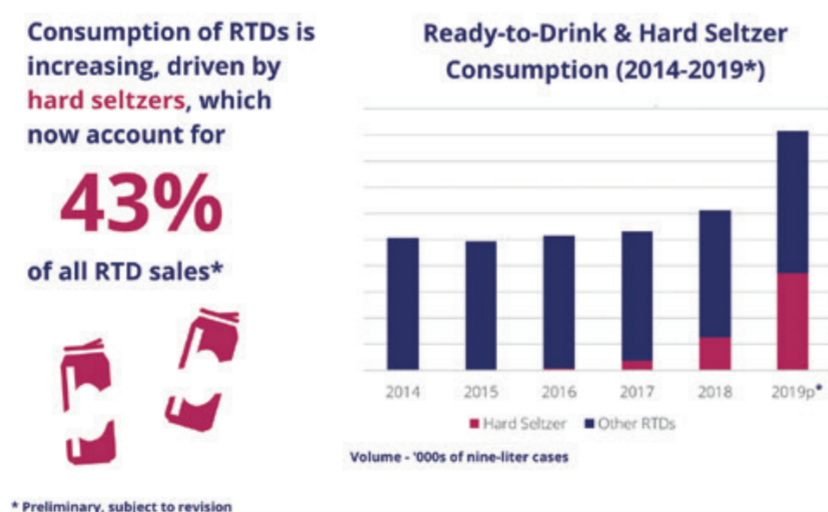
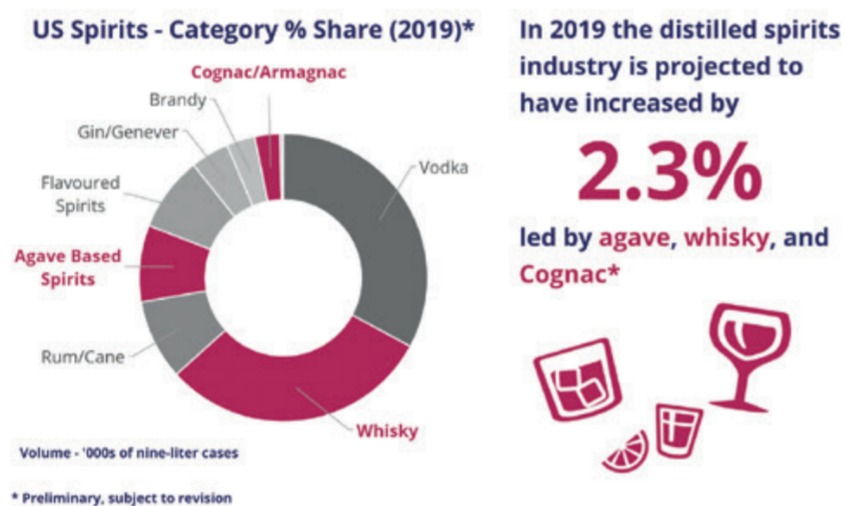
Alcohol beverage e-commerce: a billion-dollar business

According to IWSR preliminary data, the US e-commerce of alcohol beverage is expected to have reached 3 billion dollars in 2019, led particularly by wine sales. By 2024, this channel is forecast to reach 101.2 million nine-liter cases, with an estimated value of 13.4 billion dollars. "Online shopping in the US is a 755 billion dollars industry, and though alcohol represents a relatively small portion of that today, it's expected to explode in the coming years," says Adam Rogers, North America Research Director at IWSR. "Clearly, beverage alcohol brands and retailers should have strong e-commerce strategies in place to profit from this important shift in consumer purchase preference."

Calano i consumi negli Usa

La crescita del 4% messa a segno dalle bollicine non basta a compensare il crollo dell'1,5% registrato dai fermi, portando i consumi di vino degli americani, nel 2019, a chiudere l'anno con un calo dello 0,9%. È quanto evidenziano i dati preliminari diffusi dall'Istituto di ricerca IWSR, che parlano di una generale 'premiumizzazione' dei consumi e di un canale e-commerce che, entro il 2024, dovrebbe raggiungere il valore record di 13,4 miliardi di dollari per il beverage alcolico.

2019 in Review: US Beverage Alcohol Market



ITALIAN WINES IN NEW YORK RESTAURANTS

According to the Mibd - Wine Analytics market research agency, the leading red wine appellations listed in American cuisine restaurants in New York are the US Napa Valley (share of 79%) and Willamette Valley (72%). Spanish Rioja (66%) and Italian Barolo (63%) follow respectively in third and fourth place. The other Italian appellations in the rank are Toscana Igt (seventh place, present in 62% of the wine lists), Brunello di Montalcino (ninth position, 57%), and Barbaresco (11th position, 55%). If we look at the wine brands that are found more frequently in the wine lists of New York restaurants offering American cuisine, Antinori occupies third place of the podium (30%), behind the US-based Ridge Vineyard (39%) and Heitz Cellar (32%). Tenuta San Guido occupies 12th position (26%).

Source: MIBD Market. Store check program 350 restaurants / 113,878 wines in 2019. Top listed wines 75cl, by presence



New York: the leading red wine appellations listed in american cuisine restaurants

Type of restaurant	Presence rate of the leading appellations
cuisine American & Steakhouse, Color Red, Size 75cl, Price range All	1 Napa Valley (us) listed in 79% of venues
	2 Willamette Valley (us) listed in 72% of venues
	3 Rioja (es) listed in 66% of venues
	4 Barolo (it) listed in 63% of venues
	5 Chateaufeuf-du-Pape (fr) listed in 63% of venues
	6 Sonoma Coast (us) listed in 62% of venues
	7 Toscana IGT (it) listed in 62% of venues
	8 Mendoza (ar) listed in 58% of venues
	9 Brunello di Montalcino (it) listed in 57% of venues
	10 Cotes du Rhone (fr) listed in 57% of venues
	11 Barbaresco (it) listed in 55% of venues
	12 California (us) listed in 50% of venues
	13 Pauillac (fr) listed in 50% of venues
	14 Margaux (fr) listed in 49% of venues
	15 Saint-Estephe (fr) listed in 48% of venues

Sample: 112 POS / 20,081 wines

MIBD Wine Analytics <https://analytics.wine>

New York City On-trade 2019 350 restaurants visited / 113,878 wines collected

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New York: the leading red wines listed in american cuisine restaurants

Type of restaurant	Presence rate of the leading brands
cuisine American & Steakhouse, Color Red, Size 75cl, Price range All	1 Ridge Vineyards listed in 37% of venues
	2 Heitz Cellar listed in 32% of venues
	3 Antinori listed in 30% of venues
	4 Caymus Vineyards listed in 29% of venues
	5 Chateau Cos D'Estournel listed in 29% of venues
	6 Opus One listed in 29% of venues
	7 Domaine De La Romanee-Conti listed in 28% of venues
	8 Vega Sicilia listed in 28% of venues
	9 Chateau Lynch-Bages listed in 27% of venues
	10 Chateau Latour listed in 26% of venues
	11 Chateau Margaux listed in 26% of venues
	12 Tenuta San Guido listed in 26% of venues
	13 Chateau Ducru Beaucaillou listed in 25% of venues
	14 Chateau Mouton Rothschild listed in 25% of venues
	15 Shafer Vineyards listed in 25% of venues

Sample: 112 POS / 20,081 wines

MIBD Wine Analytics <https://analytics.wine>

New York City On-trade 2019 350 restaurants visited / 113,878 wines collected

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Wine exports: what to expect?

Major trends in the global and Italian trade in 2019. And the challenges that the sector will face in 2020. Among US tariffs, Brexit and the Coronavirus emergency. The data of the Nomisma Wine Monitor Observatory.

In 2019, US wine imports reached the historical record high of 5.55 billion euro. A result probably supported by the sharp increase in purchases registered in the last months of the year, when new duties on European wines were expected by US operators, due to the Airbus-Boeing dispute. Italian wines, in the end, were luckily not interested by sanctions, but the situation could still change in the months ahead. This was the case of France, that closed the year at +6%, recording a 36% drop in the last two months. Not to mention China, where imports are down for the second consecutive year, at -10%. Once again, the highest price was paid by France, decreasing by 31% in the Asian country.

These are some of the data highlighted in Nomisma's Wine Monitor Observatory related to the wine imports recorded in 2019. Yet the analysis, published at the end of February, does not take properly into account the Coronavirus emergency when talking about the sector's future perspectives. Hence in the past weeks, after the first outbreak in China, the spread of the virus to other world countries - Italy included - has aroused big health concerns, also causing the cancellation and/or postponement of the wine industry's leading international trade shows, namely ProWein (Dusseldorf, Germany) and Vinitaly (Verona, Italy). It is therefore logical to assume that this emergency will represent, in 2020, the real great obstacle to world exports, also in the wine sector.

Italian wine export in 2019

In 2019, according to Nomisma estimates, Italian wine exports recorded a 2.9% growth compared to 2018 (final data will be issued in mid-March by Istat). The best results were achieved in the United States (+4.2%), Switzerland (+3.8), Russia (+12%) and France (-6%); while the business holds steady in the United Kingdom and Norway. Im-

ports of Italian wine were instead down both in Germany and China, by 3.6% and 1.9% respectively. It is worth noticing the performance achieved by our wines in Canada and Japan, countries where a free trade agreement with the European Union is currently in force: +15.6% in Japan and +5.4% in Canada. The growth in Japan, however, did not interest only Italy: imports from France increased by 15%, from Spain by 24%.

A gloomy outlook for 2020?

Global and Italian wine exports are now facing great uncertainties. The first one is represented by the Coronavirus emergency, which starting from China has now reached almost every world country. The fear and isolation faced by both citizens and firms is having a big impact on our economy. A situation that is probably going to get worse in the weeks ahead, and that is interesting the Italian wine industry too, which generates abroad more than half of its turnover.

A critical situation in a global scenario already characterized by political uncertainties and new waves of protectionism. This is the case of the United States, where the United States of America Trade Representative (USTR) updates the list of EU products affected by duties every six months. In the latest review, which took place in mid-February, Italian wine was 'spared' but, as Denis Pantini, head of Wine

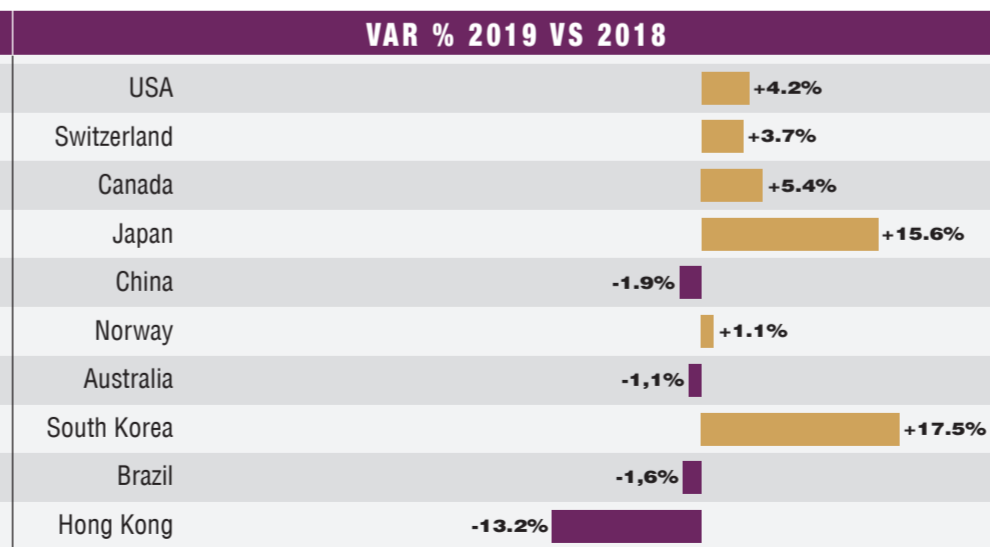
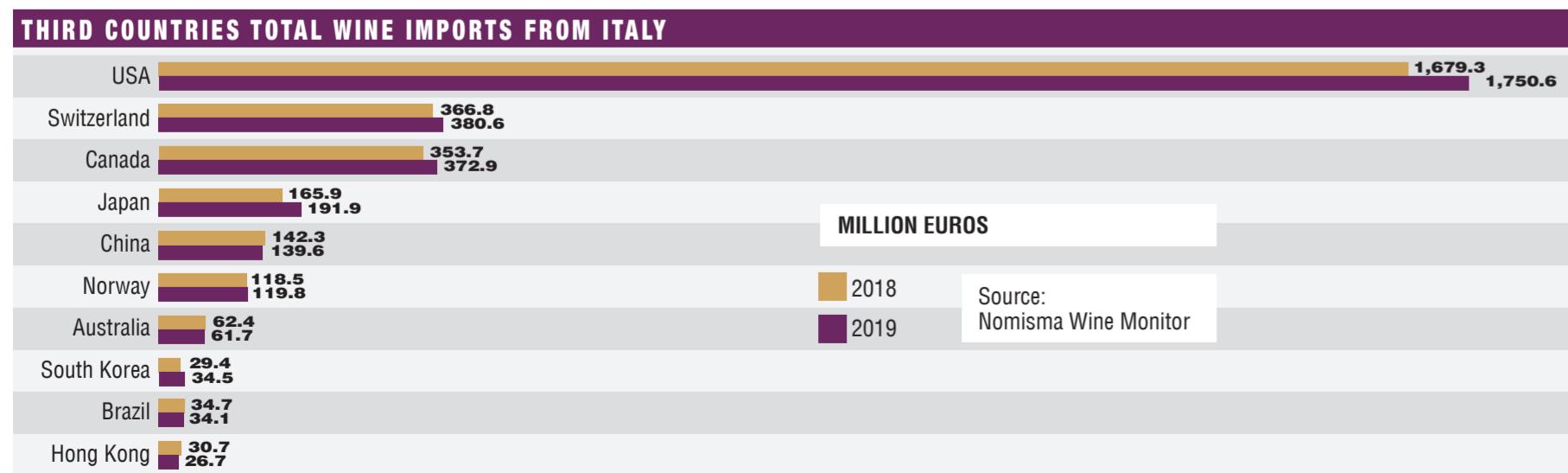
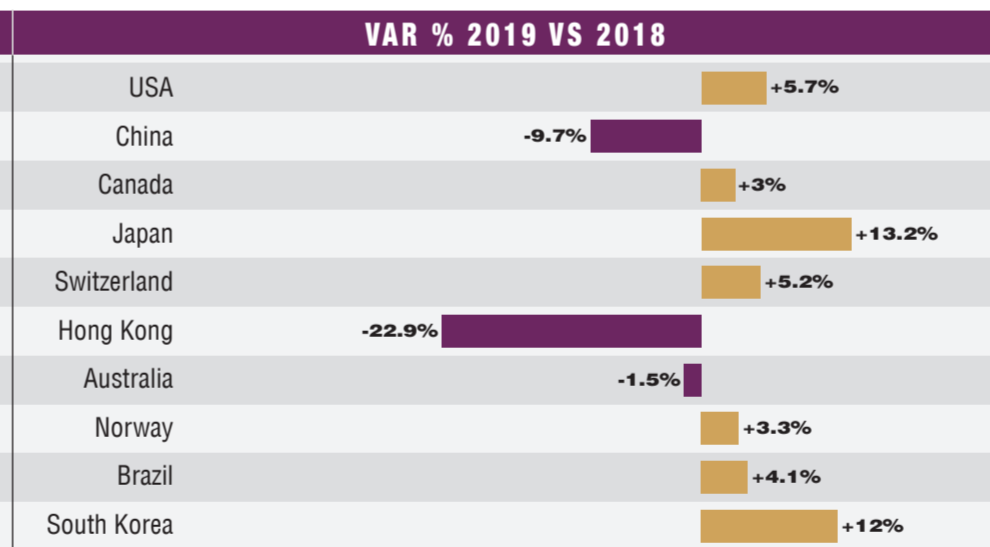
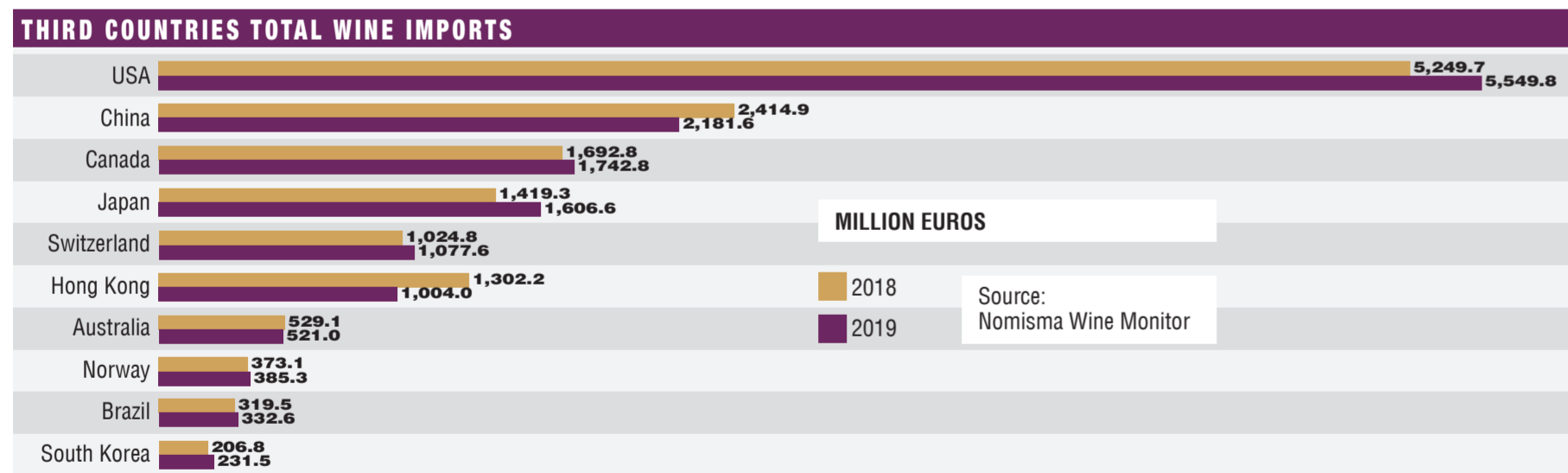
Monitor points out, "things may change in 180 days, and what happened to France in the past October could happen to Italian wines as well".

The situation in the United Kingdom and Germany, two important countries for the export of Italian wine, is far from better. The UK experiences the uncertainty of Brexit, and the risk of new custom barriers if a deal is not reached between the parties. Germany, for its part, recorded in 2019 the lowest GDP over the last six years. A special attention is of course set on China, although it is still a marginal market for Italian wines: our country accounts for just 6% of the Chinese total wine imports. The economic downturn that the country has been experiencing for two years now, and the Coronavirus emergency, which has led to a stop of production and imports, will have serious consequences on the global wine business.

"In an world dominated by uncertainties, entering new markets with high growth potential becomes of fundamental importance", says the report. "For Italy, a country like South Korea, where a free trade agreement with Europe has been in force for over 10 years, could be very interesting. In the past five years, sales of Italian wines to the Asian country have increased by 51%". Eastern Europe is another very interesting area for our wines: last year, imports to Poland increased by 17%, to Czech Republic by 8%, to Slovakia by 24%.

Export vinicolo: cosa dobbiamo aspettarci?

I trend che hanno caratterizzato il business mondiale e italiano nel 2019. E i grandi ostacoli che il settore si troverà ad affrontare nel 2020. Tra dazi statunitensi, Brexit e l'emergenza Coronavirus. I dati dell'Osservatorio Wine Monitor di Nomisma.



SINCE 1928, THREE GENERATIONS OF SUCCESS. We offer high quality products and services, thanks to the commitment of the founder, of his descendants and of many honest and hard workers. We produce and bottle wine obtained from grapes harvested in our own vineyards and from others purchased from selected Italian growers.



50 HECTARES of vineyards

ETTARI di vigneti



100,000 QUINTALI OF GRAPES from selected Italian growers

QUINTALI DI UVA da produttori italiani selezionati



25 MILION LITERS of wine per year

MILIONI DI LITRI di vino ogni anno

vinipoletti.com

Source: Nomisma Wine Monitor

Source: Nomisma Wine Monitor

Amazon joins the 'big ones'

Jeff Bezos' e-commerce giant enters the podium of the Global Powers of Retailing 2020 by Deloitte. In fiscal year 2018, the 250 largest companies around the world generated aggregate revenue of 4.74 trillion US dollars, up by 4.1%.

The aggregate retail revenue for the world's top 250 retailers reached 4.74 trillion US dollars in fiscal year 2018 (ended through 30 June 2019), up from 4.53 trillion US dollars in the previous year. However, they achieved slower growth resulting in a currency-adjusted composite growth rate of 4.1%, lower than the previous year's 5.7% growth. Now in its 23rd edition, the Global Powers of Retailing identifies the 250 largest retailers around the world and analyzes their performance across geographies and product sectors.

Top 10 highlights

There were no new entrants in FY 2018 to the Top 10 list, which continues to be dominated by players based in the US.

Top 10 retailers, FY2018

Top 250 rank	Change in rank	Name of company	Country of origin	FY2018 Retail revenue (US\$M)	FY2018 Retail revenue growth	FY2018 Net profit margin	FY2018 Return on assets	FY2013-2018 Retail revenue CAGR*	# Countries of operation	% Retail revenue from foreign operations
1		Wal-Mart Stores, Inc.	US	514,405	2.8%	1.4%	3.3%	1.6%	28	23.7%
2		Costco Wholesale Corporation	US	141,576	9.7%	2.2%	7.8%	6.1%	11	27.8%
3	+1	Amazon.com, Inc.	US	140,211	18.2%	1.0%	1.5%	18.1%	16	31.2%
4	+1	Schwarz Group	Germany	121,581	7.6%	n/a	n/a	7.1%	30	65.0%
5	-2	The Kroger Co.	US	117,527 ^e	-1.2%	2.5%	8.1%	3.6%	1	0.0%
6	+1	Walgreens Boots Alliance, Inc.	US	110,673	11.7%	3.8%	7.4%	8.9%	10	11.1%
7	-1	The Home Depot, Inc.	US	108,203	7.2%	10.3%	25.3%	6.5%	3	8.1%
8		Aldi Einkauf GmbH & Co. oHG	Germany	106,175 ^e	3.2%	n/a	n/a	6.7%	19	66.3%
9		CVS Health Corporation	US	83,989	5.8%	n/a	n/a	5.1%	2	0.8%
10		Tesco PLC	UK	82,799	11.3%	2.0%	2.7%	0.1%	8	20.9%
Top 10 ¹				1,527,140	6.3%	2.5%	5.3%	4.9%	12.8	25.8%
Top 2501				4,744,012	4.1%	3.0%	4.7%	5.0%	10.8	22.8%
Top 10 share of Top 250 retail revenue				32.2%						

* Compound annual growth rate

^e = estimate

¹ Sales-weighted, currency-adjusted composites

n/a = not available

Source: Deloitte Touche Tohmatsu Limited, Global Powers of Retailing 2020. Analysis of financial performance and operations for fiscal years ended through 30 June 2019 using company annual reports, Supermarket News, Forbes America's largest private companies and other sources.

ITALIAN COMPANIES IN THE RANK



Conad	Coop Italia	Esselunga	Eurospin
69	71	117	158
+4	=	+4	+10

Source: Deloitte - Global Powers of Retailing 2020

Big del retail: Amazon sul podio

Deloitte presenta la 23esima edizione del Global Powers of Retailing, report annuale che analizza i risultati dei 250 retailer più grandi al mondo. Nell'anno fiscale 2018 (luglio 18-giugno 19), questi hanno generato un fatturato pari a 4740 miliardi di dollari, segnando una crescita del 4,1%. Amazon, che aveva fatto il suo ingresso nella Top 10 solo tre anni fa, si posiziona ora al terzo gradino del podio, scalzando l'americana Kroger. Si confermano, al primo e al secondo posto della classifica, Wal-Mart e Costco.

KEY FINDINGS (July 2018-June 2019)

4.74
trillion US dollars
the aggregate retail revenue of the **top 250**

19.0
billion US dollars
average retail revenue for companies in the **top 250**

4.1%
composite year-over-year retail revenue growth

10.8
average number of countries where companies have retail operations

The **Top 10** is still dominated by American companies (**7 out of 10**)

Europe has the highest number of **top 250** retailers:

88 companies
35.2%

FMCG is the largest product sector:
136
companies generated
65.5%
of the retail revenue

E-commerce is driving high retail revenue growth among **'fastest 50 companies'**

Source: Deloitte - Global Powers of Retailing 2020

THE SPRING OF ITALIAN WINE

For Italian wineries, the arrival of springtime represents the most suitable moment of the year to present to global markets and operators their new products. And for 25 years now, Prowein has been the perfect stage for doing it. This year, due to the ongoing Coronavirus emergency, the German trade show, that was set to take place from 15 to 17 March, has been cancelled, thus creating a 'communication void' for the entire sector. With this product showcase, dedicated to the wines that Italian exhibitors of Prowein 2020 would have presented in preview at the show, we want to contribute to fill this void and - to the extent of our capabilities - support wineries in such a difficult moment.

by Federica Bartesaghi

La primavera del vino italiano

L'arrivo della bella stagione è, per le cantine italiane, il momento ideale per presentare al mercato e agli operatori le ultime novità. E da 25 anni a questa parte, il Prowein di Düsseldorf rappresenta la prima occasione utile per farlo. Quest'anno, però, a causa dell'emergenza Coronavirus, la manifestazione tedesca che avrebbe dovuto svolgersi dal 15 al 17 marzo è stata cancellata, creando così un 'vuoto' comunicativo per l'intero comparto. Con questa vetrina, che mostra i vini che gli espositori italiani avrebbero presentato in anteprima al Prowein 2020, desideriamo contribuire a colmare questo vuoto e, nel limite delle nostre possibilità, aiutare le aziende del comparto a superare questo momento difficile.



COMPANY PROFILE

The Antinori family has been committed to the art of winemaking for over six centuries, and more exactly since 1385, when Giovanni di Piero Antinori became a member of the 'Arte Fiorentina dei Vinattieri', the Florentine Winemakers' Guild. For 26 generations the Antinori family has been managing the business while upholding the utmost respect for traditions and the environment.

Today, Albiera Antinori is the president of Marchesi Antinori with the close support of her sisters, Allegra and Alessia. Their father, Marchese Piero Antinori, is the current honorary president of the company. Tradition, passion, and intuition are the three driving forces that led Marchesi Antinori to establish itself as one of the most important Italian wine families. Each vintage, each plot of land, each new idea is a new pursuit for achieving higher quality standards. As Marchese Piero loves to say: "Ancient family roots play an important part in our philosophy but they have never hindered our innovative spirit".

The family's historical heritage lies in their estates in Tuscany and Umbria, however over the years they have invested in many other areas, both in Italy and abroad, well known for producing high quality wine, opening up new opportunities to appreciate and develop unique new terroirs with great winemaking potential.



Villa Antinori Chianti Classico Riserva Doeg

GRAPES

Sangiovese and other complementary red grape varieties.

LAND OF PRODUCTION

Tuscany.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

It presents an intense ruby red color. The nose shows notes of ripe red fruit, wild cherries and sensations of dried wild flowers along with spicy aromas of cinnamon and a pleasurable balsamic finish. The palate is balanced, savory, and vibrant with a long and persistent aftertaste which brings back the wine's ample spicy aromas and flavors.

VINIFICATION AND AGING DETAILS

The grapes were put into stainless steel fermenting tanks where they went through a long fermentation process at a controlled temperature. The maceration on the skins lasted approximately 15 days. At the end of the malolactic fermentation - carried out in stainless steel tanks in the case of the Sangiovese and barriques of second and third passage with the other grape varieties - the lots of wine were blended and continued to age in oak, principally in casks and just partly in oak barrels, until the spring of 2019. The Villa Antinori was bottled in July 2019.

N. OF BOTTLES PRODUCED

N/A

SIZES

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

DISTRIBUTION CHANNELS

On trade - restaurant and wine shop - and off trade.

MARCHESI ANTINORI

www.antinori.it



Villa Antinori Toscana Igt Bianco

GRAPES

Pinot Grigio, Pinot Bianco, Trebbiano, Malvasia Toscana and Riesling Renano.

LAND OF PRODUCTION

Tuscany.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

Villa Antinori Bianco is straw yellow in color with greenish hues. To the nose it is refined, elegant, fruity and floral with notes of banana, pineapple, white blossoms and candied fruit. The palate is balanced with good persistence and a mineral finish.

VINIFICATION AND AGING DETAILS

Harvested grapes were destemmed and delicately pressed. The must was chilled to a temperature of 10°C (50°F) to favor a natural settling of the impurities. After 48 hours, the must was transferred to stainless steel tanks where alcoholic fermentation took place at a temperature that did not exceed 18°C (64°F). The wine was aged in stainless steel tanks at a controlled temperature of 10°C (50°F) up until bottling.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,375 - 0,75 lt

DISTRIBUTION CHANNELS

On trade - restaurant and wine shop - and off trade.



Villa Antinori Toscana Igt Rosso

GRAPES

Merlot, Syrah, Petit Verdot, Sangiovese and Cabernet.

LAND OF PRODUCTION

Tuscany.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

The 2016 Villa Antinori offers a deep ruby red color. The nose is intense and complex, characterized by notes of red fruit coupled with hints of leather, spice, and vanilla. The palate is full bodied and round with supple and velvety tannins.

VINIFICATION AND AGING DETAILS

The harvested grapes were destemmed and given a soft pressing, and then the must and skins went into stainless steel fermentation tanks from five to seven days, while the additional period of skin contact was a bit longer, from eight to twelve days. The fermentation temperatures did not exceed 28°C (82°F) for the Cabernet, Sangiovese, and Petit Verdot, favoring in this way the extraction solely of color and soft tannins. For Merlot and Syrah the temperatures were held to a maximum of 25°C (79°F) to better conserve aromatic components. After the malolactic fermentation, which took place in October and November, the wine went into 60 gallon French, Hungarian, and American oak barrels where it aged for approximately a year. Bottling started in July 2018.

N. OF BOTTLES PRODUCED

N/A

SIZES

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

DISTRIBUTION CHANNELS

On trade - restaurant and wine shop - and off trade.

CA' DI RAJO

www.cadirajo.it



Leonema Tai Doc Piave

GRAPES

Tai 100%

LAND OF PRODUCTION

Treviso, Veneto.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Bright golden yellow color. Bouquet of ripe yellow peach and dry apricot, with subtle spicy hints of saffron and minerals evoking flint. Warm and dry taste, with good acidity and a savory finish. Good structure with excellent aromatic persistence.

N. OF BOTTLES PRODUCED

3,093

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINA ALDENO

www.cantinaaldeno.com



San Zeno Bianco 2017 Igt Vigneti delle Dolomiti

GRAPES

Chardonnay, Manzoni Bianco, Sauvignon Blanc.

LAND OF PRODUCTION

Trentino.

ALCOHOL CONTENT

13,90% vol.

ORGANOLEPTIC CHARACTERISTICS

Fresh and fruity with vanilla scents, rich and persistent.

VINIFICATION AND AGING DETAILS

60% in oaks barrels and 40% stainless steel.

N. OF BOTTLES PRODUCED

4,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINE SETTESOLI

www.cantinesettesoli.it



Jummare Sicilia Doc

GRAPES

Organic Grillo 100%

LAND OF PRODUCTION

Menfi, Sicily.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

From organically grown vineyards comes this mineral and delicate Grillo, bright yellow coloured and bursting with intriguing notes of honey, citrus and melon.

VINIFICATION AND AGING DETAILS

Stainless steel tanks.

N. OF BOTTLES PRODUCED

6,000

SIZES

70,5 lt

DISTRIBUTION CHANNELS

Horeca, specialized retailers.

TENUTA CARRETTA

www.tenutacarretta.it



Langhe Doc Nebbiolo 'Podio'

GRAPES

Nebbiolo 85%, Barbera d'Alba 15%

LAND OF PRODUCTION

Piedmont.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red color. Dry flower, fruit, vanilla and spices aroma.

VINIFICATION AND AGING DETAILS

Minimum six months in wood and four months in bottle.

N. OF BOTTLES PRODUCED

18,000

SIZES

0,75 - 1,5 - 12 lt

DISTRIBUTION CHANNELS

Horeca.

FINE WINE AS LEONARDO INTENDED.



We produce our wines following the Leonardo Method®, so you can savour an original masterpiece in all its modernity.

Leonardo da Vinci

CANTINE LEONARDO DA VINCI

Wines inspired by genius



leonardo_da_vinci_sp



Leonardo da Vinci Spa

www.leonardodavinci.it

ADRIANO MARCO E VITTORIO

www.adrianovini.it

Langhe Doc
Nebbiolo Cainassa
GRAPES

Nebbiolo

LAND OF PRODUCTION

Langhe Doc, Piedmont.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Bright ruby red color with orange hues that become more pronounced as it ages. Characteristic light and delicate perfume with hints of violet that is enhanced and perfected as it ages. Dry, full bodied flavor, perfectly tannic when young, velvet and balanced.

VINIFICATION AND AGING DETAILS

Natural fermentation with indigenous yeast in temperature controlled stainless still tanks. It remains in still tanks for 10 months.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 -1,5 lt

DISTRIBUTION CHANNELS

Horeca.

Langhe Doc Sauvignon Basaricò
GRAPES

Sauvignon Blanc

LAND OF PRODUCTION

Langhe Doc, Piedmont.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw yellow color, with greenish tones. Faint delicate perfume, characteristic varietals and greens and complex, inviting and seductive with hints of fresh exotic fruits. Persistent, delicately acidic, fresh and pleasant flavor.

VINIFICATION AND AGING DETAILS

Long low temperature (15-16°C) fermentation in stainless still tanks. Two weeks of battonage. Bottled in spring.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

AZIENDA AGRICOLA ALBINO PIONA

www.albinopiona.it

Azobè Rosso Verona Igt
GRAPES

Red grapes, Igt Verona

LAND OF PRODUCTION

Custoza di Sommacampagna, Verona, Veneto.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red colour with purple motif, soft and velvety at the nose, with notes of violet, cherry, plum and dried roses, rich in sweet spices and herbal and balsamic hints. Round and elegant taste, fine tannins, with a final pleasant vanilla flavour.

VINIFICATION AND AGING DETAILS

Careful hand-picking of the grapes. Destemming and pressing. Steeping and fermentation at controlled temperature, with several replacements and 'délestage'. Racking off. Malolactic fermentation. Ageing in 500-litre-tonneaux for 12 months.

N. OF BOTTLES PRODUCED

14,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and Modern retail.

Bardolino Charetto Doc
GRAPES

Corvina 80%, Rondinella 20%

LAND OF PRODUCTION

Custoza di Sommacampagna, Verona, Veneto.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Several shades of pink and tangy floral aroma, with a delicate, savoury and refreshing flavour.

VINIFICATION AND AGING DETAILS

Careful picking of the grapes, destemming and pressing. Short skin steeping. Deep cleaning of the musts. Fermentation at controlled temperature and ageing on their fine lees.

N. OF BOTTLES PRODUCED

27,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and Modern retail.

VINI LA DELIZIA

www.ladelizia.com

Naonis Jadér Cuvée Brut
GRAPES

Glera 80%, Ribolla Gialla 20%

LAND OF PRODUCTION

Friuli Venezia Giulia.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

This sparkling wine has a bright straw yellow colour, fine and persistent perlage. Intense, fragrant with floral and fruity notes.

VINIFICATION AND AGING DETAILS

This wine is obtained from grapes carefully selected directly at the vineyards. The base wine is added with selected yeasts and sugar, then takes place a fermentation under controlled temperature in pressured tank. After the filtration procedure the wine is bottled using modern technologies.

N. OF BOTTLES PRODUCED

700,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

Naonis Sparkling Prosecco Doc
GRAPES

Glera 100%

LAND OF PRODUCTION

Friuli Venezia Giulia.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Sparkling Prosecco with a straw yellow with greenish tinges color and a fine and persistent perlage. Intense, fine, floral and fragrant bouquet.

VINIFICATION AND AGING DETAILS

This wine is obtained from grapes carefully selected directly at the vineyards. The base wine is added with selected yeasts and sugar, then takes place a fermentation under controlled temperature in pressured tank. After the filtration procedure the wine is bottled using modern technologies.

N. OF BOTTLES PRODUCED

300,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINA MERANO BURGRÄFLER

www.cantinamerano.it

Alto Adige
Schiava Gentile Doc 2018
GRAPES

Schiava.

LAND OF PRODUCTION

South Tyrol

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

The colour is a bright ruby red. The bouquet reminds of violets and red fruits. On the palate, the wine is fresh, mild and harmonious. Traditional red wine fermentation in large stainless steel tanks, followed by the malolactic conversion and ageing for about 4 months in large steel tanks.

N. OF BOTTLES PRODUCED

Approximately 130,000

SIZES

1 lt

DISTRIBUTION CHANNELS

Modern retail, supermarkets, food store chains.

LA CANTINA PIZZOLATO

www.lacantinapizzolato.com

Sparkling Pinot Grigio Doc delle
Venezie Extra Dry 'M-Use'
GRAPES

Pinot grigio 100%

LAND OF PRODUCTION

Treviso Province

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Brilliant, straw yellow with light coppery hues. Persistent perlage. Floral, with notes of Fuji apple, yellow peach and citrus fruits stand out. Balanced and persistent. It is dry, sapid, full and harmonious.

VINIFICATION AND AGING DETAILS

The first phase involves a traditional white vinification with a short stop of the must on the skins to preserve the quality of the grapes. The natural re-fermentation takes place in steel tanks at a controlled temperature for at least 30 days, second the Charmat method.

N. OF BOTTLES PRODUCED

50,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Specialized retail.

CANTINA VALPANTENA VERONA

www.cantinavalpantena.it

Spumante Garda Doc Brut Rosè
GRAPES

Pinot Noir 100%

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

It has a bright pink colour and has a delicate, elegant fragrance of small fruits as well as crisp apples at the nose. It is rounded, velvety and mineral, with an elegant perlage and persistent juicy fruit.

VINIFICATION AND AGING DETAILS

After the harvest and a soft pressing the must undergoes a very quick maceration, in order to get the typical bright pink. The second fermentation in still tanks, when the wine is left on the yeast for 5 months. Maceration time: 6 hours.

N. OF BOTTLES PRODUCED

25,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Distributors.

Porer 2018 Pinot Grigio
GRAPES

Pinot Grigio

LAND OF PRODUCTION

Magrè (Vicenza) and Salorno (Bolzano).

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw-yellow color with a red shimmer. Slightly aromatic and pronounced bouquet, with fruity (melon, peach), spicy, and mineral notes.

VINIFICATION AND AGING DETAILS

Spontaneous fermentation, partly in large casks and partly in stainless steel tanks. Maturation on the lees, partly in large casks and partly in stainless steel tanks (approximately 9 months). Interplay between different components: partly classic vinification, partly short skin contact and extended time on the lees and partly whole cluster vinification. Farmed according to biodynamic methods of viticulture (Demeter certified).

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Gastronomic outlets and specialized wine trade.

Cor Römigberg
GRAPES

Cabernet Sauvignon

LAND OF PRODUCTION

Römigberg estate, lake Caldaro, Bozen.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Cherry-red color with a ruby shimmer. Concentrated aromatics, fruity (cherry, black currant) spicy and floral notes. Full bodied, elegant, present tannins, spicy, fresh.

VINIFICATION AND AGING DETAILS

Spontaneous maceration and malolactic fermentation in stainless steel tanks. Maturation in small casks of 150 and 225 litres (approximately 18 months). Farmed according to biodynamic methods of agriculture (Demeter certified).

N. OF BOTTLES PRODUCED

9,500 litres

SIZES

0,75 - 1,5 - 3 - 6 - 12 lt

DISTRIBUTION CHANNELS

Gastronomic outlets and specialized wine trade.

CANTINA DI LA-VIS
E VALLE DI CEMBRA

www.la-vis.com

Diaol Chardonnay
GRAPES

Chardonnay

LAND OF PRODUCTION

Trentino

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Golden colour with hues of green. The aroma of yellow plums and nectarines alternate with mineral and salty hints. Tense and determined flavour in which salinity and crunchiness stand out to complete a rich and persistent finish.

VINIFICATION AND AGING DETAILS

The grapes are harvested in the first ten days of September and vinified separately. The Chardonnay selections obtained then go through a long ageing process in the cellar with about 30% in French oak tonneaux. The cuvée is made in the summer, then left to age another three months in stainless steel tanks.

N. OF BOTTLES PRODUCED

8,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINA TOLLO

www.cantinatollo.it/en/

Mo Montepulciano d'Abruzzo Dop
Riserva
GRAPES

Montepulciano 100%

LAND OF PRODUCTION

Province of Chieti, Pescara, and Teramo.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red color with purple hues. Intense fruit aromas with notes of black cherry and forest fruits blended with hints of spice. Full-flavoured taste, soft with good length, sweet and silky tannins.

VINIFICATION AND AGING DETAILS

Skin maceration at controlled temperatures and malolactic fermentation. Aged for 24 months in oak casks.

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNEL

Horeca.

FEUDO ANTICO

www.feudoantico.it

Montepulciano d'Abruzzo Dop
Organic
GRAPES

Montepulciano 100%

LAND OF PRODUCTION

Province of Chieti, Abruzzo region.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color with hints of violet. Bouquet of red fruit, violet, liquorice. Full-bodied taste, well structured, with smooth tannins.

VINIFICATION AND AGING DETAILS

Maceration of skins under controlled temperature, partial malolactic fermentation. Aged for 6 months in stainless steel tanks on yeasts.

SIZES

0,75 lt

DISTRIBUTION CHANNEL

Horeca.

AURAMADRE

www.auramadre.it

Puglia Primitivo Igt
Organic
GRAPES

Primitivo.

LAND OF PRODUCTION

Apulia.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Full bodied red wine with ripe red fruit, fine grained tannins and textural delicacy.

VINIFICATION AND AGING DETAILS

After de-stemming, the grapes are not crushed, optimizing color extraction. Fermentation takes place at a controlled temperature of 24-25°C for 8-10 days. Frequent remontage and delestage are carried out in the early stages of fermentation in order to achieve soft extraction of aromas and gentle tannins. After racking, malolactic bacteria are added to induce the second fermentation.

SIZES

0,75 lt

DISTRIBUTION CHANNEL

Horeca.

CESARINI SFORZA

www.cesarinisforza.com

1673 Riserva
GRAPES

Chardonnay

LAND OF PRODUCTION

Trentino.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Balance and innate harmony of taste, typical of metodo classico Trentodoc. Delicate to the nose and rich on the palate, fine and elegant.

VINIFICATION AND AGING DETAILS

Manual harvesting in early September and soft pressing of whole grapes in a special Marmonier press. Static decantation of the must, fermentation at a controlled temperature in stainless steel tanks, and ageing on the lees for about six months. Re-fermentation in the bottle, at least 60 months on the yeasts.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

March 2020

product showcase

ALIBRIANZA

www.alibrianza.it/en


Ogniquattro - Ca' del Moro - Montepulciano d'Abruzzo Doc
GRAPES

Montepulciano 100%

LAND OF PRODUCTION

The Abruzzi, area of Lanciano (Chieti).

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intensive ruby red color with purple reflections. The aroma presents elegant notes of spices and vanilla. Full-bodied, warm taste with a pleasantly fruity finish.

VINIFICATION AND AGING DETAILS

Traditional peel maceration at a controlled temperature of 26-28°C for 12 days. Aged for 8 months in oak barrels.

N. OF BOTTLES PRODUCED

100,000 bottles (every four years)

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, Specialized wine shops.

CANTINE RIUNITE & CIV
CANTINE RIUNITE

www.riunite.it


Lambrusco Emilia Igt
GRAPES

Lambrusco 85%, Lancellotta 15%

LAND OF PRODUCTION

Vineyards located in the provinces of Reggio Emilia and Modena.

ALCOHOL CONTENT

7,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Lively red color with violet reflections. Fruity, soft and harmonious perfume. Sweet, well-balanced taste.

VINIFICATION AND AGING DETAILS

The pressing and brief maceration of select grapes is followed by the fermentation of the must at controlled temperature. A second fermentation, using the Charmat method, imparts the characteristic lively note.

SIZES

0,187 - 0,75 lt

DISTRIBUTION CHANNELS

Horeca and modern distribution on global markets.

CANTINE RIUNITE & CIV
MASCHIO DEI CAVALIERI

www.maschiodeicavalieri.com


Valdobbiadene Prosecco Doc
Rive di Colbertaldo, Brut
GRAPES

Glera 85%, complementary grape varieties 15%

LAND OF PRODUCTION

Valdobbiadene zone, Prosecco Docg Colbertaldo.

ALCOHOL CONTENT

11,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Brilliant straw yellow color with a creamy mousse. To the nose it is floral with sweet notes of wisteria, fruity hints of pears and apricots. Soft and fruity taste of pineapple and melon.

VINIFICATION AND AGING DETAILS

Rive di Colbertaldo is Maschio dei Cavalieri's flagship wine. The 'Rive' are the most valuable areas in the Valdobbiadene Prosecco Docg zone. In particular, Rive di Colbertaldo has the most ancient vineyard plantations. Outstanding organoleptic features are also guaranteed by stricter regulations imposed on the Rive production, such as: lower yields, exclusive production of the Superiore category and the obligation to specify the locality and year of harvest on the label. The grapes selected for this bottle are exclusively hand-picked.

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca in Italy, Horeca and modern retail on global markets.

CANTINE RIUNITE & CIV
CANTINE MASCHIO

www.cantinemaschio.com


Maschio Prosecco DOC
Extra Dry
GRAPES

Glera 85%, Grapes designated in the Doc regulation 15%

LAND OF PRODUCTION

Treviso, North of Venice.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Light straw yellow color with a lively mousse. Pronounced candied fruit and sweet flowers to the nose. Attractive taste with an aromatic note.

VINIFICATION AND AGING DETAILS

Prosecco Doc Treviso is obtained directly from the must, which undergoes a prise de mousse with selected yeasts for one month at a controlled temperature of 12-15° C. The prise de mousse is stopped by lowering the temperature of the pressurized tank to ensure the desired level of residual sugar. This technique enhances the wine's drinkability, assisted by the fragrance of its aromas, refreshing taste and fine perlage.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Modern retail in Italy; Horeca and modern retail in international markets

CANTINE DUE PALME

www.cantineduepalme.it


Ettamiano Primitivo Salento Igp
GRAPES

Primitivo

LAND OF PRODUCTION

Taranto, Brindisi. Apulia region.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

An intense red colour with scarlet highlights. To the nose it is rich with great intensity of fruit. Ripe and soft in the mouth with perfectly balanced fruit tannins, which returns to the palate with a end of almonds and walnuts.

VINIFICATION AND AGING DETAILS

The late harvest is done by hand into plateaux to preserve the structure of the grapes. A part of them is dried in the cellar and kept free of humidity to avoid spoilage. The resultant wine is aged in oak barrels to soften the tannins and add a tasty elegance. The microclimate of Salento gives it a warm, consistent and a sturdy structure.

N. OF BOTTLES PRODUCED

42,191

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, e-commerce.

LEONE DE CASTRIS

www.leonedecastris.com


50° Vintage Salice Salentino
Riserva Doc 2016
GRAPES

Negroamaro 90%, Malvasia Nera di Lecce 10%

LAND OF PRODUCTION

Salice Salentino, Apulia.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Wine of intense red colour with garnet-coloured hints.

To the nose fruity sensations of blackberry and black cherry, notes of basil and sweet spices due to the refinement in oak barrels. In the mouth it is smooth and balanced with a strong but never intrusive tannin.

Long last finish.

VINIFICATION AND AGING DETAILS

The grapes after a soft pressure and the separation of grape-stalk are submitted to particular maceration at checked temperature (20-22°C) for a period of 8-12 days. After the fermentation the wine is put to sharpen in oak barrels of 30 hls for about 12 months. It becomes "Reserve" after two years from the date of harvest. Maturation at least 12 months in barrel. Bottle ageing at least six months.

N. OF BOTTLES PRODUCED

60,000

SIZES

0,375 - 0,75 - 1,5 - 3 - 15 lt.

DISTRIBUTION CHANNELS

Horeca, specialized retail, e-commerce.



GIANNITESSARI

www.giannitessari.wine


60 Mesì, Lessini Durello Doc
GRAPES

Durella 100%

LAND OF PRODUCTION

Monti Lessini, Veneto.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

Bright yellow color, fine perlage. Complex aroma of croissant and hints of honey, white peach. Vigorous sapidity and persistence.

VINIFICATION AND AGING DETAILS

Soft press with fermentation at controlled temperature (14-16 °C) and complete malolactic fermentation and then cut for second fermentation.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 - 1,5 - 3 - 6 - 9 - 12 lt

DISTRIBUTION CHANNELS

Horeca, online, retail.

Perinato, Soave Classico Doc

GRAPES

Garganega 100%

LAND OF PRODUCTION

Soave Classico, Veneto.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw yellow color with golden hues. Intense aroma of dried fruit. Rich to the palate, with well-balanced acidity and noticeable mineral quality with final almond sensations.

VINIFICATION AND AGING DETAILS

Three hours of macerations, soft press, fermentation in stainless steel tanks at controlled temperature of 14-16°C, then in French barriques and 4,000 liters oak barrels.

N. OF BOTTLES PRODUCED

8,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, online, retail.

CUPERTINUM –
ANTICA CANTINA DEL SALENTO 1935

www.cupertinum.it


Copertino Doc Rosso Riserva
GRAPES

Negroamaro

LAND OF PRODUCTION

Copertino, Apulia.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red wine with garnet effects, intense, full, rich and ethereal scent with hints of blackberry, plum, Mediterranean vegetation, ripe fruit and leather. Warm, rich and generous taste, with advanced and complex tones and flavors of almond and blackcurrant.

N. OF BOTTLES PRODUCED

500,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Retail, Horeca.

CASTELLO DI FONTERUTOLI

www.mazzei.it


Fonterutoli Chianti Classico Docg
Vintage 2018
GRAPES

Sangiovese 90%, Malvasia Nera 5%, Colorino 5%

LAND OF PRODUCTION

Seven different vineyards in the Chianti Classico area, Tuscany.

ALCOHOL CONTENT

13,50% vol.

ORGANOLEPTIC CHARACTERISTICS

A well-proportioned, elegant body, dark berry, fresh spice flavors, intense, smooth taste.

VINIFICATION AND AGING DETAILS

Fermentation temperature: 26 - 28°C. Period of maceration: 16 - 18 days. Ageing: 12 months in French oak barrels (225 and 500 lt).

N. OF BOTTLES PRODUCED

260,000

SIZES

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

DISTRIBUTION CHANNELS

Horeca.

CANTINA TRAMIN

www.cantinatramin.it


Troy Riserva Alto Adige
Chardonnay Doc
GRAPES

Chardonnay 100%

LAND OF PRODUCTION

Alto Adige.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense golden yellow color. Delicate floral aroma with citrusy, tropical fruit, chamomile and peppermint nuances with a fine touch of roasted almonds and hazelnuts. Troy shows off his Alpine character: ripe exotic notes of mango, banana and Galia melon are tinged with subtle tones of hazelnuts against a backdrop of incredible freshness and salty minerality. The finish is long and juicy with a lively mineral backbone.

VINIFICATION AND AGING DETAILS

After the manual harvest, the grapes are delivered in small bins and pressed without being destemmed first. Both alcoholic and malolactic fermentation occurs in Bordeaux barrels. After 11 months on the fine lees the wine is transferred to stainless steel tanks for an additional 22 months of sur lie aging. Finally, the must clarifies naturally by sedimentation of the suspended particles.

N. OF BOTTLES PRODUCED

3,500 and a few Magnum

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.



March 2020

product showcase

COLI

www.coli.it


Chianti Classico Riserva Doeg Montignana
GRAPES

Sangiovese 90%, Canaiolo Nero 10%

LAND OF PRODUCTION

Chianti Classico, Tuscany.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Elegant and fine complexity, ruby-red colour, which will turn to garnet with ageing. Intense and persistent flavour, fine, ethereal and ample, reminding sometimes the scent of violets, in addition to that of cherry and bramble. Dry and warm taste with a pleasant austerity. Sapid, plenty of structure, a modicum of tannins, it will turn velvety with ageing. Persistent aftertaste.

VINIFICATION AND AGING DETAILS

The product has been aged for 3-6 months in the bottle.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and modern retail.

COLTERENZIO - SCHRECKBICHL

www.colterenzio.it

**Pfefferer****GRAPES**

Moscato giallo (Golden Muscat)

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

The Muscat vine is among the world's oldest and is found today in a variety of mutations. Muscat is unique in that the 'grapey', spicy flavour found in the fresh fruit is also found in the finished wine. The wine is unashamedly aromatic and elegant, dry, youthful and zesty with grapey fruit and lots of freshness.

VINIFICATION AND AGING DETAILS

After fermentation in stainless-steel tanks at a constant temperature of approx. 18° C, it remains for several months in tanks on its fine lees before bottling. Cellaring potential: two years.

N. OF BOTTLES PRODUCED

400,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINE RIONDO


Castelforte Amarone della Valpolicella Doeg
GRAPES

Corvina, Corvinone, Rondinella, others.

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

15% vol.

ORGANOLEPTIC CHARACTERISTICS

Castelforte Amarone della Valpolicella is a full-bodied red wine. The long, slow fermentation gives this wine a deep garnet red color, a complex bouquet of cinnamon, cherry jam and walnut and a palate of ripe black cherry fruit with notes of vanilla and coffee on the finish.

VINIFICATION AND AGING DETAILS

Grapes are dried in controlled warehouses in hillside locations till January. Fermentation on skin contact with traditional and constant pumping over. Oak wood aging for 24 months.

N. OF BOTTLES PRODUCED

500,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

DI LENARDO

www.dilenardo.it


'Thanks' Igt Venezia Giulia
GRAPES

Chardonnay 50%, Malvasia 20%, Friulano

13,50%, Sauvignon 5%, Verduzzo 5%

LAND OF PRODUCTION

Friuli Venezia Giulia.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Some vanilla and hazelnut notes accenting the creamy apple pastry, lemon meringue and graham cracker flavors, a little almond and some passion fruit finish. This is a rich style, but very soft, pleasant and supported by a juicy acidity.

VINIFICATION AND AGING DETAILS

Hand harvested. Partially fermented and aged for three months in brand new American wood barriques and partially on steel tanks. Maturation on fine lees. Malo-lactic done.

N. OF BOTTLES PRODUCED:

Around 6,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Retail.


Chianti Superiore Doeg
GRAPES

Sangiovese

LAND OF PRODUCTION

Colline del Valdarno, Tuscany.

ALCOHOL CONTENT

13,50% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color with purple reflections. It has an intense bouquet typical of Chianti wine, with fruity notes of red and black berries. It is a structured wine, medium bodied with elegant tannins and a persistent finish.

VINIFICATION AND AGING DETAILS

Traditional red vinification.

N. OF BOTTLES PRODUCED

50,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and modern retail.

CASA VINICOLA POLETTI

www.vinipoletti.com


Primitivo Salento Igt
GRAPES

Primitivo

LAND OF PRODUCTION

Salento, Apulia.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense red color. The scent recalls plum and cherries with hints of rosemary and vanilla. In the mouth it is full bodied and well balanced.

VINIFICATION AND AGING DETAILS

Red vinification

N. OF BOTTLES PRODUCED

80,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and modern retail.


Rosato Igt Puglia
GRAPES

Primitivo

LAND OF PRODUCTION

Apulia.

ALCOHOL CONTENT

12,50% vol.

ORGANOLEPTIC CHARACTERISTICS

Soft pink color. The nose opens with an intense and persistent aroma characterized by hints of cherry and raspberry. In the mouth it is fresh and full bodied, well balanced.

VINIFICATION AND AGING DETAILS

Tradition vinification.

N. OF BOTTLES PRODUCED

80,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca and modern retail.

FORCHIR - VITICOLTORI IN FRIULI

www.forchir.it


Ethos - Beyond Organic (Bianco Igt Venezia Giulia) 2018
GRAPES

Fleurtaï and Soreli (Tocai Friulano), Sauvignon Kretos, Sauvignon Nepis, Sauvignon Rytos.

LAND OF PRODUCTION

Friuli Venezia-Giulia.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw-yellow colour with greenish reflections, fruity aromas (apple, pear) and a savoury and very fresh taste.

VINIFICATION AND AGING DETAILS

Soft pressing of the grapes in the absence of added sulphites, at a low controlled temperature. Maturation sur lie in stainless steel vats.

N. OF BOTTLES PRODUCED

80,000

SIZES

0,75 lt and Magnum.

DISTRIBUTION CHANNELS

Horeca.

F&P WINE GROUP

www.fpwinegroup.it


Borgofulvia Impero Bonarda
Colli Piacentini Doc
GRAPES

Croatina (Bonarda)

LAND OF PRODUCTION

Piacenza, Emilia Romagna.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color, brilliant and lively. The nose appreciates crisp red fruits, lively cherry with the taste of rightly toasted wood and cherry liqueur as final taste. At tasting the wine is lively, fresh, with a good sour thorn, pleasantly tannic flavor, with a moderate sugary residual.

VINIFICATION AND AGING DETAILS

After the manual harvest, there is a soft crush and a maceration of the skins (5-6 days) at a controlled temperature (28-30°C) with three replacements per day. Wine is then aged for twelve months in French oak barriques. After the refinement, wine will be setting up in steel tank, followed by the bottling.

N. OF BOTTLES PRODUCED

150,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Modern retail and Horeca.


Borgofulvia Impero Ortrugo
dei Colli Piacentini Doc
GRAPES

Ortrugo 100%

LAND OF PRODUCTION

Piacenza, Emilia Romagna.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw yellow wine with lime green notes with a consistent and fruity taste. The fragrance is persistent and consistent with elderberry and beeswax notes.

VINIFICATION AND AGING DETAILS

Pellicular cryomaceration for 48 hours. Fermentation is made with selected yeasts at a temperature of 16-18°C. At the end of the fermentation wine completes its maturation in stainless steel-tank. In the end light clarification and final filtration.

N. OF BOTTLES PRODUCED

150,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Modern retail and Horeca.


'Alteo' Amarone della Valpolicella Doeg
GRAPES

Corvina, Corvinone, Rondinella

LAND OF PRODUCTION

Verona, Veneto.

ALCOHOL CONTENT

17,5 % vol.

ORGANOLEPTIC CHARACTERISTICS

Alteo is a full-bodied, elegant wine with a warm, inviting bouquet of dried fruit, black pepper, coffee, liquorice and vanilla. On the palate it is soft, velvety, and substantial. The elegance, slight sweetness and volume are the surprising features of this wine. The finish is long with an aftertaste of liquorice.

VINIFICATION AND AGING DETAILS

The grapes are left in small wooden crates form 5 to 6 months. The grapes are then pressed. Fermentation is carried out in steel vats for 25 to 35 days. The wine is then transferred to oak barrels where it is left to mature for at least three years.

N. OF BOTTLES PRODUCED

7,700

SIZES

0,75 - 1,5 - 3 lt

DISTRIBUTION CHANNELS

Horeca.

FASOLI GINO AZ. AGR.

www.fasoligino.com


'Pieve Vecchia' Bianco Veronese Igt
GRAPES

Garganega

LAND OF PRODUCTION

Verona, Veneto.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Pieve Vecchia has a vibrant gold colour. Full-bodied on the palate, it is an explosion of fruity flavours with excellent acidity. Notes of almonds and pastries can be felt on the aftertaste.

VINIFICATION AND AGING DETAILS

Fermentation begins in inox tanks. The wine is then transferred to tonneaux for about 12-15 months where it lays on its own yeasts. The wine is bottled and left to fine for a further six months.

N. OF BOTTLES PRODUCED

18,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.



In Italy, toasting is a
very serious matter



CANTINE
MASCHIO
Say cheers!

follow

March 2020

product showcase

FRANZ HAAS

www.franz-haas.com

**Manna Vigneti Delle Dolomiti Igt**
GRAPES

Riesling 40%, Chardonnay 20%, Gewürztraminer 15%, Kerner 15%, Sauvignon 10%

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

13,0% vol.

ORGANOLEPTIC CHARACTERISTICS

In its youth, the wine has yellow-golden notes, and after a few years of evolving, intense golden tones appear. Complex and stratified bouquet that suggests notes of elderflowers, pistachios, and rose petals. It strikes with its complexity and concentration combined with a soft elegance and a mineral structure.

VINIFICATION AND AGING DETAILS

The different grapes are harvested and processed separately, due to different maturation periods. Chardonnay and Sauvignon Blanc are fermented in barrique, while Riesling, Gewürztraminer and Kerner are left to ferment in stainless steel tanks. At the end of the fermentation, the young wines are assembled. After ten months of aging, the wine is bottled and further refined for a few months.

N. OF BOTTLES PRODUCED

50,000 bottles

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

**Alto Adige Pinot Nero Doc**
GRAPES

Pinot Nero 100%

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

The color can vary from light ruby red to intense ruby red. The bouquet opens with notes of maraschino cherries and raspberries, marzipan, plum jam, cloves, and cinnamon. In the end, aromas of underwood are perceived. On the palate, the wine is fresh and lively thanks to the elegant tannins that make it aromatic and round and ensure an inviting and tasty flavor.

VINIFICATION AND AGING DETAILS

The fermentation of the grapes takes place in open-top stainless steel tanks. During this process the floating cap of grape skins is gently and frequently plunged. Thanks to this technique the dyeing substances and flavors contained in the skins are extracted and transferred to the wine. The wine then matures for one year in barrique and after bottling it further refines for a few months in the bottle.

N. OF BOTTLES PRODUCED

40/45,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINA COLLI DEL SOLIGO

www.collisoligo.com

**Col de Mez Extra Dry**
Valdobbiadene Prosecco
Superiore Docg
GRAPES

Glera 100%

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Produced with grapes from vineyards on the historic Col de Mez hill.

VINIFICATION AND AGING DETAILS

A floral bouquet with hints of linden followed by traces of pineapple, lime and golden delicious apple, closing with a slight mineral note.

N. OF BOTTLES PRODUCED

180,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, gastronomy, specialized trade.

CANTINE SAN MARZANO

www.sanmarzanowines.com

**Sessantanni Primitivo di Manduria**
Dop 2016
GRAPES

Primitivo 100%

LAND OF PRODUCTION

Very old vineyards selected in San Marzano and Sava (Taranto), Salento, Apulia.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red colour. Wide and complex bouquet, fruity with prune and cherry jam aroma, hints of tobacco. Full-bodied wine, well-balanced, soft and rich in elegant tannins. Long finish with notes of cocoa, coffee and vanilla.

VINIFICATION AND AGING DETAILS

Grapes are hand-harvested in advanced status of ripening. Destemming and crushing followed by cold soak maceration at 8°C for about 24-48 hours. Thermo-controlled maceration and alcoholic fermentation for about 10 days with autochthonous yeasts at 24-26°C. Malolactic fermentation in stainless steel tanks and then in French and American oak barrels for 12 months.

N. OF BOTTLES PRODUCED

300,000

SIZES

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

DISTRIBUTION CHANNELS

Horeca.

ENDRIZZI

www.endrizzi.it

**Dalis Rosso**
GRAPES

Teroldego, Petit Verdot, Merlot, Cabernet Sauvignon, Sangiovese.

LAND OF PRODUCTION

Sorni di Lavis (Trento, Trentino) for the Teroldego; Tenuta Serpaia, Podere Maremello, Fonteblanda (Grosseto, Tuscany) for the varieties Petit Verdot, Merlot, Cabernet S. and Sangiovese.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red color with purple hues. Fruity, fragrant and persistent aroma with notes of ripe, red fruits. The enveloping, soft, warm and harmonious taste keeps what the bouquet promises. A tasty and long wine, with an excellent structure and an intense and personal aftertaste.

VINIFICATION AND AGING DETAILS

The Teroldego grapes are cooled down to 16°C in cold storage, then gently de-stemmed and temperature-controlled, fermented at 22°C in special Ganimede tanks. The grapes from Podere Maremello are vinified on site, taking into account the varietal characteristics and their typicity.

N. OF BOTTLES PRODUCED

6,500

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

**Dalis Bianco**
GRAPES

Chardonnay, Sauvignon Blanc, Nosiola, Müller Thurgau.

LAND OF PRODUCTION

San Michele, Faedo, Pressano and the Cembra Valley (Trentino).

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Given its freshness and elegance, this wine pays homage to its mineral-rich soils. Straw colored with green reflexes. Intense bouquet, fragrant and persistent, reminiscent of elderflower, white current, green apple, acacia flower, cedar peel and honey. A wine with good structure and a pleasant and long aftertaste.

VINIFICATION AND AGING DETAILS

The grapes are handpicked in crates after heavy cluster thinning in the summer. Soft pneumatic pressing. Fermentation at a controlled temperature in stainless steel tanks with cultivated yeast strains. Short refinement with batonnage on the yeast.

N. OF BOTTLES PRODUCED

50,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

CASA VINICOLA SARTORI

www.sartorinet.com

**'Corte Brà' Amarone della**
Valpolicella Classico Docg 2012
GRAPES

Corvina Veronese 50%, Corvinone 30%, Rondinella 15%, Oseleta 5%

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

15,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby in color, ripe fruit aromas, with notes of blackcurrant, raspberry, and dried herbs. Full bodied on the palate with rich fruit flavours, bright acidity, and a lingering finish.

VINIFICATION AND AGING DETAILS

The grapes of the 'Corte Brà' estate are carefully selected, put into small plastic crates and dried in well ventilated rooms for about three months. The fermentation in controlled temperature stainless steel tanks lasts for about 30 days. After a period in concrete tanks, where it undergoes malolactic fermentation, the wine is aged in medium and small-sized oak casks for about four years.

N. OF BOTTLES PRODUCED

45,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

CANTINA DI SOLOPACA

www.cantinasolopaca.it

**'Carrese' Aglianico**
Sannio Dop Riserva
GRAPES

Aglianico 100%

LAND OF PRODUCTION

Benevento, Sannio Dop Area, Campania.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

The color is an intense ruby red, the aroma is complex with pleasant hints of ripe red fruit and jam. The taste is fascinating, complex with good aftertaste, pleasantly tannic. Ideal for pairing with red meats and game.

VINIFICATION AND AGING DETAILS

The grapes are harvested by hand and conferred to the winery, where they undergo destemming and soft pressing. The vinification is carried out by maceration with the skins which are continuously re-submerged into the must for about 20 days. Fermentation takes place in stainless steel tanks at a controlled temperature. The wine is aged in large Slavonian oak barrels and then in tonneau for 24 months. It is then bottled for further aging.

N. OF BOTTLES PRODUCED

26,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

CA' DE' MEDICI

www.cademedici.it

**Remigio 100 (Grasparossa**
dei Colli di Scandiano e Canossa)
GRAPES

Grasparossa 100%

LAND OF PRODUCTION

Reggio Emilia.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Fruity and fresh.

VINIFICATION AND AGING DETAILS

Long charmat, mono-fermentation.

N. OF BOTTLES PRODUCED

10,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, retail and modern retail.

ILLUMINATI

www.illuminativini.it

**'Ilico' Montepulciano d'Abruzzo**
Doc 2017
GRAPES

Montepulciano 100%

LAND OF PRODUCTION

Abruzzo.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color, red fruit notes, persistent.

Deep, ripe, round, elegant, harmonic.

VINIFICATION AND AGING DETAILS

Malolactic fermentation. 12 months Slavonian oaks aging, six months bottle aging.

N. OF BOTTLES PRODUCED

120,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Specialized retail, Horeca.

**'Riparosso' Montepulciano**
d'Abruzzo Doc 2018
GRAPES

Montepulciano 100%

LAND OF PRODUCTION

Abruzzo.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color, red fruit notes, persistent.

Deep, ripe, round, elegant, harmonic.

VINIFICATION AND AGING DETAILS

Malolactic fermentation. Eight months Slavonian oaks aging.

N. OF BOTTLES PRODUCED

600,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Modern distribution, retail, Horeca.

KELLEREI BOZEN

www.kellereibozen.com

**Lagrein Riserva Taber**
GRAPES

Lagrein 100%

LAND OF PRODUCTION

Südtirol.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Powerful and harmoniously balanced with a velvety opulence, persistent and elegant.

VINIFICATION AND AGING DETAILS

Traditional red wine fermentation in wooden vats, the young wine matures for about a year in French barriques. Ageing up to 10 years.

N. OF BOTTLES PRODUCED

24,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca, specialized wine shops.

LE CARLINE

www.lecarline.com

**Prosecco Spumante Doc**
Extra Dry Bio Vegan
GRAPES

Glera 100%

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Prosecco Extra Dry has fresh lively taste and unmistakable bouquet and flavour. Pale yellow colour, it has an intense lingering bouquet of acacia flavours and lilac. Delicately smooth flavour, balanced by a pleasant sharp note.

N. OF BOTTLES PRODUCED

11,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Modern retail, e-commerce, Horeca.

**Pinot Grigio Doc Venezia Bio**
Vegan
GRAPES

Pinot Grigio 100%

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Grown on a land excellent for the high content of clay and lime. This wine has a pale colour with coppery hues. Great personality, dry flavour, intense lingering bouquet that recalls bread crusts and dried grass.

N. OF BOTTLES PRODUCED

6,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Modern retail, e-commerce, Horeca.

CLETO CHIARLI

www.chiarli.it

**Lambrusco di Sorbara Doc**
GRAPES

Sorbara

LAND OF PRODUCTION

Sozzigalli, Modena, Emilia Romagna.

ALCOHOL CONTENT

11,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Clear red in colour with an intense and fruity nose, elegant and dry taste. An explosion of fruits freshness balanced by a firm acidity.

VINIFICATION AND AGING DETAILS

Grapes manually harvested and rigorously selected. Soft pressing with a light maceration for about 24 hours. Final fermentation and 'prise de mousse' in the bottle.

N. OF BOTTLES PRODUCED

40,000

MIONETTO

www.mionetto.com

**Prosecco Doc Treviso Brut, Prestige Collection****GRAPES**

Glera

LAND OF PRODUCTION

Prosecco Doc Treviso zone, Veneto.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

This well-structured sparkling Prosecco stands out for its luminous straw yellow hue and for its emphatic yet stylish mousse. The bouquet is redolent of Golden apple, while the palate is appealingly marked by aromatic notes of honey, black liquorice, and acacia blossom.

VINIFICATION AND AGING DETAILS

To make this sparkling wine, the grapes are gently pressed and they must ferment without the skins. The wine then receives a Charmat method secondary fermentation.

SIZES

0,75 lt

MONTELVINI

www.montelvini.it

**Prosecco Treviso Doc – Brut - Collezione Serenitatis****GRAPES**

Glera 100%

LAND OF PRODUCTION

Treviso Doc Area, Veneto.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

A bright straw color with moderate structure sparkling wine and gently persistent perlage. The taste is well-balanced, with an acidity that highlights the aromatic freshness, resulting in a very pleasant taste. It is a fresh, young wine that is extremely versatile for pairing.

VINIFICATION AND AGING DETAILS

The harvest is followed by a gentle pressing and cold settling of the must. The primary fermentation takes place in steel tanks at controlled temperature of 18-19°C, using selected yeasts. The wine is kept on its lees for about three months, and, after having made it clear, it is put into an autoclave for secondary fermentation.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

MOTTURA VINI DEL SALENTO

www.motturavini.it

**Negroamaro del Salento Igt - Villa Mottura****GRAPES**

Negroamaro

LAND OF PRODUCTION

Salento, Apulia.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Wine from the Negroamaro grape variety vinified in purity. Pleasant the vinous perfume, with a light almond touch, opens to the nose with sensations of ripe plum and blackberries.

VINIFICATION AND AGING DETAILS

Traditional maceration for 10-12 days and fermentation of must under controlled temperature conditions. Good use of delestage and pumping over.

N. OF BOTTLES PRODUCED

13,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, modern retail.

**Primitivo di Manduria Doc - Le Pitre****GRAPES**

Primitivo 100%

LAND OF PRODUCTION

Taranto, Apulia.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Wine obtained from Primitivo grapes vinified in purity. Red in color with purple reflections, intense aroma of ripe fruit, morello cherry, carob and walnut husk. Balsamic and undergrowth tones with Mediterranean hints.

VINIFICATION AND AGING DETAILS

Fermentation of must under controlled temperature conditions. Maceration for 20-25 days with periodic delestage and pumping over. Malolactic in barriques in a conditioned environment and periodic batonnage.

N. OF BOTTLES PRODUCED

25,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, modern retail.

POGGIO CAGNANO

www.poggiocagnano.it

**'Arenario' Maremma Toscana Doc****GRAPES**

Cabernet Sauvignon

LAND OF PRODUCTION

Manciano, Maremma Toscana Doc.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Impressive and complex nose, full of fruity nuances, mineral hints, dark spices together with rhubarb and thyme finishes. The taste is captivating thanks to a subtle and stratified tannic structure and a relevant minerality aftertaste.

VINIFICATION AND AGING DETAILS

Vineyard age 2007. Soil Sandstone.

N. OF BOTTLES PRODUCED

1,500

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

**Alberto Nani Prosecco Doc****Organic****GRAPES**

Glera

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Alberto Nani Prosecco Doc Organic stands out for its intense floral bouquet, nicely savory and complex on the palate with a mineral finish.

VINIFICATION AND AGING DETAILS

Very soft pressing. Initial fermentation with selected yeasts at a temperature of 15°C. Secondary fermentation through the Charmat method at a temperature of 15°C.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,375 - 0,75 lt

DISTRIBUTION CHANNELS

Retail and Horeca.

ENOITALIA

www.enoitalia.it

**'Voga' Italia Prosecco Doc****GRAPES**

Glera

LAND OF PRODUCTION

Veneto

ALCOHOL CONTENT

10,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Crisp, clean and refreshing, Prosecco is Italy's signature sparkling wine. Voga Prosecco is well balanced with a lovely, fruity nose and persistent perlage.

VINIFICATION AND AGING DETAILS

Voga Prosecco is a unique sparkling wine, sweet in style and low in alcohol. Fermentation takes place in a stainless steel tank 'autoclave' - ideal to preserve the natural CO2 produced from the fermentation process.

N. OF BOTTLES PRODUCED

N/A

SIZE

0,75 lt

DISTRIBUTION CHANNELS

Retail and Horeca.

**Lignum Vitis Frappato Shiraz****Terre Siciliane Igt****GRAPES**

Frappato, Shiraz

LAND OF PRODUCTION

Sicily.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Lignum Vitis is mouth filling, full bodied and structured, with a persistent chocolate finish and an exceptional balance between its fruity aromas and the notes of oak.

VINIFICATION AND AGING DETAILS

Lignum Vitis, whose name alludes to the process of aging the wine in large barrels, is a surprising blend for the distinctive character of its varieties Frappato, an indigenous grape from Sicily, and Shiraz, that shows its best unexplored characteristics.

N. OF BOTTLES PRODUCED

N/A

SIZE

0,75 lt

DISTRIBUTION CHANNELS

Retail and Horeca.

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www.sancrispino.wine

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March 2020

product showcase

ROCCA DELLE MACIÈ

www.roccadellemacie.com

**Chianti Classico Riserva Famiglia Zingarelli 2016****GRAPES**

Sangiovese 90%, Colorino 5%, Cabernet Sauvignon 5%

LAND OF PRODUCTION

Chianti Classico, Tuscany.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color, becoming garnet with age. Ample, intense and refined bouquet, with excellent variety of aromas. Warm, robust, elegant taste with a persistent aroma.

VINIFICATION AND AGING DETAILS

Following careful selection, the grapes are vinified according to traditional Chianti Classico methods. The wine ages in French oak barrels for two years and is then refined further in the bottle, for a minimum of three months.

N. OF BOTTLES PRODUCED

300,000

SIZES

0,75 - 1,5 - 3 lt

DISTRIBUTION CHANNELS

Mainly Horeca.

**Chianti Classico Gran Selezione Riserva di Fizzano 2015****GRAPES**

Sangiovese 93%, Colorino 7%

LAND OF PRODUCTION

Chianti Classico, Tuscany.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red color and intense bouquet with hints of wild berries and a well-balanced spiciness. Warm and properly sapid taste, with ripe red fruit aromas and a long finish.

VINIFICATION AND AGING DETAILS

Grapes are cultivated exclusively in the vineyards of the Fizzano estate, an area that is particularly suited for high-quality winemaking. After the fermentation, the wine matures for at least two years in 35hl French oak barrels, while a small proportion is aged in 225-liter barriques. The wine is then refined further in the bottle for a least one year.

N. OF BOTTLES PRODUCED

24,000

SIZES

0,75 - 1,5 - 3 lt

DISTRIBUTION CHANNELS

Mainly Horeca.

SAN LORENZO VINI

www.sanlorenzovini.com

**'Oimos' Colline Teramane Montepulciano D'Abruzzo Docg****GRAPES**

Montepulciano.

LAND OF PRODUCTION

Abruzzo.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense red color with strong ruby hue. Refined scents of blackcurrant, ripe prune, mature plum. Intense and fruity with notes of coffee, chocolate and vanilla. Full and elegant on the palate, followed by a warm lingering sensation of thick texture. The tannins of the wood and wine are softened by alcohol and refreshed by a light acidity.

VINIFICATION AND AGING DETAILS

The grapes are destemmed and crushed. Maceration on the skins for 25 days, vacuum pressed.

N. OF BOTTLES PRODUCED

30,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

**Il Pecorino Doc Abruzzo****GRAPES**

Pecorino

LAND OF PRODUCTION

Abruzzo.

ALCOHOL CONTENT

13% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw-yellow color with light golden hue. To the nose it is rich and fruity. A beautiful, fruity bouquet. By ageing, the wine enhances minerality along with characteristic hints of aromatic herbs and toasted bread aromas. This Pecorino exhibits rich texture, well balanced, with good acidity, fresh finish and excellent sapidity. Great aromatic persistence.

VINIFICATION AND AGING DETAILS

The grapes are crushed and destemmed; the juice is clarified through settling cold overnight and then inoculated with selected pure yeast. Fermentation and storage in stainless steel vessels. Aging: 10 years.

N. OF BOTTLES PRODUCED

60,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

CONTRADA CARRANCO

www.palmentoarranco.com

**Etna Rosso Villa dei Baroni Doc****GRAPES**

Nerello Mascalese 100%

LAND OF PRODUCTION

Contrada Carranco, Castiglione di Sicilia, Sicily.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

The color is ruby but not too intense. The nose is fine with clear hints of red fruits, as well as floral, fresh and elegant notes. The mouth-feel is structured and balanced, full-bodied and powerful with fruity hints of strawberry and cherry. Spiced notes of black pepper and rhu-barb stand out as well. Lastly, tannin is savory and silky with a lovely length. With time, the wine gains gamey hints and tertiary aromas.

VINIFICATION AND AGING DETAILS

Fermentation occurs in cement tanks at a temperature of 24-26°C (75-79°F). Subsequently, the wines age in big Slavonia oak barrels for 12 months.

N. OF BOTTLES PRODUCED

5,040

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

**Etna Bianco Villa dei Baroni Doc****GRAPES**

Carricante 100%

LAND OF PRODUCTION

Contrada Carranco, Castiglione di Sicilia, Sicily.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

A straw-yellow color with green glares. The bouquet is complex, with fruity hints of green apple and grapefruit as well as white peach. These aromas are accompanied by herbaceous and floral notes, such as hawthorn. The palate is intense and warm. The acidity, the sapidity, and the mineral notes give freshness and power to a wine suited for long aging in bottle.

VINIFICATION AND AGING DETAILS

Fermentation occurs in steel or cement tanks at a controlled temperature of 15-16°C (59-61°F). Subsequently, the wines age in cement for 6-7 months on thin lees.

N. OF BOTTLES PRODUCED

2,940

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, retail.

TENUTA SANT'ANTONIO

www.tenutasantantonio.it

**Scaia Garganega Chardonnay Igt****GRAPES**

Garganega 55%, Chardonnay 45%

LAND OF PRODUCTION

Verona, Veneto.

ALCOHOL CONTENT

12,50% vol.

ORGANOLEPTIC CHARACTERISTICS

Straw-yellow color with greenish reflections. Aroma of white flowers of acacia, jasmine, bouquet of citrus such as pineapple, grapefruit and orange, apple, pear and mango and a light note of bananas. Fresh and pleasant flavor thanks to its sustained acidity. Well balanced softness and tanginess.

VINIFICATION AND AGING DETAILS

Plucking of the bunches with cold maceration for one hour in a reducing atmosphere. Soft cold pressing (8-9°C) with pneumo-press in an inert environment. Fermentation at low temperature (13-14°C). No malolactic fermentation. Bâtonnage once a week until bottling. Cold stabilization. Ageing in stainless steel.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, retail.

**Telos Il Grigio, Pinot Grigio Doc****GRAPES**

Pinot Grigio 100%

LAND OF PRODUCTION

Verona, Veneto.

ALCOHOL CONTENT

12,50% vol.

ORGANOLEPTIC CHARACTERISTICS

Slightly copper colour with ash grey shades. Aroma of white flowers, such as jasmine and mayflower, pomegranate and citrus hints and a permanent light minerality. Soft and enveloping flavour, with good acidity and sapidity.

VINIFICATION AND AGING DETAILS

Destemming of grape clusters. Cold (8/9°C), gentle pressing with pneumatic press in inert environment (no oxygen whatsoever). Fermentation at low temperature (14-15°C) without added sulphates or nitrate salts. Bâtonnage once a week until spring. Cold stabilization. Ageing in stainless steel.

N. OF BOTTLES PRODUCED

N/A

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, retail.

LA TORDERA

www.latordera.it

**Tittoni Valdobbadiene Docg Rive di Vidor Dry****GRAPES**

Glera 85%, Perera 15%

LAND OF PRODUCTION

Valdobbiadene, Rive di Vidor, Veneto.

ALCOHOL CONTENT

11,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Bright, straw yellow color with hints of gold. Persistent perlage with fine bubbles. Complex and velvety bouquet with hints of ripe yellow apple, yellow plum, white flowers – predominantly white rose, slightly spicy and balsamic. The low sulphur enhances a deeper and more clear-cut sense of the aromas. Intense and noble flavor, it recalls the complexity of the aroma and hints of fruit.

N. OF BOTTLES PRODUCED

70,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

SORDO GIOVANNI AZIENDA AGRICOLA

www.sordogiovanni.it

**Sordo Nebbiolo D'Alba Doc 2017****GRAPES**

Nebbiolo 100%

LAND OF PRODUCTION

Langhe and Roero, Piedmont.

ALCOHOL CONTENT

14,00% vol.

ORGANOLEPTIC CHARACTERISTICS

Red garnet color with orangy nuances which become more accentuated as years go by. Delicate, etheric, intense, full and lingering aromas. Warm, full, complex, dry and harmonious flavour. Its austerity is linked to the presence of sweet and complex tannins.

VINIFICATION AND AGING DETAILS

In stainless steel and maturation: nine months in large Slavonian oak barrels.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

**Sordo Barolo Docg Perno 2016****GRAPES**

Nebbiolo 100%

LAND OF PRODUCTION

Monforte D'Alba, Piedmont.

ALCOHOL CONTENT

14,50% vol.

ORGANOLEPTIC CHARACTERISTICS

A wine with a fairly marked and bright color and tonality. Stable over time. Bouquet always very rich, intense and lingering. Notes of ripe fruit, hardwood, spices and licorice. Great inner-mouth warmth, acidity and tannicity always stand out but tend towards sweet. Very long, lingering aromatic finish. Great ageing prospects.

VINIFICATION AND AGING DETAILS

24 months in large Slavonian oak barrels. Refined for some months in stainless steel and minimum six months in the bottle.

N. OF BOTTLES PRODUCED

33,000

SIZES

0,75 - 1,5 - 3 lt

DISTRIBUTION CHANNELS

Horeca.

SORELLE BRONCA

www.sorellebronca.com

**Particella 68****GRAPES**

Glera 100%

LAND OF PRODUCTION

Veneto.

ALCOHOL CONTENT

11% vol.

ORGANOLEPTIC CHARACTERISTICS

Graceful perlage with a creamy mousse. The soil composition and the sun exposure add floral and yellow fruit notes, making the wine tense and vertical.

VINIFICATION AND AGING DETAILS

Charmat method using must from the same plot of land.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

LA VERSA

www.laversa.it

**'Collezione 2007' O.P. Docg****Metodo Classico Brut****GRAPES**

Pinot Nero, Chardonnay

LAND OF PRODUCTION

Oltrepò Pavese, Lombardy.

ALCOHOL CONTENT

13,00% vol.

ORGANOLEPTIC CHARACTERISTICS

White and compact foam, fine perlage, elegant and persistent. Bright straw yellow color. Rich bouquet, elegant and harmonious, with red fruit and toasted hazelnuts. Sapid and fresh flavor, good structure, intense and delicate.

VINIFICATION AND AGING DETAILS

'White', soft pressing. The grapes must ferment at controlled temperature (18°C) with selected yeasts.

N. OF BOTTLES PRODUCED

50,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca.

TINAZZI

www.tinazzi.it

**Feudo Croce, Primitivo di Manduria****Dop 'Imperio - LXXIV' 2019****GRAPES**

Primitivo 100%

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

14,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense red color with garnet highlights. Presents complex aromas with marked notes of ripe red fruit, spices, slight hints of cocoa and a balsamic vein. Good persistence and harmony with hints of dry fruit and soft tannins with a toasted finale.

VINIFICATION AND AGING DETAILS

Pressing and destemming of the grapes with maceration and fermentation at a controlled temperature of 22-26°C for 10-15 days, followed by gentle pressing. Maturation in 5-10-hectolitre French oak for 12 months.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, importers, distributors.

**'Ca'de Rocchi' Lugana Dop****GRAPES**

Trebiano di Lugana 100%

LAND OF PRODUCTION

Italy.

ALCOHOL CONTENT

12,5% vol.

TOSO

www.toso.it

**Moscato d'Asti Docg Tutidi**
GRAPES

White Moscato 100%

LAND OF PRODUCTION

Piedmont.

ALCOHOL CONTENT

5,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Of brilliant straw-yellow colour, with golden shades, it is a sweet, fragrant and typically aromatic wine. The nose is fragrant, floral and fruity, with notes of sage, orange flowers and citrus. The taste is sweet, fresh and aromatic, with delicate bubbles.

VINIFICATION AND AGEING DETAILS

Moscato grapes are collected by hand and then lightly pressed. The must decants to be clarified and ferments in steel tanks with selected yeasts at controlled temperature. When the alcohol content gets to 5,5%, with a pressure of 2 bars, fermentation is arrested by lowering the temperature. Moscato d'Asti is usually drunk while young.

N. OF BOTTLES PRODUCED

100,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Modern retail.

**Piemonte Doc Barbera Tutidi**
GRAPES

Barbera

LAND OF PRODUCTION

Piedmont.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

Red colour, tending to garnet with ageing, elegant and velvety. The nose is vinous and complex, with pleasant fruity notes of red berries, cherry and plum. The taste is dry, mellow and well-balanced.

VINIFICATION AND AGEING DETAILS

At the end of September, Barbera grapes, collected by hand, destemmed and pressed, macerate and ferment in special steel tanks in which temperature can be controlled. At the end of the fermentation, Barbera wine rests for the malolactic fermentation. The obtained wine is ruby red, morbid and well-bodied. After clarifying, it is bottled.

N. OF BOTTLES PRODUCED

100,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Modern retail.

VILLA MATILDE

www.villamatilde.it

**Falanghina Rocceconi Igp**
Campania
GRAPES

Falanghina 100%

LAND OF PRODUCTION

In the volcanic hills of Campania.

ALCOHOL CONTENT

12,5% vol.

ORGANOLEPTIC CHARACTERISTICS

An intense bouquet of blossoms and fruits. Bananas, kiwi, grapefruit and white peach followed by a fruit-rich, well-balanced palate.

VINIFICATION AND AGEING DETAILS

Cold maceration with skins. After a gentle pressing, the chilled must is gravity-settled, then ferments at 18-20°C for about 20 days. Aged in stainless steel for three months.

N. OF BOTTLES PRODUCED

110,000

SIZES

0,375 - 0,75 lt

DISTRIBUTION CHANNELS

Importers, distributors, Horeca.

**Falerio del Massico Rosso Dop**
GRAPES

Aglanico 80%, Piediroso 20%

LAND OF PRODUCTION

Tenuta di San Castrese Cellole, Campania.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Rich bouquet with intense sweet violets, cherry, blackberry, raspberry and tobacco scents. The palate is supple, with elegant texture and finely balanced.

VINIFICATION AND AGEING DETAILS

After stemming the must ferments on the skins at 25-26°C for about 20-25 days. Daily pumpover and délestages. Malolactic fermentation follows. Aged for 12 months, half in Allier oak small barrels, half in large Slavonian oak casks. Followed by a long maturation in bottle. Recently we partially age it in terracotta anfora.

N. OF BOTTLES PRODUCED

130,000

SIZES

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

DISTRIBUTION CHANNELS

Importers, distributors, Horeca.

UGGIANO

www.uggiano.it

**Chianti Riserva Docg 'Fagiانو'**
GRAPES

Sangiovese 90%, Canaiolo 10%

LAND OF PRODUCTION

Chianti area, Tuscany.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red colour with slightly garnet hues. Subtle bouquet with hints of sour black cherry, wild berries and violet accompanied by vanilla's nuances. On the palate, it's round and full-bodied, with a persistent and slightly tannic aftertaste.

VINIFICATION AND AGEING DETAILS

After 12-14 months aging in French oak barrels (Allier, Nevers and Vosges), the maturation continues in big oak casks of 30-60 hl for further 6-8 months. After bottling, the wine is refined for at least 12 months in bottle.

N. OF BOTTLES PRODUCED

60,000

SIZES

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

DISTRIBUTION CHANNELS

Horeca, on-trade, off-trade, e-commerce, b2c.

**'Petraia' Merlot di Toscana Igt**
GRAPES

Merlot 85%, Cabernet Sauvignon 15%

LAND OF PRODUCTION

Chianti area, Tuscany.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Deep and intense red colour with an ethereal perfume. Net bouquet: complex and characteristic hints generated by the Merlot grapes, accompanied by spicy and sweet notes. On the palate it results full-bodied and velvety with a pleasant aftertaste.

VINIFICATION AND AGEING DETAILS

Oak barrels and big oak cask. After fermentation the wine is aged in French oak barrels for 16 months and then in big oak casks for further 12 months. Storage in stainless steel tanks until bottling. Refined in bottle for at least 12 months.

N. OF BOTTLES PRODUCED

10,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca, on-trade, off-trade, e-commerce, b2c.

**'Syrà' Syrah di Toscana Igt**
GRAPES

Syrah 100%

LAND OF PRODUCTION

Tuscany.

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

Intense ruby red colour. Redberries and raspberries bouquet accompanied with the varietal spicy hint. Full-bodied and smooth on the palate, with elegant tannins and rich aftertaste.

VINIFICATION AND AGEING DETAILS

Refinement in French oak barrels for six months, followed by stainless steel tank until before bottling.

N. OF BOTTLES PRODUCED

15,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, on-trade, off-trade, e-commerce, b2c.

VINICOLA DECORDI DEL BORGO

IMPERIALE CORTESOLE

www.decordi.it

**21 Pinot Rosé Extra Dry**
GRAPES

Pinot Nero

LAND OF PRODUCTION

Lombardy.

ALCOHOL CONTENT

12% vol.

ORGANOLEPTIC CHARACTERISTICS

To the nose it has a complex but tastefully delicate bouquet, with hints of fruit (grapefruit and red fruits) and bread crust. On the palate it is fresh, well-structured, with a pleasant and persistent finish.

VINIFICATION AND AGEING DETAILS

Charmat method, fermentation in steel tanks.

N. OF BOTTLES PRODUCED

1.000.000

SIZES

750 lt

DISTRIBUTION CHANNELS

Horeca.



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www.vinchio.com

**Bio Barbera d'Asti Doeg 2018****GRAPES**

Barbera 100%

LAND OF PRODUCTION

Monferrato, Piedmont

ALCOHOL CONTENT

14% vol.

ORGANOLEPTIC CHARACTERISTICS

This organic Barbera has a red ruby color with purple hues. The nose is very fruity with hints of syrupy fruit (mainly peach) with aromas of roses on the finish. The palate is dry, round with a good structure, very typical.

VINIFICATION AND AGING DETAILS

Grape-stalks removal and pressing. Maceration process at temperature controlled in programmable vinificator; racking and start malolactic fermentation.

N. OF BOTTLES PRODUCED

10,000

SIZES

0,75 lt

DISTRIBUTION CHANNELS

Horeca, direct, on-trade.

**'I Tre Vescovi' Barbera d'Asti Superiore Doeg 2017****GRAPES**

Barbera 100%

LAND OF PRODUCTION

Monferrato, Piedmont.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

It has a ruby red colour with orange overtones and an excellent body. It has a strong bouquet of dried fruits and slightly 'boisé' (woody flavour). Its taste is dry and long-lasting.

VINIFICATION AND AGING DETAILS

Grape-stalks removal and pressing; maceration process at controlled temperature in programmable vats. 'Superiore' is aged in 75 hl oak barrels for at least six months.

N. OF BOTTLES PRODUCED

250,000

SIZES

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

DISTRIBUTION CHANNELS

Horeca, direct, on-trade.

CASA VINICOLA E. ANTONUTTI

www.antonuttivini.it

**Poppone****GRAPES**

Merlot 80%, Pignolo 20%

LAND OF PRODUCTION

Eastern Friuli region.

ALCOHOL CONTENT

15% vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color. Bouquet of crispy dark cherry, small berries and dark chocolate. The palate is distinguished by balance and a 'manly' pleasantness.

VINIFICATION AND AGING DETAILS

Selected bunches of Merlot perfectly healthy and harvested by hand, are dried in special crates for around three weeks. Soft crushing of the grapes and slow fermentation in stainless steel tanks. The Pignolo ages for 12 months in French oak tonneaux. The two wines are then assembled. Bottle ageing for not less than six months before release.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,75 - 1,5 lt

DISTRIBUTION CHANNELS

Horeca.

**Pinot Grigio 'Ramato' Doc Friuli****GRAPES**

Pinot Grigio 100%

LAND OF PRODUCTION

Western Friuli region.

ALCOHOL CONTENT

13,5% vol.

ORGANOLEPTIC CHARACTERISTICS

Bright yellow color with coppery shades. Intense scents of hay, ripe plum, chamomile and white peach. On the palate it is balanced, delicate and complex.

VINIFICATION AND AGING DETAILS

Harvest when the grapes are perfect ripened. De-stemming and cooling of the grapes at 6-8°C for 24 hours. This procedure enriches the must with a special coppery color. Soft crushing and slow fermentation in stainless steel tanks at a controlled temperature of 16°C. The wine is then aged in stainless steel tanks for six months with frequent batonnage. Bottle ageing.

N. OF BOTTLES PRODUCED

20,000

SIZES

0,375 - 0,75 lt

DISTRIBUTION CHANNELS

Horeca.



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