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THE ITALIAN WINE MAGAZINE BUYER'S • GUIDE

SUPPLEMENT TO THE ITALIAN FOOD MAGAZINE
YEAR 6 - N° 3/4 • MARCH/APRIL 2018

VINITALY 2018 • PRODUCTS OVERVIEW

A SELECTION OF ITALY'S FINEST WINES.
WHETHER YOU PREFER RED, WHITE, ROSÉ, OR SOMETHING BUBBLY.



by Riccardo Colletti and Angelo Frigerio

E-COMMERCE AND THE 'RETAIL APOCALYPSE'

"The mall business is enjoying good health: the flows of consumers and revenue remain high, despite the growth of the e-commerce. Malls opened or widened in the last years are experiencing plenty of success. This business is undergoing a huge transformation." Massimo Moretti, chairman of Cncc - National Council of Shopping Centers - portrayed a positive picture on the past 21st March in Milano, during the association's general meeting. How is that possible? Haven't we been told that malls are losing ground, and hypermarkets are losing market shares? And that big brick-and-mortar retailers are shutting down more and more stores?

I'm sorry, dear Massimo Moretti. Brick-and-mortar retail is facing one of the worst plagues in history. And we all now the name of this relentless killer-virus: e-commerce. I've said it many times, a voice in the desert. First of all, it has become a very routine activity to look for a product in a 'real' store, in order to touch it by hand, try it and seize it. Afterward, people buy it on the Web. Brick-and-mortar stores have therefore turned into the perfect places for a 'test-drive'. For free, of course. But questions and demands are addressed to salespersons, which means a big waste of time for them. Very good at giving advices, with no return.

This is the sad portrayal of a shopping model that consumers, especially the young generations, are putting into practice. A dangerous model, that in the long-term could lead to the shut-down of 'conventional' stores. In the US it already happened more than once: after Sharper Image, CompUSA and Circuit City also RadioShack drastically reduced its presence on the territory, with 70 stores and 425 employees. In 2004, the retailer owned 7,400 stores. Let's not forget the failure of HHGregg (220 stores) and the announced layoff of 16,000 Walmart employees. And what about the bankruptcy of clothing retailers like Aèropostale, Pacific Sunwear of California, Sports Authority, American Apparel. Last but not le-

ast, the bankruptcy of Toy's R Us, the toy store chain, and the difficulties encountered by Macy's, US clothing giant that, on August 2016, announced the shut-down of 100 stores due to the competition of e-commerce.

According to many, e-commerce can create new business opportunities. But it's not true. For every new job created by the e-commerce - according to a recent US study - six get lost in the 'physical' world. I'm talking about shop owners, salespersons, agents, couriers, and so on. A chain reaction that affects all players in the field of distribution, and the so-called 'modern' distribution alike - not that 'modern' anymore...

How long do you think we have to wait to see 'Amazon & Co.' investing in new order and delivery services able to fulfil all the needs of younger generations? And since appetite comes with eating, 'octopus' Amazon is entering all sectors: pharmaceutical - selling products that need no recipe; logistics - purchasing planes and warehouses; and food. In this regard, what I want to highlight is that the acquisition of Whole Foods is the result of a given strategy: the chain has turned into the 'logistics headquarter' for the delivery of items purchased on its web site. Without forgetting all the information gained on consumers and consumption habits. A priceless heritage.

Once said that, what can we do now to tackle the e-commerce issue? First of all, we must be placed on an equal footing. Up to date, competition between online and brick-and-mortar is like a match played nine against 11. And the referee is cheering for e-commerce. For this very reason, we must implement new rules, that is to say: make them pay taxes, forcing e-tailers to have their legal and fiscal headquarter in the country they operate in. The European Web Tax is the first attempt to regulate this market. Hopefully the first of many to come.

L'E-COMMERCE E LA DISFATTA DEL RETAIL FISICO

"Il mondo dei centri commerciali gode di buona salute: le affluenze e i fatturati sono costanti, nonostante la crescita dell'e-commerce. I centri commerciali aperti o ampliati negli ultimi anni stanno registrando straordinari successi. Il settore è in grande trasformazione": parole e musica sono di Massimo Moretti, presidente di Cncc, il Consiglio nazionale dei centri commerciali che si è riunito a Milano lo scorso 21 marzo. A leggere queste parole si rimane stupiti. Ma come? Ci hanno sempre detto che, negli ultimi tempi, i centri commerciali segnavano il passo? Che gli Iper stavano perdendo quote di mercato? Che si chiudevano importanti strutture in tutto il mondo?

Mi spiace caro Massimo Moretti, il retail fisico è di fronte a una delle più grandi pestilenze di tutti i tempi. E l'inesorabile virus-killer ha un solo nome: e-commerce. Sono anni che lo ripeto, voce che grida nel deserto.

In primis è diventata una prassi ormai consolidata l'andare prima a vedere, in un negozio fisico, il prodotto. Per toccarlo, valutarlo, provarlo e poi andarlo a comprare sul sito di e-commerce. Il punto vendita diventa così il luogo della "prova su strada". A gratis, facendo perdere tempo al commesso con domande e richieste di suggerimenti. Che vengono poi "applicati" in rete.

Questo il quadro sconcertante di un metodo che i consumatori, soprattutto le giova-

ni generazioni, stanno attuando. Metodo pericoloso. Pericolosissimo, sottolineavo, che rischia, alla lunga di far chiudere i punti vendita tradizionali. Gli esempi negli Usa sono tanti: dopo Sharper Image, CompUSA e Circuit City anche RadioShack ha ridotto ai minimi termini la propria presenza sul territorio, con 70 store e 425 dipendenti. Nel 2004 l'insegna vantava 7.400 negozi. A tutto ciò occorre aggiungere il fallimento di HHGregg (220 store) e i prossimi licenziamenti di 16mila dipendenti di Walmart. Per non parlare della bancarotta di catene dell'abbigliamento come: Aèropostale, Pacific Sunwear of California, Sports Authority, American Apparel. A cui si è aggiunta, di recente, la bancarotta di Toy's R Us, grande retailer di giocattoli. Senza dimenticare le difficoltà di Macy's, colosso statunitense dell'abbigliamento, che, il 16 agosto 2016, aveva annunciato la chiusura, a causa dell'e-commerce, di ben 100 punti vendita.

In molti affermano che l'e-commerce fa crescere le opportunità di lavoro. Non è vero. Per ogni posto in più nel settore, secondo una recente ricerca negli Usa, se ne perdono sei nel tradizionale e nell'indotto. Sto parlando dei titolari dei negozi, dei commessi che vi lavorano, degli agenti che trattano con loro, degli spedizionieri che trasportano la merce e l'elenco potrebbe continuare a lungo. Un processo a cascata che coinvolge tutte le categorie che ruotano intorno

alla distribuzione. Anche a quella cosiddetta moderna, che ormai moderna non lo è più... Quanto tempo ci vorrà perché Amazon e i suoi fratelli non inventino modalità di prenotazione e consegna in grado di soddisfare le esigenze delle nuove generazioni? E siccome l'appetito vien mangiando, la piovra Amazon si sta espandendo in tutti i settori: la farmaceutica, con la vendita di prodotti da banco senza ricetta; la logistica, con l'acquisto di aerei e magazzini di stoccaggio; il food. A questo proposito voglio sottolineare che l'acquisizione di Whole Foods negli Usa risponde a una precisa strategia che vede la catena come base logistica per la consegna dei prodotti acquistati sul sito e la messa in cassaforte di tutte le informazioni relative ai clienti dell'insegna. Un patrimonio straordinario.

Ciò chiarito e premesso, cosa si può fare per limitare l'onda d'urto dell'e-commerce? Innanzitutto bisogna giocare ad armi pari. A oggi la competizione fra l'on line e il tradizionale è come una partita di calcio in cui si gioca in nove contro undici, con un arbitro che tifa per l'e-commerce. Per questo occorre ristabilire le regole, ovvero far pagare le giuste tasse, costringendo gli operatori on line ad avere sede legale e fiscale nel paese in cui operano. La web tax europea costituisce il primo passo verso un'equilibrio del mercato. Speriamo sia il primo ma non l'ultimo.



ICOLLIROSSI

AZIENDA AGRICOLA

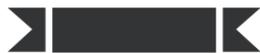
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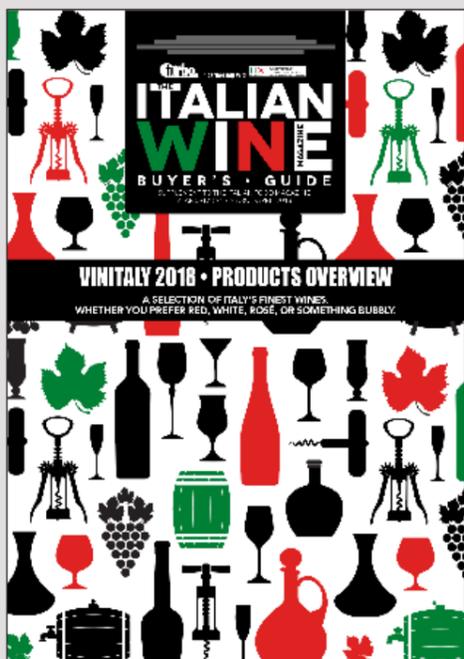
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ALLEGRIINI EXPANDS IN LUGANA WITH THE ACQUISITION OF A 40-HECTARE ESTATE

Allegrini has completed the purchase of 40 hectares of land in the Lugana appellation - in the Municipality of Pozzolengo, province of Brescia - in addition to the 10 hectares acquired under lease 3 years ago in Desenzano. "We like this appellation: not too large, with no cooperative wineries, and the competition between producers is geared towards the high-quality segment of the market. When all the vineyards are in production,

we have estimated a potential of around 400,000 bottles," said Franco Allegrini. "We export 85% of our production, so our goal is not to produce a young, easy-drinking wine," added Marilisa Allegrini. "We want it to be physiologically similar to the red wines we produce - Amarone, Brunello di Montalcino and Bolgheri. Our ambition is to produce an important white wine with considerable longevity."

Allegrini si espande nella Doc Lugana: acquisita una proprietà di 40 ettari

40 ettari di terreno nella Doc Lugana, che saranno vitati entro il 2018. Sono quelli acquisiti dalla cantina veronese Allegrini nel Comune di Pozzolengo, in provincia di Brescia. E che si aggiungono ai 10 ettari già presi in affitto a Desenzano, tre anni fa. "È una denominazione che ci piace, non molto vasta. Non ci sono cantine sociali e la competizione tra i produttori è indirizzata al segmento di alta qualità", spiega Franco Allegrini. "Quando tutti i vigneti saranno in produzione abbiamo stimato un potenziale di circa 400mila bottiglie". Marilisa Allegrini aggiunge: "Esportiamo l'85% della nostra produzione, il nostro obiettivo dunque non è produrre un vino d'annata di facile beva. Vogliamo che sia fisiologico ai rossi di nostra produzione: Amarone, Brunello di Montalcino e Bolgheri. La nostra ambizione è quella di produrre un bianco importante e longevo".

'ITALIAN WINE - TASTE THE PASSION': THE NEW ITA CAMPAIGN TO PROMOTE ITALIAN WINE IN THE US

The Italian government has launched 'Italian Wine - Taste the Passion', a new three-year campaign organized by the Italian Trade Agency (ITA) and aimed at promoting and enhancing the sales of Italian wine on the US market. The campaign, addressing consumers aged 35-55, will be focused on the entire national territory and especially in five target states: New York, Illinois, Ca-

lifornia, Texas and Florida. "The campaign is part of a broader promotional plan made of different initiatives focused on both consumers and professionals, result of the good work carried out by all parties," said Michele Scannavini, president of the ITA Agency. "Our final goal is challenging: to strengthen and improve market positioning of Italian wines in the US and gain the leadership."

'Italian Wine - Taste the Passion': nuova campagna dell'Ice per il vino italiano negli Usa

Presentata 'Italian Wine - Taste the Passion', la campagna di comunicazione realizzata dall'Agenzia Ice per promuovere il vino italiano sul mercato Usa. Indirizzata a consumatori tra i 35 e i 55 anni, la campagna prevede iniziative con priorità verso i seguenti stati target: New York, California, Florida, Illinois e Texas. "Questa campagna s'inserisce in un articolato piano promozionale che prevede una vasta serie di attività rivolte sia ai consumatori che agli operatori del settore, risultato del lavoro congiunto di tutti gli attori del Sistema", dichiara Michele Scannavini, presidente Ice-Agenzia. "L'obiettivo è sfidante: elevare il posizionamento del vino italiano nel mercato statunitense e riconquistare la leadership assoluta in valore".

LOUIS LATOUR AGENCIES TO DISTRIBUTE CASTELLO BANFI IN THE UK

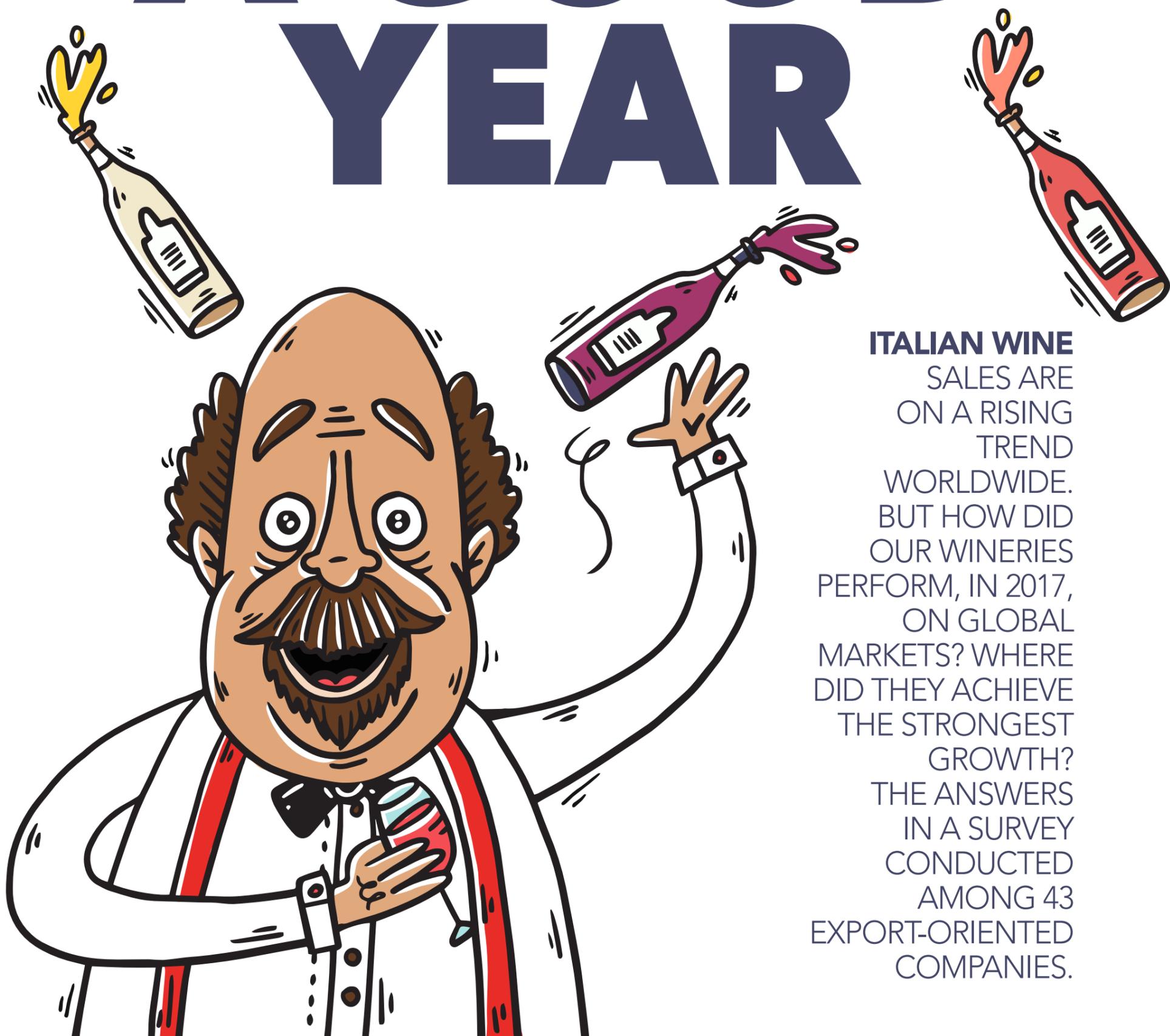
Louis Latour Agencies has signed a deal with Italian winery Castello Banfi for the exclusive distribution of its wine portfolio across the on- and off-trade in the UK. Louis Latour Agencies was founded in 1990 and is the UK subsidiary of historic Burgundy wine producer Maison Louis Latour. It represents 12 family-owned wine and Cognac producers all over the United Kingdom. Castello Banfi is the first Italian wine producer to join Louis Latour Agencies portfolio.

Banfi: siglato accordo per la distribuzione in Uk con Louis Latour Agencies

Banfi ha siglato l'accordo per la distribuzione in esclusiva dei suoi vini nel Regno Unito con Louis Latour Agencies. Il contratto riguarderà l'intero portfolio dell'azienda, tanto per l'on-trade quanto per l'off-trade. Fondata nel 1990, Louis Latour Agencies è l'agenzia britannica della storica casa vinicola della Borgogna Maison Louis Latour. Opera in tutto il Regno Unito e rappresenta una prestigiosa gamma di 12 produttori di vino e cognac, tutti di proprietà di famiglie, con Banfi come primo e unico produttore italiano.

SURVEY

A GOOD YEAR



ITALIAN WINE SALES ARE ON A RISING TREND WORLDWIDE. BUT HOW DID OUR WINERIES PERFORM, IN 2017, ON GLOBAL MARKETS? WHERE DID THEY ACHIEVE THE STRONGEST GROWTH? THE ANSWERS IN A SURVEY CONDUCTED AMONG 43 EXPORT-ORIENTED COMPANIES.

Italian wine export is booming. Both in developed - namely the US and EU - and emerging markets, like China. Figures are clear and portray a totally positive image, even if in terms of revenue we can (and must) do something more. In 2017, Italy exported 21.4 million hectolitres of wine and must (source: Ismea), rising 4% over 2016. Simultaneously, total revenue almost reached 6 billion euro, up by 6.4%. An encouraging result, which proves that also the average value of Italian wines worldwide has increased. But how did our wineries perform, in 2017, on global markets? Where did they achieve the strongest growth? And again, which markets will show the greatest potential in 2018? That's what we asked to 43 export-oriented Italian wineries, that with their products of excellence are ready to seduce the palate of wine lovers all around the world.

UN'OTTIMA ANNATA

Cresce l'export di vino italiano nel mondo. Ma com'è stato il 2017 delle aziende italiane sui mercati internazionali? Dove hanno segnato le performance migliori? La voce di 43 protagonisti del settore.

follow

SURVEY

GRUPPO MEZZACORONA FABIO MACCARI



"We are pleased with the results achieved in 2017, with new revenue records. Today we export our wines in more than 60 countries, giving value to Trentino region. The export consists of 80% of our business Group and the US remains our core market. But our market penetration is strong also in the EU, with Germany at the first place, as well as UK, Canada, Eastern Europe and Russia. China has a big growth potential and opens new challenges."

CANTINE CAPETTA RICCARDO CAPETTA



"A positive year for us, as well as for the world of wine. Today the export is worth the 50% of our business. In 2017 our performance abroad was especially positive in Asia, with China that confirms its 'usual' distribution problems. Today our sales abroad are focused on the new Asti Secco Docg, the last new entry, now called to challenge the summer test bench."

CASA VINICOLA NATALE VERGA NATALE VERGA



"In 2017 we continued the strategic evolution that allowed us to grow in the premium market segment, both in sales and offers and new entries. Abroad, where we develop more than 30% of our business, the feedback is completely positive. Indeed, foreign countries give importance to quality, rather than appearance, in contrast to Italy, where there is a scarce price culture."

CANTINA VALTIDONE MAURO FONTANA



From left: Mauro Fontana, Gianpaolo Fornasari and Barbara Fassio

"We are building step by step our international business. We are sure that Germany, historic market of Italian wine, where we built a strong sales network, will give us big satisfactions. Now we are ready to increase our presence worldwide, taking advantage of Piacenza sparkling wines. We are pleased of our international recognition, such as the award won by the sparkling Gutturino 50 Vendemmie at the Berliner Wein Trophy."

CANTINE RIUNITE & CIV FRANCESCA BENINI



"Cantine Riunite & Civ took the export opportunities in the administrative budget closed on July 31st 2017. The revenue growth was of 6.8%, driven by the 10% of US sales. European development increases by 3.5%. Results achieved also thanks to the increasing demand for Prosecco. The Lambrusco Riunite, instead, is our best-seller in the Central and South American market - where it celebrated the first 50 years of partnership with one of the most important US importers - as well as Germany and Russia."

DONELLI VINI GIOVANNI GIACOBBAZZI



"We are pleased with our performance on international markets in 2017. Export accounts for 80% of our business. During last year, we have increased and strengthened our global market penetration. Russia is recovering and Brazil is doing well. In Canada we recorded interesting performances, thanks to the positive welcome of Giacobazzi's Spumanti line, enriched with a Prosecco, a Pignoletto and a Rosé brut."

TERRE D'OLTREPÒ MARCO STENICO



"With a total production of 3 million bottles, our foreign business is not yet fully exploited, despite it represents 30% of our total turnover. Our main markets, US and Germany, are increasing. Especially overseas, where we are engaged in an important campaign to support distributors, thanks to 'Sangue di Giuda', a peculiar production of our portfolio, highly appreciated abroad."



ZORZETTIG ANNALISA ZORZETTIG



"2017 started with several production difficulties, recovered with the good work done in cellar. It will be a vintage of ups and downs far from the excellent 2015 and 2016 vintages. Last year export accounted for 50% of our business and we will try to maintain this percentage, with the purpose to further enhance the value of our wines in 2018."

CASA VINICOLA SARTORI ANDREA SARTORI



"2017 showed good sales results, an important revenue increase for the whole range of our wines. A uniform sales growth for two of our main products: Amarone and Valpolicella Ripasso. The export is successful in UK, US, Canada, China France, Denmark and the Netherlands."

GRUPPO ITALIANO VINI GIOVANNI NEGRI



"2017 revealed a cross increase abroad on all the markets, confirming strong sales especially in the US, Canada, UK and Germany. 2018 is challenging the difficult harvest of 2017, to which we answer with innovation and restyling: the first innovations in the field of organic will be presented at Vinitaly; and we will also launch a new packaging for Castello Monaci wines, a perfect description of Salento."

BANFI LUCA DEVIGLI



Lorella Carresi and Luca Devigli

"A positive year for the export and stable numbers had been revealed for the US. We increased our presence in Asia and strengthened our presence in Europe. In 2018 we will aim at an innovation of the modern management channel: we gave life to a task force to coordinate the products on different markets, supporting the correct position of the brand on the shelf."



CITRA VINI
TESEO MUCCI



"2017 was distinguished by the Codice Citra Wine Team, which allowed us to do a step change in the production standards. We grew by 12% compared to 2016 on international markets. UK at the first place in Europe, where we improved our network in the last two years. Asia increased by 15% and the US is leading the country in 2018, thanks to the distribution agreement with the leader player of the market, aiming to record an increase in the market share."

MONTELVINI
ALBERTO SERENA



"2017 revealed an increase of 8% on the previous year and export increased by 15%, after the positive results achieved in 2016. We will continue to give value to the Asolo territory, trying to place our products in the premium market. Canada, and especially Russia, did well in 2017, where we boast a market share of 8% with Prosecco."

CANTINA TOLLO
ANDREA DI FABIO



"Our wines performed well in France and Canada regarding the export, where we revealed an increase of more than 15%. Organic wines confirm a growth of 48% abroad and in Italy as well. This proves our company is a main player in the wine-making production with a low environmental impact."

ALLEGRI
MARILISA ALLEGRI



"2017 was a good year for export, that accounts now for about 83% of our business. Despite last year the domestic market experienced an even stronger growth. We managed to open new interesting markets for our wines: namely Hungary, Greece, Armenia, including Caucasian countries like Uzbekistan. We are extremely satisfied with the important agreement signed in China with a government distributor, a sign of the interest towards Made in Italy at the highest levels. And if Amarone is always highly demanded, we noticed a growing interest in the US also for the easy-drinking Valpolicella Doc."

VINI CASALBORDINO
MASSIMO ZUCCARINI



"We are pleased with 2017 results, that revealed a 30% increase, in line with the positive results achieved in the last 4 years. Our bottling activity accounted for 50% of the entire production, while total revenue reached 11 million euro. Today, export is worth half of our business. Last year UK, as well as Spain, US and Japan did well and in 2018 we will further strength our presence abroad, taking advantage of the new products that we will launch at Vinitaly".

TENUTE PICCINI
MAURIZIO ROSSI



"We distribute our wines in 77 countries all over the world, where we generate 75% of our business. 2017 showed a strong growth of sales in the US and China and stability in UK and Germany, where Tuscany is very appreciated. Our exports to Iceland exceeded 500,000 bottles, and we overcame one liter of pro capita consumption: a curious record and, most of all, a symbol of the love story between Piccini wines and the island."

VILLA SANDI
GIANCARLO MORETTI POLEGATO



Giancarlo and Diva Moretti Pologato

"Our wines are distributed in 92 world countries and exports account for 60% of our business. UK, US and Germany are our core destination markets. And to the 25 years lasting partnership with Pellegrini, we added a new distribution agreement with Schlumberger in the Horeca channel. We revealed good performances in Asia, Australia and Japan - the focus for our future business - and strong increase in Russia during the last year. In Canada we will be among the main protagonists of an event that will be held in Quèbec in September 2018, together with other Italian Signature Wines Academy excellences."

LE MANZANE
ERNESTO BALBINOT



"2017 harvest was quite difficult, but we are proud of the work done on global markets, now accounting for 75% of our business. In 2017 Russia started growing again, while we opened new markets in Poland, Romania, the Czech Republic and Slovakia. We launched a project to obtain long-term results in Asia. In 2018, we will bet on our brut Prosecco Superiore Conegliano Valdobbiadene Docg 20.10, that will be available in the brut version."

AZIENDA AGRICOLA DRUSIAN
FRANCESCO DRUSIAN



Francesco Drusian and Elena Turrin

"2017 closed with a 10% increase with respect to previous year. The Swiss market gave us more satisfaction and we have great expectations also for 2018, when we will celebrate our 30th anniversary. During Vinitaly we will launch a celebrating bottle: a limited edition of dosaggio zero Prosecco Superiore Docg, of which the proceeds will be given to charity to a children hospital in Treviso."

PASQUA VIGNETI E CANTINE
RICCARDO PASQUA



From left: Riccardo and Umberto Pasqua

"We reached 50 million incomes in 2017, +4% compared to 2016, for a total of 15 million bottles produced. North America is our first destination market, generating 17 million euro, of which 13 million in the US. We increased our presence almost worldwide, but Asia was probably the most dynamic area. UK was up by 14.6% and Germany by 13.1% compared to 2017, while China and Japan increased by 132% and 111% respectively."

VINICOLA DECORDI
ALESSANDRO DECORDI



"2017 revealed an increase on international market - +38% compared to 2016 - accounting now for 90% of our business. In 2018 we will focus on volume stability, trying to improve value performances. The first months of this year are giving us encouraging increasing numbers."

follow

SURVEY

CASCINA GALARIN GIOVANNI CAROSSO



"We are a small company of Piedmont with a certified organic production since 2016. Our export accounts for 55% of our business and our wines are supplied all over the world: China, Japan, Taiwan, Singapore, US and in the nearest France, Germany, Switzerland and Sweden. 2017 revealed ups and downs: in some markets our wines have been replaced with other products of our catalogue."

CANTINA PUIANELLO SIMONE BAROZZI



"Export is worth 30% of our business. The main markets are Russia and US, but we are active in Europe, Australia, Hong Kong and Japan as well. This thanks to a range that consists of 20 different wines, and includes unique product like our crew L'Incontro, Lambrusco Reggiano Doc made with Barghi grapes."

VITICOLTORI PONTE GABRIELE FASAN



Barbara De Pieri and Gabriele Fasan

"2017 revealed an export increase of 8%, that represents 60% of our business. The growth was uniform in all the markets, but UK revealed the most important growth. In 2018 we will celebrate our first 70 years of activity: we will present a complete packaging re-styling at Vinitaly."

VALDO SPUMANTE MAURO BONETTI



"Export revealed positive performances in 2017, the most significant in Germany - a market in which we have begun important development plans for 2018. We are worried about Brexit for the whole Prosecco industry, while in Eastern Europe we noticed significant increases. The US showed an upward trend in 2017 thanks to the establishing of a branch company, that allowed us a direct control of the market."

KELLEREI BOZEN - CANTINA BOLZANO KLAUS SPARER



Patrizia and Klaus Sparer

"We are proud of market performances in 2017, in which we reached a better balance in the relationships with customers and importers, improving the export that today accounts for 30% of our business. Out top destination countries are Germany and Switzerland, but our wines are distributed all over Europe and in the US. In 2018 we are focused on the inauguration of our new company headquarter."

SANTA MARGHERITA GRUPPO VINICOLO ETTORE NICOLETTO



From left: Luca Marzotto, Ettore Nicoletto and Gaetano Marzotto

"2017 was another good year for the Group, since we experienced a 7.4% increase and incomes of 168.7 million euro. Sales exceeded 20 million bottles, distributed in 90 countries all over the world. The positive trend involved all the markets: +20,9% in Asia-Pacific, +19,2% in Europe, Middle East and Africa and +11,2% in Canada. In the US, our core destination market, the growth of Santa Margherita Usa continues: +5.8% compared to 2016."



BORTOLOMIOL ELVIRA BORTOLOMIOL



"Export is constantly growing and for our company it is becoming increasingly strategic to communicate our history, tradition and sustainability. Values that are of utmost importance to us. The European area is definitely driving sales abroad, together with Eastern Europe and the Baltic countries. Asia is also experiencing a strong recovery, while we continue monitoring the US market."

CASA VINICOLA CANELLA NICOLETTA CANELLA



"2017 was marked by recovery and enthusiasm, and by a great excitement in the world of Prosecco. Today, 50% of our production is sold abroad, where foreign consumers are increasingly appreciating our products, starting from the range of cocktails made with our own sparkling wines: from our flagship product, 'Bellini', made with apricot juice and pulp, to 'Rossini', with top quality Candonga strawberries from Basilicata."

GRUPPO CEVICO - DUE TIGLI PAOLO GALASSI



"A positive year for exports. In 2017 we achieved important developments in China, South Korea and Japan. The number of customers increased and we also entered new 'unexplored' market segments. Hence, we continue increasing our market penetration, a dynamic that had a strong impact on our sales in China. But also many other markets in the Far East are showing increasing interest in our products."

GOTTO D'ORO AURORE DE KONING



Aurore De Koning and Davide Mazzeo

"Export accounts today for a small 5% on our total turnover, but in 2018 we are aimed at strengthening our presence on global markets, especially Europe and the US. Starting from 2019, we will also focus on the Far East. Our best-selling product on foreign markets is Doc Roma."



CANTINE PIROVANO
BEATRICE PIROVANO



Beatrice and Enzo Pirovano

"2017 was a positive year, that saw a sharp increase in global sales. Today, export accounts for around 27% of our company's total revenue. And one of our main goals for 2018 is to further increase our presence abroad. Our target markets are the US and South America. In detail, we want to further expand our wine offer, first of all the 'Collezione' range, and spread the knowledge of Oltrepò Pavese worldwide."

ALOIS LAGEDER
ALOIS CLEMENS LAGEDER



"We are very pleased with the work carried out in recent years on global markets. The evolution of our vision has been based around a stronger characterization of our wines - even more elegant and accurate - heartily welcomed by market operators. Product valorization and the development of a strong brand reputation is the right direction to follow, if we want to remain competitive on 'mature' markets like the US, UK, Scandinavia or Asia; as well as on the domestic market."

AGRIVERDE
GIANNICOLA DI CARLO



"Exports account for 50% of our business and in 2017 we experienced a 10% growth abroad. Last year a new collaboration between two cooperatives of our territory was established - Cantina Sociale Villamagna and Cantina Madonna dei Miracoli - to meet the increasing demand for organic wine. An important partnership, in which the three districts of Abruzzo Villamagna, Casalbordino and Ortona play a key role. In 2018 we will focus on the restyle of Riseis line, which will be turned into an organic line and on the improvement of the spumante brut rosè 830 Cuvèe Prestige."

CANTINA DELLA VOLTA
ANGELA SINI



"2017 was quite a positive year for our exports, now accounting for around 22% of total turnover. We reached important deals in the US and Japan, and we opened new important markets, like the UK. Cantina della Volta's project, started only seven years ago, keeps on growing. Our main focus is quality, to deliver unique products. Just like the new-born 'DDR 2009', Lambrusco di Modena Doc: a limited edition of 10,000 bottles made with Metodo Classico resting on the yeasts for 84 months."

FRATELLI MARTINI SECONDO LUIGI
ELEONORA MARTINI



"In 2017 we revealed an increase in the international market with the Chianti brand. UK, Russia and Germany are our most important markets, but we are also pleased with the good performances achieved in Asia. First of all, China and Korea, where we keep on working to strengthen our brand awareness, thanks to the contribution of our partners. In 2018, we aim at seizing new export opportunities, focusing on South America, where we are already active in Peru and Australia."

LUNGAROTTI
FRANCESCO ZAGANELLI



"Last year, figures portrayed very positive results. Our foreign business has grown, especially in regard to distribution. China performed very well - the country's sommelier association is highly focused on our country and wines - as well as Japan. Last year we gained the monopoly in Sweden and Canada; we were included in United Airlines' business class menu; and we entered Mexico and Bulgaria. These were among our greatest achievements in 2017."

AZIENDA AGRICOLA QUAQUARINI FRANCESCO
UMBERTO QUAQUARINI



"In 2017 exports posted a 12% increase. On global market, our most demanded product - that is also driving the company's further development - is 'Sangue di Giuda'. The United States are our major destination market, followed by China and Germany."

I FEUDI DI ROMANS
NICOLA LORENZON



"Our growth continues on international markets, where we revealed +15% in 2017, compared to the previous year. We achieved uniform global increases and we opened the Mexican market, but we also had good performances in the US due to the work carried out with our new supplier. 2018 has started on a positive note: we hope to keep on growing thanks to the launch of Sontium, cuvèe of selected grapes of Pinot Bianco, Malvasia Istriana and aromatic Traminer."

MASI AGRICOLA
ALESSANDRA BOSCAINI



Alessandra and Giacomo Boscaini

"In 2017 the export performances - today accounting for 85% of our business - were positive thanks to the new entries in our catalog, where the Canevel excellences stand out with positive responses in the whole world. An increase in the consumer preference for high-end products, a sector in which we have always been protagonist, even more today, after the launch of the Colbraca cru, Soave Classico Doc that is part of a selected classic line chosen also by Air Dolomiti."

FIRRIATO
SANDRO RANDAZZO



"Today export accounts for 45% of our company's total turnover. In 2017, our global performances were very positive, and we closed the years posting a 10% growth rate abroad. Most dynamic markets were Japan, Germany, Thailand, Taiwan and Belgium. But our goal is to continue increasing our market share abroad, and to this purpose in 2018 we want to open new markets, first of all UK and Malaysia, as well as strengthen our positioning in the US."

CASA VINICOLA LUIGI CECCHI & FIGLI
GIACOMO TARQUINI



"In 2017 the export represented the 50% of our business, with Europe on top of the rank. UK is the first, followed by US, Germany, the Netherlands, Canada and Scandinavian countries. 2018 will focus on the celebration of the 125 anniversary of our company and on the presentation of the new Chianti Classico Gran Selezione, made by grapes of the last Cecchi's acquisition: Villa Rosa in Castellina in Chianti."



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VINITALY 2018

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PRODUCT PREVIEW



VERONA,
15-18 APRIL



CASA VINICOLA NATALE VERGA

Meet us at Vinitaly: Hall: 3 - Booth: C7

COMPANY PROFILE

Natale Verga wine company was founded by Enrico Verga in 1895. After more than a Century of activity, it now plays a key role in grocery retail across Italy, thanks to a wide range of products sold with its own brands or as private labels. Foreign markets – more than 30 countries worldwide - account for 35% of Natale Verga's total turnover. Over time, many international awards have been received by the company. The new headquarter covers a total surface of 35,000 sqm. The winery has a storage capacity of 46,000 quintals and two bottling lines: one dedicated to glass bottles from 0,75 to 1,5 liters, with a production capacity of 25,000 bottles per hour, along with another one dedicated to glass bottles of 5 liters and to PET bottles from 3 to 5 liters. The business growth achieved in the last years was enabled by the introduction of innovative and sophisticated technologies that, though preserving traditional winemaking techniques, can satisfy careful and demanding customers, always offering a good quality/price ratio, as well as BRC and IFS certifications.

EXPORT (%): 35%

HECTARES OF VINEYARD (TOTAL): N/A

N. OF BOTTLES PRODUCED (TOTAL): 30 mln

BONARDA DELL'OLTREPÒ DOC LE ROVOLE



Grapes (%)
Croatina.

Land of production
Oltrepò Pavese, Lombardy.

Organoleptic characteristics
Croatina is an indigenous vine variety which grows mainly on the hills of Oltrepò Pavese. Wines obtained from Croatina are characterized by purple colour and good tannins. Colour: ruby red with purplish hues. Flavour: gently fruity. Taste: soft on palate and slightly tannin.

N. of bottles produced
N/A

Sizes
0,75 lt

NEBBIOLO LANGHE DOC HEREDIS



Grapes (%)
Nebbiolo.

Land of production
Langhe, Piedmont.

Organoleptic characteristics
Nebbiolo has a centuries-old connection with Langhe, where it has always been grown to produce noble wines. Heredis is a complex wine to be discovered through fine tasting. Nebbiolo Langhe Heredis has a strong personality: it is soft on palate with elegant tannins, as well as finely persistent while having a fresh and fruity aroma. Colour: ruby red tending to garnet as it ages. Flavour: lightly fruity with spicy notes. Taste: delicate and slightly tannin, soft and velvety on palate.

N. of bottles produced
N/A

Sizes
0,75 lt

NERO D'AVOLA SICILIA DOC



Grapes (%)
100% Nero d'Avola.

Land of production
Sicily.

Organoleptic characteristics
This red wine has an intense, persistent aroma and soft, savory flavor. It pairs well with roasted and grilled meats and strong cheese.

N. of bottles produced
250,000

Sizes
0,75 lt

www.verga.it

COTTINI

Meet us at Vinitaly: Hall: 7 - Booth: E9

**ROSSO VERONESE IGT
CA'LINVERNO MONTE ZOVO**



Grapes (%)
Corvina Veronese, Rondinella, Cabernet Sauvignon and Croatina.
Land of production
Caprino Veronese, province of Verona, Veneto.
Organoleptic characteristics
An intense red in colour. Aromas of ripe cherries and blueberries along with spicy notes of pepper and leather. Intense in character with much fruit and well integrated tannins and a return of the sensations of leather.
N. of bottles produced
N/A
Sizes
0,75 lt – 1,5 lt – 3 lt

www.cottinivini.com

TINAZZI

Meet us at Vinitaly: Hall: 4 - Booth: E7

**VALPOLICELLA RIPASSO DOP
CLASSICO SUPERIORE LUNANTE
PODERI CAMPOPIAN**



Grapes (%)
85% Corvina, 5% Corvinone and 10% Rondinella.
Land of production
Veneto.
Organoleptic characteristics
Fruity bouquet with notes of liquorice, toasting and hints of spices. Rich and intense on the palate, persistent in the finale
N. of bottles produced
3,000
Sizes
0,75 lt

www.tinazzi.it

CITRA VINI

Meet us at Vinitaly: Hall: 12 - Booth: G5

**MONTEPULCIANO D'ABRUZZO
DOC RISERVA LAUS VITAE**



Grapes (%)
Montepulciano d'Abruzzo.
Land of production
Province of Chieti, Abruzzo.
Organoleptic characteristics
Colour: intense ruby red with violet and purplish nuances. Bouquet: red fruit, mulberry and sour cherry preserve with a scent of violet. Appreciable nuances of vanilla, cocoa, nuts, leather, liquorice and black pepper. Taste: warm, full-bodied with a long-lingering taste. Sweet and balanced tannin.
N. of bottles produced
N/A
Sizes
0,75 lt

www.citra.it

SALVATERRA

Meet us at Vinitaly: Hall: 8 - Booth: L3

**AMARONE DELLA VALPOLICELLA
DOCG CLASSICO 2010**



Grapes (%)
60% Corvina, 10% Corvinone, 25% Rondinella and 5% of other varieties of the territory.
Land of production
Prun, Negrar, province of Verona, in Valpolicella Classica, Veneto.
Organoleptic characteristics
In the palate it is rich and deep, elegant and potent at the same time, still young but already very balanced, with the typical notes of cherry and black currant that blend well with the complexity of the wine.
N. of bottles produced
N/A
Sizes
0,75 lt

www.tenutesalvaterra.it

follow

MONTELVINI

Meet us at Vinitaly: Hall: 4 - Booth: E6

COMPANY PROFILE

The Montelvini winery is in Venezzù, in the heart of one of the most famous wine regions in the world, situated in the area of the exclusive Asolo Docg. It is here, in this strategic place, that we produce high-quality wines. A winery that continues to combine tradition with today's modern management methods. Despite the fact that volumes and production technologies have changed over time, our desire to produce a wine that preserves the aromatic and fruity notes that have always characterized Montelvini wines has remained unchanged.

EXPORT (%): 25%
HECTARES OF VINEYARD (TOTAL): 35 hectares
N. OF BOTTLES PRODUCED (TOTAL): 4,800,000

**MONTELLO DOCG
ROSSO ZUITER**



Grapes (%)
60% Cabernet Sauvignon, 20% Merlot and 20% Cabernet Franc.
Land of production
Montello Docg Area, Veneto.
Organoleptic characteristics
Dense ruby red with garnet. An intense and persistent nose, with clear notes of black berries; then progressively emerging hints of sweet and balsamic spices. Soft and harmonious, outlined by an intact and structured tannin. Wide, enveloping finish, of considerable length, which sees the return of balsamic spices, liquorice and cocoa notes that elegantly integrate with the tannic matrix. Accompanies dishes of fine international cuisine, pepper fillet steak, roasted red meats and stews and aged cheeses.
N. of bottles produced
5,000
Sizes
0,75 lt – 1,5 lt – 3 lt

www.montelvini.it

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VINITALY
15TH-18TH
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BOOTH 6 E2

www.zorzettigvini.it

CAMPAGNA FINANZIATA SECONDO IL REGOLAMENTO (UE) N. 1304/2013

TENUTE PICCINI

Meet us at Vinitaly: Hall 9 (Tuscany) - Booth C2

COMPANY PROFILE

Piccini family has a winemaking tradition since 1882. Under the guidance of Mario Piccini, the IV generation of the family, Piccini is today one of the most distinctive, dynamic and innovative family owned Italian wine company. The wines are grounded in tradition yet have an innovative, charming and fun personality, providing a bold and exciting choice for consumers. With four estates in the most important Tuscan area of production, Piccini is among the biggest wine producers in Tuscany, playing a leading role in the production of Chianti, Chianti Classico and Montalcino wines. The family owns two other estates dedicated to production of volcanic wines of Italy, Regio Cantina in Vulture Doc Basilicata and Torre Mora in Etna Doc Sicily. Piccini wines have a strong international distribution, being present in 77 countries. With a total annual production of 14 mln bottles, Piccini is on the top 25 biggest Italian wine producers.

EXPORT (%)

85%

HECTARES OF VINEYARD (TOTAL)

400 hectares

N. OF BOTTLES PRODUCED (TOTAL)

14 mln

CHIANTI DOCG MARIO PRIMO



Grapes (%)

80% Sangiovese, 10% Canaiolo, 10% Malvasia and Trebbiano Toscano.

Land of production

Tuscany, Chianti Docg Area.

Organoleptic characteristics

Using Malvasia and Trebbiano grapes, even in small proportions, give the wines a particularly lively colour, with shades resembling bright ruby red and a taste distinctively marked by freshness. The nose shows intense fruity aromas, particularly red cherry and plums with delicate spicy musk fragrances. A palate of great freshness and low tannic levels, intensely fruity, light and delicious. A light and bright cherry Chianti packs up fresh and fruity feel, round and smooth glass for casual drinking, perfect for the light of heart and easy to smile.

N. of bottles produced

120,000

Sizes

0,75 lt

CHIANTI CLASSICO DOCG GRAN SELEZIONE VALIANO 6.38



Grapes (%)

90% Sangiovese and 10% Merlot.

Land of production

Fattoria di Valiano in Castelnuovo Berardenga, in the typical Tuscan countryside, in the heart of Chianti Classico Area. 6.38 is the vineyard plot where Chianti Classico Gran Selezione is born, situated at an altitude of 350 meters asl, with a S-W exposure.

Organoleptic characteristics

Bright red with dark ruby reflexes. Typical sangiovese character with ripe red fruits in great balance with delicate spicy notes. Intense palate, full bodied and soft with a well-balanced acidity and a pleasant spicy and fruity aftertaste. Elegant, persistent and generous finish.

N. of bottles produced

30,000

Sizes

0,75 lt – Limited Magnum Edition

COLLEZIONE ORO CHIANTI SUPERIORE DOCG



Grapes (%)

90% Sangiovese and 10% Merlot.

Land of production

Chianti Docg Area, Tuscany.

Organoleptic characteristics

Aromas of fresh plums, dark cherries and delicate blue flowers on nose. Full and beautifully etched on the palate, with excellent depth and structure. Medium body with lively acidity and ripe, ample tannins. Well balanced with persistent finish.

N. of bottles produced

20,000

Sizes

0,75 lt

www.tenutepiccini.it

FAMIGLIA CECCHI

Meet us at Vinitaly: Hall: 7 - Booth: D4

STORIA DI FAMIGLIA CHIANTI CLASSICO DOCG



Grapes (%)

90% Sangiovese, 10% other grapes.

Land of production

Chianti Classico Docg Area. Castellina in Chianti, province of Siena, Tuscany.

Organoleptic characteristics

Sight: medium-intensity ruby red tending to garnet. Smell: fine, intense and complex nose, characterized by sour cherry, strawberry, violet and hints of vanilla and toasty aromas. Taste: fine tannins, good structure and alcohol and vibrant acidity. The red fruit taste is persistent and balanced.

N. of bottles produced

900,000

Sizes

0,75 lt

www.famgliacecchi.it

AZ. AGR. QUAQUARINI FRANCESCO

Meet us at Vinitaly: Hall: Palaexpo - Booth: D4/5

SANGUE DI GIUDA DELL'OLTREPÒ PAVESE DOC 2016 DOLCE



Grapes (%)

65% Croatina, 25% Barbera and 10% Ughetta di Canneto.

Land of production

Oltrepò Pavese, Lombardy.

Organoleptic characteristics

Brilliant ruby red; aroma fine, very intense with delicate notes of flowers and red fruits.

Sweet, harmonious, rounded, offering good structure and persistence.

N. of bottles produced

120,000

Sizes

0,75 lt

www.quaquarinifrancesco.it

FATTORIE DEL CERRO

Meet us at Vinitaly: Hall: 7 - Booth: E9

VINO NOBILE DI MONTEPULCIANO DOCG FATTORIA DEL CERRO



Grapes (%)

100% Prugnolo Gentile.

Land of production

Montepulciano, Siena, Tuscany.

Organoleptic characteristics

Cheery and little red fruit at the nose. Elegant and bold at the palate with a long lasting finish. Roasted meat dishes and seasoned cheese are the perfect matchings.

N. of bottles produced

350,000

Sizes

0,75 lt

www.tenutedelcerro.it

CANTINE CAPETTA

Meet us at Vinitaly: Hall: 5 - Booth: E5

BARBARESCO DOCG DUCHESSA LIA



Grapes (%)

Nebbiolo.

Land of production

Piedmont.

Organoleptic characteristics

Colour: intense ruby red, tending to garnet with ageing. Bouquet: floral, slightly fruity, it recalls leather and spices. Taste: full bodied, intense, harmonious, with a pleasant long lasting tannic aftertaste.

N. of bottles produced

N/A

Sizes

0,75 lt – 1,5 lt

www.cantinecapetta.it

CANTINA VALTIDONE

Meet us at Vinitaly: Hall: 1 - Booth: A13

COMPANY PROFILE

Since 1966 passion and innovation have led to the launch of many new wines with traditional hints. In the heart of Val Tidone, on the hills around Piacenza, just 60 kilometres from Milan, Cantina Valtidone co-operative is located. It works the grapes produced by its 220 members before marketing and selling the wine obtained from it. Cantina Valtidone looks after the grapes from the vines to the table in order to preserve their organoleptic qualities.

EXPORT: 5%

HECTARES OF VINEYARD

(TOTAL): 1,100 hectares

N. OF BOTTLES PRODUCED

(TOTAL): 7 mln

GUTTURNIO DOC SUPERIORE FERMO
50 VENDEMMIE



Grapes (%)

55% Barbera and 45% Bonarda.

Land of production

From the hottest areas of Colli Piacentini Doc, Emilia Romagna.

Organoleptic characteristics

Vinification in red. Ruby color, clear, intense and persistent scent. Dry, warm, soft and round taste.

N. of bottles produced

N/A

Sizes

0,75 lt

GUTTURNIO DOC SPARKLING
BIOLOGICAL AND VEGAN BIO'
VALTIDONE



Grapes (%)

Barbera and Bonarda.

Land of production

Emilia Romagna, Val Tidone vineyards conducted in respect of the environment according to the criteria of biological agriculture.

Organoleptic characteristics

Lively nod of red foam; ruby color brilliant; perfume of flowers, fragrant of grapes ripe and berries; dry, pleasant taste fresh and lively, fruity.

N. of bottles produced

N/A

Sizes

0,75 lt

GUTTURNIO RISERVA DOC
BOLLO ROSSO



Grapes (%)

55% Barbera and 45% Bonarda. Selected grape varieties of old, low-yielding vineyards.

Land of production

From the hottest areas of Colli Piacentini Doc.

Organoleptic characteristics

A still, full-bodied wine. Garnet-red color; a strong and complex scent with nuances of preserve and vanilla; warm, vigorous and harmonic flavor.

N. of bottles produced

N/A

Sizes

0,75 lt

www.cantinavaltidone.it

FANTINEL

Meet us at Vinitaly: Hall: 6 - Booth: C6

COLLIO ROSSO DOC COLLIO 2011
TENUTA SANT'HELENA VENKO



Grapes (%)

50% Merlot, 30% Cabernet and 20% Pinot nero.

Land of production

Estate in Vencò, province of Gorizia, Collio Doc Area, Friuli Venezia Giulia.

Organoleptic characteristics

Ruby red with garnet tinges, a bouquet in which hints of wild berries and vanilla mingle, a smooth palate. An assemblage of selected red grapes aged in oak barrels. Partial 'appassimento' (drying method) of the Merlot grapes (about 30%) for eight weeks. Aged for 30 months in 30 hl Allier and Slavonian oak barrels. Appearance: intense ruby red. Nose: vibrant, redolent of wild berries. Palate: powerful and velvety, with the right amount of tannins and excellent balance.

N. of bottles produced

12,000

Sizes

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

www.fantinel.com

CANTINA BOLZANO

Meet us at Vinitaly: Hall: 6 - Booth: B2

SANTA MADDALENA ALTO ADIGE
DOC CLASSICO HUCK AM BACH



Grapes (%)

Schiava and Lagrein.

Land of production

Gravelly sites of Santa Maddalena, near Bolzano, Trentino Alto Adige.

Organoleptic characteristics

Colour: ruby red. Aroma: intensive aromas of ripe Bing cherries, violets and almonds; marzipan. Flavour: medium body, fruity taste.

N. of bottles produced

120,000

Sizes

0,75 lt - 1,5 lt

www.kellereibozen.com

UGGIANO

Meet us at Vinitaly: Hall: 9 - Booth: C9

CHIANTI DOCG
RISERVA 2013 UGGIANO



Grapes (%)

90% Sangiovese and 10% Canaiolo.

Land of production

Tuscany, Chianti Area.

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

N. of bottles produced

60,000

Sizes

0,75 lt - Magnum 1,5 lt (in the wooden box) - Jeroboam 3/5 lt (with wooden frame for pouring)

www.uggiano.it

ROCCA DELLE MACIÈ

Meet us at Vinitaly: Hall: 9 - Booth: D8

CHIANTI CLASSICO DOCG GRAN
SELEZIONE SERGIO ZINGARELLI 2013



Grapes (%)

90% Sangiovese and 10% Colorino.

Land of production

Castellina in Chianti, province of Siena, Tuscany.

Organoleptic characteristics

Color: deep ruby red. Bouquet: fruity, intense and with a long persistency and a touch of spices. Taste: warm and velvety with a very good balance and elegant finish.

N. of bottles produced

12,000

Sizes

0,75 lt

www.roccadellemacie.com

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LUNGAROTTI SOCIETÀ AGRICOLA

Meet us at Vinitaly: Hall: 7 - Booth: B2

ROSSO DI TORGIANO DOC RUBESCO 2014



Grapes (%)

90% Sangiovese and 10% Colorino.

Land of production

Torgiano Docg Area, Umbria.

Organoleptic characteristics

Colour: deep ruby red with slight violet hues. Bouquet: delicate and with good intensity, elegant complexity with hints of pepper, cinnamon and tobacco; background notes of red-fruit jam and violet. Flavour: a wine with solid structure and superb concentration, it evolves with fresh acidity; austere, balanced tannins with a fruity and slightly mineral finish.

N. of bottles produced

490,000

Sizes

0,375 lt – 0,75 lt – 1,5 lt

www.lungarotti.it

MASTROBERARDINO

Meet us at Vinitaly: Hall: 6 - Booth: E3
and Hall: B

TAURASI DOCG 2012 RADICI



Grapes (%)

100% Aglianico.

Land of production

Montemarano and Mirabella Eclano, province of Avellino, Campania.

Organoleptic characteristics

Colour: deep ruby red. Bouquet: full, complex and intense, with notes of cherry, violet, wild berries and a distinctive spicy aroma. Taste: fascinating and elegant in the mouth. With flavours of plum, black cherry, strawberry and intense spices.

N. of bottles produced

40,000

Sizes

0,375 lt – 0,75 lt – 1,5 lt

www.mastroberardino.com

FEUDI DI SAN GREGORIO

Meet us at Vinitaly: Hall: B

TAURASI RISERVA DOCG PIANO DI MONTEVERGINE



Grapes (%)

Aglianico.

Land of production

Campania.

Organoleptic characteristics

Lovely ruby red colour. On the nose, sensations of fruit: blackberry, plum and sour black cherry; a balsamic note, spices. The taste is soft, captivating, mineral and balanced with elegant tannins and a persistent finish.

N. of bottles produced

N/A

Sizes

0,75 lt

www.feudi.it

CANTINE DUE PALME

Meet us at Vinitaly: Hall: 11 - Booth: D2

SALICE SALENTINO ROSSO DOP RISERVA SELVAROSSA



Grapes (%)

90% Negroamaro and 10% Malvasia nera.

Land of production

Salento, Apulia.

Organoleptic characteristics

Intense and brilliant ruby red color. The opening of the wine is characterized by aromas of black cherry, plum and blackberry, as well as complex aromas of vanilla, tobacco, licorice, clover, cinnamon and pleasant hint of star anise. It gives the mouth a robust attack, with vigorous tannins, although already round and velvety.

N. of bottles produced

300,000

Sizes

0,75 lt – 1,5 lt – 3 lt – 5 lt

www.cantineduepalme.it

LEONE DE CASTRIS

Meet us at Vinitaly: Hall: 7 - Booth: E5

SALICE SALENTINO ROSSO DOC 2015 50° VENDEMMIA



Grapes (%)

90% Negroamaro and 10% Malvasia nera di Lecce.

Land of production

Apulia.

Organoleptic characteristics

Wine of an intense red colour with garnet-coloured hints, made of Negroamaro and Malvasia nera. 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.

N. of bottles produced

650,000

Sizes

0,75 lt

www.leonedecastris.com

CANTINA TRAMIN

Meet us at Vinitaly: Hall: 6 - Booth: B2

PINOT NERO RISERVA ALTO ADIGE DOC MARJON



Grapes (%)

Pinot nero.

Land of production

Trentino Alto Adige.

Organoleptic characteristics

Marjon comes in a lovely ruby red with a garnet shimmer. An enticing nose of wild berries, plum and cherry is enhanced by spicy aromas and followed by a beautiful freshness on the palate, recalling the elevation of the vineyards where the grapes selected for Marjon originate. This elegant Pinot noir displays classy and seductive tannins, underpinned by zesty acidity and a fruity and juicy finale with an evident touch of spice.

N. of bottles produced

18,000

Sizes

0,75 lt – 1,5 lt

www.cantinatramin.it

DUCA DI SALAPARUTA

Meet us at Vinitaly: Hall: 2 - Booth: 118G/120H

IGT TERRE SICILIANE CORVO ROSSO



Grapes (%)

Blend of typical red grapes.

Land of production

Central and Eastern Sicily, in the provinces of Agrigento and Caltanissetta.

Organoleptic characteristics

Colour: lively ruby-red with light garnet red highlights. Bouquet: intense, complex, fruity of morello cherry and pleasant. Flavour: dry, full, pleasantly winy, balanced, full-bodied and persistent.

N. of bottles produced

N/A

Sizes

0,75 lt

www.duca.it

FIRRIATO

Meet us at Vinitaly: Hall: 2 - Booth: 82E/88F

SICILIA DOC HARMONIUM NERO D'AVOLA 2013



Grapes (%)

100% Nero d'Avola coming from three different single vineyards of the same vine variety, blended in a unique cuvée.

Land of production

Trapani countryside, Western Sicily.

Organoleptic characteristics

Colour: deep dark ruby red with purplish hues. Nose: marvellous scents of cherry, prunes, mulberries, blackberries and blackcurrants stand out followed by a duet with fine hints of rhubarb, cinchona, pepper, tobacco, nutmeg and dark chocolate entwined with nuances of minerals and undergrowth. Palate: power, elegance, lively tannins, matchless softness, freshness, all blended into a balanced and harmonious whole that overwhelms the palate.

N. of bottles produced

80,000

Sizes

0,75 lt – 1,5 lt – 3 lt

www.firriato.it

FEUDO ARANCIO

Meet us at Vinitaly: Hall: 2 - Booth: 115G/124H

**SICILIA DOC
HEDONIS RISERVA**



Grapes (%)
100% Nero d'Avola.
Land of production
Sicily.

Organoleptic characteristics
The resulting aromatic profile of Hedonis is a bountiful and deeply complex expression with hints of dried red fruits, anise and sweet spices, notes of almond, vanilla and tobacco resulting from aging in wood. There is a profound structure on the palate along with a velvety and juicy attack, finishing with soft and sweet tannins.

N. of bottles produced
N/A
Sizes
0,75 lt

www.feudoarancio.it

DONNAFUGATA

Meet us at Vinitaly: Hall: 2 - Booth: 83E/87F

**CERASUOLO DI VITTORIA DOCG
FLORAMUNDI 2016**



Grapes (%)
70% Nero d'Avola and 30% Frappato.
Land of production
South-East Sicily, in the territory of Acate (Vittoria).

Organoleptic characteristics
Brilliant cerasa (cherry in Sicilian), it offers an ample and fragrant bouquet with intense notes of red fruit (raspberries, strawberries and redcurrants) and pink flowers, combined with evident spicy scents of black pepper. The palate is fresh, fleshy and round, thanks to the soft tannins and pleasant persistence. A refined red with intriguing aromatic depth.

N. of bottles produced
90,000
Sizes
0,75 lt

www.donnafugata.it

PLANETA

Meet us at Vinitaly: Hall: 2 - Booth: 81E/90F

**SICILIA DOC
PLUMBAGO**



Grapes (%)
100% Nero d'Avola.
Land of production
Menfi, province of Agrigento, Sicily.

Organoleptic characteristics
A saturated purple-mauve that you look forward to drinking. Plumbago is dominated by aromas of ripe plums and wild blackberries and has pleasantly complex aromatic hints of incense, jasmine and black truffle. The tannin texture is varied and combines its soft, sweet and seductive aspects, like a Sacher torta, with the harder, more direct and austere elements of a block of Modica chocolate.

N. of bottles produced
100,000
Sizes
0,75 lt

www.planeta.it

FRESCOBALDI

Meet us at Vinitaly: Hall: 9 - Booth: C5

**BRUNELLO DI MONTALCINO DOCG
CASTELGIOCONDO**



Grapes (%)
Sangiovese.
Land of production
Montalcino, province of Siena, Tuscany.

Organoleptic characteristics
Intense ruby red in colour, the wine expresses clearly defined aromas of raspberry and red summer fruits, further enriched by elegant floral violet notes. On the palate CastelGiocondo Brunello is harmonious and well-defined wine with elegant tannins and a sapid and mineral persistence. The wine has a long, lingering finish.

N. of bottles produced
280,000
Sizes
0,375 lt - 0,75 lt - Magnum - Double Magnum

www.frescobaldi.it

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VINI
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un assaggio d'Abruzzo

www.vinicasalbordino.com



Terre Sabelli
Pecorino



Castelverdino
Montepulciano Riserva



Villa Adami
Cerasuolo



RED

PUNTOZERO

Meet us at Vinitaly: Hall: 8 - Booth: E8/E9-15

CARMENERE ROSSO



Grapes (%)

100% Carmenero.

Land of production

Colli Berici, province of Vicenza, Veneto.

Organoleptic characteristics

Carmenero comes in a ruby red vest, with light purple rims. Intense on the nose, medium body. On the nose it exudes notes of violet, rose and pomegranate, blackcurrant and blueberry. On the palate it reveals good tannins, a pleasant freshness and a long-lasting finish.

N. of bottles produced

1,800

Sizes

0,75 lt

www.puntozerowine.it

PASQUA VIGNETI E CANTINE

Meet us at Vinitaly: Hall: 5 - Booth: C2

COMPANY PROFILE

Pasqua Vigneti e Cantine is one of the principal private producers of quality Veneto and Italian wines. With a history of almost a century, the company has become progressively more established on the international scene and today can be found in 50 markets the world over. Tradition, innovation, quality, research and passion are the values that have always distinguished the company through generations.

EXPORT (%)

86%

HECTARES OF VINEYARD (TOTAL)

300 hectares

N. OF BOTTLES PRODUCED (TOTAL)

15 mln

FAMIGLIA PASQUA AMARONE DELLA VALPOLICELLA DOCG 2013



Grapes (%)

65% dried grapes Corvina, 25% Rondinella, 5% Corvinone and 5% Negrara.

Land of production

Vineyards located on the hillside areas of Valpantena, north eastern part of Valpolicella, Veneto.

Organoleptic characteristics

The Pasqua's Amarone par excellence. Deep red in colour, it has an expansive bouquet, with fresh, positive scents of fruits. It is warm and well-balanced, with gentle tannins and a long finish.

N. of bottles produced

25,000

Sizes

0,75 - 1,5 lt

www.pasqua.it

ROMEO & JULIET PASSIONESENTIMENTO ROSSO VENETO IGT 2015



Grapes (%)

40% dried grapes of Merlot, 30% Corvina and 30% Croatina.

Land of production

Vineyards located on the hillside areas of Valpantena, north eastern part of Valpolicella, Veneto.

Organoleptic characteristics

Deep ruby-red in colour. The nose has intense aromas of red berries with hints of spices. The palate is balanced with velvety tannins, and it has a soft and round finish.

N. of bottles produced

150,000

Sizes

0,75 - 1,5 lt

COSTA ARÈNTE

Meet us at Vinitaly: Hall: 4 - Booth: C7

AMARONE DELLA VALPOLICELLA DOCG COSTA ARÈNTE



Grapes (%)

50% Corvina, 20% Corvinone, 15% Rondinella and 15% other grapes.

Land of production

Valpolicella, Veneto.

Organoleptic characteristics

Intense ruby red colour with a garnet rim. On the nose, it shows a complex bouquet with a combination of red and black fruit such as sour cherries and blackcurrant coupled with spicy notes of licorice, tobacco and black pepper. On the palate, it shows great elegance with intense notes of plums and vanilla. The bright acidity is well balanced with the firm tannic structure and warm alcohol.

N. of bottles produced

18,000

Sizes

0,75 - 3 lt

www.arente.it

CANTINA TOLLO

Meet us at Vinitaly: Hall: 12 - Booth: D7 and Hall: 7 - Booth: G2

MONTEPULCIANO D'ABRUZZO DOP RISERVA MO



Grapes (%)

100% Montepulciano d'Abruzzo.

Land of production

Provinces of Chieti, Pescara and Teramo, Abruzzo.

Organoleptic characteristics

Colour: intense ruby red with purple hues. Fragrance: intense fruit aromas with notes of black cherry and forest fruits blended with hints of spice. Taste: full-flavoured, soft with good length, sweet and silky tannins.

N. of bottles produced

40,000

Sizes

0,75 lt - 1,5 lt

www.cantinatollo.it/en

MARCHESI ANTINORI

Meet us at Vinitaly: Hall: 7 - Booth: D2

VILLA ANTINORI CHIANTI CLASSICO DOCG RISERVA 2013



Grapes (%)

Sangiovese and other complementary red grape varieties.

Land of production

Chianti Classico Area, Tuscany.

Organoleptic characteristics

An intense ruby red in color, Villa Antinori 2013 shows aromas of red fruit well amalgamated with spicy and balsamic notes. The palate is ample and enveloping and features firm and supple tannins. The wine is very persistent and the aftertaste brings back the notes first felt on the nose.

N. of bottles produced

520,000

Sizes

0,75 lt

www.antinori.it

CASA VINICOLA SARTORI

Meet us at Vinitaly: Hall: 4 - Booth: E2

VALPOLICELLA CLASSICO SUPERIORE DOC



Grapes (%)

45% Corvina 30% Corvinone, 20% Rondinella and 5% Croatina.

Land of production

Montegradella Estate situated in the Valpolicella Classico Area of the hills in northern Verona, Veneto.

Organoleptic characteristics

Intense ruby in colour, ripe fruit aromas with note of cassis, plum and herbs. Medium to full bodied with juicy fruit flavours, supple tannins, and a lingering finish.

N. of bottles produced

49,000

Sizes

0,75 - 1,5 lt

www.sartorinet.com

CANTINA VALPANTENA

Meet us at Vinitaly: Hall: 5 - Booth: E3

**AMARONE DELLA VALPOLICELLA
DOCG BROLO DEI GIUSTI**



Grapes (%)
80% Corvina Veronese, 10% Corvinone and 10% Rondinella.
Land of production
Valpolicella, Veneto.
Organoleptic characteristics
Amarone delle Valpolicella Docg comes in a dense and bright red, which suggests the great ageing potential. Aromas of cocoa and sweet spices on the nose, along with ripe red fruit and jam. Powerful, velvety and with an intense personality.
N. of bottles produced
8,000
Sizes
0,75 lt

www.cantinavalpantena.it

AZIENDA AGRICOLA LUCA FERRARIS

Meet us at Vinitaly: Hall: 10 - Booth: Q3

**RUCHÉ DI CASTAGNOLE
MONFERRATO DOCG OPERA PRIMA**



Grapes (%)
100% Ruché.
Land of production
Castagnole Monferrato, Asti, Piedmont.
Organoleptic characteristics
A wine of the highest quality, dedicated to the most discerning palates. At its heart the wine is a deep and compact ruby red with an initial garnet nuance. Once poured an elegant blend of blackberries, dried plums and sub-glazed cherries emerge, intertwining with floral hints of rose petals. Despite its relative youth, the wine's refinement in wood allows for tertiary notes.
N. of bottles produced
12,000
Sizes
0,75 lt

www.ferrarisagricola.com

TERRE CORTESI MONCARO

Meet us at Vinitaly: Hall: 7 - Booth: E10

**VIGNETI DEL PARCO
CONERO DOCG RISERVA**



Grapes (%)
100% Montepulciano.
Land of production
Marche Region.
Organoleptic characteristics
Appearance: rich, luminous and deep ruby red colour tending to purple. Bouquet: excellent fruity and flowery scents of plum, black cherry and violet of great finesse. Palate: rounded, well-bodied and savoury. Impressive tannins act as an effective foil to the alcoholic warmth, creating an admirable balance.
N. of bottles produced
9,000
Sizes
0,75 lt

www.moncaro.com

**TORTI AZIENDA AGRICOLA
L'ELEGANZA DEL VINO**

Meet us at Vinitaly: Hall: Palaexpo - Booth: B3

**PINOT NOIR IGP PROVINCIA
DI PAVIA ROSSO**



Grapes (%)
Pinot noir.
Land of production
Vineyards in Torti's hill Borgogna that captures the best of the Oltrepò Pavese's unique terroir, Lombardy.
Organoleptic characteristics
The body of this wine is fresh elegant, the senses will be captured from delicate perfumes of black cherry, strawberry flavours and raspberry that lightly dance upon the palate. Beautifully balanced with vibrant acidity.
N. of bottles produced
N/A
Sizes
0,75 lt

www.tortiwinepinotnero.com

CANTINE SETTESOLI

Meet us at Vinitaly: Hall: 2 (Vini di Sicilia)
Booth: D68/E72

**CARTAGHO
SICILIA DOC**



Grapes (%)
100% Nero d'Avola.
Land of production
South-Western Coast of Sicily.
Organoleptic characteristics
Powerful scents of wild blackberries and cherries. On the palate it shows a distinct and deep flavor, with hints of dates and maritime pine.
N. of bottles produced
25,000
Sizes
0,75 lt

www.cantinesettesoli.it

CASA VINICOLA E. ANTONUTTI

Meet us at Vinitaly: Hall: 6 - Booth: F6

**CABERNET SAUVIGNON
ANTONUTTI DOC FRIULI GRAVE**



Grapes (%)
85% Cabernet Sauvignon and 15% Cabernet Franc.
Land of production
Medium textured alluvial plain, South-Western Friuli Region.
Organoleptic characteristics
Ruby red color with intense hues. The nose initially exhibits notes of red fruits, then it turns to vanilla and coffee flavors after refining in wood.
N. of bottles produced
20,000
Sizes
0,375 - 0,75 lt

www.antonuttivini.it

VINI CASALBORDINO

Meet us at Vinitaly: Hall: 12 - Booth: G2

COMPANY PROFILE

The Cooperative Madonna dei Miracoli, best known as Vini Casalbordino, was founded in 1960 by 42 small winegrowers of the area, to develop the wine production. Today the Cooperative joins 380 members with 1,400 hectares altogether where select vines are grown, such as the Montepulciano grape, the Trebbiano, Sangiovese, Pecorino, Passerina, Pinot grigio, Chardonnay, Merlot and Falanghina. The Cooperative's main aim has always been to produce fine wines from superior grapes. Only the finest components of the grapes are extracted, which are essential for obtaining superior wines. The processing of the wines is carefully checked at every stage by experts who select the product and pinpoint the best time for bottling and marketing, according to the degree of mellowness required for each type of wine.

EXPORT (%): 40%
HECTARES OF VINEYARD (TOTAL): 1,100
N. OF BOTTLES PRODUCED (TOTAL): 4 mln

**MONTEPULCIANO D'ABRUZZO
DOC 2015 VILLA ADAMI**



Grapes (%)
100% Montepulciano d'Abruzzo.
Land of production
South province of Chieti, Abruzzo.
Organoleptic characteristics
Colour: bright and intense ruby red, brilliant and lively, with light violet reflections. Fragrance: intense bouquet, fruity with hints of wild berries and ripe red fruit, pleasantly toasted and spicy. Taste: harmonic, supple, round, full-bodied and persistent.
N. of bottles produced
150,000
Sizes
0,75 lt

www.vinicasalbordino.com

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WHITE



ZORZETTIG

Meet us at Vinitaly: Hall: 6 - Booth: E2

COMPANY PROFILE

100/70/30/10. This is our Estate and Winery in numbers: a history of over 100 years, 70 years of experience in bottling and 30 years of continual improvement and innovation. In the last 10 years we have embraced a holistic view of quality. The winery reflects the authentic expressions of the varietals and vineyards.

EXPORT (%): 40%

HECTARES OF VINEYARD (TOTAL): 115 hectares

N. OF BOTTLES PRODUCED (TOTAL): 800,000

FRIULANO DOC FRIULI COLLI ORIENTALI



Grapes (%)
100% Tocai Friulano.

Land of production
Friuli Venezia Giulia.

Organoleptic characteristics

It presents itself in the glass with a straw yellow colour with pale green highlights. The bouquet released is intense, fine and complex. Distinct minerality with elegant aromatic overtones. The immediately soft and warm taste reveals ample freshness and tanginess, whilst the finish accompanies a light almond taste identifying the peculiarity of the grape variety.

N. of bottles produced
25,000

Sizes
0,75 lt – 1,5 lt

SAUVIGNON DOC FRIULI COLLI ORIENTALI



Grapes (%)
100% Sauvignon.

Land of production
Friuli Venezia Giulia.

Organoleptic characteristics

Straw yellow in colour. Characteristic bouquet, with a wealth of aromas from sage, box hedge and elderflower overtones. Great nose-palate symmetry, velvety full and elegant.

N. of bottles produced

25,000

Sizes
0,75 lt

www.zorzettigvini.it

MASI AGRICOLA

Meet us at Vinitaly: Hall: 7 - Booth: BC3

SOAVE CLASSICO DOC 2016 COLBARACA



Grapes (%)

100% Garganega.

Land of production

The Colbaraca vineyard in Monteforte, in the historic and traditional Soave Area, Veneto.

Organoleptic characteristics

Look: bright pale straw yellow. Nose: tropical fruit, bananas and mango with hints of grapefruit peel, tighter with a delicate spiciness. Palate: good structure, creamy with hints of pears enlivened by supporting acidity.

N. of bottles produced

N/A

Sizes
0,75 lt

www.masi.it

CORMÒNS CANTINA PRODUTTORI

Meet us at Vinitaly: Hall: 6 - Booth: E6

RIBOLLA GIALLA COLLIO DOC CORMÒNS



Grapes (%)

100% Ribolla gialla.

Land of production

Collio Doc Area, Friuli Venezia Giulia.

Organoleptic characteristics

The colour is pale straw yellow with greenish reflections. On the nose is fresh with aromas of white flowers, yellow and exotic fruits. A pleasurable acidity with flavors of citrus fruits, harmonious and well-balanced.

N. of bottles produced

50,000

Sizes
0,75 lt

www.cormons.com

I FEUDI DI ROMANS

Meet us at Vinitaly: Hall: 6 - Booth: E6

**BIANCO FRIULI
ISONZO DOC SONTIUM**



Grapes (%)
50% Pinot bianco, 30% Friulano, 15% Malvasia, 5% Traminer aromatico.
Land of production
Friuli Venezia Giulia.
Organoleptic characteristics
Straw yellow with gold reflection with an elegant bouquet with spicy notes and hints of ripe fruit. Very intense and persistent on the palate
N. of bottles produced
6,000
Sizes
0,75 lt

www.ifeudidiromans.it

**CANTINA PRODUTTORI
SAN MICHELE APPIANO**

Meet us at Vinitaly: Hall: 6 - Booth: D1

**ALTO ADIGE DOC BIANCO
APPIUS 2013**



Grapes (%)
55% Chardonnay, 25% Sauvignon, the remaining is Pinot grigio and Pinot blanc.
Land of production
Trentino Alto Adige.
Organoleptic characteristics
Brilliant straw yellow colouring with green reflections. Complex aromas and scent of pineapple, papaya and passion fruit. Minerality, complexity and an immensely long finish
N. of bottles produced
5,000
Sizes
0,75 lt - 1,5 lt - 3 lt - 6 lt

www.stmichael.it

BANFI

Meet us at Vinitaly: Hall: 9 - Booth: D6

**TOSCANA IGT
SERENA 2017**



Grapes (%)
Sauvignon Blanc.
Land of production
Tuscany.
Organoleptic characteristics
Bright straw yellow color, typical Sauvignon notes on the nose, with tropical and citrus fruits. Acidity is well balanced by creaminess and complexity of its structure, accentuated by the partial fermentation in French oak barrique.
N. of bottles produced
20,000
Sizes
0,75 lt

castellobanfi.com

VINI CASALBORDINO

Meet us at Vinitaly: Hall: 12 - Booth: G2

**PECORINO IGT TERRE DI CHIETI
TERRE SABELLI**



Grapes (%)
100% Pecorino.
Land of production
South province of Chieti, Abruzzo.
Organoleptic characteristics
Colour: light straw-coloured yellow, brilliant. Fragrance: delicate bouquet with light floral scents and fresh note of mature tropical fruit. Taste: harmonic, balanced, supple and fresh of medium body and persistent.
N. of bottles produced
300,000
Sizes
0,75 lt

www.vinicasalbordino.com

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www.mezzacorona.it

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TERREDORA DI PAOLO

Meet us at Vinitaly: Hall: 6 - Booth: B4

GRECO DI TUFO DOCG TERRE DEGLI ANGELI



Grapes (%)
100 % Greco.
Land of production
Santa Paolina, province of Avellino, Campania.
Organoleptic characteristics
Straw yellow, with citrus, pear and apple aromas, mineral notes, good acidity.
N. of bottles produced
150,000
Sizes
0,75 lt

www.terredora.com

STEMMARI

Meet us at Vinitaly: Hall: 3 - Booth: B2

SICILIA DOC CREATO GRILLO BIO



Grapes (%)
100% Grillo.
Land of production
Sicily.
Organoleptic characteristics
Colour: straw yellow. Aroma: initial hints of white flower which turn into more mature notes of tropical fruit such as mango and papaya. Flavour: medium structured wine, full bodied on first taste and with a strong persistence due to the typical freshness of this variety. Balanced, long and harmonious.
N. of bottles produced
N/A
Sizes
0,75 lt

www.stemmari.it

DUCA DI SALAPARUTA

Meet us at Vinitaly: Hall: 2 - Booth: 118/G - 120/H

MARSALA DOC VECCHIOFLORIO DRY



Grapes (%)
Grillo and Cataratto white grapes.
Land of production
Coastal strip of the town of Marsala and hinterland of the province of Trapani, Sicily.
Organoleptic characteristics
Colour: amber-coloured with gold highlights. Bouquet: of great finesse with scents of raisins and vanilla. Flavour: warm and full, with an elegant finish of bitter almonds and raisins.
N. of bottles produced
N/A
Sizes
0,75 lt

www.duca.it

ZENATO AZIENDA VITIVINICOLA

Meet us at Vinitaly: Hall: 4 - Booth: G1/G2

LUGANA DOC SAN BENEDETTO



Grapes (%)
100% Trebbiano di Lugana.
Land of production
Between Peschiera and Desenzano, the southern area of Garda Lake, Veneto.
Organoleptic characteristics
Colour: straw-yellow with greenish highlights. Nose: delicate and pleasurable. Palate: fresh, soft, gentle.
N. of bottles produced
N/A
Sizes
0,75 lt

www.zenato.it

CASA VINICOLA SARTORI

Meet us at Vinitaly: Hall: 4 - Booth: E2

LUGANA DOC LA MUSINA



Grapes (%)
100% Trebbiano di Lugana.
Land of production
Selected vineyards in the centre of the Lugana area, south west of Lake Garda.
Organoleptic characteristics
Pale yellow with greenish hues; delicate fruit and floral aroma; pleasantly dry and balanced flavor.
N. of bottles produced
10,000
Sizes
0,75 lt

www.sartorinet.com

SOAVE CLASSICO DOC SELLA



Grapes (%)
90% Garganega, 10% Trebbiano di Soave.
Land of production
Select vineyards situated in the Classico area of the hills of the north-east part of Verona.
Organoleptic characteristics
Pale yellow with golden hues; delicate fruity aromas; dry and balanced with good minerality and a lingering bitter-almond finish.
N. of bottles produced
10,000
Sizes
0,75 lt

CANTINA LA-VIS E VALLE DI CEMBRA

Meet us at Vinitaly: Hall: 3 - Booth: C4

CHARDONNAY VIGNETI DELLE DOLOMITI IGT DIAOL



Grapes (%)
Chardonnay.
Land of production
Municipality of Lavis, loc. Pressano, Trentino Alto Adige.
Organoleptic characteristics
A golden colour in the glass with traces of green; scents of golden plum, nectarine and delicate hints of vanilla alternate to provide a complex aroma. A tense and lively flavour, whose acidity supports the well-structured body. Its lingering bouquet stirs memories of ripe fruit and vanilla sugar.
N. of bottles produced
10,000
Sizes
0,75 lt

www.la-vis.com

CANTINE SETTESOLI

Meet us at Vinitaly: Hall: 2 - Vini di Sicilia Booth: D68 - E72

URRA DI MARE SICILIA DOC



Grapes (%)
100% Sauvignon Blanc.
Land of production
South-Western Coast of Sicily.
Organoleptic characteristics
Intense aromas of citrus and fruits such as peaches, apricots and grapefruit, finely balanced with hints of mint and basil. This is a beautifully balanced wine that is crisp and refreshing with lots of personality.
N. of bottles produced
50,000
Sizes
0,75 lt

www.cantinesettesoli.it

CANTINA DI SOAVE

Meet us at Vinitaly: Hall: 4 - Booth: F4

**CADIS SOAVE
DOC 2017**



Grapes (%)
100% Garganega.
Land of production
The ancient Italian wine-growing area Soave, Veneto.
Organoleptic characteristics
Soave Cadis is fragrant with ripe apple and a fresh hint of almond. Well-balanced, delicious, and very stylish, it is the perfect partner to antipasti, soups, pasta dishes, veal and poultry, and all fish.
N. of bottles produced
N/A
Sizes
0,75 lt

www.cantinasoave.it

CANTINA RICCHI

Meet us at Vinitaly: Hall: Palaexpo - Booth: A/6 - Colli Mantovani

**GARDA CHARDONNAY
MERIDIANO DOC**



Grapes (%)
100% Chardonnay.
Land of production
Monzambano, Mantova, Lombardy.
Organoleptic characteristics
A straw yellow wine with shades of gold. The bouquet is intense and persistent, accentuated by the warm hints of mature exotic fruit, bananas and honey. It is full bodied and harmonious. It leaves a soft taste on the tongue due to the combination of polyalcohol and alcohol. It also has an inviting freshness.
N. of bottles produced
20,000
Sizes
0,75 lt

www.cantinaricchi.it

CASA VINICOLA E. ANTONUTTI

Meet us at Vinitaly: Hall: 6 - Booth: F6

**PINOT GRIGIO ANTONUTTI
DOC FRIULI GRAVE**



Grapes (%)
100% Pinot Grigio.
Land of production
Alluvial and pebbly plain, North-Western Friuli.
Organoleptic characteristics
Straw yellow color with light copper hues. Flowery notes followed by pronounced fruity feelings and proper freshness.
N. of bottles produced
80,000
Sizes
0,75 lt - 0,375 lt

www.antonuttivini.it

ROCCAFIGLIORE

Meet us at Vinitaly: Hall: 2 Booth: A9/F9 - Umbria Top area

FIORFIORE R***A, UMBRIA
GRECHETTO IGT**



Grapes (%)
100% Grechetto di Todì.
Land of production
Chioano, Perugia, Umbria.
Organoleptic characteristics
Brilliant straw yellow wine. Rich and complex on the nose, multifaceted aromas of white peach and small yellow flowers as well as a delicate tropical note. The wine's elegance and perfect balance are the product of its remarkable structure, which give the wine its unmistakable character. The extremely freshness and its special flavour represent the expression of a very good minerality.
N. of bottles produced
1,000
Sizes
0,75 lt - Magnum 1,5 lt

www.roccafigliorewines.com

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A FAMILY PASSION

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VINITALY 15/18 APRILE
HALL 5 STAND C2

Famiglia Pasqua
2013
AMARONE DELLA VALPOLICELLA
Piemonte & Biogo Cadenara & Savello

CANTINE SAN MARZANO

Meet us at Vinitaly: Hall: 11 - Booth: D5

EDDA, BIANCO SALENTO IGP 2017



Grapes (%)
60% Chardonnay, 15% Moscatello Selvatico, 15% Fiano Minutolo, 10% Passuluna.

Land of production
San Marzano, Salento, Apulia.

Organoleptic characteristics
Colour: straw yellow with goldish reflections. Aroma: mellow floral notes, of peach and delicate vanilla pervade the nose. Taste: generous in its elegance, fresh, delicate and mineral.

N. of bottles produced
30,000

Sizes
0,75 lt

www.cantinesanmarzano.com

CASTELLO DI MELETO

Meet us at Vinitaly: Hall: 9 - Booth: A13

BORGAIO VERMENTINO IGT TOSCANA



Grapes (%)
100% Vermentino.

Land of production
Gaiole in Chianti, Siena, Tuscany.

Organoleptic characteristics
Intense and crystal clear straw yellow. At the nose it has hints of citrus. In the mouth it is fresh, slightly savory and it has a long and mineral finish.

N. of bottles produced
25,000

Sizes
0,75 lt

www.castellomeleto.it



CANTINA TOLLO

Meet us at Vinitaly: Hall: 12 - Booth: D7 and Hall: 7 - Booth: G2

PECORINO TERRE DI CHIETI IGP



Grapes (%)
100% Pecorino.

Land of production
Province of Chieti, Abruzzo.

Organoleptic characteristics
Colour straw yellow with light green reflexes. Fragrance fresh and fruity, with clear notes of citrus fruits and tropical fruits, white peach, mango and sage. Its finish has elegant floral perfumes. Taste full bodied, well-structured with very good persistence and balance. Slight balsamic finish

N. of bottles produced
70,000

Sizes
0,75 lt

www.cantinatollo.it/en/

MACULAN

Meet us at Vinitaly: Hall: 7 - Booth: B3

TORCOLATO



Grapes (%)
100% Vespaiola.

Land of production
Breganze, Vicenza, Veneto.

Organoleptic characteristics
Of a bright gold colour, Torcolato exudes intense aromas of honey, ripe fruit such as raisin and dried apricot, with final notes of vanilla and sweet almonds. Caressing and fresh on the palate, Torcolato has a long-lasting finish.

N. of bottles produced
12,000

Sizes
0,375 lt - 0,75 lt

www.maculan.net

BOTTER

Meet us at Vinitaly: Hall: 5 - Booth: B4

DOPPIO PASSO - PRIMITIVO SALENTO IGT



Grapes (%)
Pinot Grigio.

Land of production
Veneto.

Organoleptic characteristics
It has straw colour and also an ample, lasting fruity bouquet. The palate is dry, soft and well balanced, due to its full body.

N. of bottles produced
N/A

Sizes
0,75 lt

www.botter.it

CONTI ZECCA

Meet us at Vinitaly: Hall: 11 - Booth: F3

CALAVENTO IGP SALENTO



Grapes (%)
100% Malvasia Bianca.

Land of production
Salento, Apulia.

Organoleptic characteristics
Colour: straw yellow hue. Bouquet: ample, rich, characteristic. Taste: characteristic, pleasantly fruity with an almond finish.

N. of bottles produced
20,000

Sizes
0,75 lt

www.contizecca.it

CANTINA TRAMIN

Meet us at Vinitaly: Hall: 6 - Booth: B2

STOAN ALTO ADIGE DOC



Grapes (%)
65% Chardonnay, 20% Sauvignon, 10% Pinot Blanc, 5% Gewürztraminer.

Land of production
Termeno, Trentino Alto Adige.

Organoleptic characteristics
Color: light golden. Aroma: elegant and refined, fruity notes of peach, apricot, pear, elderflower, kumquat, white flowers with fine spicy notes, jasmine, mimosa. Taste: deep fruit aromas of pineapple, banana, pear, tomato leaves, green bell pepper, citrus zest, harmonic and balanced, delicate salty minerality with a long lasting, creamy finish.

N. of bottles produced
55,000

Sizes
500 magnums and few large formats: 0,75 lt - 1.5 lt - 3 lt - 5 lt

www.cantinatramin.it

TERRE CORTESI MONCARO

Meet us at Vinitaly: Hall: 7 - Booth: E10

'VIGNA NOVALI' CASTELLI DI JESI VERDICCHIO DOCG RISERVA



Grapes (%)
100% Verdicchio.

Land of production
Marche.

Organoleptic characteristics
Brilliant straw-yellow colour flecked with green and gold, which deepens with further ageing. Bouquet is impressively intense and lengthy, with fruit aromas and lovely hints of citrus, honey together with pungent floral impressions of Mediterranean scrub. Palate: dry but smooth and soft.

N. of bottles produced
18,000

Sizes
0,75 lt

www.moncaro.com

FATTORIA LE MORTELLE

Meet us at Vinitaly: Hall: 7 - Booth: D2

VIVIA MAREMMA TOSCANA DOC 2017



Grapes (%)
Vermentino, Viognier, Ansonica.

Land of production
Ampio Tirli, Grosseto, Tuscany.

Organoleptic characteristics
The 2017 Vivia shows a straw yellow color with brilliant greenish highlights. The nose is dominated by a sweet and pleasurable intensity, a characteristic of the vintage. Notes of ripe white fruit fuse with exotic aromas of pineapple and mango and are followed by delicate hints of white flowers and lemons. The palate is savory and vibrant with a crisp, persistent finish and a citrus fruit aftertaste of citron zest.

N. of bottles produced
65,000

Sizes
0,75 lt

www.lemortelle.it

AZ. AGR. VILLA SIMONE

Meet us at Vinitaly: Hall: A - Booth: 55

VIGNETO FILONARDI FRASCATI SUPERIORE DOCG RISERVA 2016



Grapes (%)
40% Malvasia del Lazio, 40% Malvasia di Candia, 10% Grechetto, 10% Trebbiano.

Land of production
Monte Porzio Catone, Roma, Lazio.

Organoleptic characteristics
It is a straw yellow wine. Subtle and intense fragrances remind of ripe fruits and spices. In the mouth it has good structure with an intense remind of the involved minerals. It is a versatile wine that matches with elegance the whole roman cuisine, mixed grills and cheeses.

N. of bottles produced
3,300

Sizes
0,75 lt

www.villasimone.it

GIACOBAZZI
MODENA

Vinitaly 2018:
Hall 3
Booth B7

1 GIACOBAZZI MODENA
ELEGANTE
LAMBRUSCO DI SORBARA D.O.C.
Secco

it's my wine

follow

ROSÉ



BANFI

Meet us at Vinitaly: Hall: 9 - Booth: D6

TOSCANA IGT COST'È 2017



Grapes (%)
Mainly Sangiovese with small percentages of Vermentino.
Land of production
Tuscany.
Organoleptic characteristics
Soft pink in color. On the nose, among the notes of red fruits typical of Sangiovese, you can perceive hints of citrus and sage characteristic of Vermentino. A fresh rosé with good persistence.
N. of bottles produced
20,000
Sizes
0,75 lt

castellobanfi.com

FRESCOBALDI

Meet us at Vinitaly: Hall: 9 - Booth: C5

TOSCANA IGT ALIE



Grapes (%)
Syrah and Vermentino.
Land of production
Magliano in Toscana Maremma, Tuscany.
Organoleptic characteristics
Alie is a refined and elegant wine characterised by its pale rosé colour and subtle peach highlights. Fruity and intense with immediate freshness on the nose gained in ripe fruit, the aromatic fruits carry from the nose to the palate, augmented by a textured streak of minerality, with citrus, Marasca cherries and white melon fruit notes. A characterful rosé with a long, fresh, persistent finish.
N. of bottles produced
300,000
Sizes
0,75 lt – Magnum – Double Magnum

www.frescobaldi.it

TENUTE PICCINI

Meet us at Vinitaly: Hall: 9 - Booth: C2

ETNA DOC SCALUNERA ROSATO



Grapes (%)
95% Nerello Mascalese and 5% Nerello Cappuccio.
Land of production
Etna Doc Area, Sicily.
Organoleptic characteristics
Colour: pale blush. Nose: small red fruits, reminiscent of passion fruit, delicate spices. Palate: generous and fresh, well structured, sapid.
N. of bottles produced
14,000
Sizes
0,75 lt

www.tenutepiccini.it

LIBRANDI ANTONIO & NICODEMO

Meet us at Vinitaly: Hall: 6 - Booth: F2

TERRE LONTANE VAL DI NETO IGT



Grapes (%)
70% Gaglioppo, 30% Cabernet Franc.
Land of production
Calabria.
Organoleptic characteristics
Very fresh and pleasant rosé, with hints of red berries and flowers supported by a good acidity.
N. of bottles produced
100,000
Sizes
0,375 – 0,75 lt

www.librandi.it

STEMMARI

Meet us at Vinitaly: Hall: 3 - Booth: B2

**SICILIA DOC
CREATO ROSÈ BIO**



Grapes (%)

100% Nero d'Avola.

Land of production

Sicily.

Organoleptic characteristics

The aroma of the vine – with wild strawberry and pomegranate – is best expressed as it is not complexed by a powerful structure of the wine. As for a white it is more evident and intense than red wine. The mouth acquires verticality and therefore freshness and length, with savoury sensations, characteristics of Nero d'Avola in the area, even more evident.

N. of bottles produced

N/A

Sizes

0,75 lt

www.stemmari.it

PASQUA VIGNETI E CANTINE

Meet us at Vinitaly: Hall: 5 - Booth: C2

**11 MINUTES ROSÉ
TREVENEZIE IGT 2017**



Grapes (%)

50% Corvina, 25% Trebbiano di Lugana, 15% Syrah and 10% Carmenère.

Land of production

Veneto.

Organoleptic characteristics

The Corvina varietal, which dominates in terms of percentage, was chosen for the wine floral aromas as well as the significant acidity it gives to the wine. Trebbiano brings elegance and a long aftertaste. Syrah gives fine fruit and spice notes to the glass, and finally Carmenère creates structure, ensuring stability over time.

N. of bottles produced

130,000

Sizes

0,75 – 1,5 – 3 lt

www.pasqua.it

SERENA WINES 1881

Meet us at Vinitaly: Hall: 6 - Booth: C4

**ROSÉ SPUMANTE
TERRA SERENA**



Grapes (%)

Blend of red grapes vinificated in rosé.

Land of production

Italy.

Organoleptic characteristics

Light pink colour with cyclamen tints, fine and persistent perlage. The fragrance is fruity with strawberry scent. The taste is fresh, delicate and harmonious.

N. of bottles produced

38,000

Sizes

0,75 lt

www.serenawines.it

VALDO SPUMANTI

Meet us at Vinitaly: Hall: 4 - Booth: F3

**VALDO MARCA ORO
ROSÉ BRUT**



Grapes (%)

Ideal grapes for spumante wine-making.

Land of production

Skilful and accurate selection of grapes coming from the best wine-growing areas with a vocation for spumante.

Organoleptic characteristics

Scarlet brush strokes on rose petals. Fine and elegant blossom, with a consistent presence of raspberry. Tickling fine perlage of minute bubbles; pleasant round warm flavour; charming fruity aroma. The whirlwind of sensations generated by this excellent Rosé wine from the Valdo expertise, is pure delight.

N. of bottles produced

380,000

Sizes

0,75 lt

www.valdo.com

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THE GEM OF ASOLO.



A PASSION LASTING FIVE GENERATIONS AND A UNIQUE TERROIR: THESE ARE THE INGREDIENTS OF OUR EXTRAORDINARY EXTRA BRUT. AN UNMISTAKABLE TASTE, A STRONG LINK TO THE HISTORY AND BEAUTY OF THE ASOLO REGION.



MONTELVINI

Allcati in Vigna

ROSÉ

CANTINA TOLLO

Meet us at Vinitaly: Hall: 12 - Booth: D7
and Hall: 7 - Booth: G2

HEDÒS CERASUOLO D'ABRUZZO DOP



Grapes (%)
100% Montepulciano.
Land of production
Abruzzo region, province of Chieti, Pescara and Teramo.
Organoleptic characteristics
Colour: bright rosé with violet notes. Fragrance: intense and elegant aromas of ripe red fruit, fine floral notes and delicate spicy nuances. Taste: full bodied, soft and persistent
N. of bottles produced
26,000
Sizes
0,75 lt

cantinatollo.it/en/

BORTOLOMIOL

Meet us at Vinitaly: Hall: 4 - Booth: C5

FILANDA ROSÉ BRUT MILLESIMATO RISERVA PINOT NERO



Grapes (%)
100% Pinot noir. Grape from Oltrepò Pavese.
Land of production
Valdobbiadene (Tv), Veneto.
Organoleptic characteristics
Colour: delicate bright rose pink. Perlage: fine and persistent. Bouquet: refined, delicate and vinous with hints of wild berries (blackberry, redcurrant, raspberry). Taste: full, intense, dry, velvety and layered.
Sizes
0,75 lt

www.bortolomiol.com

TERRE D'OLTREPÒ

Meet us at Vinitaly: Hall: Palaexpo - Booth: D4

OLTREPÒ PAVESE DOCG CRUASÈ BRUT METODO CLASSICO ROSÉ



Grapes (%)
100% Pinot nero.
Land of production
Oltrepò Pavese, Lombardy.
Organoleptic characteristics
Pink color. Bouquet rich, elegant and harmonious. The taste is sapid and fresh.
N. of bottles produced
50,000
Sizes
0,75 – 1,5 lt

www.terredoltrepo.it

CONTI ZECCA

Meet us at Vinitaly: Hall: 11 - Booth: F3

CANTALUPI ROSATO IGP SALENTO



Grapes (%)
75% Negroamaro, 25% Other.
Land of production
Salento, Puglia.
Organoleptic characteristics
Colour: brilliant hue with violet red highlights. Bouquet: ripe fruits. Taste: fresh and harmonic with a palate of ripe plums.
N. of bottles produced
30,000
Sizes
0,75 lt

www.contizecca.it

CANTINE SAN MARZANO

Meet us at Vinitaly: Hall: 11 - Booth: D5

TRAMARI ROSÉ DI PRIMITIVO SALENTO IGP 2017



Grapes (%)
100% Primitivo.
Land of production
San Marzano, Salento, Puglia.
Organoleptic characteristics
Softly rosé coloured; intense and persistent aroma of Mediterranean mavis, with cherry and raspberry notes. A fresh and elegant wine, balanced in the mouth.
N. of bottles produced
30,000
Sizes
0,75 lt

www.cantinesanmarzano.com

CASA VINICOLA CANELLA

Meet us at Vinitaly: Hall: 5 - Booth: E1

ROSÉ BRUT MARTINOTTI CANELLA



Grapes (%)
100% Pinot noir.
Land of production
Trentino Alto Adige.
Organoleptic characteristics
Rosé Brut Martinotti Canella is a long Charmat method rosé of Pinot noir. Perlage is fine and persistent, in the mouth it is crisp, lingering with a note of yeasts, typical of the long Charmat.
N. of bottles produced
100,000
Sizes
0,20 – 0,75 – 1,5 – 3 lt

www.canellaspa.it

CLETO CHIARLI TENUTE AGRICOLE

Meet us at Vinitaly: Hall: 1 - Booth: A8

VILLA CIALDINI ROSÉ DE NOIR VINO SPUMANTE ROSÉ BRUT



Grapes (%)
Lambrusco Grasparossa.
Land of production
Emilia Romagna.
Organoleptic characteristics
Lively froth, red currant colour, fine and abundant perlage. Intense and fruity scent, neat taste with feeling of wild berries.
N. of bottles produced
15,000
Sizes
0,75 lt

www.chiarli.it

AZ. AGR. CONTE COLLALTO

Meet us at Vinitaly:
Hall: 4 - Booth: C1

MANZONI MOSCATO 13.0.25 VIOLETTE ROSÉ EXTRA DRY SPARKLING WINE



Grapes (%)
100% Manzoni Moscato 13.0.25.
Land of production
Conegliano Valdobbiadene Hills, Veneto.
Organoleptic characteristics
This rosé sparkling wine beguiles the taster first of all with its appearance, an utterly inimitable peony pink hue. The nose is intensely redolent of delicate notes of rose petals, lime blossoms, and wild berry. The mousse expands with beautiful proportion in the mouth, giving the palate its crisp fruit nuances and a sense of exquisite balance.
N. of bottles produced
40,000
Sizes
0,75 – 1,5 lt

www.cantine-collalto.it



GIACOBAZZI VINI

Meet us at Vinitaly: Hall: 3 - Booth: B7

COMPANY PROFILE

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

EXPORT (%)

80%

HECTARES OF VINEYARD

(TOTAL): 110

N. OF BOTTLES PRODUCED

(TOTAL): 400,000

PIGNOLETTO DOC VINO SPUMANTE 'BRUT GIACOBAZZI 9'



Grapes (%)

Grechetto Gentile.

Land of production

Modena, Emilia Romagna.

Organoleptic characteristics

Straw yellow with greenish reflections, foam is fine and persistent; strong, persistent and flowery fruity fragrance. The taste is fresh, aromatic with well-balanced acidity.

N. of bottles produced

170,000

Sizes

0,75 lt

LAMBRUSCO DI SORBARA DOC 'GIACOBAZZI 1'



Grapes (%)

Lambrusco di Sorbara.

Land of production

Modena, Emilia Romagna.

Organoleptic characteristics

Light ruby-red colour with pink reflections, the foam is fine and evanescent. Typical aroma of violets and wild strawberries. The taste is refined, full-bodied and elegant with an remarkable acidity.

N. of bottles produced

170,000

Sizes

0,75 lt

LAMBRUSCO GRASPAROSSA DI CASTELVETRO DOC 'GIACOBAZZI 2'



Grapes (%)

85% Lambrusco Grasparossa di Castelvetro, 10% Lambrusco di Sorbara, 5% Malbo Gentile.

Land of production

Modena, Emilia Romagna.

Organoleptic characteristics

Dark ruby-red color, fine foam with purplish-blue edges; characteristic winy and red fruit fragrance. The taste is smooth, fruity and pleasantly sweet. Well-balanced and smoothly tannic.

N. of bottles produced

170,000

Sizes

N/A

www.giacobazzivini.it

follow

BUBBLES

GRUPPO MEZZACORONA

Meet us at Vinitaly: Hall: 3 - Booth: B2

COMPANY PROFILE

Since 1904, Mezzacorona growers have crafted their own vineyards in the valleys of Trentino Alto Adige where our fine and special wines come from. Mezzacorona wines and Rotari Metodo Classico are the fruit of a careful attention given to the exclusive characteristics of each vine varietal and they are produced with respect to the environment.

EXPORT (%): 80%

HECTARES OF VINEYARD (TOTAL): 2.800

N. OF BOTTLES PRODUCED (TOTAL): N/A

TRENTO DOC METODO CLASSICO ROTARI 40 ANNI SPECIAL LIMITED EDITION



Grapes (%)

100% Chardonnay.

Land of production

Trentino Alto Adige.

Organoleptic characteristics

This Special Edition boasts a golden colour with its fountain of elegant and prolonged perlage giving off perfumes of citrus fruits; nectarine and apricot mingling with pleasant hints of vanilla and hazelnut. Extremely velvety on the palate, boasting a prolonged and savoury taste.

N. of bottles produced

N/A

Sizes

0,75 lt

www.rotari.it

VILLA SANDI

Meet us at Vinitaly: Hall: 6 - Booth: E4

RIBOLLA GIALLA BRUT SPARKLING



Grapes (%)

100% Ribolla gialla.

Land of production

From the winery own estate in Friuli Venezia Giulia.

Organoleptic characteristics

Straw yellow colour. Fine, elegant fragrance with aromatic notes, fruity and mineral hints.

The flavor is sharp, velvety, full, pleasantly aromatic, harmonic.

N. of bottles produced

60,000

Sizes

0,75 lt

www.villasandi.it - www.lagioiosa.it

ASOLO PROSECCO SUPERIORE DOCG EXTRA DRY LA GIOIOSA BIODIVERSITY FRIEND



Grapes (%)

100% Glera.

Land of production

The winery Biodiversity Friend estate is located in a naturalistic oasis between the river Piave and the Asolo and Montello hilly area, Veneto.

Organoleptic characteristics

Pale straw yellow, fine and persistent perlage. Intensely fruity aroma with hints of ripe olden apple. Pleasant and elegant flowery sensation. Fresh and soft to the palate; an agreeably fruity and harmonious finish.

N. of bottles produced

120,000

Sizes

0,75 lt

CANTINE CAPETTA

Meet us at Vinitaly: Hall: 5 - Booth: E5

ASTI SECCO DOCG DUCHESSA LIA



Grapes (%)

Moscato bianco.

Land of production

Piedmont.

Organoleptic characteristics

Perlage: fine and persistent. Colour: straw yellow with light gold reflex. Bouquet: typical of muscat grape, with wisteria and acacia notes. Taste: dry, delicate, well balanced.

N. of bottles produced

N/A

Sizes

0,75 lt

www.vincantinepirovano.com

CANTINE PIROVANO

Meet us at Vinitaly: Hall: 5 - Booth: E2

PINOT NERO SPUMANTE OLTREPÒ PAVESE DOC EXTRA DRY



Grapes (%)

Pinot nero.

Land of production

Oltrepò Pavese, Lombardy.

Organoleptic characteristics

Straw yellow with thin perlage; aroma of green apple and banana; fresh and mineral, with great balance.

N. of bottles produced

100,000

Sizes

0,75 lt

www.cantinecapetta.it

FRATELLI MARTINI SECONDO LUIGI

Meet us at Vinitaly: Hall: 7 - Booth: C4

PROSECCO DOC MILLESIMANTO 2017 CANTI



Grapes (%)

Glera.

Land of production

Veneto.

Organoleptic characteristics

Colour: light straw yellow with fine and persistent perlage. Fragrance: pleasant, characteristic and aromatic. Flavour: dry and pleasantly fruity.

N. of bottles produced

N/A

Sizes

0,75 lt

www.fratellimartini.it

CANTINE MASCHIO

Meet us at Vinitaly: Hall: 5 - Booth: A16
and Hall: 1 - Booth: C5

PROSECCO DOC TREVISO EXTRA DRY MASCHIO



Grapes (%)

85% Glera and 15% grapes designated in the Doc regulation.

Land of production

Vineyards in the area of Treviso, north of Venice. Produced in Cantine Maschio, Vissana di Vazzola, Treviso, Veneto.

Organoleptic characteristics

Appearance: light straw yellow with a lively mousse. Nose: pronounced candied fruit and sweet flowers. Taste: attractive with an aromatic note.

N. of bottles produced

1,062,000

Sizes

0,75 lt - 1,5 lt

www.cantinemaschio.com

AZIENDA AGRICOLA DRUSIAN FRANCESCO

Meet us at Vinitaly: Hall: 6 - Booth: B4

VALDOBBIADENE PROSECCO SUPERIORE DOCG SPUMANTE EXTRA DRY



Grapes (%)
100% Glera.
Land of production
Conegliano Valdobbiadene Prosecco Superiore Docg Area, Veneto.
Organoleptic characteristics
Colour: straw yellow with greenish hints. Nose: clean and elegant, with a delicate note of apple. Palate: fragrant, harmonious and well-balanced.
N. of bottles produced
800,000
Sizes
0,375 lt – 0,75 lt – 1,5 lt

www.drusian.it

LE MANZANE

Meet us at Vinitaly: Hall: 4 - Booth: F7

CONEGLIANO VALDOBBIADENE DOCG PROSECCO SUPERIORE SPUMANTE BRUT MILLESIMATO 20.10



Grapes (%)
100% Glera.
Land of production
Morainic hills between Conegliano and Valdobbiadene, province of Treviso, Veneto.
Organoleptic characteristics
Strow-yellow colour with a refined and persistent perlage. Delicate fruity scent with elegant floral intensity, citrus and green apple notes and light shades of bread. Whole creamy taste, sapid and fresh with mineral notes.
N. of bottles produced
39,000
Sizes
0,75 lt

www.lemanzane.com

ASTORIA VINI

Meet us at Vinitaly: Hall: 4 - Booth: E8/F8/G8

RIBOLLA GIALLA BRUT XALA



Grapes (%)
100% Ribolla gialla.
Land of production
Friuli Venezia Giulia.
Organoleptic characteristics
Elegant, clean, fruity and floral aroma with a finely poised and pleasantly lemony taste. Slightly aromatic finish.
N. of bottles produced
100,000
Sizes
0,75 lt

www.astoria.it

VITICOLTORI FRIULANI LA DELIZIA

Meet us at Vinitaly: Hall: 6 - Booth: B8

PROSECCO DOC SPUMANTE EXTRA DRY NAONIS



Grapes (%)
100% Glera.
Land of production
The production area includes a wide surface on the plain of the Friuli Region.
Organoleptic characteristics
Bright straw yellow in colour, with an intense, complex, fine, fruity fragrance. This Prosecco is round, pleasant and fresh with a fine and persistent perlage.
N. of bottles produced
800,000
Sizes
0,75 lt

www.ladelizia.com

follow

ALBINEA CANALI

Meet us at Vinitaly: Hall: 5 - Booth: A16 and Hall: 1 - Booth: C5

LAMBRUSCO DELL'EMILIA IGT ALBINEA CANALI OTTOCENTONERO



Grapes (%)
Lambrusco Salamino, Lambrusco Grasparossa and Ancellotta.
Land of production
Vineyards in the plain and lower hillsides of the provinces of Reggio Emilia and Modena, Emilia Romagna.
Organoleptic characteristics
Color: bright, deep ruby red with purplish highlights. Perfume: intense, with hints of wild berries. Taste: semi-sparkling, rich, full-bodied and well balanced.
N. of bottles produced
160,000
Sizes
0,75 lt – 1,5 lt

www.albineacanal.com

CANTINA DELLA VOLTA DI CHRISTIAN BELLEI & C.

Meet us at Vinitaly: Hall: 3 - Booth: E5

MILLESIMATO BIANCO VINO SPUMANTE DI QUALITÀ BRUT METODO CLASSICO CHRISTIAN BELLEI



Grapes (%)
100% Lambrusco di Sorbara.
Land of production
Bomporto, province of Modena, Emilia Romagna.
Organoleptic characteristics
Pale yellow color with greenish hues, lively and persistent effervescence that finds its ultimate expression in a fine, uninterrupted and lasting crown. The expressive and masterful nose reveals pleasant floral scents combined with distinctive notes of fruit (apple). The attack is large, dynamic, round and velvety. It happily matches with the elements identified in the olfactory phase.
N. of bottles produced
22,000
Sizes
0,75 lt – 1,5 lt

www.cantinadellavolta.com



vinitaly HALL 1 BOOTH A13



Chardonnay D.O.C. Blanc de Blancs Sparkling Brut
Bollo Rosso Gutturio Reserve D.O.C.

New wines coming from traditional flavours

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Ortrugo Sparkling Organic and Vegan Wine D.O.C.
Gutturio Sparkling Organic and Vegan Wine D.O.C.

BUBBLES



BOTTER

Meet us at Vinitaly: Hall: 5 - Booth: B4

'DIVICI' PROSECCO DOC - ORGANIC SPARKLING WINE



Grapes (%)
Glera.

Land of production
Hills around Treviso, Veneto.

Organoleptic characteristics
Fine bright perlage and delicate creamy foam. Pale light yellow colour, delicate and complex bouquet with fruity notes that remind of peach, green apple with second notes of lemon. Floral notes of acacia and rose flowers combined with a light spicy Mediterranean bouquet. Fresh and soft on the palate with a well-balanced acidity and sapidity. Harmonic with a long and permanent aftertaste.

N. of bottles produced
350,000 (2017)

Sizes
0,75 lt

www.botter.it

CÀ DE' MEDICI

Meet us at Vinitaly: Hall: 1 - Emilia Romagna Booth: A11

'TERRA CALDA' LAMBRUSCO REGGIANO IGT



Grapes (%)
85% Lambrusco (Salamino, Ancellotta, Malbo Gentile), 15% Cabernet.

Land of production
Reggio Emilia, Emilia Romagna.

N. of bottles produced
30,000

Sizes
0,75 lt

www.cademedici.it

CASA VINICOLA CANELLA

Meet us at Vinitaly: Hall: 5 - Booth: E1

PROSECCO SUPERIORE DOCG MILLESIMATO CANELLA EXTRA-DRY



Grapes (%)
100% Glera.

Land of production
Valdobbiadene, Treviso, Veneto.

Organoleptic characteristics
Prosecco Superiore Docg Canella is brilliant in colour, with persistent perlage and a characteristically fruity nose. On the palate, it is well balanced and mellow, with a subtle hint almost of sweetness.

N. of bottles produced
1,000,000

Sizes
0,2 lt - 0,75 lt - 1,5 lt - 3 lt

www.canellaspa.com

CLETO CHIARLI TENUTE AGRICOLE

Meet us at Vinitaly: Hall: 1 - Booth: A8

'VILLA CIALDINI' BRUT MILLESIMATO, PIGNOLETTO DOC - BRUT SPARKLING WINE



Grapes (%)
Grechetto Gentile.

Land of production
Emilia Romagna.

Organoleptic characteristics
Light straw-yellow colour, slightly aromatic and fruity, abundant froth with fine and lasting perlage. Delicate taste with feelings of fresh fruit.

N. of bottles produced
65,000

Sizes
0,75 lt.

www.chiarli.it

BORTOLOMIOL

Meet us at Vinitaly: Hall: 4 - Booth: C5

**'BANDAROSSA' VALDOBBIADENE
PROSECCO SUPERIORE
DOCG EXTRA DRY MILLESIMATO**



Grapes (%)
100% Glera.
Land of production
Valdobbiadene, Treviso, Veneto.
Organoleptic characteristics
Colour: pale yellow. Perlage: fine and persistent. Bouquet: Fine, pleasantly fruity and aromatic. Taste: Slight, sweetish, well-balanced and velvety.
N. of bottles produced
100,000/year
Sizes
0,75 lt

www.bortolomiol.com

**'IUS NATURAE' VALDOBBIADENE
PROSECCO SUPERIORE
DOCG BRUT MILLESIMATO ORGANIC**



Grapes (%)
100% Glera.
Land of production
Valdobbiadene, Treviso, Veneto.
Organoleptic characteristics
Colour: pale yellow. Perlage: fine and persistent. Bouquet: hints of apple and pear, mineral and elegant. Taste: clean, fruity, dry, long and balanced with a pleasant, characteristic aftertaste.
N. of bottles produced
16,000/year
Sizes
0,75 lt

LA CANTINA PIZZOLATO

Meet us at Vinitaly: Hall: 5
Veneto Booth: B3

**SPARKLING METODO CLASSICO
BRUT NATURE 2015 -
ORGANIC & VEGAN WINE**



Grapes (%)
51% Chardonnay, 49% Manzoni Bianco.
Land of production
Villorba, Treviso, Veneto.
Organoleptic characteristics
Broad and soft, with a savory and dry finish. Good initial acidity and marked minerality. Intense with aroma of ripe fruit and honey, enriched with floral hints and leavened bread dough.
N. of bottles produced
800
Sizes
0,75 lt

www.lacantinapizzolato.com

VALLE DELLA VERSA

Meet us at Vinitaly:
Hall: Palaexpo - Booth: C4

**'CARTA ORO' PINOT NERO
METODO CLASSICO BRUT**



Grapes (%)
70% Pinot Nero, 30% Chardonnay.
Land of production
Oltrepò Pavese, Lombardy.
Organoleptic characteristics
Straw yellow color; intense scent with red fruits hints. Dry and sapid with bitter aftertaste. Ideal as aperitif and as pairing with the finest foods.
N. of bottles produced
25,000
Sizes
0,75 lt - 1,5 lt

www.laversa.it

AZ. AGR. CONTE COLLALTO

Meet us at Vinitaly:
Hall: 4 - Booth: C1

**'PONTE ROSSO' DOCG BRUT NATURE
MILLESIMATO SPARKLING WINE
CONEGLIANO VALDOBBIADENE
PROSECCO SUPERIORE DOCG**



Grapes (%)
100% Glera.
Land of production
Conegliano Valdobbiadene Hills, Veneto.
Organoleptic characteristics
This Prosecco is a nonpareil example of the most modern and innovative interpretations of this Docg wine. The eye is first drawn to its appealing straw yellow, with subtle, green-flecked highlights, then to a vigorous cascade of pin-point bubbles that creates a creamy, vivacious mousse which seems to linger forever. The ultra-fragrant bouquet is redolent of fully-ripe Pink Lady apple and the heritage San Pietro pear over a delicately floral background.
N. of bottles produced
20,000
Sizes
0,75 lt

www.cantine-collalto.it

DUCA DI DOLLE

Meet us at Vinitaly: Hall: 8 - Booth: i2-i3

**VALDOBBIADENE PROSECCO
SUPERIORE DOCG
'CUV' RIVE DI ROLLE SPUMANTE
BRUT CUVÈE**



Grapes (%)
100% Glera.
Land of production
Rolle di Cison di Valmarino, Treviso, Veneto.
Organoleptic characteristics
Clear, bright wine, straw-yellow in colour, with a very fine and persistent perlage even after many minutes in the glass. Intense, agreeable bouquet with typical flower and citrus fruit sensations and a characteristic hint of green apple. Palate is well balanced between sweetness and roundness, acidulous in the mouth with slightly bitter aftertaste.
N. of bottles produced
7,000 (2017)
Sizes
0,75 lt

www.ducadidollewinery.com

AGRIVERDE

Meet us at Vinitaly: Hall: 12 - Booth: D3

**ZETIS ORGANIC
SPARKLING WINE**



Grapes (%)
100% Pecorino.
Land of production
Ortona, province of Chieti, Abruzzo.
Organoleptic characteristics
Perlage: continuous and fine-grained. Colour: straw-yellow, bright, brilliant. Fragrance: Finely spicy bouquet, floral, with great minerality. Flavour: ample and well-balanced.
N. of bottles produced
N/A
Sizes
0,75 lt

www.agriverde.it

LA TORDERA

Meet us at Vinitaly: Hall: 8 - Booth: i2-i3

**RIVE DI VIDOR VALDOBBIADENE
DOCG DRY TITTONI**



Grapes (%)
100% Glera.
Land of production
The grapes from this wine come from an old vineyard on steep hills over the town of Vidor, province of Treviso, Veneto.
Organoleptic characteristics
Color: brilliant straw yellow with golden hues. Perlage: fine and small. Aromas: complex; golden apple, golden plum; white flowers, white rose; slightly spicy and balsamic. Taste: intense, well structured, fruity.
N. of bottles produced
60,000
Sizes
0,75 lt - 1,5 lt - 3 lt

www.latordera.it

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MONGARDA

Meet us at Vinitaly: Hall: 8
Booth: Area Fivi - D22

'MONGARDA BRUT'
VALDOBBIADENE PROSECCO
SUPERIORE DOCG



Grapes (%)
Glera.
Land of production
Conegliano Prosecco Superiore,
Valdobbiadene, Treviso, Veneto.
Organoleptic characteristics
Very fine aroma of gold apple and
peach that echo in the taste. The dry
finish enhances the characteristics of this
single vineyard.
N. of bottles produced
10,000
Sizes
0,75 - 1,5 lt

www.mongarda.it

VALDO SPUMANTI

Meet us at Vinitaly: Hall: 4 - Booth: F3

VALDO 'ORO PURO'
VALDOBBIADENE PROSECCO
SUPERIORE DOCG BRUT



Grapes (%)
100% Glera.
Land of production
Valdobbiadene, Treviso, Veneto.
Organoleptic characteristics
Straw yellow colour with gold bright re-
flections. Fine and persistent perlage.
Typical floral scent with strong pear and
Golden apple fruity aroma. Refined, har-
monious, lingering aroma and sapidity.
N. of bottles produced
150,000
Sizes
0,75 lt

www.valdo.com

MONTELVINI

Meet us at Vinitaly: Hall: 4 - Booth: E6

ASOLO PROSECCO SUPERIORE
DOCG EXTRA DRY COLLEZIONE
SERENITATIS



Grapes (%)
100% Glera.
Land of production
Asolo Docg Area, Veneto.
Organoleptic characteristics
In a pale yellow straw color shines a jo-
yous foam that is subtle and persistent,
enhancing the soft, youthful fragrance.
The characteristic aroma ranges from
fruity to floral. It is a soft wine, at once
velvety and dry thanks to its balanced
acidic notes. Splendidly balanced, it is
undoubtedly a product of superior qua-
lity. The surprising freshness that tickles
as it lingers, makes this wine suitable for
all occasions. A fine aperitif that is also
excellent with shellfish.
N. of bottles produced
80,000
Sizes
0,75 lt

www.montelvini.it

ASOLO PROSECCO SUPERIORE
DOCG MILLESIMATO EXTRA BRUT
COLLEZIONE SERENITATIS



Grapes (%)
100% Glera.
Land of production
Asolo Docg Area, Veneto.
Organoleptic characteristics
In the glass it is pale straw-yellow with
green highlights. It has a subtle perlage
with great constancy and persistence. On
the nose full and fruity, while maintaining
the natural elegance typical of the gra-
pes from which it comes. Very complex in
terms of quantity and quality of olfactory
sensations, highlights include the nashi
fruit, with characteristics between the Gol-
den Delicious apple and pear, all the way
to a delicate mineral note. In the mouth its
intensity excites, with good structure and a
pleasant, fresh acidity.
N. of bottles produced
25,000
Sizes
0,75 lt - 1,5 lt - 3 lt

TERRE D'OLTREPÒ

Meet us at Vinitaly:
Hall: Palaexpo - Booth: D4

**'ANAMARI' OLTREPÒ PAVESE
DOC PINOT NERO VINO
SPUMANTE BRUT**



Grapes (%)
100% Pinot Nero.
Land of production
Oltrepò Pavese, Lombardy.
Organoleptic characteristics
Straw yellow, light greenish color; the bouquet is fresh, sapid, elegant and pleasant. It is the ideal for the whole meal, with seafood dishes or white meat dishes.
N. of bottles produced
15,000
Sizes
0,75 lt

www.terredoltrepo.it

PERLAGE WINERY

Meet us at Vinitaly: Hall: 3 - Booth: B6

**'COL DI MANZA' CONEGLIANO
VALDOBBIADENE PROSECCO
SUPERIORE DOCG MILLESIMATO**



Grapes (%)
100% Glera (biodynamic grapes).
Land of production
Farra di Soligo, Treviso, Veneto.
Organoleptic characteristics
Color: pale straw yellow. Flavour: floral with flavour of peach, yellow rose and white wisteria. Taste: harmonic and persistent.
N. of bottles produced
40,000
Sizes
0,75 lt

www.perlagewines.com

CANTINA DI CARPI E SORBARA

Meet us at Vinitaly: Hall: 1 - Booth: D4/D1

**LAMBRUSCO DI SORBARA DOC
OMAGGIO A GINO FRIEDMANN**



Grapes (%)
100% Lambrusco di Sorbara.
Land of production
Sorbara near Bomporto, province of Modena, Emilia Romagna.
Organoleptic characteristics
Sparkling wine with white fruit and flowers aroma; the flavor is lively, sapid, with bottom yeast. Lightly rosé color. Persistent and fine froth.
N. of bottles produced
20,000
Sizes
0,75 lt

www.cantinadicarpiesorbara.it

SERENA WINES 1881

Meet us at Vinitaly: Hall: 6 - Booth: C4

**VALDOBBIADENE PROSECCO
SUPERIORE DOCG BRUT MILLESIMATO
2017 VILLE D'ARFANTA**



Grapes (%)
100% Glera.
Land of production
Valdobbiadene, province of Treviso, Veneto.
Organoleptic characteristics
Extremely bright straw yellow wine with refined and persistent bubbles. Elegant scents of rose and jasmine. The fruity notes remind of golden apple and exotic fruits like banana and pineapple. Very elegant also at the taste thanks to great sapidity, persistency and freshness.
N. of bottles produced
142,000
Sizes
0,75 lt

www.serenawines.it



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**AVAILABLE FROM MAY
(CIBUS/PARMA)**

Labeling and nutritional information. The 'hot' issue has landed in the wine field. One year ago, European Union officials gave the EU alcoholic beverages industry one year to come up with a self-regulatory scheme able to improve the amount of nutrition and ingredients labeling information given to drinkers. With the final goal to improve consumer knowledge about these products and to empower them to make informed decisions. On the past 12th March, a 'joint' self-regulatory proposal was presented, that outlines the general principles of the labeling schemes shared by the alcoholic beverages industry, accompanied by four sector-specific implementation plans (wine, spirit drinks, beer, and cider).

The joint commitment includes the use of both on- and off-label methods to provide the relevant information, with the use of "traditional and/or innovative tools" as well as "comprehensive modern information systems." Chairman of Copa and Cogeca Wine Working Party, Thierry Coste, said: "Contrary to other agri-food products, our proposal takes into account the very nature of wine, which is an agricultural product which constantly evolves. It is not produced according to a fixed recipe. It is not a standardised industrial product". Italian wine associations heartily welcomed the proposal, while wine cooperatives oppose it.

The Italian Wine Producers Association Federvini was among the first to praise the proposal: "This is the most suitable tool for delivering a different consumer experience, in line with modern needs." Green light also from FederDoc, according to its president Riccardo Ricci Curbastro: "We have developed an ambitious proposal able to fulfill consumers' demands without affecting the competitiveness of producers, by providing significant information of producing methods like the use of additives, sugar substitutes and residual sugars, through important tools like the Web. Furthermore, we hope that such transparency will be demanded also to wines imported by Europe, result of different and unclear production methods."

Unione Italiana Vini has a long-term vision, and a con-



Vino: arriva l'etichetta elettronica?

Etichettatura e informazioni nutrizionali, la patata bollente arriva nel campo del vino. Con l'industria delle bevande alcoliche dell'Unione Europea a far fronte comune per rispondere alla sfida lanciata da Bruxelles. Che, proprio un anno fa, aveva domandato ai rappresentanti dei produttori una proposta unitaria per fornire ai consumatori lista degli ingredienti e informazioni nutrizionali. Obiettivo: un'autoregolamentazione capace di fornire chiarimenti, facili da capire, per permettere una scelta più consapevole. Le associazioni europee del beverage non si sono tirate indietro, presentandosi lo scorso 12 marzo davanti al commissario europeo per la Salute, Andriuskaitis, con un'ipotesi di soluzione. Favorevoli le principali associazioni italiane. Ma dal mondo cooperativo arriva un secco "no".

crete idea: "In our opinion, the proposal is a great starting point since it is able to meet the demand for more detailed and accurate information on off-label wine ingredients, capturing the potential offered by modern technology. Now, we are waiting for the Commission's decision, and we are ready to take a further step forward in regard to nutritional information on labels using pictograms, that would address the broader problem of translations in the different EU languages."

Ruenza Santandrea, wine sector Coordinator of the Alliance of Italian Cooperatives, does not share the same enthusiasm: "Overall, we disagree. Since we strongly believe in the necessity of a mandatory disclosure of added sugars among ingredients. Rejected by North European countries." The addition of sugar in wine is prohibited in Italy, but widespread all over Europe, with the exception of Spain, Portugal, Cyprus, Greece and some areas of France. "Until the very last moment we have tried to reach a compromise - explained Santandrea - but the Copa-Cogeca decided to proceed with the vote by qualified majority and so we took a step back, to protect the interests of Italian viticulture." Nevertheless, the Alliance "substantially agrees" with the solutions proposed with regard to nutritional information. "We must grant consumers a transparent information about ingredients", she adds. "And if a winery is using saccharose, it must be clearly stated". The debate has just begun.

Matteo Borré

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WI-BEV IS BORN

THE NEW EVENT FOR WINE & BEVERAGE TECHNOLOGIES, ORGANIZED BY VPE-VERONA PARMA EXHIBITIONS, WILL BE HELD IN VERONA ON THE 4-5 DECEMBER 2018.

A new trade show, dedicated to technologies, machinery and equipment for wine & beverage, has been launched by VPE-Verona Parma Exhibitions, the new-co set up by Fiere di Parma and Veronafiere, leading Italian trade show organizers. "The event will be focused on Italy and its manufacturing excellence in this sector, yet also on important geo-economic areas enjoying strong development - such as Asia and Africa - not to mention markets with consolidated traditions such as North America," organizers highlighted in a note.

The trade show will be staged parallel to wine2wine, the Wine Business Forum, that welcomes about 1,500 wine makers and wine professionals from all over the world. In order to guarantee the quality of the contents, Wi-Bev 'International Wine&-Beverage Technologies Event' will benefit from the scientific advice of Assoenologi, Italian enologists' association. A preview of the show was held on the past 4 and 5 December, during wine2wine 2017. But the very first edition is scheduled for December 4-5, 2018.

"The business plan for Wi-Bev, the first event developed by this new-co, envisages achieving a minimum target set in the first year of around 1 million euro

of revenues that will triple over the following three years", said Giovanni Mantovani, Ceo of Veronafiere. "Equally, we do not hide our intention to make acquisitions on international markets. Briefly, this agreement seeks to respond to the needs of the supply chain through entirely innovative formulas based on market studies and scientific skills."

VPE will exploit the input of Vinitaly and Cibus to "increase the market share for made in Italy all around the world," added Antonio Cellie, Ceo of Fiere di Parma. Furthermore, in terms of international promotion, VPE initial activities will involve the acquisition of a significant shareholding in a trade fair operator in the food & beverage sector in Europe and North America.

"This new-co is a perfect example of integration of two of the finest champions Italy can rely on in the wine & food sector. It is also a course of action fully in keeping with the strategy of the Special made in Italy promotion plan whereby the Government, over the past three years, has supported the strengthening of our exhibitions abroad with funds amounting to 90 million euros," said Michele Scannavini, President of the Italian Trade Agency.



From left: Giovanni Mantovani (Ceo of Veronafiere) Gian Domenico Auricchio (president of Fiere di Parma), Federico Sboarina (Mayor of Verona), Maurizio Danese (president of Veronafiere), Michele Scannavini (president of the ITA agency) and Antonio Cellie (Ceo of Fiere di Parma).

A picture taken during the Wi-Bev preview in December 2017



Nasce Wi-Bev, la nuova manifestazione per le tecnologie del wine & beverage

Una manifestazione dedicata alle soluzioni più innovative nel campo della lavorazione e dell'imbottigliamento di vino, birra e bevande: questo il biglietto da visita di 'Wi-Bev - International wine & beverage technologies event', nuova kermesse a cui hanno dato vita Veronafiere e Fiere di Parma (riunite nella new-co VPE) in collaborazione con Assoenologi. La prima edizione dell'evento avrà luogo il 4-5 dicembre 2018 a Verona.

VPE, THE NEW-CO BY VERONAFIERE AND FIERE DI PARMA

VPE- Verona Parma Exhibitions is the name of the new company set up by Veronafiere and Fiere di Parma, leading organizers of exhibitions dedicated to food & beverage. The two companies jointly rank as the second trade fair landmark in terms of both consolidated turnover in 2016 with 127 million euro (88 Verona, 39 Parma), and gross inside area with a total of 283 thousand square meters (153 Verona, 130 Parma). In 2016, Verona and Parma organized an overall total of 91 exhibitions and events in Italy and abroad (67 Verona, 24 Parma) attracting 1.8 million visitors (1.3 Verona and 0.5 Parma) and 21.350 exhibitors (14.000 Verona and 7.350 Parma).



THE INTERVIEW

Tannico: "Portiamo nel mondo del vino un linguaggio nuovo"

Un approccio che va oltre stereotipi e iperspecializzazione. Per un portale di vendita che ha nel servizio il proprio cavallo di battaglia. E che ora si prepara a portare l'esperienza d'acquisto online nel 'mondo reale'. Intervista a tutto campo con Marco Magnocavallo, Ceo del portale web italiano di riferimento per il vino.



"WE CREATED A NEW GLOBAL LANGUAGE FOR WINE"

A BUSINESS STRATEGY THAT GOES BEYOND STEREOTYPES AND HYPER-SPECIALIZATION. SERVICE IS THE UNDISPUTED STRONG SUIT OF THE ONLINE SALES PLATFORM. NOW, THE SHOPPING EXPERIENCE WILL ENTER THE 'REAL WORLD'. INTERVIEW WITH MARCO MAGNOCAVALLO, CEO OF TANNICO.

E-commerce, retail, internationalization. As well as a detailed profile of Tannico's ideal customer and future development plans to take the digital shopping experience to the 'real world'. A wide-ranging interview with Marco Magnocavallo, Ceo of Tannico.

How was Tannico created?

Tannico was established at the end of 2012 and is the result of a combination of three elements. First of all, we started from the assumption that Italy, in terms of e-commerce, was still far underdeveloped compared to the rest of the world. Afterward, we were well aware that a big global player in wine e-commerce could be set up only in our country, or France. Finally, it was the natural evolution of from my personal and professional path: after a fairly long experience in the digital sector, mainly as an investor, I wanted to create something that really belonged to me. That's how Tannico was born.

And today, when we refer to Tannico, what are we talking about exactly?

We are talking about the number one platform, in Italy, for online wine sales. Characterized by a wide catalog, including more than 12,000 wines and 2,500 wineries. That is also the widest selection of Italian wines available online. A website that wants to be recognized, first of all, for the high quality of service. With delivery time ranging from daily shipping, in the Milan hinterland; 24/48 hours all over Italy; and one

week for the major international destinations.

Which is your approach to wine?

Our approach takes the distance from the usual stereotypes connected to wine. We speak a new language, that goes beyond hyper-specialization. An attempt to promote a revolution in the field, to overcome conventional models. Our customer target couldn't be more wide and varied. Up to date, 85,000 people have bought wine on Tannico. Which is quite relevant also from a statistical point of view.

Who is Tannico's target customer?

This is one of the key issues for online sales, together with parameters like price ranges and purchasing moments. Tannico customers are, for about 85%, males. Mainly in the 35-55 age range, with a medium-high income and that spend around 130 euro on every order. Most of them are independent professionals and wine passionate, with a high level of education.

What's the current role played by wine in online retail?

The online wine marketplace is still a niche, but with a huge growth potential. And from the beginning, this has always been also our biggest challenge. To distinguish ourselves from competitors, we decided not to follow aggressive competition strategies based on 'flash sales' at very low prices in a short purchasing time. The choice to work on service and quality has been rewarded: in the last three years, Tannico's revenue has passed from 3 million euro in 2015 to 6 million in 2016, to reach 11 million euro last year. Now, the goal is to close 2018 with total revenue ranging between 16 and 17 million euro.

How do you manage your relationships with wine producers, especially in regard to prices?

We manage it through a deep collaboration. We keep constantly in touch with producers in order to find the most suitable solutions for their needs and our needs as well. In regard to the sales price, wineries give us some general price suggestions, but the final cost is decided by our team. On one side, we consider the correct margin needed for a profitable business, and on the other side, we carefully consider important elements like demand and brand positioning inside the Denomination.

Among the wineries available on Tannico, are there also international companies? Did you notice any difference in their approach to e-commerce?

We need to make a first distinction. In most cases, foreign wines on sale on Tannico proceed from exclusive Italian distributors. When instead there is a direct relationship with the winery - one example is Moët & Chandon, the world-famous Champagne Maison - we noticed strong enthusiasm and interest in our initiatives, previews, and promotions.

Today, Tannico operates in 20 world countries: any critical issue?

The internationalization process lasted two years just to define the organizational procedures connected with custom duties and logistics. Nevertheless, today it turned into a strategic asset. We are recognized worldwide as a point of reference for the purchase of Italian wine. And Tannico is a quality guarantee both for our clients and for our partners. To companies we also offer a dedicated service called 'WinePlatform', where they can sell their wines directly. We put at their disposal our technological expertise, also in regard to the management of orders, payments, customer care, and custom duties.

Let's go back to consumers: did you notice any different shopping habits between Italians and foreigners?

Overall, foreign customers have a lower shopping frequency counterbalanced by more expensive orders. In detail, despite Germany is a historical destination market for Italian wines, it is also more complex to us. On one side, price plays a central role in the purchasing decisions of German consumers; on the other side, we face the strong competition of big local importers able to generate large business volumes. On the contrary, Switzerland, France, and the US are significant markets for us, since they are already more accustomed to e-commerce and can boast a stronger wine culture.

Last year you said: "10 years ago who struggled in the e-commerce was called mad. Today, I call mad those who struggle in brick and mortar retail." How will the landscape change in 10 years?

In 10 years I really don't know. This is a far away horizon. But I still believe in what I said about selling wine in conventional retail. Beware, this does not exclude the possibility, for Tannico, to have its own space in the 'real world'. Taking the experience gained in the online marketplace to everyday life. In this regard, we are considering the creation of a Tannico wine bar, that we will open in Milan by the end of 2018.

One last question: which are Tannico's future projects?

Besides the wine bar, our big focus for 2018 will be business-to-business. In April, we will launch new initiatives aimed at spreading the knowledge of Tannico, by improving its service in the Horeca channel. Where we hope to replicate the success achieved with end consumers.



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