

VIN & CONSUMI

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MANAGING DIRECTOR: ANGELO FRIGERIO

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The proof of the pudding

“As a show organizer, three years without physical interaction is like being a winemaker and not being able to harvest a great vintage. The 27th edition of ProWein will be better than ever”. We’re excited to be back. Düsseldorf like Verona, North Rhine-Westphalia like Veneto. ProWein Director Bastian Mingers’ words seem to echo the mood of Maurizio Danese and Giovanni Mantovani, the VeronaFiere directors, when they announced that Vinitaly would finally be returning. With a small side note: Vinitaly, at least, was replaced by substitute events in 2021, only to return in grand style last April. ProWein, instead, has not: the Rhine city was left without its most important wine fair for two years in a row. No wonder then that Director Mingers speaks explicitly of ‘excitement’ and refers to the suspension of the fair as the loss of two great vintages. Even at Vinitaly, everyone, really everyone, was saying that the wine market was buzzing, that it couldn’t wait to start again with the classic face-to-face meetings, business talks and meetings between producers and operators. And Mingers reiterated this with no doubt at ProWein: “Wine is a multi-sensory product: to enjoy it you have to see it, taste it and smell it, which can’t be done online. The drinks industry is very social, and people want to see each other again in person; they’re craving that interaction”.

In Verona, the first hurdle was overcome: Vinitaly took place, with great success and an unprecedented number of incoming buyers, at least judging by the numbers provided by the organization. What was missing was the appointment in Düsseldorf, which was postponed from its traditional dates in March to the current ones in May. Now ProWein will be the final proof of the pudding for the whole sector. A fully functioning ProWein - with lots of trade visitors, buyers, journalists and professionals - will be the crucial test of resilience for the wine&spirits market. Of course, there will be critical points: Russian buyers were not at Vinitaly and it is extremely likely that they will not be here either. The Chinese are facing a particular new increase of Covid cases, so they will be busy trying to manage the situation, as they did at the time of the Verona exhibition. The others, however, are expected to come, in particular buyers from the United States, which was always seen as the world’s greediest market. And Italian producers have been waiting for this fair for a long time. Many of them find it superior to Vinitaly for purely logistical and transport reasons. Not to mention the importance of the German markets for Italian wine, especially for Prosecco, Valpolicella, Amarone and others from the Veneto.

ProWein, whichever way you look at it, is the key wine event of the season, not only because of its particular characteristics but also because of what it represents after two years of trade fairs standing still. If ProWein and Vinitaly turn around, so is wine. Now, road to Düsseldorf. At the end of the month, we will have the final verdict.

Tommaso Farina

La prova del nove

“Per un organizzatore di fiere, passare tre anni senza possibilità di interagire fisicamente è come se un produttore di vino non potesse vendemmiaare un’ottima annata. La 27esima edizione di ProWein sarà la migliore di sempre. Siamo felici di essere tornati”. Düsseldorf come Verona, il Nordrhein-Westfalen come il Veneto. Nelle parole di Bastian Mingers, direttore di ProWein, pare di risentire lo stato d’animo di Maurizio Danese e Giovanni Mantovani, i dirigenti di VeronaFiere, quando annunciavano che il Vinitaly sarebbe finalmente ritornato. Con una piccola nota a margine: Vinitaly, se non altro, nel 2021 è stata rimpiazzata da eventi sostitutivi, per poi tornare in pompa magna lo scorso aprile. ProWein, invece, no: la città renana è rimasta senza la sua più importante fiera vinicola per due anni di seguito. Non stupisce dunque che il direttore Mingers parli esplicitamente di eccitazione, e si riferisca alla sospensione della fiera come alla perdita di due grandi vendemmie. Anche a Vinitaly tutti, ma proprio tutti, dicevano che il mercato del vino fremeva, che non vedeva l’ora di ripartire con i classici appuntamenti a quattr’occhi, i colloqui commerciali e gli incontri tra produttori e operatori. E Mingers l’ha ribadito senza il minimo dubbio per ProWein: “Il vino è un prodotto multisensoriale: per apprezzarlo bisogna vederlo, assaggiarlo e odorarlo, cosa che non risulta fattibile online. L’industria delle bevande è molto basata sulla socialità e le persone vogliono tornare a vedersi di persona; is very social and people want to see each other again in person; bramano questo genere di interazione”. A Verona il primo scoglio si è superato: Vinitaly ha

avuto luogo, con grande successo e con un incoming dei buyer senza precedenti, almeno a giudicare dai numeri forniti dall’organizzazione. Mancava l’appuntamento di Düsseldorf, che era slittato dalla sua tradizionale collocazione di marzo fino alle attuali date di maggio. Ora, ProWein sarà la prova del nove definitiva per tutto il comparto. Un ProWein in piena efficienza - con tanti operatori, tanti buyer, tanti giornalisti, insomma tanti professionisti - sarà il test cruciale che mostrerà la resilienza del mercato di vini e spiriti. Certo, non mancheranno le critiche: i buyer russi non ci sono stati a Vinitaly, ed è altamente probabile che non ci saranno qui. Dal canto loro, i cinesi stanno affrontando una particolare recrudescenza del Covid, dunque saranno occupati a pensare ai loro tristi casi, come già fecero all’epoca della fiera di Verona. Gli altri, però, si conta di farli arrivare, in particolare i buyer degli Stati Uniti, il mercato da sempre più goloso al mondo. E i produttori italiani aspettavano questa fiera da parecchio tempo. Molti di loro la trovano superiore a Vinitaly per questioni prettamente logistiche e di trasporto. E non parliamo dell’importanza che i mercati tedeschi hanno per il vino italiano, soprattutto per Prosecco, Valpolicella, Amarone e altri vini veneti. ProWein, comunque la si guardi, è l’appuntamento vinicolo clou della stagione, non solo per le sue caratteristiche intrinseche, ma anche per ciò che rappresenta dopo due anni che le fiere sono rimaste ferme al palo. Se girano ProWein e Vinitaly, gira anche il vino. Ora andiamo a Düsseldorf. A fine mese, l’ardua sentenza.



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...AND THEN THERE IS MONTELVINI PROSECCO, THE SPECIAL ONE, THE ASOJO DOCG



MONTELVINI

Alleati in Vigna



Discover what lies behind the extraordinary character of the Asojo Prosecco Superiore DOCG with its unique sapidity and surprising sensory richness.

Domori creates the Wine&Spirits division

Domori has announced the creation of its new Wine&Spirits division. The Piedmont-based company, which specializes in the production of chocolate, has also been involved for years as a distributor of the other companies of Polo del Gusto (the group created in 2019 by the parent company Illy) and of some exclusive brands in the beverage sector, such as Mastrojanni and Taittinger. Mimma Posca has also been appointed as chief strategy & growth officer of the newly formed division. "In recent years, our commitment as a distributor has been decisive in strengthening the brand, working with companies that are always complementary to our products and faithful to the top premium segment that characterizes the Polo del Gusto", explained Lamberto Vallarino Gancia, CEO of Domori. "With the creation of a specific division dedicated to beverages, and the designation of Mimma Posca, we are aiming for a further phase of development, repositioning and expanding our portfolio of brands".

Domori, nasce la divisione Wine&Spirits

Domori ha annunciato la nascita della nuova divisione Wine&Spirits. L'azienda piemontese specializzata nella produzione di cioccolato è da anni impegnata anche come distributore delle altre società del Polo del Gusto (nato nel 2019 per volontà dalla controllante Illy) e di alcuni marchi esclusivi del settore beverage, da Mastrojanni a Taittinger. In occasione dell'annuncio, Mimma Posca è stata nominata chief strategy & growth officer della neocostituita divisione. "In questi anni, il nostro impegno come distributore è stato determinante per il rafforzamento del marchio, lavorando con aziende sempre complementari con i nostri prodotti e fedeli al segmento top premium che caratterizza il Polo del Gusto", commenta Lamberto Vallarino Gancia, Ad di Domori. "Con la creazione di una divisione ad hoc dedicata al beverage, e la nomina di Mimma Posca, ci poniamo l'obiettivo di un'ulteriore fase di sviluppo, riposizionando e ampliando il portafoglio di marchi di eccellenza".

World wine consumption grew in 2021

In 2021, total wine consumption increased slightly (+4.9 million liters) reaching 255 million liters, mainly due to higher consumption of white wine (+4 million liters) for a total of 88.2 million liters, the highest figure recorded since 2013. Consumption of red wine, on the other hand, remained more or less stable (+0.8 million liters) at 167 million liters. These are the data collected by the Italian Trade Agency ICE. Analyzing the consumption in 2020, it can be seen that the slight increase in total wine consumption in 2021 is mainly due to foreign wines: whites have grown by 14.8%, while reds maintained a slower pace (+3.4%). On the other hand, the upward trend in sparkling wine consumption continues, with 23.5 million liters in 2021, i.e. 2.9 million liters more than 2020 (+14.2%).

Cresce, nel 2021, il consumo mondiale di vino

Nel 2021 il consumo totale di vino è aumentato leggermente (+4,9 milioni di litri) raggiungendo quota 255 milioni di litri, principalmente grazie al maggiore consumo di vino bianco (+4 milioni di litri) per un totale di 88,2 milioni di litri: si tratta del valore più alto dal 2013. Il consumo di vino rosso, al contrario, è rimasto pressoché stabile (+0,8 milioni di litri), fissandosi a quota 167 milioni di litri. Questi e altri sono i dati rilevati dall'agenzia ICE Italian Trade Agency. Considerando il bilancio dei consumi nel 2020, si nota che il leggero aumento del consumo totale di vino nel 2021 è dovuto principalmente ai vini esteri: i bianchi hanno segnato una crescita del 14,8%, mentre i rossi hanno avuto una progressione minore (+3,4%). D'altro canto, continua la tendenza al rialzo per il consumo di spumante, che nel 2021 ha segnato 23,5 milioni di litri, ovvero 2,9 milioni di litri in più rispetto al 2020 (+14,2%).

The Piccini family takes over the Piedmontese brand Porta Rossa

After a 2021 that closed with growth and a turnover of around 100 million euros, Piccini 1882 is now working on a new project that focuses on the Langhe, a prestigious area, where the Piccini family is determined to preserve the history of the Porta Rossa brand. Mario Piccini, owner of Piccini 1882, explains: "For 140 years, as a family of wine producers, we have set ourselves the ambitious goal of telling the story of Italian wine through its excellence. From now on, the enological horizon of Piccini 1882 embraces the hills of Piedmont, respecting the production philosophy that enhances the close link between the wines and their place of origin. It is impossible not to talk about the Langhe, and we have decided to do it through a brand that represents the excellent products from the hills of Alba, such as Barolo Porta Rossa. The acquisition also includes labels from older vintages".

La famiglia Piccini rileva il marchio piemontese Porta Rossa

Dopo un 2021 chiuso in crescita e con un fatturato di circa 100 milioni di euro, Piccini 1882 si lancia su un nuovo progetto che pone al centro le Langhe, territorio prestigioso e vocato, dove i Piccini sono determinati a perpetuare la storia del marchio Porta Rossa assumendone le redini. Racconta Mario Piccini, patron di Piccini 1882: "Da 140 anni, come famiglia del vino, ci prefiggiamo l'ambizioso obiettivo di raccontare l'Italia del vino attraverso le sue eccellenze. Da oggi, il vasto orizzonte enoico di Piccini 1882 abbraccia le colline del Piemonte, rispettandone la filosofia produttiva che esalta lo stretto vincolo tra i vini e il loro luogo d'origine. Non si può non parlare di Langhe e noi abbiamo deciso di farlo attraverso un brand che rappresenta le eccellenze prodotte tra le colline albesi, come ad esempio può esserlo il Barolo Porta Rossa. L'acquisizione, infatti, comprende anche le etichette delle vecchie annate".

Ferrari Trento celebrates 120 years of history by achieving Carbon Neutrality

Ferrari Trento celebrates its 120th anniversary while remaining faithful to the dream of its founder, Giulio Ferrari, and to the values bequeathed by the Lunelli family for three generations, by achieving Carbon Neutrality scope 1, 2 and, partially, 3 certification. This goal, which reduces the climatic impact of the company's direct emissions to zero, was achieved thanks to a series of choices aimed at reducing emissions, including the construction of a photovoltaic park on the roof of the winery and the purchase of electricity only from renewable sources, combined with offsetting activities with certified carbon credits. This achievement adds to the Biodiversity Friend and Organic certification of all the estate vineyards, obtained respectively in 2015 and 2017.



Ferrari Trento festeggia i 120 anni raggiungendo la Carbon Neutrality

Ferrari Trento celebra i suoi 120 anni mantenendosi fedele al sogno del fondatore, Giulio Ferrari, e ai valori di cui la famiglia Lunelli si fa garante da tre generazioni, con il conseguimento della certificazione di Carbon Neutrality scope 1, 2 e, parzialmente, 3. L'obiettivo, che rende pari a zero l'impatto climatico delle emissioni dirette dell'azienda, è stato raggiunto grazie a una serie di scelte volte alla riduzione delle emissioni, fra cui la realizzazione di un parco fotovoltaico sul tetto della cantina e l'acquisto di energia elettrica unicamente da fonti rinnovabili, unite a un'attività di compensazione con crediti carbonici certificati. Questo traguardo si aggiunge alla certificazione Biodiversity Friend e Biologica di tutti i vigneti di proprietà, ottenute rispettivamente nel 2015 e nel 2017.

Branca International acquires a minority stake in Etlika

Branca International, a holding company headed by the Branca family, is investing in e-commerce by acquiring a minority stake in Etlika, an online sales platform for Italian wines, champagnes and spirits created in 2019. With a portfolio of more than 3,000 labels, Etlika recorded a turnover of around 4 million euros in 2021. Thanks to this investment, Branca International strengthens its digital and Horeca channels, while the platform aims to grow in international markets where the Branca Group has a consolidated presence. Moreover, with the transaction, Claudia Ciacci, chief operating officer of Branca International, will join Etlika's board.

Branca International acquisisce una quota di minoranza in Etlika

Branca International, holding che fa capo alla famiglia Branca, investe nell'e-commerce acquisendo una partecipazione di minoranza in Etlika, piattaforma di vendita online di vini italiani, champagne e superalcolici operativa dal 2019. Con un portfolio di oltre 3mila etichette, Etlika ha registrato nel 2021 un fatturato di circa 4 milioni di euro. Grazie a questa partecipazione, Branca International si rafforza nei canali digital e Horeca, mentre la piattaforma punta a crescere sui mercati internazionali dove il Gruppo Branca vanta una presenza consolidata. Inoltre, con l'operazione, entra nel board di Etlika Claudia Ciacci, chief operating officer di Branca International.

Il Poggiarelo, double poker of gold medals at wine competitions

The Piacenza-based winery returned triumphant from two important international wine competitions, winning four gold medals in each one. The first event was the international wine competition Berliner Wine Trophy 2022; the jury awarded the gold medal to Cecco 2020, Gutturino Riserva Doc La Barbona 2019, Gutturino Superiore Doc Il Valandrea 2020, Gutturino Doc Frizzante Gli Spaghi 2021. The other occasion where Il Poggiarelo's wines gained great results was the Gilbert & Gaillard International Challenge 2022. The gold medals went to Malvasia Emilia IGT La Malvagia 2021, Ortrugo Doc Frizzante Gli Spaghi 2021 and Gutturino Doc Frizzante Gli Spaghi 2021. The performance of the 2019 Gutturino Riserva Doc La Barbona, which won a double gold medal, was also remarkable.



Il Poggiarelo, doppio poker di medaglie d'oro ai concorsi enologici

La cantina piacentina è tornata trionfatrice da due importanti concorsi enologici internazionali, vincendo quattro medaglie d'oro in ciascuno. Il primo appuntamento è stato quello del concorso enologico internazionale Berliner Wine Trophy 2022: la giuria ha premiato con l'oro il Cecco 2020, il Gutturino Riserva Doc La Barbona 2019, il Gutturino Superiore Doc Il Valandrea 2020, il Gutturino Doc Frizzante Gli Spaghi 2021. L'altra occasione in cui i vini de Il Poggiarelo si sono messi in luce è stata l'international challenge Gilbert & Gaillard 2022. Lì, le medaglie d'oro sono andate alla Malvasia Emilia Igt La Malvagia 2021, all'Ortrugo Doc Frizzante Gli Spaghi 2021 e, anche qui, al Gutturino Doc Frizzante Gli Spaghi 2021. Tutta particolare la performance del Gutturino Riserva Doc La Barbona 2019, che ha ottenuto una doppia medaglia d'oro.

China adopts a new national wine rating system

China has adopted a new national wine rating system. According to Federvini, the authorities of Beijing have explained that the system has been created as an alternative to the big international rankings and would be 'more suitable' to the taste of Chinese consumers. The new rating system, first proposed two years ago by the China Alcoholic Drinks Association (CADA), has already been adopted by JD.com, the country's second largest e-commerce platform, where people can already buy the first lots assessed using this scale. There are 10 criteria of assessment for the wines: clarity and color; intensity; elegance and delicacy; complexity and evolution; structure; body; texture of the tannins (red); complexity; finish; quality and typicality. Each category has a maximum of 10 points and a wine can accumulate up to 100 points. There is a possibility that the system will also be adopted as a national standard in the future.



Cina: al via un sistema nazionale di valutazione del vino

La Cina ha adottato un nuovo sistema nazionale di valutazione dei vini, che si propone come alternativa alle grandi classifiche internazionali e che sarebbe "più adatto" ai gusti dei consumatori cinesi, come spiegano le autorità di Pechino secondo Federvini, che riporta la notizia. Il nuovo sistema di valutazione, proposto per la prima volta due anni fa dalla China Alcoholic Drinks Association (Cada), è già stato adottato da JD.com, seconda maggiore piattaforma di e-commerce del Paese, dove sono in vendita i primi lotti valutati utilizzando questa scala. 10 i criteri sulla cui base sono valutati i vini: chiarezza e colore; intensità; eleganza e delicatezza; complessità ed evoluzione; equilibrio della struttura; corpo; trama dei tannini (rosso); complessità; finale; qualità e tipicità. Ogni categoria ha un massimo di 10 punti e un vino può accumulare fino a 100 punti. C'è la possibilità che il sistema venga adottato in futuro come standard nazionale.

Tannico brings sales of great Bordeaux En Primeur wines to Italy



Tannico, among leading companies in the wine e-commerce sector, has become the first Italian e-commerce company to offer En Primeur sales of the most prestigious and important wines from the Château de Bordeaux. En Primeur sales, which are still not that known in Italy, are a system born in the 18th century among Bordeaux merchants and involves buying wine 18-24 months before it is bottled, while it is still aging in barrels. This mechanism is well known to wine lovers, collectors and to those who invest in this market. Tannico will be in Bordeaux during the crucial days for the wine market in the spring of 2022 to select the best of the production and put it on sale on its site. During the sales campaign, which started on Monday 2 May and will run until the end of June, customers will be able to book and invest in wine from the great Château and receive it once it has been bottled, after around 24 months.

Tannico porta le vendite dei grandi vini di Bordeaux En Primeur in Italia

Tannico, azienda tra i leader nel settore dell'e-commerce di vino, segna un altro primato e diventa il primo e-commerce italiano che dà la possibilità di acquistare En Primeur i più blasonati e importanti vini degli Château di Bordeaux. Le vendite En Primeur, ancora poco conosciute in Italia, sono un sistema nato nel XVIII secolo tra i commercianti di Bordeaux che prevede l'acquisto di vino 18-24 mesi prima che venga imbottigliato, quando è ancora in affinamento in botte. Un meccanismo ben noto ai grandi appassionati di vino e a chi colleziona e investe in questo mercato. Tannico durante i giorni caldi per il mercato del vino durante la primavera del 2022 sarà a Bordeaux per selezionare il meglio della produzione e metterlo in vendita sul proprio sito. Durante la campagna vendite, che avrà inizio lunedì 2 maggio e si protrarrà fino alla fine del mese di giugno, i clienti potranno prenotare e investire nel vino dei grandi Château e riceverlo una volta imbottigliato, dopo circa 24 mesi.



CANTINE
MASCHIO
Say cheers!



Azienda Uggiano: growing unstoppably

New labels, investments in 4.0 industry and a calendar full of events. For the Florentine winery, 2022 began at full speed. We talked about this with the sales and export director, Giacomo Fossati.

After leaving behind an exceptional 2020 as for the business growth, Azienda Uggiano closes 2021 with equally positive results. And a 25% increase in turnover. The opportunity to take stock of what has been achieved in the last months and of plans for the future is a chat with Giacomo Fossati, sales and export director.

"Last year we have done a good job overall and have laid a solid foundation for what the future has in store for us. We hope this to be the year of definitive recovery", stresses Fossati. This optimism could also be found in the participation of Azienda Uggiano in the major wine events during the first four months of the year. Starting with Wine Paris in the French capital (14-16 February), followed by the benchmark fair for the Asian market, the China Food & Drink Fair in Chengdu, China (initially scheduled on 20-23 March and then postponed to a later date), and by Vinitaly in Verona (10-13 April). But also Prowein in Düsseldorf (15-17 May), where Uggiano will be present for the first time with its own stand.

Investments in production

For Azienda Uggiano, based in San Vincenzo a Torri, on the hillside around Florence, 2021 ended in a significantly positive way, recording a 25% increase in turnover.

"Given the period, it is an extremely encouraging figure. Which represents an example of the positive response of the markets to our products, to the services we offer and to the quality-price ratio we propose. This means that we are going in the right direction. And it is an incentive for us to continue along this path", explains Giacomo Fossati who, as well as being the company's sales and export director, is, together with Fabio Martelli and Daniele Prosperi, one of the three partners who took over Azienda Uggiano from the previous management in 2015, giving it a renewed identity and new objectives.

Between 2021 and 2022, the company has also worked on a major investment of more than one million euros to modernize production according to 4.0 standards. The aim is to increase and improve the productivity of the plants and the quality of the products. First and foremost, through targeted investments in bottling machines and temperature-controlled steel tanks, all remotely controlled in order to achieve a greater production efficiency.

Keyword: flexibility

If the company closed the year with great satisfaction, it is also thanks to its predisposition to adapt flexibly to the changes in the market. In order to understand and satisfy customer requirements in the best possible way. "This has never been more necessary than during the past year", points out Fossati. "The increase in the price of dry materials, due to the scarcity of raw materials, has led to an escalation of costs which, in the case of cartons, for example, has reached +50%. And has even doubled for the pallets. This adds to the fact that the last harvest in Tuscany has decreased by 25/30%. With the same costs, it is much lower". A situation that the company has been able to manage until now, absorbing most of the price increases. But from this year, if there are no changes, they will be forced to adjust the prices, as it is happening to all companies in this and other sectors.

Multichannel: a rewarding choice

The flexibility that characterizes Azienda Uggiano's business has also been reflected in the successful choice



to diversify its distribution channels. Since 2020, this has enabled it to survive the crisis triggered by the closure of the Horeca channel, benefiting instead from the growth recorded by modern distribution, but also by specialized e-commerce. The presence of the company on the main marketplaces of the Italian market has brought the incidence on sales of this channel to 3% in 2020, a result which has been confirmed in 2021. "A proof that those who bought online under lockdown continued to do it afterwards", underlines Fossati. "I am convinced that this market is going to grow further". For the winery, foreign sales are also stable, accounting for 60% of the company's turnover.

Governo all'Uso Toscano: the novelty for the large-scale retail trade

For the modern distribution channel, Azienda Uggiano has launched in January the brand new Toscana IGT "Governo all'Uso Toscano". A wine made with the technique of drying, very popular and 'trendy' both in Italy and abroad. "We are thus expanding the range with a product with well-defined characteristics sought after by consumers, characterized by a premium identity but with an affordable price", explains the sales manager. After the first alcoholic fermentation, the drying technique involves a second, very slow, fermentation using must from slightly dried grapes, which gives the wine a particular vivacity. The result is a supple wine, very intense, with a fruity and round taste.

Azienda Uggiano: la crescita continua

Dopo essersi lasciata alle spalle un 2020 eccezionale, dal punto di vista della crescita del business, Azienda Uggiano chiude il 2021 con risultati altrettanto positivi. E un incremento di fatturato del 25%. L'occasione per tirare le somme di quanto realizzato negli ultimi 12 mesi e dei progetti per il futuro è una chiacchierata con Giacomo Fossati, direttore commerciale ed export.

"Quest'anno pensiamo di aver fatto, nel complesso, un buon lavoro e di aver gettato solide basi anche per quello che ci riserverà il 2022, che speriamo sarà l'anno della ripresa definitiva", sottolinea Fossati. Un ottimismo che si evince anche dalla nostra partecipazione ai grandi eventi del vino".

Tenuta Aquilaia launches the first SuperTuscan

Tenuta Aquilaia, the Maremma estate acquired by Azienda Uggiano in 2019, has opened in 2022, after a slowdown caused by the pandemic. The estate, located in the green heart of the most authentic Maremma, consists of 40 hectares, 15 of which are planted with vines, for a production of around 60,000 bottles divided into five different labels. And in January 2022, Tenuta Aquilaia's first SuperTuscan has been released, named after the river that flows through the estate: 'Fosso Sanguinaio'. "A perfect name to describe a red wine with depth, body and structure that can be considered the flagship of the winery", points out Giacomo Fossati. Fosso Sanguinaio is a blend of 75% Sangiovese, 15% Petit Verdot and 10% Alicante, which settles for six months in French barrique and one year in 30-hectolitre Slavonian oak casks. The first production, the 2019 vintage, counted around 8,000 bottles and, like the other Tenuta Aquilaia wines, was reserved for the restaurant, wine shop and e-commerce channels.



From the Horeca world to an experiment in large-scale distribution, for a good cause. Casa Paladin, founded in 1962, is a Veneto wine group today on the upswing: besides the wines of the 'parent company' and the Friuli subsidiary Bosco del Merlo, Paladin family, firmly at the helm, also owns the Castello Bonomi estate in Coccaglio (Brescia), a historic Franciacorta producer, and the Premiata Fattoria di Castelvevchi, in Radda in Chianti (Siena). A poker of wineries that have been leaving their mark on the restaurant and wine shop market for years. However, Roberto Paladin, reached by Vini&Consumi in the middle of Vinitaly last April, explained his latest idea: a foray into large-scale distribution, with a wine that has a humanitarian purpose. And a market such as modern distribution is ideal for making certain projects known to a wider public. We spoke directly with Paladin about this.

Historically speaking, what is your relationship with the large-scale distribution?

We've never been placed in large-scale retail: we only work with Horeca and have always done so. I like to say that we sell wine where the bottle is uncorked. However, we are keeping an eye on this market, also with new, eco-sustainable and, above all, social projects.

Any further information?

We are carrying out a project with a voluntary association in the province of Venice, Avapo, the Association of Volunteers for the assistance of oncological patients. We have designed two wines, Uniko Bianco and Uniko Rosso, whose sales proceeds will be donated to this non-profit organization. Given the social aim, which we consider to be very high, we wanted to spread these products, and therefore sell them, to a wider public than the classic catering and wine shops, to give a positive message: wine, in our opinion, should no longer be just a drink, but also a vehicle to communicate something. These labels are designed by children and spread a sense of family community: after all, wine is usually drunk in company. In order to raise money for Avapo, we thought about the distribution in a market such as the large-scale retail.

What are the markets that make your company successful?

We sell 60% of our wines abroad, mainly in Europe, in the German-speaking countries, although we perform well in the United States and Asia too. We did very well in Russia during the pandemic, and it was a fertile market: now the pace has slowed down and we hope for a recovery. The remaining 40% goes to Italy.

How is the Group structured?

There is the historic winery, Paladin in Annone Veneto (Venice), a few steps from the border with Friuli. My father started everything in 1962. The first expansion was in Friuli, about 10 years later, with the aim of producing wines with a higher quality target. At that point we created Bosco del Merlo, our Friuli signature. But that wasn't enough for us: we wanted to grow further, and not just in terms of quantity. So, in the mid-1990s we made a major investment in Radda, in the heart of the

Paladin, when wine is 'good for kids'

The Veneto-based winery has entered the large-scale retail trade with two wines, whose sales proceeds will be donated to a non-profit organization that helps cancer patients. The maison sells 60% of its wines abroad, and has estates also in Franciacorta and Chianti Classico, as well as a partnership in the Verona area.



Roberto Paladin



The estate

Chianti Classico zone, taking over Castelvevchi.

What about Franciacorta?

We already had extensive and consolidated experience in the field of bubbles, with our Prosecco lines, which continue to give us great satisfaction. We just wanted to challenge ourselves to try something else. In 2008, we took the plunge and acquired Castello Bonomi. Once on site, we studied and analyzed the territory: and the Castello Bonomi vineyards, between Coccaglio and Monte Orfano, seemed particularly suitable to producing wines with a great potential. And we were right. Now we are focusing on the autochthonous erbamat vine: during Vinitaly, we presented some sparkling wines in which this grape plays a decisive role.

What is Casa Lupo?

It is a collaboration we have been pursuing since 2017: the area around Verona is important for the Veneto identity we want to carry forward, and so we are pleased to showcase recognizable products such as Lugana, Valpolicella Ripasso and Amarone.

How much does the entire Casa Paladin Group produce?

Between all the estates, we put out about 2.7 million bottles. The majority of these are sold under the Paladin label, our historic winery, the one with the greatest commercial potential. In Franciacorta we produce around 250,000 bottles, in Chianti Classico more or less 80,000. Then there is Bosco del Merlo, in the Grave area, in the municipality of Seguals (Pordenone), 200 meters above sea level, characterized by gravelly soil and good technical excursions. Under the Bosco del Merlo label, our Prosecco DOC and Sauvignon Turrano, a wine that has won awards for several years, record very positive results too.

And the Vineargenti?

Vineargenti is our most famous red wine. The label is signed by Fabrizio Plessi, with whom we have been collaborating for over 20 years: the passion for art has always characterized my family. The label is what a customer sees when he buys the wine, and it is important to communicate the essence of the wine in the label as well.

Paladin, quando il vino 'fa bene ai bambini'

Dal mondo Horeca all'esperimento in Grande distribuzione, per una buona causa. Casa Paladin, nato nel 1962, è oggi un gruppo vinicolo veneto in piena ascesa: oltre ai vini della "casa madre" e della sussidiaria friulana Bosco del Merlo, la famiglia Paladin, saldamente al timone, detiene anche la tenuta Castello Bonomi di Coccaglio (Brescia), storico produttore di Franciacorta, e la Premiata Fattoria di Castelvevchi, a Radda in Chianti (Siena). Un poker di cantine che da anni sa dire la sua nel mercato della ristorazione e delle enoteche. Roberto Paladin, raggiunto da Vini&Consumi nel bel mezzo del Vinitaly dello scorso aprile, ci ha però spiegato la sua ultima idea: un'incursione in Gdo, con un vino che ha uno scopo umanitario. E un mercato come la Distribuzione moderna è ideale per far conoscere certe cose a un pubblico più vasto.



Prosecco, a toast to 2021

During Vinitaly, the wine exhibition that took place in Verona from 10 to 13 April 2022, the Consortium for the Protection of Conegliano Valdobbiadene Prosecco DOCG presented the results for 2021.

The Consortium is the private body, founded in 1962, that guarantees and controls the respect of the procedural guidelines for the production of Prosecco Superiore DOCG, the Italian sparkling wine produced only in an area of 15 municipalities located between Veneto and Friuli Venezia Giulia. The headquarters are currently settled in Solighetto in Pieve di Soligo (near Treviso), and the institution brings together 198 sparkling wine producers, 337 winemakers and 3,400 families of winegrowers.

The presentation of the Economic Report, by professor Eugenio Pomarici of the Interdepartmental Center for Research in Viticulture and Oenology (CIRVE), highlighted the double goal achieved by the Denomination in 2021. Which grew both in terms of volume, with 104.7 million bottles, and in terms of value, with 621.4 million bottles, reaching a growth of 18% compared to the previous year.

The results

Elvira Bortolomiel, president of the Consortium, proudly commented on the results: "The increase of 18% in value, which exceeds the growth in volume (14%), is the recognition of the commitment of an entire community that has been working in our vineyards for generations. Moreover, the positive results achieved in 2021 have been possible thanks to the great effort that the Denomination has made in 2020 to maintain and renew the relationships with the market, including the search for new sales channels and for innovations in the activities of promotion".

"Focusing on Spumante DOCG - which in terms of volume represents almost completely the offer of the Denomination - Italy accounts for 59% of sales in 2021, while the other 41% comes from the other countries", explained Professor Eugenio Pomarici, responsible for the Economic Report. "In absolute terms, both the domestic (+16.5% in volume and +24.7% in value) and the

foreign market (+11.4% in volume and +8.9% in value) are growing".

Analyzing sales by single channels, in Italy, the biggest part of the market is still represented by Central Purchasing Departments, as they account for 46.3% in volume and 40.8% in value. They are followed by Horeca (25.8% in volume and 30.3% in value) and wholesalers (18.7% in volume and 17.2% in value). Compared to 2020, e-commerce (2.4% volume share) grew by 39.8% in volume and 52.5% in value, testifying to the consolidation of this channel.

The UK represents the leading market abroad: it grew by 18.2% in volume, for 9.6 million bottles and 50.2 million euros in value (+7.5%). Germany takes the second place, with 7.6 million bottles (+10.5%) and 47.2 million euros (+10.4%), followed by Switzerland, with 6.2 million bottles (+9.2%) and 31.3 million euros in value (+8%). Just out of the podium, the US market, which was heavily affected by the pandemic and is now recording a strong increase of 43.5% in volume and 40.6% in value.

Great attention to sustainability

According to the research, the majority of sparkling wine producers follow environmental-friendly standards already during the operations in the vineyards. These include the system of verified quality of the Veneto Region and the Viticultural Protocol.

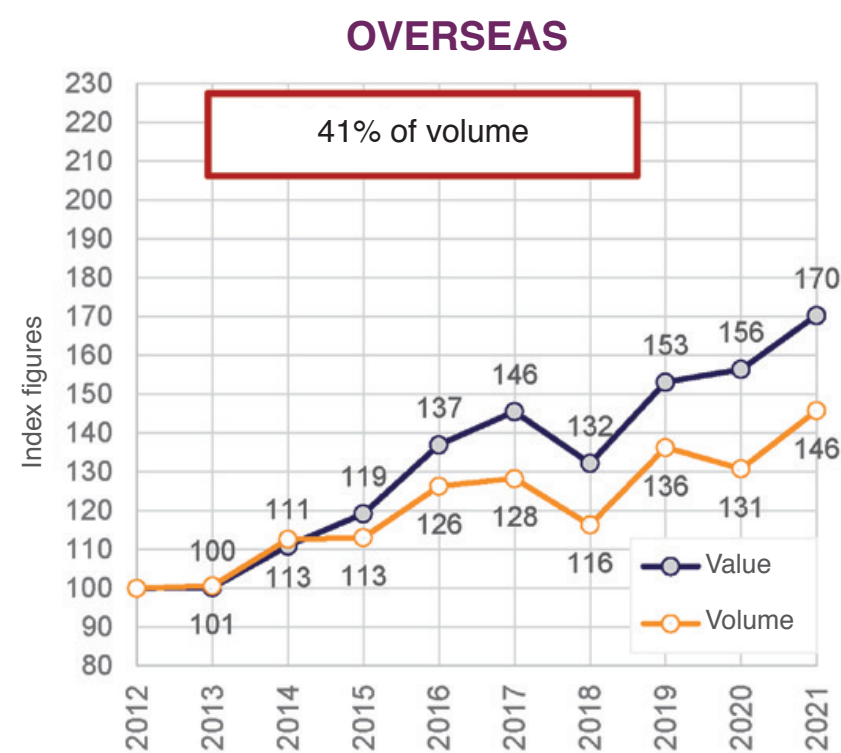
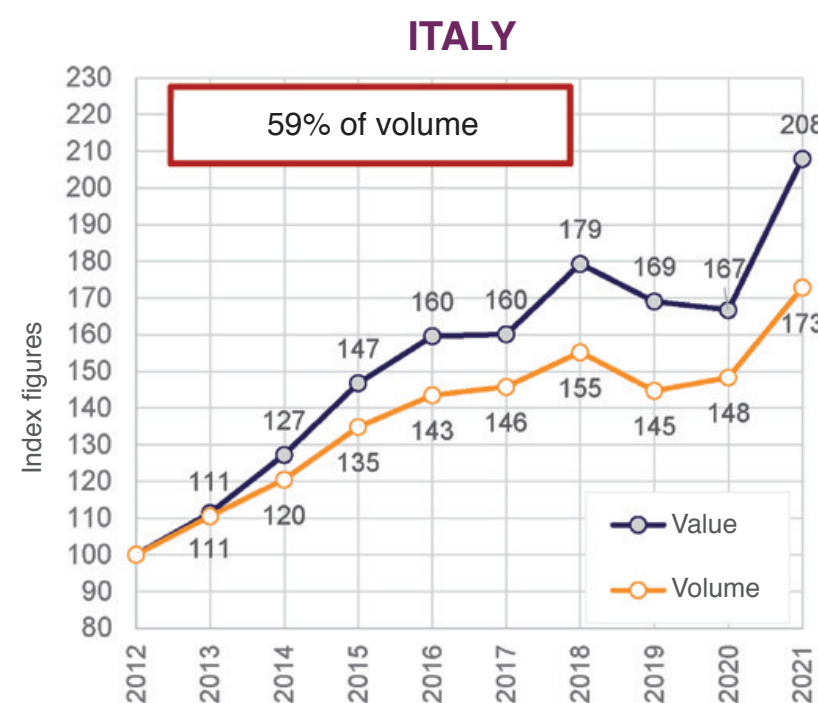
"Today we boast 2,884 SQNPI-certified hectares, which represent 33.1% of the total area planted with vines", explained Diego Tomasi, director of the Consorzio di Tutela. "Our goal is to reach 45% by the end of the year, and the total number of companies in 2029. In the meantime, we started our Bio-district project and many others aimed at improving the biodiversity of vines and, more generally, the health of our hills". Overall, in 2021, wineries increased their use of renewable energy by 16.6%, which highlights a growing sensibility towards environmental issues.

The wine sector after 2020

After 2020, many wineries had to reorganize their sales and business

The range's dynamics

Spumante DOCG*
index figures – base 2012 = 100



(*) THE DATA COMPRISES SPUMANTE DOCG, RIVE DOCG AND IL VIGNA DOCG.
SOURCE: C.I.R.V.E. – CONEGLIANO, 2022 CONEGLIANO VALDOBBIADENE PROSECCO DOCG, 2022

The Consortium presented the results for the last year. The sparkling wine grew both in terms of volume and in value. With the companies increasingly committed to sustainability and to the research of new sales channels.

National market's evolution

Spumante DOCG*, 2020-2021

CHANNEL	VOLUME			VALUE			MEDIUM PRICE
	2020%	2021%	% VAR. 2021/20 (bottle)	2020%	2021%	% VAR. 2021/20 (euros)	
Direct selling	5.3%	5.8%	28.4%	6.6%	6.9%	30.7%	1.7%
Central Purchasing Departments	47.3%	46.3%	13.9%	41.5%	40.8%	22.6%	7.6%
Horeca	23.5%	25.8%	27.9%	28.1%	30.3%	34.2%	5.0%
Wholesalers	20.3%	18.7%	7.7%	18.8%	17.2%	14.2%	6.0%
E-commerce	2.0%	2.4%	39.8%	3.1%	3.8%	52.5%	9.1%
Other channels	1.6%	0.9%	-31.4%	2.0%	1.1%	-28.8%	3.9%

(*) THE DATA COMPRISES SPUMANTE DOCG, RIVE DOCG AND IL VIGNA DOCG.

(**) LARGE SCALE DISTRIBUTION, MODERN DISTRIBUTION, CASH&CARRY AND DISCOUNTS.
SOURCE: C.I.R.V.E. – CONEGLIANO, 2022 - VALORITALIA, 2022

methods. Today 35.4% of companies have consolidated sales through e-commerce platforms, and 34.7% work directly by email, corporate website or home delivery. 27.8% adopted a new sales approach, especially trying to expand to new channels, and 23.6% developed their own e-commerce platform to manage online sales independently.

In general, companies show a certain propensity to change and innovate, in particular with short-term investments in the business information system (34.9%). Among these: 39.2% are working on the digitalization of the operations in the winery; 35.3% are planning to improve the software and hardware system; 33.3% will renew the administration management system.

The increased attention to sustainability has also encouraged the companies to innovate on the corporate social topics. 73.5% of them are working to enhance the quality of workplaces; 54.4% offer technical meetings to improve the quality of raw materials; 51% support cultural and sports projects; 47.6% promote charity events.

In addition to product sales, 35.4% of the companies already use the wine business as a tourist attraction and 57.5% aim to further develop the eno-touristic offer for spring and summer 2022. In 2021 there was an increase of 44.5% of visits in wineries, for a total of 25 million euros gained by the Denomination. The visitors' expenditure also increased by 31.6% on the previous year.



The presentation of the results during Vinitaly 2022

Il Prosecco brinda ai risultati 2021

Nel corso di Vinitaly, la fiera vinicola andata in scena a Verona dal 10 al 13 aprile 2022, il Consorzio di Tutela del Conegliano Valdobbiadene Prosecco DOCG ha presentato i risultati del 2021.

Il Consorzio è l'ente privato, fondato nel 1962, che garantisce e controlla il rispetto del Disciplinare per la produzione del Prosecco Superiore DOCG, attualmente limitata a un'area di soli 15 comuni situati tra Veneto e Friuli Venezia Giulia. Con sede a Solighetto a Pieve di Soligo (Tv), riunisce 198 produttori di spumante, 337 viticoltori e 3.400 famiglie di viticoltori.

La presentazione del Rapporto economico, a cura del professor Eugenio Pomarici del Centro interdipartimentale di ricerca in viticoltura ed enologia (Cirve), ha evidenziato il doppio traguardo raggiunto dalla Denominazione nel 2021. Che è cresciuta sia in termini di volume, con 104,7 milioni di bottiglie, sia a valore, con 621,4 milioni di bottiglie, segnando una crescita del 18% rispetto all'anno precedente.



ProWine
Hall 16 / J28

Azienda Uggiano

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The new challenges of food&beverage

Trends and prospects of the agrifood segment at the core of the workshop by Cerved. In order to enable companies to better face the complex Italian and international situation, characterized by ever-growing production costs and the rising inflation.

Resilient segment par excellence, the agrifood once again proved to be one of the main pillars of the made in Italy during the pandemic, supporting the re-start of other economic segments and coming out of this situation even stronger. However, today the rise in energy and raw material prices, which continue to hold the stage among the operators of the segment, aggravate the situation as never before. Hence, it is natural to wonder how consumptions will change and what are the main trends at the moment, in order to understand how the sector will evolve.

This discussion took place during the event Cerved Marketing Intelligence 'Trends and prospects of the f&b market - A pillar of made in Italy'. The workshop illustrated how to understand the structure and the dynamics of a strategic segment for our economy. An event to share the view by Cerved on the market and the drivers of the growth and to try and answer together with the main experts of the sector to the most current questions: what is the state of the food&beverage companies in Italy at the moment? What will the raw materials' shock entail? How to decarbonize and face the costs of the future? Which are the main ingredients for a growth in the segment in 2022?

The raw materials' shock

The energy crisis has caused soaring prices of raw materials which impacted on the companies' costs. Supply chain shortages from distant markets, due to both lack of raw materials and unsustainable transportation costs, have led to a series

of increases which companies can barely manage and they will lead to a rise in prices.

Sustainability and ESG: which are the effects?

The green transition will require heavy investments by many companies of the segment in order to convert its production to processes which are more compatible with a net-zero greenhouse gas emissions economy. Not all f&b firms will be able to support this process, which could open up to a new season of M&A. The sustainability transition, for many other companies, will instead represent an opportunity to make a technological leap: numerous firms have already been working on water consumption, others on electricity and methane gas use and they are implementing ESG instruments to certify their level of sustainability. Choosing a technology which cuts CO2 emissions, but at the same time does not thermally stress the mechanisms, indeed preserves the quality of the sector's products.

The growth's ingredients

Cerved's event has given an overview of the field but even strategic recommendations in order to find the right recipe for growth.

Which can happen through five challenges: the business transition, where knowing the markets becomes fundamental; the digital transition, which affects production, commercial and marketing systems; the skill-related transition, crucial not only on a management level but also distributed; the green transition; the ability of the companies to tackle the financial transition.

Le nuove sfide del food&beverage

Al centro del workshop di Cerved le tendenze e prospettive dell'agroalimentare. Che si è confermato uno dei pilastri del made in Italy durante la pandemia, supportando la ripartenza di altri comparti economici e uscendo da questa situazione ancora più forte. Ma su cui oggi pesano come non mai i rincari di costi energetici e materie prime, che continuano a tenere banco tra gli operatori del settore. Per consentire alle imprese di affrontare al meglio la complessa situazione italiana e internazionale, Cerved ha illustrato come comprendere la struttura e le dinamiche di un comparto strategico per la nostra economia.



A SUPPLY CHAIN WORTH 464 BILLION EURO HIGHLY ROOTED ACROSS THE NATIONAL TERRITORY

THE SUPPLY CHAIN'S DIMENSIONS

Number of employees and market's value of the f&b's segments

	Employees ('000)	Market's value (€ bln)
Agriculture	688	29.2
Food	447	125.3
Livestock	130	9.6
Beverage	144	22.0
Distribution	877	307.4
First processing	72	36.7
Food & beverage	2,144	463.8

TERRITORIAL SPECIALIZATION

Number of employees in the food&beverage out of the total employees in the companies for region (and first three provinces)

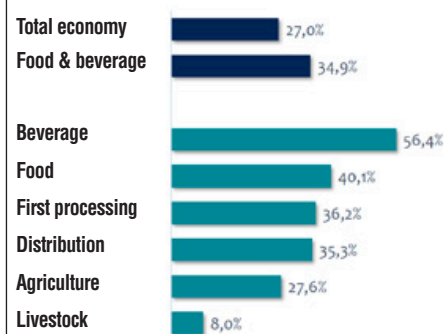


Source: 'Trends and prospects of the f&b market - A pillar of made in Italy' by Cerved

STRONG AND CONSOLIDATED VOCATION TOWARDS THE EXPORT OF MADE IN ITALY'S SPECIALTIES

THE COMPANIES' INCLINATION TOWARDS EXPORT

% of firms out of the total based on the Foreign Market Score*



DESTINATION MARKETS

Destination markets for Italian f&b products based on value

	Export's value 2021 (bln €) **
Germany	7.4
France	5.4
USA	5.4
UK	3.8
Spain	2.0
Total	52.1

*The Foreign Market Score is Cerved's index which estimates the companies' inclination to operate on international markets
** Partial export values, October 2021. Source: ISTAT

Source: 'Trends and prospects of the f&b market - A pillar of made in Italy' by Cerved

LIMITED IMPACT OF THE PANDEMIC, WITH SIGNIFICANT DIFFERENCES AMONG THE SEGMENTS

Impact on sales*

Revenue trends, EBITDA and market shares at a loss, 2020

	Revenues 2020/2019	EBITDA 2020/2019	Companies at a loss 2020 (%)
Agriculture	2%	6.8%	37%
Livestock	-2.2%	-12.1%	34.7%
Food	-0.1%	1.8%	33.3%
Beverage	-4.4%	-6.1%	43.4%
Distribution	1.2%	6.7%	24.7%
First processing	4.3%	26.3%	20.1%
Food&beverage	0.8%	4.7%	28.9%
Italy	-8.9%	-16.5%	32.8%

*A sample of almost 775K limited companies with 2020 financial statement deposited

Source: 'Trends and prospects of the f&b market - A pillar of made in Italy' by Cerved

COSTS' TENSION AND REPERCUSSIONS ON MARGINS AND PRICES

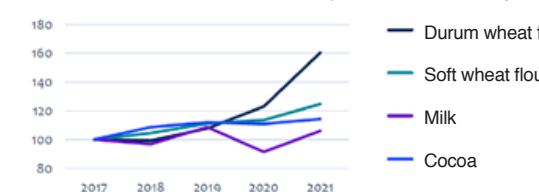
COSTS' TRENDS

Raw materials and transportation - base 100 year 2015



1 TENSION ON MARGINS

Raw materials and semi-finished food products - base 100 year 2017



2 EXPECTED SIGNIFICANT RISE IN PRICES IN 2022

Source: 'Trends and prospects of the f&b market - A pillar of made in Italy' by Cerved

IN THE FUTURE WE EXPECT A STABILIZATION OF THE MARKET'S GROWTH

Predictions based on turnover

	2022/2019	Driver
Agriculture	9.2%	Supply chain's certifications, traceability
Livestock	0.6%	Supply chain's certifications, sustainability
Food	4%	Made in Italy, traceability, safety
Beverage	4.6%	Innovation, sustainability, link to the territory
Distribution	6.4%	Omni-channel view, territorial proximity, digitization
First processing	14.6%	Made in Italy, sustainability
Food&beverage	6.3%	Made in Italy, traceability, sustainability, safety
Total economy	3.7%	

Source: 'Trends and prospects of the f&b market - A pillar of made in Italy' by Cerved

Il Poggiarello www.ilpoggiarellolini.it

PROWEIN 2022 VISIT US! Pad 15, Stand A42



COME IL VENTO
Our idea of Sauvignon

LA MALVAGIA
Our idea of Malvasia

LO STRANIERO
Our idea of Pinot Nero

IL VALANDREA
Our idea of Gutturno Superiore

LA BARBONA
Our idea of Gutturno Riserva

PROWEIN 2022 PRODUCT PREVIEW

Red, white or rosé. The world-beloved bubbles and the Limited editions. Label restyles and the new vintages. The best of Italian wines on show in Düsseldorf, Germany, from 15 to 17 May. Don't get caught unprepared: plan your visit taking inspiration from this product showcase.

Matteo Soria
www.matteosoria.it

Hall:
15
Booth:
A41



Asti Brut D.O.C.G. 'Bric Prima Bella'

Grapes

Moscato bianco

Land of production

Italy

Alcohol content

12% vol.

Description

Total residual sugar: 9 g/lt. Color: straw yellow. Perlage: fine, persistent. Nose: fragrant, floral with notes of lime and acacia palate: dry, aromatic and balanced. Vinification: fermentation of 10 days in steel tanks at 20°C and ageing of 6 months on its own yeast. A wine that gives the palate a feeling of freshness, suitable with cured meats, fresh cheeses, white meats, fish, shellfish and pasta dishes, such as risotto. Perfect as an aperitif.

Number of bottles produced

50,000

Sizes

0.75 lt

Distribution channels

Horeca

Bottega
www.bottegaspa.com

Hall:
16
Booth:
F69



Bottega Pink Gold Prosecco Doc Rosé

Grapes

Glera and Pinot Nero

Land of production

Hilly area in the Province of Treviso (Veneto)

Alcohol content

11,5% vol.

Description

Bottega Pink Gold Prosecco Doc Rosé is a sparkling Prosecco rosé Brut that originates from a blend of Glera and Pinot Noir grapes grown in the Prosecco DOC area, which are cultivated according to classic and traditional techniques and have maintained their quality and typicality unchanged over the years. It is also characterized by the livery of the bottle, made with an exclusive metallization process but also by the fine and persistent perlage. The bouquet includes complex olfactory notes with distinct floral (jasmine, elderflower and rosebud) and fruity hints (pear and white peach). Spicy notes and underbrush on the finish. The taste, fresh and slightly sapid, reproduces on the palate a complexity similar to the olfactory one. Excellent as an aperitif accompanied by fried food, it also goes well with raw fish, radicchio and sausage risotto, and second courses of meat and fish.

Number of bottles produced

46,000

Sizes

75 cl

Distribution channels

Horeca

Azienda Agricola Terrabianca
www.aziendagricolaterrabianca.it

Hall:
15
Booth:
A51
booth
42



Moscato d'Asti D.O.C.G. 'Vignot'

Grapes

Moscato bianco 100%

Land of production

Mango, Piedmont (Italy)

Alcohol content

5% vol.

Description

A sweet wine par excellence with straw yellow colour. It's limpid and brilliant with an elegant and lasting perlage. It's unique because of its intense but very fine musky scent that get married very well in a flowery bouquet of wisteria, white-horn, linden flowers and summer fruits, as peaches and apricots.

Number of bottles produced

50,000

Sizes

0.75 lt

Distribution channels

Horeca, e-commerce, wine shops

C&C
www.cecsrl.eu

Hall:
15
Booth:
B05



Dhaara Barolo

Grapes

Nebbiolo 100%

Land of production

The 11 villages of the Barolo wine-growing area

Alcohol content

14% vol.

Description

Dhaara Barolo is the epitome of a true sensory experience. Produced with 100% Nebbiolo grapes grown in the villages of the Barolo D.O.C.G. area, Dhaara Barolo is fermented in stainless steel at a controlled temperature of 28-30°C, before completing a maceration process on the skins for 12 days with daily pumping of the must over the cap. The wine is then aged in casks of Slavonian oaks and refined in the bottle. The result is a sophisticated wine, with an intense bouquet of spices and dried flowers, complemented by a smooth and mouth-filling taste characterized by supple tannins and a solid backbone. It combines perfectly with game, braised veal, stewed meat, grilled fillet and meat, aged cheese.

Number of bottles produced

3,000

Sizes

0.75 lt

Distribution channels

Retail, Horeca

Bortolomiol
www.bortolomiol.com

Hall:
15
Booth:
D05



70th Anniversary Valdobbiadene Prosecco Superiore D.O.C.G. Rive di Col San Martino Extra Brut

Grapes

100% Glera

Land of production

Rive di Col San Martino Valdobbiadene Prosecco Superiore D.O.C.G. (Veneto, Italy)

Alcohol content

12% vol.

Description

The 70th Anniversary collection continues with the 70th Anniversary Rive di Col San Martino Valdobbiadene Prosecco Superiore D.O.C.G., a sparkling wine in a numbered limited edition, 8,000 bottles, which this year presents itself with a silver foil label. The grapes were harvested during 2020 and come from a single vineyard located on a steep slope in the woodland of the Denomination, which enjoys perfect exposure to the sun. The Rive di Col San Martino give life to this extra brut, vintage 2020, following lengthy ageing on the lees, which brings out the characteristics of a land that is difficult to cultivate, where everything is done 'by hand'. The bottle has a hang tag that tells the story of the wine, and is wrapped in tissue with a silver-coloured logo and housed inside a gift box to complete the packaging.

Number of bottles produced

8,000

Sizes

0.75 lt

Distribution channels

Horeca, e-commerce

Ca' De' Medici
www.cademedici.it

Hall:
16
Booth:
G02



Ca De Medici Rosé Spumante Brut

Grapes

Marani 50%, mestri 50%

Land of production

Reggio Emilia

Alcohol content

11% vol.

Description

Fine and elegant, the perfect soft pink, which stands out for its marked floral notes of rose and violet.

Number of bottles produced

5,000

Sizes

0.75 lt

Distribution channels

Manly Horeca

Casa Vinicola Abbazia
di San Gaudenzio
www.abbazia.com

Hall:
17
Booth:
B02



Abbazia Zoe Moscato d'Asti D.O.C.G. 2021

Grapes

100% Moscato bianco

Land of production

52 municipalities of the area of Asti D.O.C.G. in Southern Piedmont

Alcohol content

5.5% vol.

Description

White Moscato grapes come from our 60 hectares of land, which are spread over four estates, and also from other very historic local suppliers. The soil is predominantly clayey-sandy with a limestone component. The harvest normally takes place during the first days of September.

After hand-made harvesting, the grapes are pressed softly and immediately refrigerated, so that the cold must acquires the primary aromas of the grapes and an unpleasant spontaneous fermentation is avoided. The subsequent phases involve alcoholic fermentation at a temperature of around 18-20°C.

Number of bottles produced

500,000 bottles

Sizes

750 ml

Distribution channels

Horeca, retail

Cantine 4 Valli
www.cantine4valli.it

Hall:
15
Booth:
A42



Spumante Extra Dry 4Valli

Grapes

Italian grapes

Land of production

Emilia Romagna, Italy

Alcohol content

11% vol.

Description

Straw yellow brilliant wine with persistent foam. Intense and persistent, with notes of apple, pear and hints of citrus. Soft with fine perlage and apple notes in the final. Excellent aperitif, perfect with dishes based on freshwater fish. Ideal also with desserts.

Number of bottles produced

100,000

Sizes

Lia bottle 0.75 lt

Distribution channels

Large scale distribution, modern retail

Cantina Aldeno
www.cantinaaldeno.com

Hall:
15
Booth:
E51



Altinum Riserva Trento DOC

Grapes

70% Chardonnay and 30% Pinot noir

Land of production

Trentino

Alcohol content

12% vol.

Description

Traditional method: handpicked and hand selected grapes, fermentation of the base-wine in steel tanks and oaks barrels. After the second fermentation it ages for more than 70 months. It is classified in the extra brut category. Color: straw yellow. Aroma: citrus and apple notes, honey, and vanilla. Taste: full, elegant with pleasant hints of almond and yeast.

Number of bottles produced

1,500

Sizes

750 ml

Distribution channels

Our wines are distributed only by Horeca and e-commerce channels

Cantina di Vicobarone
www.cantinavicobarone.com

Hall:
15
Booth:
C51



Andromeda IGT Emilia - Macerated Wine - Grape Harvest 2021

Grapes

100% Malvasia

Land of production

Ancient vines of the hills of Ziano Piacentino, Pianello and Alta Val Tidone - Piacenza, Italy

Alcohol content

12% vol.

Description

An ancient style, thousands of years old. The peasant practice of macerating the grape skins in the must for a long time, even for white wines. The aim: to obtain scents and flavors of the past. This Malvasia conquers the nose with a range of changing scents: orange blossom, ripe apricot, Mediterranean herbs and a pungent note of saltiness and spices. In the mouth it is voluminous and intriguing, dense and enveloping, with a slightly bitter finish. Ideal at 8-10°C.

Sizes

75 cl

Distribution channels

Horeca, e-commerce

Cantina di Carpi e Sorbara
www.cantinadicarpiesorbara.it

Hall:
15
Booth:
C51



960 - Il Castello Lambrusco Grasparossa di Castelvetro DOP

Grapes

100% Lambrusco Grasparossa

Land of production

Emilia-Romagna, Province of Modena

Alcohol content

11% vol.

Description

Structured sparkling wine with marked fruity and perfumed fragrance. The flavor is dry with harmonic body. Deep red color, persistent froth. Red vinification with short maceration on the skins, cleaning of the must and fermentation at controlled temperature with selected yeasts. Second fermentation for froth.

Number of bottles produced

15,000

Sizes

0.75 lt

Distribution channels

Horeca, e-commerce

Carlo Pellegrino & C.
www.carlopedrino.it

Hall:
16
Booth:
E48



Gazerotta Malbec IGT Terre Siciliane 2021

Grapes

Malbec

Land of production

Italy

Alcohol content

13,5% vol.

Description

First Sicilian Malbec produced from a small 2.4-hectare plot of land in the centre of the Gazerotta Estate.

Number of bottles produced

17,000

Sizes

750 ml

Distribution channels

Horeca

Cantina di Solopaca
www.cantinasolopaca.it

Hall:
17
Booth:
B02



'Carrese' Aglianico Sannio DOC Riserva

Grapes

100% Aglianico

Land of production

Sannio DOC

Alcohol content

13.5% vol.

Description

The wine is aged in large Slavonian oak barrels for 18 months and then in barriques for 6 months. It is then bottled for further aging. The color is an intense ruby red, the aroma is complex with pleasant hints of ripe red fruits and jam with hints of spices. The taste is fascinating, complex with a good aftertaste, and pleasantly tannic. Ideal for pairing with red meats and game.

Number of bottles produced

30,000

Sizes

0.75 lt

Distribution channels

Horeca, e-commerce

Cantine Pirovano
www.vinicanepirovano.com

Hall:
17
Booth:
C05



Ribolla Gialla Spumante Brut

Grapes

100% Ribolla Gialla

Land of production

Friuli Venezia Giulia

Alcohol content

11% vol.

Description

Light straw yellow, with rich foam. It has a pleasant bouquet, with fruity and floral hints of iris, wisteria and peach.

Number of bottles produced

300,000

Sizes

0.75 lt

Distribution channels

Horeca and modern retail

Cantine Maschio
(Cantine Riunite & Civ)
www.cantinemaschio.com

Hall:
15
Booth:
C51



**Maschio Prosecco DOC
Rosé Vintage Extra Dry**

Grapes
85% Glera, 15% Pinot Noir
Land of production
Vineyards in the DOC area. Produced in Cantine Maschio, Visnà di Vazzola, Treviso, Italy
Alcohol content
11% vol.
Description
Appearance: light pink with typical copper hues. Nose: hints of white flowers from Glera variety with violet and raspberry notes from Pinot Noir. Taste: full bodied, with a clearly perceivable aftertaste of berries. Prosecco DOC Rosé is obtained from Glera grapes with Pinot Noir (10-15%) fermented on the skins. The indication of vintage year on the label is mandatory. The long-standing expertise of Cantine Maschio winemakers and the avant-garde techniques and processes used in the winery result in a pure harmonic wine. Ideal as an aperitif, it also pairs beautifully with any first course.
Sizes
0.75 lt, 20 cl
Distribution channels
Modern retail in Italy, Horeca and modern retail in international markets

Cielo e Terra
www.maiaiwine.it

Hall:
15
Booth:
B73



**Maia
Benacus**

Grapes
Garganega, Trebbiano, Chardonnay and other grapes from Garda DOC area
Land of production
Garda DOC area
Alcohol content
12% vol.
Description
Elegant and refined sparkling wines, born in the surrounding of the glamorous Garda Lake. Focus on the concepts of quality, design, lifestyle and experience to spread the Italian Good Living worldwide.
As a special edition in limited series, Maia Benacus is representative of the territory. Bright straw yellow colour, highlighted by a fine and persistent perlage. Fragrant and intense on the nose with pleasant floral and fruity notes. Fresh on the palate with a creamy and elegant finish.
Number of bottles produced
20,000
Sizes
0.75 lt
Distribution channels
Horeca

Carpineto
www.carpineto.com

Hall:
15
Booth:
A31



**Farnito
Cabernet Sauvignon IGT**

Grapes
100% Cabernet Sauvignon
Land of production
Toscana
Alcohol content
13.5% vol.
Description
Produced from grapes grown in our particularly suited vineyards in Gaville (Florence) and our high-density vineyards in Vino Nobile di Montepulciano (Siena).
Number of bottles produced
160,000
Sizes
0.75 lt
Distribution channels
Horeca

Col Vektoraz Spumanti
www.colvetoraz.it

Hall:
16
Booth:
H71



**Valdobbiadene DOCG
Extra Brut Cuvee**

Grapes
100% Glera
Land of Production
Valdobbiadene DOCG
Alcohol content
11.5% vol.
Description
It comes from hillside vineyards with ideal exposure in the high-quality Valdobbiadene area. It is a completely dry wine, but still silky and rounded, with hints of fruit and flowers. Perlage: fine and persistent. Bouquet: scents of roses, citrus fruit, acacia, vine blossom, white peaches, pears and apples. Taste: completely dry, but still silky and rounded. Food pairing: excellent as an aperitif, and perfect for accompanying seafood and shellfish.
Number of bottles produced
40,000 per year
Sizes
0.75 lt, magnum
Distribution channels
Horeca, e-commerce

Casa Sartori 1898
www.sartorinet.com

Hall:
16
Booth:
A09



**Fira Rosso
Veronese IGT**

Grapes
Corvina, Merlot and Cabernet Sauvignon
Land of production
Italy
Alcohol content
14% vol.
Description
The grapes are harvested and selected in the vineyard when slightly overripe and then left to rest on large grids for 25 days. This process ensures that the grapes reach the ideal stage of partial drying. After the fermentation, the wine is left to mature in large casks for six months: this reduces the tannic content, increases the complexity and emphasizes the natural spiciness of the grapes. Characterized by an intense perfume of cherries, wild blackberries and raspberries together with the unmistakable aroma of red roses and a hint of pink pepper. Fira rosso has balanced tannins and a lingering aftertaste of red fruits. Suitable for pairings with first courses of fresh pasta, grilled meats or more elaborate dishes, such as stewed rabbit or roast veal.
Number of bottles produced
25,000
Sizes
750 ml
Distribution channels
Modern retail

Pratale
www.pratale.com

Hall:
16
Booth:
E62



**Pratale
Chianti Classico DOCG**

Grapes
Sangiovese, Cabernet Sauvignon, Merlot
Land of production
Tuscany, Chianti Classico DOCG
Alcohol content
13.5% vol.
Description
A deep, ruby red color. Nose: rich and complex with scent of violets alongside cherries, strawberries and sweet spices. In the mouth, a decisive flavor, fresh, sapid and soft. Long and pleasant aftertaste, featuring smooth echoes of the oak barrels in which it aged. Elegant and balanced.
Number of bottles produced
80,000
Distribution channels
Horeca

Casa Vinicola Antonutti
www.antonuttivini.it

Hall:
16
Booth:
A04



**Bertrando
Bianco DOC Friuli**

Grapes
Sauvignon, Friulano, Chardonnay
Land of production
Pebbly plain with red clay deposits of moraine origin, Central Friuli region
Alcohol content
13.5% vol.
Description
Guyot training system with a vine density of 4,000 vines/ha. Manual green pruning and cluster thinning allow keeping the strains aerated and let the sunlight penetrate through the leaves. The yield is limited to an average of 2 kg of grapes per vine. When the grapes reach the perfect aromatic ripeness, they are hand harvested with the first light of the dawn. Destemming and cold maceration for 12 hours are followed by the soft crushing of the grapes. Slow fermentation of the must starts in stainless steel tanks and continues in 225 lt French oak barrels. The wine rests on the lease for 6 months with frequent batonnage. This process will define the character of the wine. Additional bottle ageing for not less than 12 months.
Number of bottles produced
4,000
Sizes
0.75 lt
Distribution channels
Horeca

Contri Spumanti
www.contrispumanti.it

Hall:
16
Booth:
A10



**'Conte di Campiano'
Cabernet-Primitivo IGT Puglia**

Grapes
Cabernet and Primitivo
Land of production
Vocated IGT area located in the territory of Apulia Region (South of Italy)
Description
Deep ruby red with garnet hues in the colour. Intense aroma with notes of red berried fruits and ripe plums. Ethereal scents of liquorice, chocolate and nuances of grass and roasted at the end. Full bodied and powerful with soft ripe tannins, well-balanced, with a pleasant hint of grass in the after taste. Perfect with red meats dishes, wild game, seasoned cheeses. For its characteristics, it can nevertheless, be appreciated also without foods, simply as a meditation wine. Serving at room temperature, about 18-20°C.
Sizes
75 cl
Distribution channels
Distributors, retail

Fantini Group Vini
www.fantiniwines.com

Hall:
16
Booth:
A21



**Sensuale Rosato
Terre Siciliane IGP**

Grapes
Nerello Mascalese 40%, Merlot 30%, Cabernet Sauvignon 30%
Land of production
Sicily
Alcohol content
13% vol.
Description
Our grapes come from Sambuca di Sicilia, a small village in the province of Agrigento, on the steep slopes of a hilly area overlooking the Arancio lake. Vineyards are 15-20 years old, at 400-500 m asl facing South-East and grow on 90% limestone, 10% clay soil. Upon arrival in the cellars, the grapes are destemmed and delicately crushed. Super softly pressing of the grapes using dry ice in the press allows to obtain the best extraction from the skins of all the aromatic precursors as well as the color of this rosé. Fermentation in stainless steel at 12°C for 20-25 days, addition of selected dry yeast (extreme reductive environment). Aging in stainless steel tank with regular fine lees stirring before release.
Number of bottles produced
15,000
Sizes
0.75 lt
Distribution channels
Horeca, retail, e-commerce

La Fortezza – Enzo Rillo
www.lafortezza srl.it

Hall:
17
Booth:
C19
desk
22



**Suarè –
White Wine**

Grapes
Fiano, Greco and Aglianico
Land of production
Sannio area
Alcohol content
14% vol.
Description
This white wine is well structured and remarkably full-bodied with a slight passage in wood. Its color is straw yellow, bright, limpid and crystalline. The scents are of yellow fruit and it recalls peach, passion fruit and pineapple, to which are added vegetable notes of sage. The minerality that comes from the soil determines high acidity and gives the wine a distinctly mineral and saline scent.
Number of bottles produced
5,000
Sizes
0.75 lt
Distribution channels
Horeca

Fontanafredda
www.fontanafredda.it

Hall:
16
Booth:
E21



**Barolo DOCG Serralunga d'Alba
Renaissance**

Grapes
Nebbiolo
Land of production
Serralunga d'Alba
Alcohol content
14% vol.
Description
The fermentation is traditional: medium-long (15 days) in stainless steel vats with a floating cap at a controlled temperature (27-28 °C). The must then stays in contact with the skins for further 15 days to optimize the extraction of the polyphenolic substances and help start the subsequent malolactic fermentation. After 24 months in oak barrels and 12 months in concrete tanks the wine is ready to be bottled. The color is garnet-red with ruby highlights that take on a slightly orange tone over time. Clear-cut, intense nose with sweet sensations of spices and hints of dried rose and sous bois. The taste is soft, full, velvety, harmonic and vibrant. Pairs well with important dishes, such as traditional meat and medium-long-aged cheeses.
Number of bottles produced
Organic: 39,000 of 0.75 lt + 3,500 of 1 lt
Traditional: 29,000 of 0.75 lt + 2,600 of 1 lt
Sizes
0.75, 1 lt
Distribution channels
Horeca and e-commerce

La Delizia Viticoltori Friulani
www.ladelizia.com

Hall:
17
Booth:
E50



**Uva Prosecco Doc
sostenibile extra dry**

Grapes
100% Glera
Land of production
Friuli Venezia Giulia (DOC Friuli area)
Alcohol content
11% vol.
Description
In its Sustainable Prosecco DOC project, La Delizia started by studying all the elements that make up a sparkling wine bottle, meticulously looking - together with its suppliers - for environmentally friendly materials: from wine obtained from SQNPI certified grapes, to the recycled glass bottle, from FSC certified cork, to the wrap label printed on FSC paper too and obtained from grapes residue replacing up to 15% of tree cellulose. This project involved all parties who believe, like La Delizia, in values such as environmental attention and protection and who turn these into concrete action in their businesses.
Number of bottles produced
10,000
Sizes
0.75 Lt
Distribution channels
Horeca and modern retail

Castello di Fonterutoli
www.mazzei.it

Hall:
16
Booth:
B27



**Fonterutoli 2020
Chianti Classico DOCG**

Grapes
90% Sangiovese, 5% Malvasia Nera, 5% Colorino
Land of production
Toscana Chianti Classico
Alcohol content
13.5% vol.
Description
It comes from separate vinification of the different company parcels, which spread across a unique range of soil and climate types, at an altitude from 220 to 570 meters above sea level in the heart of the Chianti Classico area. It is the flagship and 'best beller' of the company. A well-proportioned, elegant body, dark berry, fresh spice flavors, intense, smooth taste. Great ability to pair with dark sauce pastas, BBQ, boiled meats with spicy sauces, aged cheese.
Number of bottles produced
250,000
Sizes
0.75 lt
Distribution channels
Horeca, modern retail, e-commerce

Cantina Kurtatsch
www.cantina-kurtatsch.it

Hall:
15
Booth:
E71



**Mitterberg Cuvée
White IGT Resi**

Grapes
80% Bronner & Souvignier Gris, 20% Müller Thurgau
Land of production
Italy, Alto Adige
Alcohol content
13% vol.
Description
Sustainability has been a central priority for our 190 members and our young team for years. The value and respect for our nature is now once again expressed by an eccentric and forward-looking newcomer, the Cuvée IGT Resi. The name 'Resi' hints at the varieties in this cuvée. This fresh and floral wine is made mostly (80%) from the grape varieties Bronner and Souvignier Gris, that are naturally resistant to fungal diseases and require almost no pesticides, which is why this viticulture is considered the most sustainable and forward-looking. The remaining 20% of Resi consists of biological grown grapes from high altitude vineyards, which give the wine seductive floral notes. With this wine, Cantina Kurtatsch promotes sustainable viticulture and thus generates long-term added value for its members in the same named village.
Number of bottles produced
10,000
Sizes
0.75 lt
Distribution channels
Horeca, e-commerce

Cantina Giran
www.giran.it

Hall:
15
Booth:
E71



**Flora Pinot Noir
Riserva 2019**

Grapes
100% Pinot Noir
Land of production
Italy
Alcohol content
14% vol.
Description
Ruby red color. Characterized by fresh aromas of wild berries and sour cherry. The wine shows much elegance and fruitiness with very velvety and delicate tannins with a long-lasting finish. Excellent with white meat, roasts, as well as grilled fish.
Number of bottles produced
20,000
Sizes
0.75 and 1.5 lt
Distribution channels
Horeca

Kettmeir
www.kettmeir.com

Hall:
16
Booth:
A09



**Pinot Bianco
Alto Adige DOC 2021**

Grapes
100% Pinot Bianco
Land of production
Medium-high hillsides in Oltradige
Alcohol content
13.5% vol.
Description
A new image has been created for the 'Linea Classici' of Kettmeir, the historic Alto Adige winery founded in Caldaro in 1919 and part, since 1986, of Santa Margherita Gruppo Vinicolo. The new graphics of labels and a new bottle shape (from Bordeaux to Champagne-style) aim to highlight its perfect harmony with its area of origin: a stylistic update that has as testimonial the osprey, a rare species that has chosen the zone of Lake Caldaro as its nesting and hunting ground. Linea Classici is made up of six white wines and three reds. It represents the heart of Kettmeir's production: indigenous and international grape varieties that have found an ideal environment in the Alto Adige. Pinot Bianco Alto Adige DOC is characterized by floral scents of wisteria and fruity notes of green apple. Dry palate with good acidity, persistent and delicate minerality.
Number of bottles produced
25,000
Sizes
0.75 lt
Distribution channels
Horeca, modern retail

Mionetto

www.mionetto.com

Hall:
15
Booth:
D05**Valdobbiadene Prosecco Superiore D.O.C.G. Extra Dry Luxury Collection****Grapes**

Glera

Land of production

Hillslopes in the Prosecco Superiore D.O.C.G. area of Valdobbiadene

Alcohol content

11% vol.

Description

Refined sparkling wine with a distinctive luminous straw yellow color, and fine and continuous perlage. Its bouquet is rich in fruits and floral notes of apple and peach and acacia flowers, which make it an excellent pairing to delicate dishes, of vegetable, fish and white meats.

Sizes

750 ml

Distribution channels

Horeca

Monte Delle Vigne

www.montedellevigne.it

Hall:
16
Booth:
D13**Sauvignon 4 Laghi Colli di Parma D.O.C.****Grapes**

100% Sauvignon

Land of production

Ozzano Taro, near Parma (Italy)

Alcohol content

13.5% vol.

Description

100% Sauvignon, this wine is born on the hills of Ozzano Taro, near Parma, from calcareous-clayey soils and totally organic vineyards. After a manual harvest and a careful selection of bunches, it is vinified in steel. The color is straw yellow with greenish reflections. 4 Laghi has citrus notes and a balsamic scent coming from official herbs. It's also perfectly balanced between softness and freshness, with a hint of minerality at the end. Perfect to taste with sweet and fragrant cured meats, fresh and blue cheeses or fish-based dishes.

Number of bottles produced

6,500

Sizes

0.75 cl

Distribution channels

Horeca and e-commerce

Uggiano

www.uggiano.it

Hall:
16
Booth:
J28**Governo all'Uso Toscano I.G.T.****Grapes**

90% Sangiovese, 10% Canaiolo

Land of production

Tuscany (Chianti)

Alcohol content

13% vol.

Description

A supple and mellow Tuscan red with fresh red berry fruit and a full, spicy flavour. The 'Governo' method, a traditional Tuscan technique involving a slow refermentation of the freshly produced wine with the addition of semi-dried grapes, gives vivacity, concentration and roundness to the wine.

Number of bottles produced

50,000

Sizes

750 ml

Distribution channels

Modern retail, e-commerce

Tenuta Aquilaia

www.tenutaquilaia.it

Hall:
16
Booth:
J28**Fosso Sanguinaio – Maremma Toscana D.O.C.****Grapes**

75% Sangiovese, 15% Petit Verdot, 10% Alicante

Land of production

Tuscany (Maremma)

Alcohol content

14% vol.

Description

Sangiovese, Petit Verdot and Alicante give their best in this precious red wine. The fruity aromas of cherry and myrtle are well matched with the hints of pepper and helichrysum. On the palate it is full-bodied and enveloping, with silky tannins.

Number of bottles produced

8,000

Sizes

750 ml

Distribution channels

Horeca

Tinazzi

www.tinazzi.it

Hall:
15
Booth:
B15**Campo delle Rose – Chiaretto di Bardolino D.O.P.****Grapes**

Corvina 90%, Rondinella 10%

Land of production

Veneto, Italy

Alcohol content

12.5% vol.

Description

Campo delle Rose has intense aromas of red fruit, in particular wild cherry, accompanied by floral notes. It is soft, fresh and lively on the palate, and long in the finish. Thanks to the excellent acidity, it pairs very well with more substantial, flavorsome dishes. This wine should be consumed young at a temperature of 9-10°C to fully appreciate its freshness.

Sizes

0.75 lt

Monterverro

www.monterverro.com

Hall:
16
Booth:
D12**Terra di Monterverro - IGT Toscana rosso****Grapes**

40% Cabernet Sauvignon, 35% Cabernet Franc, 20% Merlot, 5% Petit Verdot

Land of production

Capalbio, Maremma

Alcohol content

14% vol.

Description

Color: dark cherry with touches of ruby on the rim. On the nose: explosion of red fruits like strawberry and raspberry balanced with underbrush touches and subtle notes of bell pepper. Palate: velvety entrance evolving into a structured tannic frame lingering on fruits like cherries and cassis with touches of eucalyptus, potpourri and sundried tomatoes.

Number of bottles produced

30,000

Sizes

0.75 lt; magnum of 3, 6, 9, 12 lt

Distribution channels

Wholesale, Horeca

Tombolini

www.tombolini.it

Hall:
17
Booth:
B05**Castelfiora - Verdicchio dei Castelli di Jesi D.O.C. Classico Superiore 2020 vintage****Grapes**

Verdicchio 100%

Land of production

Staffolo (An), Tombolini estate

Alcohol content

14% vol.

Description

Castelfiora's name represents both the Tombolini family's history and the one of Castelli di Jesi. It was created in 1972 by Giovanni Tombolini, merging the name of the Cardinal Albornoz's bastion (XIV century), owned by the family and symbol of the Staffolo castle, with his wife's name, Fioretta. An extraordinary wine that perfectly integrates the characteristics of the Verdicchio grape, especially its longevity, with a distinctive freshness that persists even after long bottle maturation. The wine, produced with handpicked grapes only, is the result of accurate selection of the best areas of the Tombolini estate. It is then aged for 12 months in French oak casks and clay amphoras. Its color recalls the clay and sandstone soils which gift the wine with structure and elegance. On the label we can see the golden bastion resting on the unique sandstone soil typical of Staffolo, surrounded by vineyards that over the centuries made the town known as "Hill of Verdicchio".

Number of bottles produced

10,000 bottles

Sizes

0.75 lt

Distribution channels

Horeca, e-commerce

Velenosi

www.velenosivini.com

Hall:
16
Booth:
C21**'Ninfa' Marche IGT Rosso****Grapes**

Montepulciano 40%, Merlot 20%, Cabernet Sauvignon 20%, Syrah 20%

Land of production

Castel di Lama, Offida

Alcohol content

14.5% vol.

Description

Sight: intense ruby red with violet hues. Smell: deep and lingering aromas of pulpy fruit, blackberries, cherries, a hint of licorice and graphite, black pepper and tobacco. Balsamic nuances complete the complex, lingering and elegant frame of aromas. Taste: warm, elegant, of great impact and with a rich evolution of taste. Still and assertive character marked by fine, soft, rounded tannins. Lingering finish with pleasant fruity encores.

Number of bottles produced

50,000

Sizes

0.75 lt

Distribution channels

Horeca, modern retail, e-commerce, importers, distributors

Toso

www.toso.it

Hall:
16
Booth:
E39**Piemonte DOC Bianco Fiocco di Vite****Grapes**

Cortese, Chardonnay

Land of production

Piedmont

Alcohol content

11% vol.

Description

The Cortese grapes, together with Chardonnay, distinguish this fine fizzy wine, straw-like in color, fruity in smell and harmonic in taste.

Sizes

0.75 lt

Distribution channels

Modern retail, e-commerce

Mottura Vini del Salento

www.motturavini.it

Hall:
19
Booth:
F7**Le Pitre Salice Salentino Bianco Doc****Grapes**

Fiano and Chardonnay

Land of production

Salice Salentino and other municipalities in the Lecce and Brindisi areas

Alcohol content

12.5% vol.

Description

Fresh, rightly mineral with good persistence and vanilla finish on the palate.

Sizes

0.75 lt

Distribution channels

Horeca, modern retail

Losito e Guarini

www.lositoeguarini.it

Stand:
17
Booth:
B04**Pinot Noir Rosé****Grapes**

Guyot-trained

Land of production

Italy

Alcohol content

11.5% vol.

Description

Color: soft pink. Nose: complex and intense, pleasantly fruity with hints of cherry and strawberry. Palate: well balanced, dry and fresh. Serving temperature: 8° - 10°C.

Sizes

0.75 lt

Valdo Spumanti

www.valdo.com

Hall:
15
Booth:
D05**Cuvée di Boj Vintage****Grapes**

75% Glera, 25% Chardonnay

Land of production

Glera: vineyards in the Valdobbiadene area. Chardonnay: vineyards in the hills of Trentino.

Alcohol content

11.5% vol.

Description

This vintage Brut Sparkling, dedicated to Bruno Bolla, celebrates the 40th harvest of the founder of the winery, recovering and reinterpreting the style and blend of the past. Straw yellow with bright greenish reflections. Rich hints of flowers, citrus and rennet apple. Full, harmonious, tangy savory, with a long and persistent finish. Sparkling process via Martinotti-Charmat method at a controlled temperature of 16-18°C with subsequent ageing in an autoclave on the lees for a total of five months.

Number of bottles produced

About 12,000 bottles

Sizes

0.75 lt

Distribution channels

Horeca, modern retail, e-commerce

Teaunum

www.teaunum.com

Hall:
17
Booth:
E19**Primitivo Black****Grapes**

100% Primitivo, Puglia PGI Red

Land of production

Apulia, Italy

Alcohol content

15% vol.

Description

Bright red with fruity, balsamic and spicy notes. On the palate it is fresh, full and soft, with an elegant balance between sweetness and tannin.

Number of bottles produced

12,000

Sizes

0.75 lt

Distribution channels

Horeca

Cantina Tramin
www.cantinatramin.itHall:
15
Booth:
E71**Troy Alto Adige
Chardonnay DOC Riserva**

Grapes
Chardonnay
Land of production
Italy, Alto Adige/Südtirol
Alcohol content
14% vol.

Description
A new Chardonnay from high-altitude vineyards with the unmistakable expression of the alpine area: Troy speaks the language of the alpine valleys. The 30 years-old vines chosen for Troy grow at 500-550 metres high, on steep hills with a 30 percent slope. A challenge with a long way to go, as the name 'Troy' means in the local dialect.

Number of bottles produced

6,400

Sizes

0.75 lt or magnum bottles

Distribution channels

Horeca, e-commerce

Montelvini
www.montelvini.itHall:
16
Booth:
A07**Prosecco DOC Rosè Treviso Brut
Millesimato Collezione Serenitatis 2020**

Grapes
85% Glera, 15% Pinot Noir
Land of production
Treviso (Asolo)
Alcohol content
11% vol.

Description
This wine is the result of the blending of a cuvée. The best Glera grapes (85%), harvested and vinified to obtain the Prosecco sparkling wine base, are blended with the best Pinot Nero grapes (15%) which are harvested earlier to limit the alcohol content and the tannins. The juice is fermented at low temperature in contact with the skins for a few days, then they are blended to achieve maximum finesse and balance. At the end of fermentation, the process involves a period of 70 days on the lees, after that the wine is filtered and bottled. The wine has an elegant pink color and a persistent perlage. The aromas are delicate and reminiscent of wisteria flowers and white fruit, together with hints of small red fruits such as cherries and redcurrants. The taste has the right balance between the freshness of the Glera grapes and the light structure provided by the Pinot Noir, which makes it creamy, persistent and full-flavoured.

Number of bottles produced

40,000

Sizes

0.75 lt

Distribution channels

E-commerce, Horeca

Fantinel
www.fantinel.comHall:
15
Booth:
C71**Fantinel Tenuta Sant'Helena 'Frontiere'
Pinot Bianco DOC Collio 2020**

Grapes
100% Pinot Bianco
Land of Production
Tenuta Sant'Helena, Fantinel Estate in Collio area Friuli Venezia Giulia
Alcohol content
13% vol.

Description
Bright straw yellow with light golden shades, the new Pinot Bianco by Fantinel conquers the nose with intense but elegant and fragrant floral scents, especially acacia flowers, accompanied by intriguing fruity notes. Structured and balanced, with silky smoothness. Its powerful minerality, typical of the terroir from which it comes, is expressed with grace and pleasantness. The best Pinot Bianco grapes are harvested manually from a dedicated vineyard (50 years old) at the beginning of September. Part of the fermentation takes place in stainless steel tanks; part in French oak barriques and tonneaux. After the creation of the blend in late spring, the wine ages in the bottle for at least six months.

Number of bottles produced

7,000

Sizes

0.75 lt

Distribution channels

On-trade (restaurants, hotels, resorts...), specialized shops, e-commerce

Podere 29
www.podere29.itHall:
16
Stand:
F71**Unio**

Grapes
60% Nero di Troia, 40% Primitivo
Land of production
Apulia

Alcohol content
13.5% vol.
Description
Intense ruby red color with violet reflections typical of Nero di Troia. Deciduous, long and persistent thick palate. Pleasantly dry, velvety tannic with a soft body ready to drink.

Number of bottles produced

32,000

Sizes

0.75 cl

Distribution channels

Horeca, modern retail, e-commerce

F.lli Gancia & C.
www.gancia.comHall:
15
Booth:
C78**Cuvée Gancia 60 Mesi Riserva Alta Langa
DOCG Metodo Classico Brut**

Grapes
Pinot Noir, Chardonnay
Land of production
Piedmont

Alcohol content

12.5% vol.

Description

The excellence of a reserve, premium quality and classy Alta Langa sparkling wine, from Pinot Noir and Chardonnay grapes, selected from the best vineyards of the Alta Langa DOCG area and matured on the lees for more than five years. Elegantly wrapped in its dark blue cover, Gancia Cuvée 60 Mesi Riserva Brut is a gold yellow sparkling wine, with deep, complex tinges, soft and persistent foam, with a creamy texture and elegant, tiny bubbles. The aroma is intense, with notes of cocoa, yeast, and toasted hazelnut. On the palate it is complex, balanced with a defined texture. Its pronounced acidity enhances a final, long, rich, and persistent taste.

Sizes

75 cl

Distribution channels

Various distribution channels worldwide (Horeca, e-commerce in Italy)

La Gioiosa
www.lagioiosa.itHall:
16
Booth:
G20/
F13**Prosecco DOC rosé
millesimato 2021**

Grapes
Glera/Pinot Noir
Land of production
Prosecco DOC area – Veneto
Alcohol content
11% vol.

Description

The typical freshness and the floral and fruity notes of Prosecco combined with the rose hue and red fruit notes imparted by the Pinot Noir. With a pomegranate nuance edged with soft pink reflections, the nose is subtle and fresh, offering hints of small red fruits with notes of rose and pomegranate. On the palate, it is silky and full, presenting a very pleasant balance between the fruity and floral notes. Great as an aperitif with canapés, this versatile food friendly Prosecco rosé also pairs well with many dishes, such as Mediterranean pasta or salad to grilled squid, and fruit cake.

Number of bottles produced

1.5 million

Sizes

0.75 or 0.20 lt

Distribution channels

Modern retail

Perlino
www.perlino.comHall:
15
Booth:
D03**Vermouth di Torino Rosso
Corsieri Del Palio**

Grapes
Blend of white grapes
Land of production
Italy

Alcohol content

16.5% vol.

Description

Vermouth di Torino Corsieri del Palio is a tribute to the historic town of Asti, with its medieval past and famous ancient horse race known as 'Il Palio'. An old recipe that reflects the roots of Piemonte. Our vermouth is persistent and balanced, with bitter-sweet hints and a citrus finish. Its recipe includes a careful selection of herbs and spices, each infused separately via hot or cold extraction. Only when all the scents and aromas have been absorbed naturally in each infusion are they subsequently blended. It can also be mixed with a premium tonic as a light aperitif and is an excellent ingredient in classic and famous cocktails.

Number of bottles produced

Small batches

Sizes

750 ml

Distribution channels

Mainly Horeca

Vinitaly 2022, a grand style comeback

The Verona exhibition has never seen so many foreign buyers coming to the event:

25,000 operators from 139 countries, 28% of the total visitors.

Numbers that bode well despite defections, especially from Russia, China and the East.



For those who have known Vinitaly for twenty years, the return of a 'proper' Vinitaly - after the suspension in 2020 and the small, juicy but still reduced special edition in 2021 - is a pleasant, almost consolatory, sign of normality. *Vini&Consumi* visited the event in Verona every day, drawing conclusions that bode well for the future of the entire sector.

What could be improved

Among, the issue, the biggest problem was, needless to say, the road network, which has always been the 'Achilles' heel' of the exhibitions organized in Verona. Major infrastructural investments have been promised by politicians, so we will have to wait and see. However, many exhibitors have called for a brand-new exhibition center outside the city, perhaps with its own railway station, to make it easier for people who are often forced to commute to hotels in the municipalities of the Province. Another relatively critical point: compliance with Covid regulations, which seemed rather haphazard. If sometimes we have encountered employees who were rightly zealous and ready to check the Green Pass even more than once, in other cases we noticed a milder surveillance. Not to mention that many people were caught without their masks, especially in the connecting tunnels, but in some cases also in the halls.

A calm invasion

As for the rest, VeronaFiere has more than enough reason to be satisfied. Vinitaly 2022 reached an historic record for the percentage of international buyers in relation to all visitors: 25,000 international operators (from 139 countries), who accounted for 28% of the total number coming to the exhibition (88,000). Such result was reached despite the very strong reduction - linked to pandemic restrictions on international travel - of arrivals from China and Japan, as well as Russian buyers, of course. This accounted for about 5,000 missed arrivals but did not prevent the reshaping of the participation: from a national point of view, this edition saw a more balanced attendance

**Vinitaly 2022,
un ritorno da record**

Per chi conosce Vinitaly da vent'anni, il ritorno di un Vinitaly 'come si deve', dopo la sospensione del 2020 e la piccola, succosa ma pur sempre ridotta edizione speciale del 2021, rappresenta un piacevole, quasi consolatorio segno di normalità. Malgrado le defezioni - soprattutto da Russia, Cina e Oriente - la rassegna veronese non ha mai visto accorrere così tanti buyer stranieri: 25mila operatori da 139 Paesi, il 28% degli ingressi totali. Vini&Consumi ha presidiato ogni singolo giorno della kermesse, traendo conclusioni che fanno ben sperare per il futuro di tutto il comparto.

from all the regions of Italy, with a growth of the Central and Southern ones. The result is more than remarkable, considering all the logistical problems caused by the pandemic and the Coronavirus. Another element that stood out was the increasing participation of professional visitors. In the Special Edition of October 2021 the limited number of admissions had already suggested a rigorous selection of who could enter the fair: a task made easier by the smaller size of the event. It is therefore pleasing to note that the 'ordinary' edition, in the usual grand style (the only thing missing were the large, themed restaurants at the back of the fairgrounds, which were replaced by other catering pavilions), maintained the same rigor: at the end of the exhibition, there were always a few tipsy kids, but nothing like what we have seen years ago.

A positive balance

Maurizio Danese, president of VeronaFiere, has no doubts: "The role of Italian fairs is increasingly linked to the growth in the number of companies that open themselves up to the international market, especially SMEs. Vinitaly, in this edition more than ever before, focused on this aspect with a very positive result for a sector which is morphologically characterized by small companies. The lesson to be learned? "We are now looking ahead to 2023 with an event that is even more attentive to market logics and the service and guiding function of our exhibition for the sector, that seemed enthusiastic about returning to Verona after three years". Giovanni Mantovani, the general manager, agrees: "The Vinitaly we wanted has come to an end and this was by no means a foregone conclusion. We have given an initial feedback after a long process of brainstorming with the companies.

Thanks to this, we created a plan that will gradually become fully operative over the next two years. Setting a record for the incidence of foreign buyers in such a difficult year in terms of economic and geopolitical situation is not trivial, in fact it highlights all the determination of VeronaFiere to pursue its objectives".

FOLLADOR

Mariacristina Follador



"Fosélios is our latest creation: a fresh and light Millesimato Brut DOC, designed to bring the wines of our land, the Valdobbiadene hills, closer to the youngest consumers".

DUCA DI SALAPARUTA

Giacomo Tarquini



"Two major innovations are undoubtedly the Etna line, in the form of Lavico Bianco and Lavico Rosso, and the range of Marsala Florio: ten special labels for as much varieties of Marsala".

CANELLA

Alvise and Tommaso Canella



"Our Bellini, the iconic Venetian cocktail, is always a big part of our selection. Lido, our new Prosecco Rosé, is also inspired by the city of Venice".

DONELLI VINI

Angela Giacobazzi



"MyWine is our brand - new line of canned wine that features modern, attractive packaging and high-quality content".

REDORO

Daniele Salvagno



"We are here at Vinitaly, for the very first time, with our organic Valpolicella Ripasso DOC Valpantena Superiore".

PONTE 1948

Matteo Bagnara



"Among the many new products we are presenting, there are organic Pinot Grigio DOC delle Venezie and organic Merlot IGT Veneto, which join the already well-known organic Prosecco DOC, all from the Ponte's flagship line".

CECCHI

Isotta Santini



"The Cecchi family owes its fame to the great wines produced by the more historic Cecchi brand, whose Chianti Classico is the most appreciated and well-known wine both in Italy and abroad".

BOSCA

Nicolò Omento



"With a 190th anniversary to celebrate and a renewed visual identity, we bring to the fair many new products for the different distribution channels. Such as Alta Langa for the large-scale distribution and the Ispiro and Esploro ranges of sparkling wines".

ROMANO

Giusy D'Amico



"During the fair we are presenting two new lines dedicated to modern distribution, characterised by an excellent quality/price ratio and representing, like all our wines, our beautiful Sicily".

VERGA VINI

Laura Verga, Alessandra Cesana, Maria Cristina Verga



"One of the new products we are presenting is Intrè, a blend of three grape varieties from three regions - Veneto, Tuscany and Sicily - which offers a harmony of typically Mediterranean flavors and aromas".

TOGNI

Andrea Scarabotti, Elisa Scarabotti, Paola Togni



"Rocca dei Forti, the brand dedicated to large-scale distribution, welcomes a Ribolla Gialla Brut and a Prosecco DOC Rosé Brut. While the Centinari Franciacorta brand, for the Horeca market, has two new Millesimati".

CANTINA TOLLO

Brunella di Pentima



"One of our latest creations is the Insetti organic line: a tribute to nature, much appreciated also abroad, composed of five labels that tell the story of the Abruzzo region".

CANTINA UGGIANO

Giacomo Fossati and Anna Gori



"The latest arrival in the Uggiano family is the new Governo all'Uso Toscano. An easy-drinking red wine with an intense color and fruity bouquet that meets the preferences of a international consumers".

BARBANERA

Paola Fatichenti and Paolo Barbanera



"Our new Primitivo del Salento PGI is called Ngudrà, which means 'encounter'. An important wine, also in its appearance: on the label there is a gold leaf that makes each bottle unique".

BOSCO DEL MERLO - CASA PALADIN

Roberto Paladin



"The interesting new products are the Uniko Bianco and Uniko Rosso, whose sales proceeds will be donated to the non-profit organisation 'Avapo'. They will also be sold in large-scale distribution".

VALDO SPUMANTI

Silvia Cavazza



"This year we became distributor for the Italian large-scale retail of the Côte des Roses line by Gérard Bertrand".

CANTINE SETTESOLI

Roberta Urso



"Vitaròsea, our new rosé, is a blend of Merlot and Sirna grapes with a characteristic 'onion skin' colour. A fresh wine, perfect for summer, with a beautiful screw-cap aesthetic".

VARVAGLIONE

Rosanna Tinella



"Among the new products we are presenting there is Susmaniello, which already represents our Apulian soul on its packaging, and Masseria, a limited edition of the 12eMezzo line featuring a 3D label printed directly on the glass".

TERRE DI SAVA

Lucio Bonetti



"With Notta Rossa white and rosé, the Vermenitino and Primitivo rosé recently welcomed in the Notta Rossa line of wines from Salento, we have chosen to focus on a young and attractive image".

TERRE DE LA CUSTODIA

Danilo Trapasso



"Our winery has worked hard on the premiumization of the offer and with great results, as testified by the many awards received. Most recently, we were awarded the Three Leaves of Gambero Rosso for heroic winemaking".

CANTINE PELLEGRINO 1880

Left: Benedetto and Sebastiano Renda, Caterina Tumbarello



"We have here the new Marsala Ruby Genesis, and the dry Zibibbo Cardilla, designed for large-scale distribution".

LA DELIZIA

Flavio Bellomo and Elisa Rosa



"Our latest innovation at Vinitaly is an entirely sustainable Prosecco DOC, including packaging. The cap is made of recycled cork".

TENIMENTI CIVA

Left: Valerio Civa and Stefano Silenzi



"Our presence at Vinitaly is the real news; in a certain way, we are presenting the company. In particular, we want to publicize our work on the Ribolla Gialla grape variety".

MONTELVINI

Alberto Serena



"At Vinitaly we present FM 333, an Asolo Prosecco DCOG, or rather the first cru of Asolo, in a limited production of 13,333 bottles".

PIERA 1899

Massimiliano Masi and Anna Polon



"We are presenting the two labels of the Clàr de Lune range, Prosecco DOC Rosé and Rosato Friuli DOC Grave. The latter characterized by an innovative glass stopper".

CANTINA PIZZOLATO

Serena Zanatta



"The M-Use line, with its precious diamond bottle, and the bio line Back to Basic, sustainable in all its parts - from production to packaging - are some of our most successful products".

ITALIAN WINE BRANDS

Stefania Vittoni



"With our wines we aim at new consumption occasions and new languages, to communicate with modern consumers. As with the Soffio d'Oro and Voga labels, which seek the perfect combination of style and pleasure".

ALBINO ARMANI

Egle Cantalupi



"Terre di Plovio is our project for the valorization of indigenous Friuli vines which has led to the creation of two labels - Flum (white) and Pilgrin (red) - where the protagonists are the Scialglin and piculit neri vines".

MARCHESI ANTINORI

Giulia Tanganelli



"Giardino Rosé Toscana IGT enhances the floral nature of the wine and pays homage to the grace and femininity of the world of rosé wines".

CANTINE MASCHIO

Mario Vandi



"Chardonnay IGT Veneto, declined by Cantine Maschio in the sparkling version, expresses vivacity, freshness and aromaticity, with grace and balance".

COLI

Giovanna Simone and Giampiero Coli



"Our Chianti DCOG, Chianti Classico DCOG and Morellino di Scansano DCOG best embody the soul of Tuscany".

CANTINA SOCIALE GUALTIERI

Giacomo Fornigoni and Nicolò Venturini



"The innovation we are presenting is the Fogarina 2020. We wanted a wine that was different from all others".

CASA SARTORI 1898

Francesco De Alessi



"For the large-scale retail market, we present Fira white and red, designed for the young consumer. They are produced with traditional grape varieties from Verona".

CANTINA DI BOLZANO

Klaus Sparer



"Our innovation is a de-colored rosé made from schiava grapes, appealing to those who want to drink something light".

CANTINE TEANUM

Mario Pacentra



"During this 'real' Vinitaly, we are officially presenting our Sumarello and Sumarello rosé".

BATASIOLO

Paola Marrai



"We presented Micó 2021, a Nebbiolo and Barbera rosé, produced in 16,000 bottles".

ROCCA DELLE MACIE

Sergio Zingarelli



"Our best of Chianti Classico will be branded Tenuta Fizzano instead of Riserva di Fizzano".

CANTINA TRAMIN

Sigrid Pichler and Gunther Facchinelli



"We are showcasing our new Chardonnays: the classic one and the selection".

PODERI DAL NESPOLI

Emanuela Marocco



"The 'catwalk' is all about the new 'wild' wines of the Bidente Valley. In particular, Orange Wine, a type of wine that has been very successful lately".

FIRRIATO

Giuseppe Pellegrino



"We have many new products. For example, the sparkling Gaudensius, from Nerello Mascalese, 48 months on the lees. And the Bayamore Bianco dei Bianchi 2021".

BORTOLOMIOL

Serena Corso



"We are presenting the new vintage of the Grande Cuvée del Fondatore, and the new selection of the 70th Anniversary range in just 8,000 bottles".

CANTINE VOLPI

Left: Marco and Carlo Volpi



"914 is the first wine that Cantine Volpi produced using the traditional method. The pinot noir grapes, hand-picked, are those of the 2018 harvest".

FANTINI GROUP

Domenico, Giulia e Alessia Sciotti



"We present a new line of canned wines with a very special vintage pack. The 'Sensual' line is also brand, with its unique design and including a Grillo Sicilia DOC and a Rosato Terre Siciliane Igt".

MIONETTO

Paolo Bogoni



"We are introducing the new Prosecco Rosé DOC from the Luxury Collection, as well as the exclusive restyling of the Luxury Collection and Mo Collection".

CIELO E TERRA

Paola Cielo



"Our big news is Maia Benacus: a fresh and lively sparkling wine. Representative of Lake Garda, it is designed for a young target and the perfect companion for parties and aperitifs".

CODICE CITRA

Left: Rocco Cipollone, Giuseppe Colantonio and Davide Dias



"Among the new products we are presenting I would like to show 'Sistina' Montepulciano d'Abruzzo DOC Riserva, 'Sistina' Passerina Terre di Chieti IGT and 'Venturone' Appassimento Red Wine".

PICCINI 1882

Giacomo Panicacci and Ginevra Piccini



"Two new wines we are presenting are 'Pinocchio' Rosso d'Italia and 'Toscana IGT Leggero Appassimento'. The latter is an opulent and elegant wine that narrates our Tuscan roots".

end

VINI & CONSUMI AWARDS 2022

THE TOP-QUALITY PRODUCTS AWARDED BY THE RETAIL OPERATORS

The eighth edition of the event, that took place on 11th April during Vinitaly in Verona, was a great success and numerous participants attended the ceremony. The awards were assigned by a qualified jury consisting of buyers from large-scale retail, normal trade and operators of the food sector. Who rewarded the initiatives promoted by the companies during 2021. The photos of all the winners, awarded by Luca Spagna, president of the jury.

**CHARITY PROJECT**

Left: Matteo Bagnara and Giancarlo Guidolin (Viticoltori Ponte); Pierpaolo Cielo (Cielo e Terra) and Filippo Polegato (Astoria Wines).

The winners of the edition 2022**BEST TV COMMERCIAL**

"La ricetta italiana per la felicità" - Piccini 1882
Receives the prize: Michelangelo Piccini

BEST CONSUMER PRESS CAMPAIGN

"Il senso della Vite" - Feudi di San Gregorio
Receives the prize: Luca Bellomo

BEST TRADE PRESS CAMPAIGN

"Uggiano: l'eccellenza per vocazione" - Uggiano
Receives the prize: Anna Gori

BEST SOCIAL MEDIA CAMPAIGN

"Branded content in collaborazione con Ciaopeople e Maccio Capatonda" - Caviro
Receives the prize: Claudia Benvenuto

BEST WEBSITE

www.ilpoggiarellovini.it - Cantine 4 Valli
Receives the prize: Massimo Perini

BEST POP MATERIAL

"Testate di gondola 'Goditi la vita con Valdo!'" - Valdo Spumanti
Receives the prize: Silvia Cavazza

BEST EVENT

"60esimo anniversario Pinot Grigio Santa Margherita - Temporary Exhibition 'Off the skins' (Venezia)" - Santa Margherita
Receives the prize: Nicolò Marzotto

BEST SUSTAINABLE PROJECT FOR PRODUCTION

"1000 ettari di vigneto della Cantina Produttori Valdobbiadene certificati SQNPI" - Cantina Produttori di Valdobbiadene - Val d'Oca
Receives the prize: Alessandro Vella

BEST SPECIAL EDITION

"60esimo anniversario Pinot Grigio Santa Margherita - Capsule collection Pinot Grigio Impronta del Fondatore Alto Adige Doc" - Santa Margherita
Receives the prize: Nicolò Marzotto

BEST PACKAGING**RED WINES**

"Ngudrà - Primitivo del Salento Igt" - Barbanera
Receives the prize: Agnese Barbanera

WHITE WINES

"Restyling vini frizzanti, linea storica di Cantine Maschio" - Cantine Riunite
Receives the prize: Mario Vandi

SPARKLING WINES

"Soffio Oro" - Enotalia
Receives the prize: Alessandro Mutinelli

BEST PRODUCT INNOVATION**ORGANIC**

"Mandarossa Larcera" - Cantine Settesoli
Receives the prize: Claudia Guarino

PROSECCO

"Amor Soli - Valdobbiadene Docg Biologico" - Valdo Spumanti
Receives the prize: Silvia Cavazza

STILL WHITE WINES

"Vermentino Santa Cristina" - Santa Cristina
Receives the prize: Giulia Tanganelli

STILL RED WINES

"Sumarello Teanum" - Teanum
Receives the prize: Erica Troccoli

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CAVIRO