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INSIGHT

**Wild Wine
West**

page 8

THE INTERVIEW

**Forget
about America**

pages 10-11

ZOOM

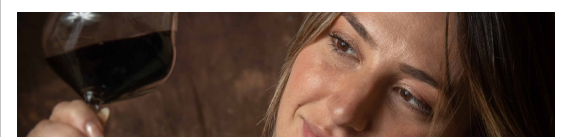
**Netflix
and drink**

pages 12-13

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THE WINERY



**Fantini: "Big things
are made up of small
details"**

pages 14-15

SCENARIO

**A slow-paced
economy**

page 16

PROWEIN 2023 BUYER GUIDE

100
**good
reasons
for drinking
Italian**

from page 17 to page 31

turbo. by **tespi**

THANK YOU FOR DRINKING

I drink wine regularly. I drink it because I like it, not because it is good for me. Saying it, or worse writing it, is a sort of 'outing' today. A necessary outing, yet, according to what follows and above all the harsh debate surrounding wine and healthy warnings. Ireland, with its unexpected step forward, opened a Pandora's box that can be re-closed anymore. And which scares, as the many pleas made to EU legislators from across Europe demonstrate.

I hate the idea of seeing all those beautiful bottles smeared with ugly images too. And I truly understand the fears of wineries, which would see the result of their hard work, the passion of a lifetime, the legacy handed down from father to son branded as harmful. The comparison is indeed with cigarettes, neither more nor less. And this article's title, which references to the 2005 movie 'Thank you for smoking', could not say it more clearly. I almost forgot, I'm also a smoker (second outing!). So evidently the health warnings didn't have much effect on me.

So I started wondering if the presence of such 'warnings' had led to an effective drop in the number of smokers, in the world or in Italy. A pure curiosity. And looking for this data, I discovered interesting things on carcinogens. Nothing new, of course, but among all the sharp statements pronounced over the past weeks, it seemed useful to me to assume a more humble attitude, to ask myself a few questions. The source of this news is the AIRC, the Italian Association for Cancer Research.

An article I read talks about substances called as carcinogenic by the IARC, the International Agency for Research on Cancer. Among these, since 1988, there is also alcohol, which belongs to Group 1. "The lists compiled by the IARC group the substances on the basis of the solidity of the evidence demonstrating that a substance can cause cancer: for instance those in Group 1 have precise evidence of carcinogenicity, but the IARC does not specify starting from which dosages or exposure." And it continues: "Inclusion in the list requires that the results of laboratory studies carried out at

very high doses or with very long exposure durations, which are difficult to replicate in real life, be available. If a substance is not included in the IARC lists it does not necessarily mean that it is not carcinogenic, but that it has not been studied or that there is not enough data to suggest its inclusion."

This is particularly interesting because, according to the IARC, there is only one substance "probably not carcinogenic to humans": caprolactam, a precursor to nylon. How is it possible that, in the world, only one substance is not carcinogenic? Simple, the IARC lists only include agents studied because there was suspicion against them. No suspicion, no study, no classification.

To return to current events, Michele Antonio Fino, associate professor of Foundations of European law at the University of Gastronomic Sciences of Pollenzo, recently published a LinkedIn post inviting Italian winemakers to answer an "uncomfortable question": "Who, among you producers, is willing to anticipate the time of obligations and say loud and clear that no, there is no fear of simply saying that alcohol involves risks and yes, wine is an alcoholic beverage?"

Three answers were posted, which I think well summarize the different positions taken by consumers on this issue. The first: "So let's write that if one consumes 8 Lt of water or 3kg of tangerines or anything@else in excessive quantities it damages one's health! Do we really need to write it?????????". The second: "I would buy it exactly like I buy cigarettes that tell me that smoking kills. It raises awareness. I still smoke but I know it's harmful to my health." The third: "I'm not a producer but I work in the sector. I agree with the greatest transparency, in favor of the warning, against the middle ground. I'm just saying, I hope I'm not digressing, that the same warning should apply to other type 1 carcinogens that quietly advertise on TV with happy children and families. If there must be transparency, I expect it on everything that presents a risk."

Federica Bartesaghi

Thank you for drinking

Bevo vino abitualmente. Lo bevo perché mi piace, non perché mi fa bene. Dirlo, o peggio scriverlo, sembra un po' come fare outing oggi giorno. Un outing doveroso però, visto quanto segue e considerata la tensione che circonda il dibattito su vino e alert salutistici. L'Irlanda, con il suo scatto in avanti, ha scoperchiato un vaso di Pandora che non può essere richiuso. E che fa paura, come dimostrano gli appelli rivolti ai legislatori europei al fine di evitare simili derive 'estremiste'.

Anche io detesto l'idea di vedere tutte quelle belle bottiglie imbrattate da immagini orrende. E comprendo bene i timori delle cantine, che vedrebbero il risultato del loro duro lavoro, la passione di una vita, l'eredità tramandata di padre in figlio marchiata come nociva. Il paragone è infatti con le sigarette, né più né meno. E il riferimento del titolo di questo articolo alla pellicola del 2005, 'Thank you for smoking', non potrebbe dirlo più chiaramente. Quasi dimenticavo, sono anche una fumatrice (secondo outing!). Quindi evidentemente su di me gli health warning non hanno avuto molto effetto.

Mi sono allora chiesta se la presenza di questi 'avvertimenti' avesse portato a un effettivo calo nel numero di fumatori, nel mondo o in Italia. Una pura curiosità. E cercando questo dato ho scoperto cose interessanti sulle sostanze cancerogene. Nulla di nuovo, sia chiaro, solo che in questo bailamme di dichiarazioni e prese di posizione mi sembra utile assumere un at-

teggiamento più umile, per porsi qualche domanda. La fonte di queste notizie è l'Airc, la Fondazione della ricerca sul cancro.

In un articolo che ho letto si parla delle sostanze definite cancerogene dallo Iarc, l'Agenzia internazionale per la ricerca sul cancro. Tra queste, dal 1988, c'è anche l'alcol, che appartiene al Gruppo 1. "Le liste compilate dallo Iarc raggruppano le sostanze sulla base della solidità delle prove che dimostrano che una sostanza può provocare il cancro: ad esempio quelle del Gruppo 1 hanno precise evidenze di cancerogenicità, ma lo Iarc non specifica a partire da quali dosaggi o tempi di esposizione si definiscono cancerogene". E prosegue: "L'inserimento nella lista richiede che siano disponibili i risultati di studi di laboratorio eseguiti ad altissimi dosaggi o con durate d'esposizione molto lunghe, difficilmente replicabili nella vita reale. Se una sostanza non è inserita nelle liste Iarc non significa necessariamente che non sia cancerogena, ma che non è stata studiata o che non esistono dati sufficienti a suggerirne l'inclusione".

Questo dato è particolarmente interessante perché, secondo lo Iarc, esiste una sola sostanza "probabilmente non cancerogena per l'uomo": il caprolactam, un precursore del nylon. Com'è possibile che, al mondo, solo una sostanza non sia cancerogena? Semplice, le liste dello Iarc includono soltanto gli agenti studiati perché nei loro confronti c'era un sospetto. Niente sospetto, niente studio, niente classificazione.

Per tornare all'attualità, Michele Antonio Fino, professore associato di Fondamenti del diritto europeo all'Università di Scienze Gastronomiche di Pollenzo, ha di recente pubblicato un post su LinkedIn che invita i vignaioli a rispondere a una "domanda scomoda": "Chi ci sta fra i produttori italiani ad anticipare il tempo degli obblighi e dire forte e chiaro che no, non c'è alcuna paura di dire semplicemente che l'alcol comporta dei rischi e sì il vino è una bevanda alcolica?"

Tre le risposte pubblicate. Che insieme credono sintetizzino bene le diverse posizioni assunte dai consumatori su questa faccenda. La prima: "Allora scriviamo che se uno consuma 8 Lt d'acqua o 3kg di mandarini o qualsiasi altra cosa in quantità eccessive danneggia la propria salute! Ma c'è bisogno di scriverlo?????????". La seconda: "Io lo comprerei esattamente come compro le sigarette che mi dicono che il fumo uccide. Aumenta la consapevolezza. Fumo lo stesso ma so che è nocivo per la mia salute". La terza: "Non sono un produttore ma lavoro nel settore. Concordo sulla massima trasparenza, favorevole alla dicitura, contraria alle vie di mezzo. Dico solo, spero di non divagare, che la stessa dicitura andrebbe posta su altri cancerogeni tipo 1 che si fanno tranquillamente pubblicità in tv con bambini e famiglie felici. Se trasparenza deve essere, la pretendo su tutto ciò che presenta un rischio".



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After 6 years, Terra Moretti is 100% Italian again

Terra Moretti is now 100% Italian again, in the hands of the Moretti family, which founded it. A note from the Terra Moretti group explains that after six years of "solid and fruitful collaboration", the partnership with the Cheng Pao family of Hong Kong, owner of Nuo Capital S.a., has come to an end. Nuo Capital S.a. owned a 30% share of Terra Moretti Distribuzione, a subsidiary of Terra Moretti Holding. Beside wineries like Contadi Castaldi in Franciacorta, Petra in Suvereto, Teruzzi in San Gimignano and Sella and Mosca in Sardinia, the Terra Moretti Group also includes the activities in the Construction and hotellerie industries. It counts more than 1.154 hectares of vineyards and closed 2022 with a turnover of 84 million euro.

Terra Moretti torna completamente alla famiglia dopo 6 anni

Terra Moretti torna 100% italiana, nelle mani della famiglia Moretti che l'ha creata. La holding franciacortina capeggiata da Vittorio Moretti e dai suoi congiunti ha concluso il suo sodalizio con Nuo Capital S.A., fondo hongkonghese che aveva investito nella società. Nella fattispecie, l'azienda della famiglia Cheng Pao anni fa era entrata nel capitale della Terra Moretti Distribuzione, controllata dalla holding principale, in ragione di un 30% del capitale. Terra Moretti, oltre a Bellavista e Contadi Castaldi in Franciacorta, Petra a Suvereto, Teruzzi a San Gimignano e Sella e Mosca in Sardegna, comprende anche il settore delle costruzioni e quello dell'accoglienza di lusso. In totale, oltre 1.154 ettari di vigneto, e un 2022 chiuso con un fatturato di 84 milioni di euro.



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Istanbul airport gains new Bottega Prosecco bar



On 31 January a new Bottega Prosecco Bar was opened in the international departure area of Istanbul Airport, more precisely in the centre of the Luxury Hall, surrounded by the boutiques of the most famous fashion brands. Travellers will have the opportunity to taste Bottega wines, paired with some traditional Veneto and Italian gastronomic specialities. The Bottega Prosecco Bar concept, evoking the tradition of Venetian bacari, was launched in 2014 on board of the Viking Group's ship Cinderella, which operates on the Baltic Sea. Over the years, it was then introduced at the international airports of Rome Fiumicino, Dubai, Venice, London Stansted, Birmingham, Bologna, Milan Malpensa and the two Bulgarian airports of Burgas and Varna, in London at the BOKAN 38th & 39th Rooftop Bar, in Guernsey (Channel Islands) on the terrace of the Slaughterhouse, inside the Grand Hyatt Hotel in Muscat in Oman, at the English racecourses of Bath and Windsor and, with a different formula, at the Beluno station.

Bottega apre un Prosecco Bar nell'aeroporto di Istanbul

Inaugurato il 31 gennaio un nuovo Bottega Prosecco Bar nell'area partenze internazionali dell'aeroporto di Istanbul in una posizione di prestigio: al centro della Luxury Hall. La formula Prosecco Bar, che evoca la tradizione dei bacari veneziani, permette ai viaggiatori di degustare i vini Bottega in abbinamento con alcune specialità gastronomiche della tradizione veneta e italiana. Lanciata nel 2014 a bordo della nave Cinderella del gruppo Viking, la formula è stata poi introdotta negli aeroporti internazionali di Roma Fiumicino, Dubai, Venezia, Londra Stansted, Birmingham, Bologna, Milano Malpensa e dei due scali bulgari di Burgas e Varna, a Londra presso il Bokan 38th & 39th Rooftop Bar, a Guernsey (Channel Islands) sulla terrazza dello Slaughterhouse, all'interno del Grand Hyatt Hotel di Muscat in Oman, negli ippodromi inglesi di Bath e Windsor e, con formula diversa, presso la stazione di Belluno.

Italian Wine Brands closes 2022 with a 430.4 million turnover

The Board of Italian Wine Brands (IWB) – one of the largest Italian non-cooperative wine players - has approved the consolidated revenues on an annual pro-forma basis for a total of Euro 430.4 million (+5.2% on 2021). The revenue growth dynamic was determined by the M&A transactions completed by the Group during the year: Enovation Brands Inc. and Barbanera. "In particular, with the acquisition of Enovation, IWB intended to fully incorporate its direct presence in the supermarkets and on the Horeca channel of the US and Canadian markets, the most important for Italian wine," a Group's note explains. "With the acquisition of Barbanera, the group has instead increased its offer of premium wines - with particular reference to the Horeca channel, up to now less penetrated – and reached a direct presence in Tuscany with its own cellar."

Signorvino gets ready to land in France

The chain of wine shops with kitchen launched in 2012 by Sandro Veronesi confirms the opening, in 2023, of the first store outside the national borders. The chosen city is Paris, in the Boulevard Saint-Michel area, where there will be an offer of around 2,000 labels. "Looking abroad immediately seemed to us the right idea to enhance the Italian wine heritage even beyond our borders, to make the best Italian labels discovered and appreciated in Paris", comments the commercial director, Luca Pizzighella. Launched in 2012 by Sandro Veronesi, founder of the Calzedonia Group, Signorvino exceeded forecasts in 2022 with a turnover of 55 million euros and 1 million and 800 thousand bottles sold.



Signorvino prepara lo sbarco in Francia

La catena di enoteche con cucina lanciata nel 2012 da Sandro Veronesi conferma dell'apertura, nel 2023, del primo negozio fuori dai confini nazionali. La città scelta è Parigi, in zona Boulevard Saint-Michel, dove sarà presente un'offerta di circa 2mila etichette. "Volgere lo sguardo all'estero ci è da subito sembrata l'idea giusta per valorizzare anche oltre i nostri confini il patrimonio vitivinicolo italiano, per far scoprire e apprezzare le migliori etichette italiane a Parigi", commenta il direttore commerciale, Luca Pizzighella. Lanciata nel 2012 da Sandro Veronesi, fondato del Gruppo Calzedonia, Signorvino ha superato nel 2022 le previsioni con un fatturato di 55 milioni di euro e 1 milione e 800mila bottiglie vendute.

Italian Wine Brands chiude il 2022 con ricavi per 430,4 milioni

Il 2022 di Italian Wine Brands (IWB), uno dei maggiori player del vino non cooperativo italiano, si chiude con ricavi consolidati su base annua pro-forma pari a 430,4 milioni di euro, in crescita del 5,3% sul 2021. Un risultato determinato dalle operazioni di acquisizione realizzate nel corso dell'anno, quali Enovation Brands e Barbanera. "In particolare, con l'acquisizione di Enovation, IWB ha inteso incorporare integralmente la sua presenza diretta nei supermercati e sul canale Horeca dei mercati statunitense e canadese, i più importanti per il vino italiano", si legge in una nota del Gruppo. "Con l'acquisizione di Barbanera, apprezzata casa vinicola toscana, il Gruppo ha invece incrementato la sua offerta di vini premium – con particolare riferimento al canale Horeca fino a oggi meno penetrato – e raggiunto un presidio diretto in Toscana con una cantina di proprietà".

Frescobaldi debuts in the premium pasta sector with the Tirrena brand

From wine to premium dry pasta. Marchesi Frescobaldi, among the leading Italian wine producers, has launched Tirrena, a new dry pasta brand focused on the Cappelli, Khorasan, and Evoldir varieties, cultivated near Florence. Six pasta shapes produced by Pastificio Artigiano Fabbri. "Our family business philosophy has always been to ensure that everything we grow embodies and exhibits the characteristics of its place of origin," commented Lamberto Frescobaldi, President of Marchesi Frescobaldi. "Beginning in the 1980s, we extended that approach to extra virgin olive oil, when we launched our Laudemio brand. Today, we are confident that we can apply the same values and expression of terroir to pasta".

Frescobaldi debutta nel settore della pasta premium con il brand Tirrena

Dal vino alla produzione di pasta secca premium. Marchesi Frescobaldi, tra i principali produttori di vino made in Italy, presenta Tirrena, il nuovo brand dedicato alla produzione di referenze realizzate con grani antichi di varietà Cappelli, Khorasan ed Evoldir, coltivati nelle vicinanze di Firenze. Sei diversi formati di pasta la cui produzione è affidata a Pastificio Artigiano Fabbri. "Esaltare il territorio. Questa è da sempre la filosofia dietro ogni nostro prodotto", spiega Lamberto Frescobaldi, presidente di Marchesi Frescobaldi. "Dagli anni '80 abbiamo portato la nostra filosofia anche al mondo dell'olio extravergine di oliva, lanciando il marchio Laudemio. Oggi pensiamo che possiamo trasferire gli stessi valori e parlare di terroir anche nel settore della pasta".

Cantina di Soave changes its name to Cadis 1898



As part of a strategic reorganization Cantina di Soave changed its name to Cadis 1898. "The name has changed, but not the spirit that for 125 years has been driving us toward the best result possible for our 2,000 winegrowing members," the general manager of Cadis 1898, Wolfgang Raifer, explains. Under the Cadis 1898 acronym Cantina di Soave, Cantina di Montecchia, Cantina di Illasi and Terre al Lago will be found. "In recent years we have noticed a certain difficulty of customers who had to buy, for instance, a bottle of Valpolicella under the Cantina di Soave brand," Wolfgang Raifer adds. "Hence the need to be more specific and to enhance each territory." The 2022 financial statement closed with a 143.8 million euro turnover (+16% on 2021), made up of 66% from the Italian market and 34% from the international ones.

Cantina di Soave si chiamerà Cadis 1898

Nell'ambito di una riorganizzazione strategica Cantina di Soave cambia nome in Cadis 1898. "È cambiato l'abito, ma di certo non l'anima che da 125 anni ci guida alla ricerca del miglior risultato per i nostri 2mila soci conferitori", commenta direttore generale, Wolfgang Raifer. Sotto l'acronimo Cadis 1898 troveranno spazio le quattro cantine principali: Cantina di Soave, Cantina di Montecchia, Cantina di Illasi e Terre al Lago. "Negli ultimi anni ci siamo accorti di una certa difficoltà dei clienti che si trovavano ad acquistare, ad esempio, una bottiglia di Valpolicella con la dicitura Cantina di Soave", spiega Raifer. "Da qui è nata l'esigenza di essere più specifici e soprattutto di dare risalto ad ogni singola realtà territoriale". Il bilancio d'esercizio 2022 si è chiuso con un fatturato di 143,8 milioni di euro (+16% sul 2021), costituito per il 66% dal mercato domestico e per il 34% da quello estero.

Masi presents the limited edition Costasera Lunar 'New Year of the Rabbit'

Masi toasts the Chinese new year with a limited edition of its Amarone della Valpolicella Classico Costasera Docg: Costasera Lunar 'New Year of the Rabbit', vintage 2017. Many years ago Masi was the first Amarone producer to land on the Chinese market with its own wines, starting with the most iconic ones, including Costasera and Campofiorin. "With this limited edition we wanted to keep the focus on the Asian markets, where we have a solid position, also thanks to the distribution partnership - if we refer specifically to China - with ASC Fine Wines, which represents some of the most important international brands", explains Federico Girotto, CEO of Masi. "In recent years we have strengthened omnichannel as a strategic lever for development also in the Chinese market, adding to the Horeca distribution an expansion in the more qualified travel retail, at the same time enhancing communication, especially digital, towards the consumer."



Masi presenta la limited edition Costasera Lunar 'New Year of the Rabbit'

Per festeggiare l'ingresso nell'Anno del Coniglio del calendario cinese, Masi presenta Costasera Lunar 'New Year of the Rabbit', un'edizione limitata dell'Amarone della Valpolicella Classico Costasera Docg, annata 2017. Masi, si legge in una nota, è stata il primo produttore di Amarone ad approdare sul mercato cinese con i propri vini, a partire dalle sue referenze più iconiche tra cui Costasera e Campofiorin. "Con questa limited edition abbiamo voluto sottolineare il nostro focus sui mercati asiatici, in cui abbiamo un posizionamento solido, anche grazie alla partnership distributiva – se ci riferiamo specificamente alla Cina – con Asc Fine Wines", commenta Federico Girotto, Ad di Masi. "Negli ultimi anni abbiamo rafforzato l'omnicanalità come leva strategica di sviluppo anche nel mercato cinese, affiancando alla distribuzione nell'Horeca un'espansione nel più qualificato travel retail, potenziando al contempo la comunicazione, soprattutto digitale, verso il consumatore".

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Wild Wine West

Every entrepreneur, sooner or later, wants to make it big in America. The United States can really act as a sounding board for trends, that thus become real. And this especially applies to wine: the US is the world's largest wine market and it is little affected by the claim "China is near", since the Far Eastern country, by all accounts, are still not as easy to penetrate. Well, a general decline in wine sales in the large-scale distribution, the US market is one of the sectors where such a crisis hit less. Moving on to the Horeca it is even more true, despite the 2023 forecasts are not always rosy.

A life saver

According to the latest report Wine Observatory by Unione Italiana Vini in partnership with Vinitaly, the 2022 final balance of Italian wine in the top three foreign countries – that is the UK, Germany, and indeed the United States – was negative. Adding Nielsen data, the Observatory highlights how last year 4.9 million wine hectoliters were sold, recording a 9% decrease compared to 2021, for values down 5%, to 4.7 billion euro. On 2021 sales, the equivalent of 63 million bottles and a counter value of 253 million euros are missing. The worst performance is in the UK (-11% volume and -8% value), while Germany's -7% value flanks a 10% volume loss (1.7 million hectoliters), the US acted as a life saver. As a matter of fact, America limits the erosion in value (2.1 billion euro) to -2%, and in volume to -5%.

Let's take a closer look. Last year, strong erosions in volumes sold in the US for Chianti (-9%), Lambrusco (-13%), Montepulciano d'Abruzzo (-12%), and Piedmont reds (excluding Barolo, -10%, such drops never really affect expensive or premium bottles). On the contrary, there are some cases in which no drops are evidenced: Prosecco, for instance, at +4% (+41% on 2019) seems to be more than ever untouched by any crises. To this end, it's worth mentioning that Prosecco's specialist Valdo of the family Bolla, at the end of January announced a strategic partnership with another giant, C. Mondavi & Family, for the distribution in the US of the Italian production, and in the future for the joint production of new bottles in the Napa Valley. Returning to the topic, witnessing the success of premium wines, Brunello di Montalcino grows by 5%.

Lamberto Frescobaldi, Unione Italiana Vini's president, stressed what everyone already expected: "These contractions bring us back to the pre-Covid numbers. In a way, we are returning to a condition of normality, provided that the demand for 'out of home' keeps up despite the difficult economic situation." Something, though, was not expected: "What is not normal is the cost surplus, starting with energy and

dry raw materials. This year it will be crucial not to depress supply as for value, as well as overseeing outlet markets, opening up to emerging markets supported by institutions."

Make way for youngsters, but watch out for beer

To analyze whites and reds performances on the other side of the Atlantic, we must have a look at other reports too. For instance, the data of the International Wines and Spirits Record (IWSR) of London. Which highlight that with the return to a post-Covid scenario in America the number of habitual drinkers went back to normal. Indeed, there are 14 million more people drinking wine as a habit between 2021 and 2022. With a huge presence of under 40s, as well as an increase in the range 25-54.

But how do they drink? The youngsters prefer to do so out of home, whereas the elderly opt for drinking at home. And who drinks outside tends to spend more, at least in the US. There's a marked difference in sales in bottles of wine exceeding or within the 10 euro range. In 2022, the volume consumption of the segments low-price, value and standard decreased, whereas premium, super premium, ultra-premium and prestige increased. And consumers tend to be very demanding. Back in November at Wine2Wine in Verona, advisor Peter Yeung pointed out that in the US a wine that 'only' costs 50 dollars cannot aspire to be in the luxury range; it must be worth at least 200 or 300 dollars.

If youngsters seem to be attracted by more or less premium wines, in the low range market the inclination for low-alcohol drinks is high. For this reason, wine, and not just Italian wine, is in competition with beer. According to a Wine Opinions survey, 51% of under 40s in the US, indeed, drinks beer once or more a week, yet only 30% tastes wine with the same frequency. One under 40 out of three drinks wine 2-3 times a month, 16% once a month and 21% even less.

Last September, on Vini&Consumi we recalled our trip to the supermarkets of the Great Los Angeles, highlighting how the wine shelves, apart from Chilean or Californian products, were packed with Italian wines with peach or other fruits aromas, at a 5% ABV. Wines that practically do not exist in Italy. The same goes for canned wine in Italy, while the IWSR shoes that consumers under 40 in the US are more keen on alternative formats, suitable to be drunk out of home, maybe at a barbecue or a concert, notwithstanding the fact that in the US drinking alcohol in public is rather frowned upon, if not prohibited.

Hence, are Italian producers right to believe in America? Absolutely, even when the market does not grow, it causes limited losses, and it boasts a very promising young consumer base.

Wild Wine West

Secondo l'ultimo Osservatorio di Uiv e Vinitaly, il bilancio 2022 del vino italiano nei tre maggiori mercati esteri – UK, Germania e Stati Uniti – è stato negativo. Il calo è stato del 9% a volume rispetto al 2021 e del 5% a valore, a 4,7 miliardi di euro. A fronte di una perdita secca in UK e Germania, il mercato statunitense ha fatto un po' da salvagente, con una contrazione del 5% a volume e del 2% a valore. A performare peggio è la Gdo, che oggi patisce la ripresa del mondo Horeca. Fanno dunque bene, a credere nell'America, i produttori italiani? Ebbene sì: anche quando non cresce, fa rimettere poco, e ha un bacino di giovani consumatori promettentissimo.

The US is more and more a strategic destination market. Amidst the crisis started in 2022, the country is the one that has made our wineries lose out less. While retail chains struggle, Horeca and expensive labels skyrocket.

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Altro che l'America

Quello delle Filippine è un mercato maturo e ricco, che ama tutto ciò che arriva dall'Italia. Ma dove, paradossalmente, c'è una grave mancanza d'offerta. Intervista allo chef e sommelier Paolo Nesi, presidente e Ceo di L'Opera Group, la maggiore catena di ristoranti italiani del Paese.

Chef, sommelier, importer, entrepreneur, teacher. It's quite a long resume that of Paolo Nesi, founder of the restaurant chain L'Opera Group, operating in South East Asia, and headquartered in the Philippines, which has been Nesi's home for almost 30 years, and where he has opened about 20 restaurants. Our call, last 15 February, finds him in the midst of a particularly lively marketing season: Valentine's Day. "For us it's one of the busiest time of the year," he tells us, "considering the fact that celebrations could last up to three days." Thus begins a long conversation on wine, food service, export, and mainly on the great opportunities that the country offers to the Italian food & wine companies today. Where holding up high the Italian flag, to date, are almost exclusively restaurateurs.

Let's start from the beginning: where are you from?

I'm from Castiglione della Pescaia, a coastal town in the province of Grosseto, in Tuscany.

Where did you study?

I graduated in Hotel & Restaurant Management at Cornell University, in the state of New York. When I moved back to Italy, I didn't stay for long. I went to Thailand and then Laos. In both countries we opened a few Italian restaurants. I first set foot in the Philippines in 1994.

How was food service like, back then?

Complicated. At the beginning of the '90s it was quite difficult to find Italian products. And even 'basic' recipes, I mean pasta and pizza, did not recall even remotely Italian cuisine. The only pasta available was produced in Indonesia, with a percentage of rice flour. And then there were customers: the 'connoisseurs' accompanied the dishes with Rum and Cognac... Well, we had to start from scratch. And in just 30 years we experienced an epochal change. Today not only do they know Mozzarella, but they also look for Mozzarella di Bufala and Burrata. Not to mention truffle: between November and December I travelled to Italy three times to purchase fresh white truffle of Alba: we consumed something like 3.5 kilos.

What do customers look for when they come dine at your restaurants today?

The experience, the Italian 'dining experience', which better than other cuisines meets the needs of the locals. From kids to elderly people, anyone can

Forget about America

The Philippines is a mature and rich market that loves everything that comes from Italy. But where, paradoxically, there is a severe lack of supply. Interview with chef and sommelier Paolo Nesi, president and CEO of L'Opera Group, the main Italian restaurant chain in the country.

find something in our menu, unlike other 'ethnic' cuisines. Moreover, the Philippines does not have a local fine cuisine, therefore, people in 80% of cases choose a non-Filipino restaurant. Everything that is Italian is literally seen as something positive here.

Are there specific taste barriers, according to you?

No, absolutely not. Filipinos lived for almost 300 years under the Spanish domination. Hence, we can say that they are more European than Asian! And, as a matter of fact, they are the only ones in Asia who don't eat with chopsticks. For instance, all year round we organize many caterings and we serve the same products we would if we were to organize an event in Rome or Bologna. From taste's point of view, there are no barriers.

As for agri-food exports, instead, are there any restrictions?

The only limitations are the ones caused by bureaucracy, I think of permissions, phytosanitary inspections, and chemical analyses. And by the fact that today Italy does not boast a strong and cohesive export system. The Philippines is a mature market, yet still rarely considered, compared to countries such as China, Japan, and Korea, considering Asia, the same goes for Europe and the US, where Italian companies invest greatly, for that there is greater competition.

Hence, the Philippines is a high-potential market?

Sure, and not only the Philippines. I'm thinking about Thailand, Laos, Cambodia, Vietnam. Countries

where citizens benefit from an increasingly higher spending power, they are used to travelling and on the hunt for the same tastes and the same experiences even once back home. And above all, I am talking namely about the Philippines, it is a market on the lookout for particular and niche products, I'm indeed thinking about Burrata, truffle or peculiar cheeses. We are one of the few restaurants in Asia to offer Florentine Chianina beef steak every day. Opportunities for Italian companies are actually endless in this part of the world, which is the one that grows more and faster. The market is ready, the demand is there, yet unfortunately the supply is still not adequate...

Does the same apply to wine?

The wine offer is certainly wider but there is still

a lot to be done. Suffice to say that the Philippines is home to fairly 80 million people of legal drinking age, yet they mainly drink local spirits and beer. Wine consumption amounts to one glass per-capita, compared to the 40 liters of Italy. If it only increased to two glasses, we would talk about millions of bottles... There's a company that produces wine locally, it imports must to ferment it, therefore, in Europe, such a product could not even be considered wine because it does not stem from fresh grapes. Nevertheless, this company sells 13 million bottles a year.

What do Filipinos look for in particular?

Today, red wine accounts for almost 80% of consumptions, versus 20% represented by white wine. In the higher-end range, among 100-150 euro, Fren-

ch products prevail apart from a few exceptions for Super Tuscan, Barolo or Brunello. A bit like in China, indeed, French came first and they stay on top of the preferences. That's not necessarily because of their quality, since the majority is drunk too young, but rather it's a cultural matter. In the middle range, 20-60 euro in shops, Italians are instead more competitive and sought after. I'm thinking especially about wines produced in Tuscany, Apulia, Sicily and Piedmont. Prosecco is a whole another story. And since the rosé version is available, sales have practically doubled. Everything sparkling and rosé is considered as high quality, while still rosé is not very popular, just like sweet wines like botrytized or raisin wines. The wines of the lowest range lie in the 10 euro spectrum and come primarily from Chile, Argentina, and Australia. Currently, on the market there are no wines from East Europe yet.

Hence, Italian wines have a good positioning, all in all?

Very good, also because it happens to be "easier" to drink compared to more renowned French wines. I teach classes addressed to CEOs and influential people who, in their cellars, have bottles worth up to 4,000 euro even. Yet, when we taste them together, these are not the ones they enjoy more. And, however, during business lunches and dinners, one would expect that these kinds of bottles are opened.

Appearance plays a key role...

And ratings do too. They follow closely American Wine Spectator or James Suckling. It has happened frequently at the restaurant that customers ordered a

wine based on its rating and price, without knowing what they would have found in the glass. There is indeed a bug cultural matter to face and that, like at the beginning, is almost exclusively up to us restaurateurs.

How?

Perhaps, we are the only mean through which local consumers discover Italian products. And we notice them react more and more positively towards novelties too. At first, we used to import products we needed, now we rely on various importers. And even from an educational point of view we are making great strides.

You also teach at Enderun Colleges, right?

Exactly, a private university specialized in Culinary Arts, Hotel and Restaurant Management. In partnership with Alain Ducasse we organize many events and this for sure contributes to spreading culture, on the matter of Italian sounding too. For instance, when I serve Parmigiano, I explain consumers that in order to produce a kilo 17 liters of milk are needed, and that it is made only with milk from specific cows and so on. When the same people will go to the supermarket and see Parmesan sold at 10 euro per kilo, they will see that there is a significant difference. But unless you explain it, people cannot understand why they should buy an Italian olive oil, Italian peeled tomatoes, or why Parmigiano and Parmesan are not the same thing.

The ball's in Italian companies' court now, as far as I can see.

It is. As I already said demand is there, what really lacks is the supply. And it is really a pity that Italian companies are not aware of the interest that Filipinos show towards everything that is Italian. I'll tell you an anecdote: in 2016, when Amatrice (Lazio Region) was hit by the earthquake, we organized a charity dinner. Many influential people, including some Ministers and the former Vice president, attended. A gala dinner with Sergio Pirozzi, Amatrice's mayor, connected through Skype. We raised 40,000 euro to aid the town. Many journalists from Italy called me in disbelief because the Philippines, instead of receiving support, was the one to actually provided humanitarian aid to Italy. It says a lot about how much Italy is actually loved here. And about how little is known in Italy about the Philippines.



Netflix and drink

Italian wineries are increasingly protagonist in movies and series on the leading streaming platforms. A new communication tool set to revolutionize the tv advertising industry? It seems so, and with very positive (and a few negative) results.

“I ate his liver with some fava beans and a nice Chianti.” Who can forget this famous line by Doctor Hannibal Lecter, in *The Silence of the Lambs* Print. A creepy sentence, of course, which nevertheless contributed to raising Chianti’s popularity, turning it in an undisputed object of desire. Hence, if in Italy the wine’s goodness was well-known even before Lecter’s homage, many people around the might have heard about it for the very first time, or even desired to try it, after watching the movie. Which better advertisement, hence, then the greatest representation of human’s collective imagination: the movie world. Today we call it product placement, and with respect to the ‘90s it assumed very specific characteristics.

Couch, pop corns and... wine

James Bond’s ‘Shaken, not stirred’ Martini, The Great Gatsby’s Champagne (Moët & Chandon, to be

precise), or Sex and The City’s Cosmopolitan. Great films and popular series which, over the years, have paid homage to products, companies and territories, turning them in a status symbol. And today, in the era of streaming, the undisputed protagonist is Netflix. In recent months we have witnessed some important collaborations between the platform and Italian food and wine manufacturers.

One of these saw the Tommasi Family Estates collaborate with Netflix for the making of *‘Love in the villa’*, released last September. The winery, located in the heart of Valpolicella Classica, was chosen as the setting for some of the most important movie scenes. Tommasi wines also enjoyed special visibility: both Amarone Tommasi and Amarone Riserva De Buris appear on the screen, as well as the wines produced in the other estates of the Group, such as Brunello di Montalcino by Casisano, Synthesi Aglianico del Vulture by Paternoster and Lugana Le Fornaci.

“The collaboration with Netflix, the production and the cast was truly a unique experience”, Pierangelo Tommasi, Tommasi Family Estates, explains. “A team of professionals who created a bit of healthy chaos in the cellar for a few days, but who repaid us with a contagious enthusiasm and amazed us with their curiosity and desire to learn all about our production, in particular of Amarone della Valpolicella Classico Docg, oenological pearl of our territory and of our family as well.”

Prosecco: one for all, all for one

Another big collaboration concerned Prosecco. In December 2022 the Consortium announced a joint marketing operation between the three Prosecco Appellations and the Tv series *‘I Hate Christmas’*, broadcast on Netflix. The first time the entire Prosecco System (Consorzio del Prosecco Doc, Consorzio Conegliano Valdobbiadene

Prosecco Docg and Consorzio Docg Asolo Prosecco), together with the Veneto Region, carried out a wide and joint branded content project aimed at strengthening the Prosecco-territory duo in a television production, whose filming was carried out right in the Prosecco wine-growing territories.

“The decision to cooperate in the making of this tv series stems from the fact that, beside taking place in a part of the production area of our Appellation, it also included, in one episode, the narration of the relationship between the protagonist and a Prosecco producer, which allowed us to describe the three Appellations that make up our ‘universe’,” Stefano Zanette, President of the Prosecco Doc Consortium, explains. But did the public appreciate, in the end? “Certainly the operation - Zanette adds - which was also supported by an intense promotional activity, had Italy as its focus, but we are confidently waiting for the data

on the audience ratings of other countries. I think that the most positive thing, in this experience, is that we have been given the opportunity to present the three Appellations together, and explain to all the people watching the series that Prosecco is not just one. The opportunity to stimulate their curiosity and their desire to deepen their knowledge of the three of them.”

The ‘Tuscan’ Parmisan misadventure

Alongside such successful stories, there are also unlucky examples - using an euphemism - of cinematographic transposition of our agri-food excellences. In this case, the reference goes to the Danish movie *‘Tuscany’*, released on Netflix last May, which stirred a hornet’s nest among Parmigiano Reggiano producers. Hence, in a sequence of the movie the protagonist (a Danish chef who inherited a farmhouse in Tuscany) visits a local dairy to

taste typical Tuscan cheeses. And here, Parmigiano Reggiano - which is typical of the Emilia Romagna Region - appears. The cheese wheels on the screen and the branding leave no room for doubts, so much so that people would think of a strange product placement. Except that Fabrizio Raimondi, Head of Press Office at Consorzio Parmigiano Reggiano, promptly explained that the inclusion of Parmigiano Reggiano in the movie “not only was not agreed, but also represents a detrimental portrayal of the Appellation.”

The cheese serial number refers to a Modena dairy, whose owner explained: “The Danes came for filming in October 2020. A very professional and kind team, to whom we showed our company: however, since then we have not been informed about anything and then we found the images in a movie on Tuscany, not Emilia Romagna, which is a real pity”.

Netflix e il vino

Le cantine sono sempre più protagoniste di film e serie sulle piattaforme di streaming. Una nuova forma di comunicazione destinata a rivoluzionare il mondo della pubblicità in tv? Pare di sì. E con risvolti molto positivi (e anche qualche rischio).

BACKSTAGE FOOTAGE FROM THE SHORT MOVIE CERCANDO GIANNA NEI LUOGHI DI ODDIO IL NATALE



FOOTAGE FROM THE MOVIE LOVE IN THE VILLA



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Fantini: “Big things are made up of small details”

The Abruzzo-based wine Group, with its network of wine growers paid ‘by quality’ and not by yield, produces 24 million bottles today. 96% sent abroad. Proving that, sometimes, craftsmanship can go hand in hand even with high volumes. Interview with the marketing manager, Giulia Sciotti.

To combine high volumes with an almost artisanal care for the product is not a utopia: Italy can boast of virtuous examples. And, to be precise, they are also quite successful on global markets. What Valentino Sciotti created with his partners in Abruzzo, and later expanded throughout the South of Italy, is quite an illustrative case: today the Fantini group produces and sells more than 20 million bottles, and yet its production managed to stay far from standardization. We talked about that with Giulia Sciotti, Valentino’s daughter, that in 2019, after gaining experiences in the Chinese branch of the Chilean wine group Concha y Toro, joined Fantini’s Marketing Department.

How was Fantini born?

We are a relatively young company. We were born in 1994, less than 30 years ago. It all stemmed from an intuition of my father Valentino, who decided to create something new together with two friends. One of them was Filippo Baccalaro, in love with the South and above all a winemaker. The other one was Camillo de Iuliis, a very skilled salesman, who unfortunately passed away in 2012. The three of them wanted to make wine, following an ambitious goal: to bet on quality without giving up on the chance to achieve a real growth.

How did they managed to do that?

They started from a conviction: the fact of not having proprietary vineyards does not necessarily preclude the possibility of making great wines. It all depends on how the vineyards are cultivated, and on the agronomic practices adopted to obtain the best grapes. In 1994, a ground-breaking business model was created, which was based on investing in medium and long-term contracts with trusted wine growers.

A sort of cooperative?

Not exactly. A cooperative usually remunerates its members according to the quantity of grapes they have delivered in a season. We don’t, we make medium-long term contracts that are not linked to production volumes, but to the size of each vineyard, to its soil and climatic characteristics. In brief, the remuneration is not simply based on the volume of grapes cultivated, and each grower can choose how to cultivate and when to harvest: if a vineyard is late ripening, the farmer is not forced to harvest together with others. A model that was partly borrowed from companies such as the Aus-

tralian Penfolds, which my father studied very carefully, and where wine growers are not just cultivators, but true protagonists in final product’s quality.

Do you also have some owned vineyards?

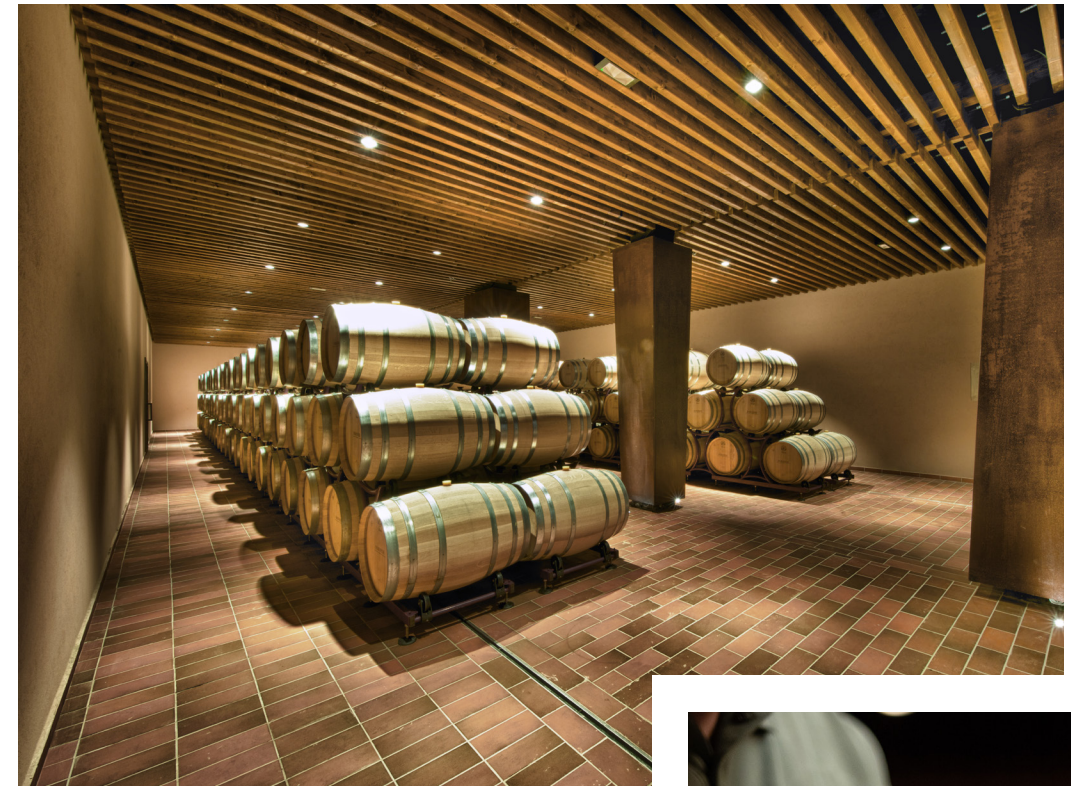
The 10 hectares of ungrafted, organically cultivated vine from which we obtain our Fantini Three Dreamers, a Montepulciano d’Abruzzo from grapes subjected to appassimento (drying). For the rest, we believe we don’t need to buy hectares and hectares of vines to produce large volumes. Once you have bought all these vineyards, who is going to take care of them? Occasional labor force? We are convinced that to rely on a network of authentic growers, well-rooted in their territories, who may have been doing this for a lifetime and consider the vines as a family thing, is the key for real quality. In the South of Italy, it was easier to build such a network, given the sector’s fragmentation. We like to call ourselves a ‘boutique winery’, it’s almost our payoff. Today, our offices are still in Ortona, where we were born. The production line is located in Roseto degli Abruzzi.

Has this system managed to make you grow up big?

Today, around 24 million bottles bear our brands. In addition to the Fantini name, which is the name of the family that here in Ortona used to take care of the vines of Margherita Farnese of Austria (until not long ago, we were indeed called Farnese), we have several lines that distinguish our production in other Italian regions: especially Apulia, but also Campania, Sicily, Sardinia, and Tuscany. And the newcomer, Spain.

Fantini: tanti piccoli fanno un grande

Il gruppo vinicolo abruzzese dimostra che si può essere artigiani anche pensando su vasta scala. Con una fitta rete di conferitori, pagati non a resa ma secondo le caratteristiche delle loro vigne, mette in circolo 24 milioni di bottiglie. E il 96% va all'estero. Intervista alla marketing manager, Giulia Sciotti.



Of all these bottles, how many are sent abroad?

About 96%. But Italy matters a lot too: with that 4%, it is among our top 7 markets. We mainly serve the Horeca channel, even if over the past two or three years we have grown in large-scale distribution too, both in Italy and abroad. And that helped a lot.

Why?

I think of the Covid era. Shortly before the pandemic, we had decided to diversify our sales channels, which turned out to be one of the best decisions ever. We were leaders in Horeca, and in 2020 the food service and wine shop sector was severely hurt by the lockdowns. So wine purchases increased a lot in grocery retail chains, which did not have to submit to certain restrictions. Having positioned ourselves on those shelves, represented a great competitive advantage. I dare to say that with the pandemic we have grown by 6%. At that time, people started looking more and more for high-end wines, like ours, also in supermarkets.

And today?

Today the situation has almost reversed: Horeca, our original vocation, is growing strong again while modern distribution is experiencing a slight downturn. But the real problems are others: the Russia-Ukraine conflict has exacerbated the dry materials crisis. From pvc capsules to cartons, even pallets have reached absurd prices. And let’s not talk about glass, which is not only expensive but even difficult to find. We were among the first, in Italy, to launch the so-called heavy bottles, to the point that our

suppliers starting calling them the ‘Farnese bottles’. Today in some cases we have been forced to make some changes, to compromise. This is not something that we can control, unfortunately.

Which are your most important outlet markets?

Europe first, especially Germany but also Switzerland, the Netherlands, Belgium, and Italy. Outside of Europe, we have always counted on Canada and Japan.

And the US?

In the US we are not yet as strong as we would like to, but this is definitely one of our future goals and we have been considering new distribution strategies, just like in the Chinese market. In the rest of Asia, we are growing fast: in a Muslim majority country like Indonesia, we manage to sell 35,000 bottles, for almost a million euro turnover, and we have a rooted presence also in markets like Vietnam, Laos, even Myanmar. However, China is my personal challenge, given my experience there. China is a particular market that, thanks to special trade agreements, greatly favors Chilean wines. Given the Chinese curiosity for all that comes from the West - and which I experienced firsthand even in minor cities - I don’t see why we shouldn’t succeed there too, in the future.

What about Russia, instead?

We have very good clients in both Russia and Ukraine, and somehow we managed to keep them all. Of course, the war end would be the greatest news, from every point of view.

“

GIULIA SCIOTTI

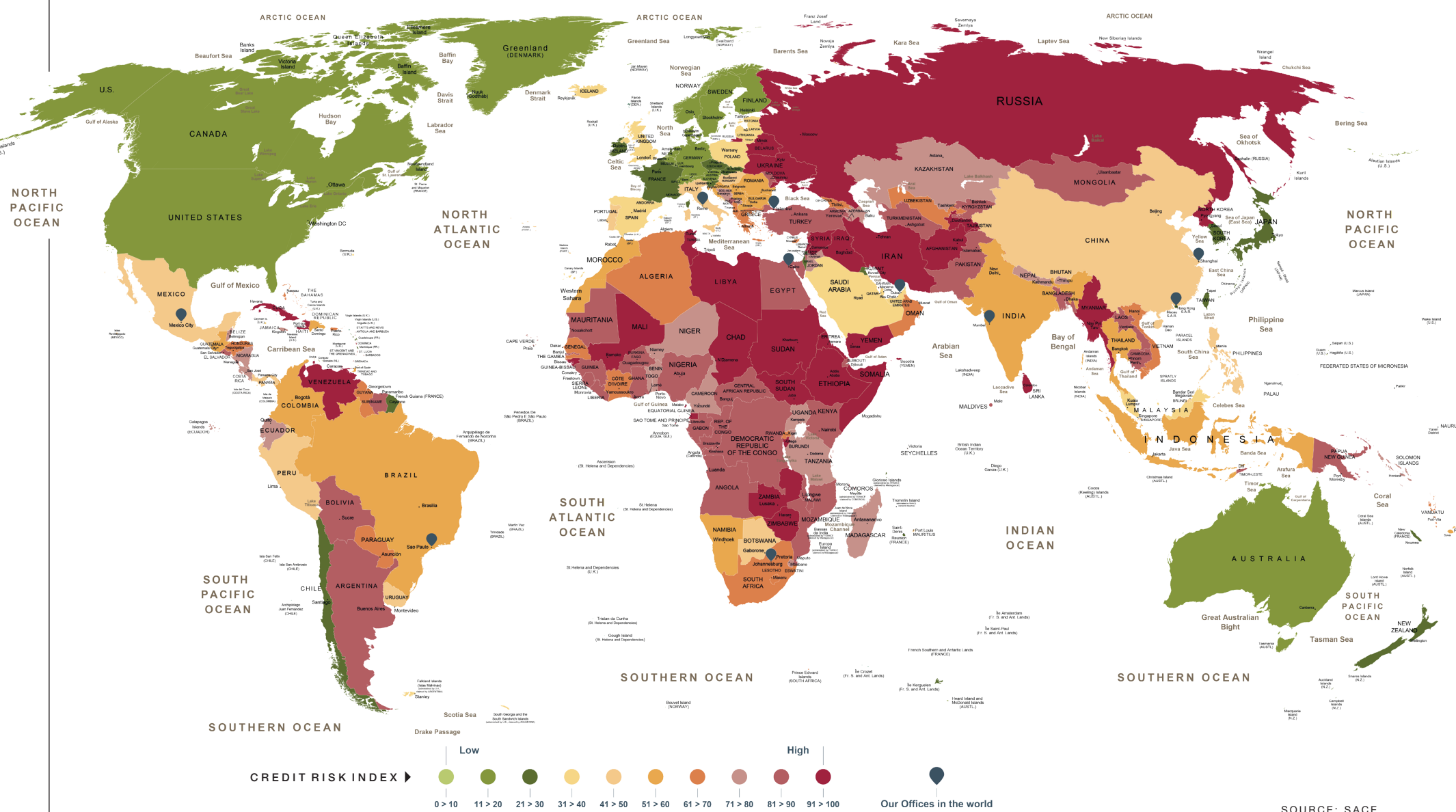
“We are convinced that to rely on a network of authentic growers, well-rooted in their territories, who may have been doing this for a lifetime and consider the vines as a family thing, is the key for real quality.”



A slow-paced economy

Geopolitical uncertainty, climate changes and energy alerts dictate the performance of global trade. The picture of this new state of “stable fragility” provided by SACE’s Map of Risks 2023.

RISK MAP 2023



The traditional yearly rendezvous with SACE’s Map of Risks provides a stationary picture of the global economic scenario. Which seems positive, given the premises. And these premises are nothing but the now well known “three shocks”, as defined by the export credit company: the Pandemic emergency, the Russian invasion of Ukraine resulting in the energy and food crises, the return of a sustained inflation and the end of the ultra-expansionary monetary policies; without forgetting the ever more frequent natural disasters caused by climate change. 2022, which seemed to be a recession year, actually proved to be a growth year unexpectedly with Italian export reaching 600 billion euro. And according to SACE, in 2023, we’re aiming at 650 billions.

To succeed, SACE’s CEO Alessandra Ricci believes it is necessary to work towards opening to new markets and investing in the supply chain. Sustainability and energy transition have also become absolute priorities. One thing above all: the improvement of the energy transition index driven by the renewable energies indicator (mainly solar PV and wind generation), which last year recorded 1.1 trillion dollar worth of investments. Larger, for the first time, to the ones in fossil fuels. Between 2005 and 2022 renewables share on energy consumption went from 10% to 23%.

The global economic forecasts for 2023, though, are deteriorating. In such a baseline scenario characterized by the weakness of the economic cycle, if global inflation is estimated to fall at around 5% for 2023, world GDP growth is expected to decrease to 1.3%,

more than two percentage points lower than to the Russian-Ukrainian pre-conflict projections, and global trade will remain substantially unchanged, according to Oxford Economics estimates. The volumes of international trade in goods and services will be most affected.

The new geography of risk

According to SACE, the main risk indicators that companies need to thoroughly take into account before planning its export strategies: the credit risk (that is the risk that the foreign counterpart – sovereign, bank or corporate – is unable or unwilling to honor the obligations arising from a trade or financial contract), the political risk and the climate risk.

On credit risk, of the 194 countries analyzed, the level decreased in 57, 72 countries remained stable,

while it increased in 65. The main advanced geographies present an unchanged credit profile, whereas the producers of energy commodities (see the Middle East) record a benefit given from price increases; whereas in emerging Europe and CIS the credit risk is affected by the escalation of the Russo-Ukrainian crisis.

The political risk indicators – war, civil unrest, political violence etc. – show a deterioration for 88 out of the 194 countries analyzed, 35 are improving, and 71 are stable. In emerging Europe and CIS, the conflict has increased the risk almost everywhere, with Russia and Belorussia at 97, near the maximum rating. In Africa, the consequences of the food commodities shortage and social unrests in Tunisia, Egypt and Nigeria are evident. Elsewhere, the worsening is linked to already pre-existing conflicts, it’s the case of countries in Sub-Saharan Africa.

Extreme natural events linked to climate change, which are on the rise, impact negatively on the local and international socio-economic balances, hence these are factors that need to be taken into account with an increasingly greater attention for the business risk. All in all, the climate change indicators are generally declining: the Asian area is the most exposed – with temperatures increasing twice as fast compared to the global average – together with Africa. Extreme phenomena are affecting the Caribbean as well as the so called ‘Dry Corridor’ in Central America. And drought is also causing worse conditions in the Middle East and North Africa.

Andamento lento

Incertezza geopolitica, emergenza climatica e rivoluzione energetica dettano l'andamento dell'economia globale. A delineare questo nuovo stato di “instabilità persistente”, l'edizione 2023 della Mappa dei Rischi di Sace.



PROWEIN 2023 BUYER GUIDE

100

good reasons for drinking Italian

With 1393 exhibiting wineries, Italy ranks 1st among international countries at Prowein 2023. Not only: it ranks 1st among all of the attending countries, if we consider that German exhibitors are 700, France stands at 904 and Spain is fourth, with 685 wineries.

Hence, the ‘Italy of wine’ system will make a great show of itself in Düsseldorf, from 19 to 21 March. The big players will not be missing, together with high end wineries from all over the Peninsula. Both high volumes and high values, then. Because the most international wine event of all will be attended by thousands of professional operators from all sectors and industries: global retail chains, restaurateurs, importers, journalists, amateurs and more. A crucial showcase, which is consequently the perfect stage to present the bottles that can better satisfy the most diverse palates and needs.

The Buyer Guide in the following pages has this specific aim: to help visitors find their way around the wide and varied Italian offer.

Enjoy the show!

100 buone ragioni per bere italiano

Con 1393 aziende, l'Italia si aggiudica il 1° posto nella classifica delle presenze internazionali a Prowein 2023. Non solo, è la prima rappresentanza in assoluto, considerato che la Germania conta 700 espositori, la Francia si ferma a quota 904 e la Spagna è quarta, con 685 aziende.

D'altronde, a Düsseldorf dal 19 al 21 marzo l'Italia del vino farà bella mostra di sé. Marcano presenza i grandi nomi del vino nazionale, accanto alle cantine più blasonate. Tanta quantità ma anche tanta qualità, perché alla kermesse vinicola più internazionale che c'è, non mancheranno i responsabili acquisto delle maggiori catene retail mondiali, oltre a ristoratori, importatori, giornalisti e amatori. Una vetrina importantissima, dunque, che è l'occasione perfetta per presentare quelle bottiglie che possono accontentare i palati, i nasi e i bisogni più diversi.

La Buyer Guide che proponiamo in queste pagine ha questo preciso obiettivo: aiutare il visitatore a orientarsi all'interno dell'ampia e variegata offerta delle cantine italiane.

Buona fiera!

Prunotto

www.prunotto.it

**Barolo Cerretta,
Barolo DOCG**

Barolo Cerretta has an intense garnet red color with ruby hues. The nose is complex and rich, defined by floral notes of roses and violets and hints of spices especially white pepper and nutmeg. The palate has great character, prominent tannins that impart a lengthy finish, persistent, with abundant sensations of red fruit and licorice.

Grapes

Nebbiolo

Land of production

Barolo, Piedmont

Alcohol content

14% vol.

Sizes available

0.75 - 1.5 lt

DistributionHoreca,
e-commerce

Hall: 9 Booth: A60

**Bonarda Colli Piacentini
Impero Borgofulvia**

Manual harvest in separate boxes. Grapes are picked up at full ripening. After the manual harvest there is a soft crush and a maceration of the skins of a short-time at a controlled temperature (28-30°C) with three replacements per day. Wine is then aged for twelve months in French oak barriques.

Grapes

100% Bonarda

Land of production

Colli Piacentini, Emilia Romagna

Alcohol content

13,5% vol.

N. of bottles produced

250,000

Sizes available

0.75 lt

DistributionRetail,
e-commerce**Cantine 4 Valli**

www.cantine4valli.it

**Il Valandrea Gutturino Superiore DOC
Il Poggiarello**

After the pressing, maceration and fermentation at 24-26°C with cultured yeasts, the wine completes its maturation in second and third-fill barrels for 12 months. Blending, light clarification and final filtration. Deep, ruby-red colour, firm and fruity taste. The alcoholic strength merges in the wood and liquorice finish. Fresh and mature fragrance with fruit and leather notes.

Grapes

55% Barbera, 45% Bonarda

Land of production

Colli Piacentini, Emilia Romagna

Alcohol content

14% vol.

N. of bottles produced

100,000

Sizes available

0.75 lt

DistributionHoreca, retail,
e-commerce

Hall: 15 Booth: B15

**Spumante Extra Dry
Borgofulvia**

After a soft pressing, a low temperature fermentation and a second fermentation in a cuve close in pressure tank for 1 month, we get this refreshing sparkling wine. Straw yellow color, with persistent foam. Intense fragrance and soft taste, with fine perlage and apple notes. Excellent aperitif, perfect with dishes based on freshwater fish. Ideal also with desserts.

Land of production

Colli Piacentini, Emilia Romagna

Alcohol content

11% vol.

N. of bottles produced

250,000

Sizes available

0,75 lt

DistributionRetail,
e-commerce**Chianti Riserva
DOCG 'Fagiano'**

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

Grapes

90% Sangiovese, 10% Canaiolo

Land of production

Chianti area, Tuscany

Alcohol content

13,5% vol.

Sizes available

0.75 - 1.5 - 3 lt

DistributionHoreca, on-trade,
off-trade, e-commerce, B2C**Uggiano**

www.uggiano.it

**Governo
all'Uso Toscano IGT**

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 re-fermentation of the freshly produced wine with the addition of semi-dried grapes, gives vivacity, concentration and roundness to the wine.

Grapes

90% Sangiovese, 10% Canaiolo

Land of production

Chianti area, Tuscany

Alcohol content

13% vol.

Sizes available

0.75 lt

DistributionHoreca, on-trade, off-trade,
e-commerce, B2C

Hall: 16 Booth: A80

**Petraia – Merlot
di Toscana IGT**

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

Grapes

85% Merlot, 15% Cabernet Sauvignon

Land of production

Chianti Colli Fiorentini area, Tuscany

Alcohol content

14% vol.

Sizes available

0.75 - 1.5 lt

DistributionHoreca, on-trade,
off-trade, e-commerce, B2C**Batasiolo**

www.batasiolo.com

**Barbera
D'Alba Sovrana**

Manual harvest, destemming and fermentation in stainless steel vats for about 10-12 days. After malolactic fermentation, a portion of the entire mass is kept in French oak casks where it refines. The remaining part will complete ageing in large Slavonian oak casks. After blending and further ageing in stainless steel vats, the wine is bottled and left to evolve in the bottle.

Grapes

100% Barbera

Land of production

Piedmont, Langhe

Alcohol content

14,5% vol.

N. of bottles produced

120,000

Sizes available

0.75 - 1.5 lt

Distribution

Horeca, retail



Hall: 16 Booth: A21

follow

At a slow pace ...



Sangiovese Appassimento Romagna D.O.C.

With the ancient technique of drying grapes, taking time is a quality. Sangiovese Appassimento Galassi re-splices the threads of the past, returning to the grape its most intense flavour. A wine which surprises and seduces, moment by moment.



GALASSI

Marchesi Antinori

www.antinori.it

Badia a Passignano
DOCG Gran Selezione

Badia a Passignano 2019 is ruby red in color. Intense on the nose with notes of ripe red fruit, liqueur cherries, and sour cherries together with citrusy hints of red oranges and delicate floral sensations of lavender. On the palate the mouth filling entry is sustained by silky, vibrant tannins that accompany a lengthy finish, persistent and sapid.

Grapes

Sangiovese

Land of production

Chianti Classico, Tuscany

Alcohol content

14% vol.

Sizes available

0.75 - 1.5 – 3 – 5 lt

Distribution

Horeca,

e-commerce



Hall: 9 Booth: A60

Cont'Ugo
Bolgheri DOC Rosso

Cont'Ugo 2020 has an intense ruby red color. The nose delivers intense aromas of small ripe red fruit accompanied by fresh balsamic notes of Mediterranean scrub. On the palate, a velvety entry is sustained by excellent richness of flavors persistent throughout the tasting, closing with a pleasantly fruity finish.

Grapes

Merlot

Land of production

Bolgheri, Tuscany

Alcohol content

14,5% vol.

Sizes available

0.75 - 1.5 – 3 – 6 lt

Distribution

Horeca,

e-commerce



Barbanera

www.barbaneravini.it

Gigino Toscana
Rosso IGT

A deeply red colour wine, with subtle purple hues. Sensual red and dark fruits scents of blueberry, wild blackberry and spirited fruits are pronounced on the palate, while delicate hints of white chocolate, vanilla and toasted spices linger in the background. The full-bodied and persistent taste creates an olfactory and gustatory well-balanced mouthfeel.

Grapes

Blend of red grapes

Alcohol content

14% vol.

N. of bottles produced

200,000

Sizes available

0.75 lt



Hall: 16 Booth: J41

Ngudrà' Primitivo
del Salento IGT

Ngudrà is Connection between passion and experience, different cultures and elements capable of expressing the typicality of a unique territory: Salento. It reveals a deeply red colour with purple hues. The bouquet is rich and complex, where clear fruity scents of plum, morello cherry, blueberry and wild berries jam are perfectly woven together with toasted hints, cocoa beans and coffee.

Grapes

100% Primitivo

Alcohol content

15% vol.

N. of bottles produced

80,000

Sizes available

0.75 lt



Ca' De' Medici

www.cademedici.it

'Remigiotto'
Reggiano Lambrusco DOC

A new edition of the historic 'Remigiotto' from the fifties. A charmat into pressurized tanks with naturally sweet must, obtained through a single long and slow natural monofermentation (from must to finished wine) using selected yeast, at 18°C. This gives to the final wine fine perfumes, persistent perlage and a special unique taste.

Grapes

100% Sweet Ancellotta DOP

Land of production

Reggio Emilia

Alcohol content

9% vol.

N. of bottles produced

20,000

Sizes available

0.75 lt

Distribution

Horeca, retail



Hall: 16 Booth: G03

Cantina Aldeno

www.cantinaaldeno.com

Trentino DOC
Merlot Riserva 2018

Intense ruby red wine, tending to garnet with ageing. Fruity notes of cherry and currants, licorice and spices. Rich taste, pervasive with sweet tannins, lingering and sweet.

Grapes

100% Merlot

Land of production

Aldeno and Calliano, Trentino

Alcohol content

13.40% vol.

N. of bottles produced

5,000

Sizes available

0.75 - 1.5 lt

Distribution

Horeca, retail



Hall: 15 Booth: E51

Cantina di Carpi e Sorbara

www.cantiniadicarpiesorbara.it

Lambrusco di Sorbara DOC Spumante
Brut 'Omaggio a Gino Friedmann'

Spumante wine with white fruit and flowers aroma. The flavor is lively, sapid, with bottom yeast. Lightly rosé color, persistent and fine froth. Rose vinification and racking live. Cleaning of the must and fermentation at controlled temperature with selected yeast. Second long fermentation for froth in tank.

Grapes

100% Lambrusco di Sorbara grapes

Land of production

Emilia Romagna

Alcohol content

11% vol.

N. of bottles produced

15,000

Sizes available

0.75 lt

Distribution

Horeca, retail,

e-commerce



Hall: 15 Booth: C51

Cantina Santadi

www.cantinaasantadi.it

'Noras' Cannonau
di Sardegna DOC

Alcoholic fermentation takes place in temperature-controlled stainless steel tanks for 15 days. The wine is racked into fine-grain French oak barrique for approximately 6 months. It is aged in the bottle for around another 6 months. Deep ruby color, tending to garnet. Complex aromas, with Mediterranean notes. Warm, soft, refined tannins conveying a rare intensity.

Grapes

Cannonau

Land of production

Sardinia Sulcis

(South west Coast)

Alcohol content

15.00% vol.

N. of bottles produced

30,000

Sizes available

0.75 lt

Distribution

Horeca, retail



Hall: 16 Booth: H01

follow

Bottega

www.bottegaspa.com

Bottega Pink Gold
Prosecco DOC Rosé

A sparkling Prosecco rosé Brut characterized by the unmistakable livery of the bottle, made with an exclusive metallization process. Bottega Pink Gold is characterized by the bright pink mother-of-pearl, and by fine and persistent perlage. The bouquet includes complex olfactory notes with distinct floral hints and fruity hints of pear and white peach. Fresh and slightly sapid taste.

Grapes

Glera and Pinot Nero

Land of production

Province of Treviso, Veneto

Alcohol content

11,5% vol.

N. of bottles produced

49,000

Sizes

0.75 lt

Distribution

Horeca



Hall: 16 Booth: G 69

Bosca

www.bosca.it

Asti DOCG Secco
Five Stars

Dry sparkling wine produced with 100% White Muscat grapes. The colour goes from straw yellow to pale yellow with a persistent perlage. With pleasant and characteristic scents of citrus fruit and sage, the taste is full-bodied, delicately dry and slightly sapid with an almond and grapefruit aftertaste.

Grapes

100% Moscato Bianco

Land of production

Piedmont

Alcohol content

11% vol.

N. of bottles produced

75,000

Sizes available

0.75 lt

Distribution

Retail



Hall: 15 Booth: A41 - 26

Giulio Cocchi Spumanti

www.cocchi.com

Alta Langa
DOCG Pas Dosé 2016

It is produced in exceptional vintages only, with grapes characterised by great concentration and acidity. The first fermentation take place in small steel vats for 3 weeks. After 60 months the dégorgement with the first bottles: this 100% Pinot Noir cuvée give its best expression without dosage. The remuage is done by hand and is followed by frozen disgorgement. Zero sugar added.

Grapes

100% Pinot Noir

Land of production

Piedmont

Alcohol content

12% vol.

N. of bottles produced

6,000

Sizes available

0.75 - 1.5 - 3 lt

Distribution

Horeca, retail,

e-commerce



Hall: 15 Booth: A46

Botter

www.botter.it

Brilla! Prosecco DOC Rosé
Millesimato 2022

Fine bright perlage with a light rosé colour. It has a delicate and complex bouquet with fruity and floral notes. Fresh and light on the palate, with balanced acidity and body. Round and full bodied structure. Enjoy rosé bubbles as an aperitif, with fish soups, grilled fish and courses based on mushrooms.

Grapes

85% Glera, 15% Pinot Nero

Land of production

Veneto

Alcohol content

11% vol.

N. of bottles produced

300,000

Sizes available

0.200 – 0.75 – 1.5 lt

Distribution

Horeca, retail,

e-commerce.



Hall: 16 Booth: C09



CANTINE
MASCHIO
Say cheers!

Cantina Kaltern

www.cantinakaltern.com

Quintessenz Kalterersee
Cl. Sup. 2021 Alto Adige DOC

Selected vineyards at St. Josef with old vines and south exposition at 230-500 meters above sea level. Fermentation on the skins at 25°C, 10 days extended maceration, malo-lactic fermentation and a six-month aging on the fine lees in cement tanks and large casks. Brilliant, deep ruby red. Fruit dominant nose reminiscent. Full, soft structure, elegant tyearsns.

Grapes
Schiava
Land of production
Italy
Alcohol content
13% vol.
N. of bottles produced
60,000
Sizes available
0.75 – 1.5 lt
Distribution
Horeca, retail



Hall: 15 Booth: E71

Cantina Tollo

www.cantinatollo.it

Maiolica Terre
di Chieti IGP 2021

A fine and elegant red wine, inspired to the typical 'maioliche abruzzesi' and coming from an ancient native vine recovered in the 70's. Light ruby colour with a thin orange edge. At the nose, macerated wild strawberry, cherry, raspberry and violet with a captivating background of game. Elegant palate, with firm, chalky tannins balanced with lively acidity.

Land of production
Abruzzo
Alcohol content
13.5% vol.
N. of bottles produced
1,200
Sizes available
0.75 lt
Distribution
Horeca



Hall: 16 Booth: D20

Cantine Colomba Bianca

www.colombabianca.com

Cara Terra
Bianco 2022

Cara Terra is an organic and sustainable white wine, produced by minimizing the winery's impact on the planet.

Grapes
80% Lucido, 15% Chardonnay, 5% Zibibbo
Land of production
Salemi, Sicily, Italy
Alcohol content
12% vol.
N. of bottles produced
15,000
Sizes available
0.75 lt
Distribution
Horeca, e-commerce



Hall: 17 Booth: A29

Cantine Pirovano

www.vinicantinepirovano.com

Primitivo
Puglia IGT

This wine has a great structure and concentration. It is smooth and persistent, with hints of ripe plum, cocoa and leather. Intense red color.

Grapes
100% Primitivo
Land of production
Apulia
Alcohol content
14% vol.
N. of bottles produced
200,000
Sizes available
0.75 lt
Distribution
Horeca, retail



Hall: 16 Booth: A18

Carlo Pellegrino & C.

www.carlopellegrino.it

Finimondo! Nero d'Avola
red Sicilia DOC

Decisive, soft and persuasive, deep red in colour, it envelops and enchants you in an embrace of fruity and floral aromas.

Grapes
Nero d'Avola
Land of production
Italy
Alcohol content
13% vol.
N. of bottles produced
32,000
Sizes available
0.75 lt
Distribution
Horeca, retail



Hall: 16 Booth: B19

Terre Cevico Soc. Coop. Agricola

www.terrecevico.com

Romagna DOC Sangiovese
Appassimento

An intriguing Sangiovese that rediscovers the ancient technique of drying, where the grapes concentrate slowly, giving a wine with a velvety and dense body, soft tannins and great aromatic depth with notes of spices and ripe fruit. A structured and full-bodied wine to combine with tasty dishes of the Italian cuisine.

Grapes
Sangiovese
Production land
Emilia-Romagna
Alcohol content
14.5% vol.
N. of bottles produced
90,000
Sizes available
0.75 lt



Hall: 16 Boot: J01

Cantine Sgarzi Luigi

www.cantinesgarzi.com – www.ciaoovines.eu

‘Ciao’ Pinot Grigio IGT Terre Di Chieti
and Rosso IGT Terre di Chieti

Cantine Sgarzi widens its 'Ciao' wines range with two new still wines, available in an attractive slim can of 250 ml. The white wine is fresh and fruity on the palate, and very easy drinking. The red wine, obtained from Sangiovese grapes, is lively ruby red with purplish streaks, with fruity and delicate violet scent. Unique products, which stands out for their quality, innovation, and eco-sustainability.

Grapes
Sangiovese, Pinot Grigio
Land of production
Abruzzo
Alcohol content
13% - 12% vol.
N. of bottles produced
300,000
Sizes available
250 ml
Distribution
Retail



Hall: 16 Booth: E05

SL ‘Selezione di Famiglia’ Primitivo –
Nero di Troia IGT Puglia 2021

This wine comes from Primitivo and Nero di Troia grapes grown in Salento, on red soils made up of clay and pebbles. The colour is intense ruby red, aromas of jam, berries, spices such as licorice and black pepper. Soft with velvety tannins and great structure, fresh and persistent finish. It is perfect with grilled red meats and game such as braised boar with lamb or oven.

Grapes
Primitivo, Nero di Troia
Land of production
Apulia
Alcohol content
14.5% vol.
N. of bottles produced
10,000
Sizes available
0.75 lt
Distribution
Horeca



Cavicchioli - Cantine Riunite & Civ

www.cavicchioli.it

Vigna del Cristo - Lambrusco
di Sorbara DOC Secco

Vigna del Cristo was created in 1987 to mark the 60th anniversary of Cavicchioli winery. The grapes are handpicked and destemmed before cooling for 2-3 days. After settling, the must is transferred to a pressure tank for slow fermentation at 15-18°C. It is aged on the lees for at least 120 days before bottling. The wine has a pink color with cyclamen hues. On the nose, a concentrated bouquet of fruity and floral notes. In the mouth, a mouth-filling palate with a pleasant acidulous note.

Grapes
Lambrusco di Sorbara
Land of production
Sorbara, north of Modena
Alcohol content
11% vol.
Sizes available
0.75 lt
Distribution
Retail, Horeca



Hall: 15 Booth: C51

Cantine Maschio - Cantine Riunite & Civ

www.cantinemaschio.com

Maschio Prosecco
DOC Treviso Extra Dry

The wine is obtained directly from the must, which undergoes a prise de mousse with selected yeasts for one month at 12-15°C. This technique enhances the wine's drinkability, assisted by the fragrance of its aromas, refreshing taste and fine perlage. Light straw yellow color with a lively mousse, aroma of candied fruit and sweet flowers, attractive taste with an aromatic note.

Grapes
85% Glera, 15% Grapes designated in the DOC regulation
Land of production
Treviso, north of Venice
Alcohol content
11% vol.
N. of bottles produced
4,000,000 (0.75 lt)
Sizes available
0.75 – 0.200 – 1.5 lt
Distribution
Retail and Horeca



Cantine Riunite

www.riunite.it

Lambrusco Emilia
Indicazione Geografica Tipica

Semi-sparkling wine with a lively and bright ruby-red colour. The perfume is fresh and fruity, the taste is soft and harmonious. Ideal with simple and light dishes, it is excellent with the traditional cuisine of Emilia. It is also a perfect choice for grilled meat and pizza.

Grapes
Lambrusco Marani, Lambrusco Salamino, Lambrusco Maestri, Lancellotta
Land of production
Provinces of Reggio Emilia and Modena
Alcohol content
8% vol.
N. of bottles produced
Over 1,000,000
Sizes available
0.75 lt
Distribution
Retail



Cantine Santa Barbara

www.cantinesantabarbara.it

Capirussu Salento Indicazione
Geografica Tipica ‘Primitivo’

This intense red wine reveals powerful perfumes of red fruit and licorice. Suitable with ragout of meat, parmigiana and game.

Grapes
100% Primitivo
Land of production
Salento, Apulia
Alcohol content
14.00% vol.
N. of bottles produced
50,000
Sizes available
0.75 lt
Distribution
Horeca, e-commerce



Hall: 15 Booth: A74

Cantine Settesoli

www.cantinesettesoli.it

Vitaròsea By Settesoli Bio
Terre Siciliane IGT

A rosé wine with a soft and brilliant pink colour, notes of exotic fruit and hints of red berries complemented by a floral scent. This wine is soft and fragrant with a pleasant mineral finish.

Grapes
50% Syrah, 50% Merlot
Land of production
Mentì, Sicily
Alcohol content
12.5% vol.
N. of bottles produced
6,000
Sizes available
0.75 lt
Distribution
Off-trade



Hall: 17 Booth: A39 - 14-15

Cantine Volpi

www.cantinevolpi.it

Colli Tortonesi DOC
Barbera Superiore ‘La Zerba’

Deep red color with garnet lights. Vinous and characteristic bouquet, with hints of boisè. Sapid, dry, savoury flavor.

Grapes
100% Barbera
Land of production
Colli Tortonesi
Alcohol content
14% vol.
N. of bottles produced
20,000
Sizes available
0.75 lt
Distribution
Horeca



Hall: 16 Booth: D28

Cielo e Terra

www.cieloeterravini.com

Amaregi Amarone della Valpolicella
DOCG Riserva

Amaregi is the result of a careful selection of the best concentrated grapes, a long drying process and aging in large oak casks for at least 4 years. Ruby red with garnet hues. Intense and pleasant with fruity notes of black currant and blueberries followed by balsamic hints and aromas of spices. Warm, harmonious and velvety on the palate.

Grapes
Corvina Veronese, Corvinone, Rondinella
Land of production
Veneto
Alcohol content
16% vol.
Sizes available
0.75 lt
Distribution
Horeca, e-commerce



Hall: 15 Booth: B77

Col Vetoraz Spumanti

www.colvetoraz.it

Valdobbiadene
DOCG Brut

Produced with fruits grown in the high hills facing west, where they can reach the ideal maturity to produce this sparkling wine. Fine and slightly aromatic bouquet. Dry and intense to the taste. Very harmonious. Scents of rose, citrus fruit, acacia, vine blossom, white peach, pear and apple. Creamy foam.

Grapes
100% Glera
Land of production
Valdobbiadene DOCG, Veneto
Alcohol content
11.50% vol.
N. of bottles produced
440,000
Sizes available
0.75 - 1,5 – 3 lt
Distribution
Horeca, retail, e-commerce



Hall: 17 Booth: A04

Citra Vini
www.citra.it**‘Sistina’ Pecorino
Terre di Chieti IGT**

The texture of this label echoes the ‘cosmatesque style,’ chosen as a metaphor between Italian artistic beauty and wine, sharing elegance and contemporaneity. Straw yellow color, delicate yet complex bouquet, floral scents with notes of acacia. Balsamic and sage scents make it fresh and very pleasant. On the palate it is fresh, with an elegant minerality and a pleasant acidity.

Grapes
Pecorino
Land of production
Abruzzo region
Alcohol content
13% vol.
N. of bottles produced
60,000
Sizes available
0.75 lt
Distribution
All channels



Hall: 17 Booth: A01

**‘Terramare’
Montepulciano d’Abruzzo DOC**

‘Terramare’ is Citra’s most representative line. The neologism explains both the love for the land and the uniqueness of Abruzzo, where grapes ripen in a varied terroirs with different microclimates. The Montepulciano is the most important wine of the region, obtained by grapes coming from sunny vineyards, with intense red colour and notes of red fruits and spices, harmonic and full bodied with smooth tannins.

Grapes
Montepulciano
Land of production
Abruzzo region
Alcohol content
13% vol.
N. of bottles produced
800,000
Sizes available
0.75 lt
Distribution
All channels

**Coli**
www.coli.it**Chianti Classico
DOCG Coli**

Lively ruby red color. Complex and intense aromas, with notes of ripe fruit and violet. Structured, soft and fresh, balanced and persistent.

Grapes
Sangiovese 80%, Canaiolo Nero 10%, Merlot 5%, Cabernet Sauvignon 5%
Land of production
Chianti Classico, Tuscany
Alcohol content
13% vol.
N. of bottles produced
500,000
Sizes available
0.75 lt
Distribution
All channels



Hall: 16 Booth: E60

Conte Vistarino
www.contevistarino.it**1865 Oltrepò Pavese Classic Method
Pinot Noir Pas Dose DOCG**

Straw yellow colour with golden tones. Pleasant effervescence with fine and persistent perlage. Complex, full, austere, delicate bouquet with floral freshness and mineral notes. Complex, dry taste, citrus freshness, pleasing harmony, elegant and intense with a prolonged mineral aftertaste. Ageing on the lees for at least 60 months.

Grapes
Pinot Noir
Land of production
Rocca de’ Giorgi, Pavia
Alcohol content
13% vol.
N. of bottles produced
12,000 – 15,000
Sizes available
0.75 - 1.5 lt
Distribution
Horeca, retail
and e-commerce



Hall: 16 Booth: J71

Donnafugata
www.donnafugata.it**Floramundi Cerasuolo
di Vittoria DOCG 2021**

Fruity, with delicate fruity and floral notes. Freshness and softness make it very pleasant. Served fresh, it is an unusual red to appreciate also paired with fish. Floramundi 2021 expresses the harmonious balance that Cerasuolo di Vittoria can reach.

Grapes
Nero d’Avola and Frappato
Land of production
Vittoria
Alcohol content
13.07% vol.
N. of bottles produced
64,000
Sizes available
0.75 - 1.5 lt
Distribution
Horeca, retail,
e-commerce.



Hall: 17 Booth: 104

**‘Rosa’ Dolce&Gabbana
e Donnafugata 2022 Sicilia DOC**

Rosa is the rosè wine that stands out for its elegant fragrance and minerality, deriving from the partnership between Dolce&Gabbana and Donnafugata. It is the perfect ambassador of two Made in Italy excellences, united by their unconditional love for Sicily, passion for work and attention to detail.

Grapes
Nerello Mascalese, Nocera
Land of production
Contessa Entellina & Etna
Alcohol content
12.73% vol.
N. of bottles produced
69,000
Sizes available
0.75 - 1.5 lt
Distribution
Horeca, retail,
e-commerce.

**Enoitalia - Italian Wine Brands**
www.enoitalia.it**Alberto Nani
Prosecco DOC**

Alberto Nani Prosecco DOC Organic and Vegan awarded twice at the 14th Grand International Organic Wine Award Mundus Vini Biofach 2023: Gold Medal and Best Organic Sparkling Wine. Certified organic and vegan, it stands out for its intense floral bouquet, nicely savory and complex on the palate with a mineral finish.

Grapes
Glera
Land of production
Veneto
Sizes available
0.75 – 0.375 – 1.5 lt



Hall: 16 Booth: J41

Erste+Neue
www.erste-neue.it**Puntat Sauvignon 2021
Alto Adige DOC**

Higher hilly areas between 400 and 550 m above sea level. Gravelly, calcareous soil. Partial cold maceration followed by partly spontaneous fermentation in wooden barrels and subsequent maturation in wooden barrels for at least 12 months. Bright golden-yellow, multi-layered bouquet of exotic fruits. The good acidity level gives this Sauvignon his vivacious freshness especially expressed in the harmonious aftertaste.

Grapes
Sauvignon
Land of production
Italy
Alcohol content
13.5% vol.
N. of bottles produced
10,000
Sizes available
0.75 – 1.5 lt
Distribution
Horeca,
retail



Hall: 15 Booth: E71

Crifo
www.crifo.it**Grifone Nero
di Troia Puglia IGP**

Red wine. 100% from Nero di Troia grapes, cultivated on the hills to the west of Ruvo di Puglia. Elegant bouquet of sweet violet and an aroma of blackberry, blueberry and cherry alongside the quinine and graphite typical of the grape variety. In the background, notes of spice and dark tobacco. Warm to the palate with robust tannins. A persistent finish with toasted and fruity notes.

Grapes
Nero di Troia
Land of production
Castel del Monte, Apulia
Alcohol content
13% vol.
N. of bottles produced
800,000
Sizes available
0.75 lt
Distribution
Horeca,
retail



Hall: 17 Booth: E27

De Faveri Spumanti
www.defaverispumanti.it**Valdobbiadene
Prosecco Superiore DOCG Brut**

A natural sparkling wine with intense yet delicate fruity and flowery aromas. The flavour is crisp and dry, the fresh taste makes this a perfect aperitif wine. Ideal with seafood dishes, it also pairs well with salmon sushi. The winemaking method is Italian method (Martinotti) with second fermentation in stainless steel tanks with natural fermentation.

Grapes
100% Glera
Land of production
Treviso, Veneto
Alcohol content
11% vol.
N. of bottles produced
73,000
Sizes available
0.75 lt
Distribution
Horeca,
retail



Hall: 16 Booth: H01

Azienda Agricola Drusian Francesco
www.drusian.it**Drusian Valdobbiadene Prosecco
Superiore DOCG Rive di Santo Stefano**

On the hillsides of Valdobbiadene, wine-growing is called ‘heroic viticulture’. Winegrowers have to deal with steeply sloped hills and every single operation is performed manually. They are called ‘Rive’, in the local dialect. Drusian Rive di Santo Stefano is made from 100% Glera grapes, grown and hand-picked in the vineyard of Santo Stefano: a small area on the top of the hill close to Valdobbiadene.

Grapes
100% Glera
Land of production
DOCG Conegliano Valdobbiadene, Veneto
Alcohol content
11.5% vol.
N. of bottles produced
6,000
Sizes available
0.75 lt
Distribution
Horeca



Hall: 15 Booth: C21

Corvo
www.duca.it**Irmàna
Nero D’avola**

Deep ruby red colour with violet reflections. Intense and complex bouquet, with fruity aroma of marasca cherry and raspberry. Broad and velvety flavor, good structure and aromatic persistence.

Grapes
Nero D’avola
Land of production
Central-western and central-southern Sicily
Alcohol content
13.0 – 13.5% vol.
N. of bottles produced
35,000
Sizes available
0.75 lt
Distribution
Retail,
e-commerce



Hall: 16 Booth: A03

F.lli Gancia & C.
www.gancia.com**Cuvée Gancia 36 Mesi Rose’ Alta Langa
Docg Metodo Classico Brut**

The innovation of a vintage rosé classic method sparkling wine, made from Pinot Noir grapes, selected from the best vineyards of the DOCG Alta Langa area. A wine matured on the lees for more than 3 years, elegantly wrapped in its pink cover, to recall the care by which the Gancia master cellarman protected the bottles during transportation since 1865.

Grapes
Pinot Noir
Land of production
Piedmont
Alcohol content
12% vol.
Sizes
0.75 – 1.5 lt
Distribution
Various distribution
channels



Hall: 15 Booth: C78

Società’ Agricola Flli Tedeschi
www.tedeschiwines.com**Capitel Monte Olmi Amarone della
Valpolicella DOCG Classico Riserva 2016**

This wine is the flagship for the Tedeschi family and has been a cru since 1964. The grapes are dried for 4 months in a controlled environment. The wine is aged for 4 years in barrels made from Slavonian oak and refinement is completed in the bottle for an additional 12 months. It has great structure and complexity and is very elegant and long lived.

Grapes
30% Corvina, 30% Corvinone, 30% Rondinella, 10% Oseleta and other tradition varieties
Land of production
Valpolicella
Alcohol content
17% vol.
N. of bottles produced
10,000
Sizes available
0.75 - 1.5 lt
Distribution
Horeca
and retail



Hall: 15 Booth: A85

Feudi di San Gregorio
www.feudi.it**Taurasi
DOCG**

At Taurasi, Aglianico finds its ideal territory - uncontaminated, volcanic and impenetrable - giving life to a full and balanced wine. Alcoholic fermentation and maceration in stainless steel tanks for about 3 weeks. About 18 months in medium-toasted French barriques. Aging: minimum 9 months in bottle. Brilliant and ruby red with garnet reflections, fragrant perfumes, balanced taste with sweet and soft tannins.

Grapes
Aglianico
Land of production
Irpinia, Campania
Alcohol content
14% vol.
N. of bottles produced
80,000
Sizes available
0.75 lt
Distribution
Horeca, retail
and e-commerce



Hall: 16 Booth: G19

Graziano Prà
www.vinipra.it**Soave DOC
classico Staforte**

The classic Soave Staforte is an expression of the mineral content of the volcanic terrains on which the vines grow. Staforte is a complex and taut wine, with texture and length.

Grapes
100% Garganega
Land of production
Soave, Veneto
Alcohol content
12.5% vol.
N. of bottles produced
20,000
Sizes available
0.75 – 1.5 – 3 lt
Distribution
Horeca, retail,
e-commerce



Hall: 16 Booth: H21

Fantini Group
www.fantiniwines.com

Fantini
Three Dreamers

The grapes are handpicked and left to dry in temperature-controlled tanks. It normally takes about 120 days during which the grapes become dehydrated and develop the typical fruity aromas of natural drying. They are gently pressed and left to undergo a fermenting maceration in steel tanks for 6 months. Fining in American wood for 18 months. Deep ruby red with shades of black plum. The aromas are deep and complex.

Grapes
Autochthons Abruzzo red grapes
Land of production
Abruzzo, Colline Teramane
Alcohol content
18% vol.
N. of bottles produced
20,000
Sizes available
0.75 lt
Distribution
Horeca, e-commerce



Hall: 16 Booth: A21

Fantini
Calalenta Rosato

To obtain the best in terms of flavor and aroma, the Merlot grapes that grow at the foot of the Maiella mountain massif are used. Almost 3,000 meters above sea level, it characterizes the aromatic structure and elegance of this wine. This 'Provence style' rosé has a very pale pink blush colour. Fresh and flinty aromas of strawberry, fresh-cut watermelon and rose petals on the nose with mineral notes on the palate.

Grapes
Merlot
Land of production
Ortona, Pollutri and San Salvo, Abruzzo
Alcohol content
13.5% vol.
N. of bottles produced
900,000
Sizes available
0.75 – 1.5 lt
Distribution
All channels



Cesarini Sforza Spumanti
www.cesarinisforza.it

Cesarini Sforza
Brut Rosé Trentodoc

Cesarini Sforza Brut Rosé is vinified in steel tanks and after the tirage it starts its permanence on yeasts for 24 months. The iridescent color, the clear and fragrant scents and the seductive perlage enhance its finesse and elegance. The savory freshness of Chardonnay and the complex fruit of Pinot Noir give this Metodo Classico unique characteristics of drinkability, silkiness and elegance.

Grapes
Chardonnay & Pinot Noir
Land of production
Avisio Hills and Cembra valley, Trentino
Alcohol content
12.5% vol.
N. of bottles produced
20,000
Sizes available
0.75 lt
Distribution
Horeca



Hall: 15 Booth: E51

Cantina di La-Vis
www.la-vis.com

Pinot Grigio Trentino
DOC 2022 – I Classici

Manual harvesting, soft pressing, static decantation of the must, fermentation at controlled temperatures in stainless steel tanks, ageing on the lees for approximately 5/6 months. This wine presents an intense golden yellow colour, with a warm, inviting bouquet rich in scents of ripe fruits and honey. It has a distinctive rich minerality, with a long and fruity aftertaste.

Grapes
Pinot Grigio
Land of production
Avisian Hills, Trentino
Alcohol content
12.5% vol.
N. of bottles produced
150,000
Sizes available
0.75 lt
Distribution
Horeca



Losito e Guarini
www.lositoeguarini.it

C'era una Volta
Sangue di Giuda Oltrepò Pavese

DOC Frizzante red wine.

Grapes
45% Croatia, 25% Barbera, 15% Uva Rara, 15% Vespolina
Land of production
Italy
Alcohol content
7% vol.
N. of bottles produced
392,000
Sizes available
0.75 lt
Distribution
Horeca, retail, e-commerce



Hall: 17 Booth: E16

Lunadoro
www.lunadoro.it

Vino Nobile di Montepulciano
Pagliareto

Dark ruby red color with intense garnet hints. Complex and characteristic bouquet, with mature fruits aroma and pepper notes, as well as plum jam and floral notes of violet, chocolate and cigar. Balanced taste, with sweet tannins and the right acidity for a dynamic long finish.

Grapes
Sangiovese (Prugnolo Gentile)
Land of production
Tuscany
Alcohol content
14.5% vol.
N. of bottles produced
60,000
Sizes available
0.75 lt
Distribution
Horeca, retail and e-commerce



Hall: 16 Booth: J03

Marchesi Frescobaldi
www.frescobaldi.com

Tenuta Perano 2020 -
Chianti Classico DOCG

Chianti Classico Tenuta Perano is produced in the hills of Gaiole in Chianti, from vineyards located at 500 metres above sea level. The combination of altitude, exposure, configuration and slope of the vineyards, represent an extraordinary uniqueness in terms of quality, giving the wines a bright purple colour, intense fruity aromas and great tannic structure, permeated with an elegant vibration.

Grapes
Sangiovese and complementary varieties
Land of production
Tenuta Perano, Gaiole in Chianti, Tuscany
Alcohol content
13.5% vol.
Sizes available
0.75 – 1.5 lt
Distribution
Horeca



Hall: 16 Booth: H02

Tenuta Castello di Fonterutoli - Mazzei
www.mazzei.it

Fonterutoli 2020
Chianti Classico DOCG

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 metres above sea level in the heart of the Chianti Classico area. It is the flagship wine of the company, a benchmark for the whole category. With an elegant body, flavors of dark berry, fresh spice, intense and smooth taste.

Grapes
90% Sangiovese, 5% Malvasia Nera, 5% Colorino
Land of production
Loc. Fonterutoli, Castellina in Chianti, Siena
Alcohol content
13.5% vol.
N. of bottles produced
300,000 bottles
Sizes available
0.375 – 0.75 – 1.5 – 3 lt
Distribution
Horeca, retail, e-commerce



Hall 16 Booth: B70

Azienda Agricola Lorenzon
www.ileudidriomans.it

Ribolla Gialla
anfora

Bright, deep amber-yellow in colour, reminiscent of chestnut honey. The wine is vibrant, elegant and delicate. Notes of jam and candied apricot stand out with a slight hint of licorice. The flavour is intense yet pleasantly balanced and well-orchestrated. Lingering and persistent with a complexity that entices you to go for another sip.

Grapes
Ribolla Gialla
Land of production
IGT Venezia Giulia
Alcohol content
14.5% vol.
N. of bottles produced
1,000
Sizes available
0.75 lt
Distribution
Horeca, e-commerce



Hall: 15 Booth: C71 (Ersa)

La Delizia Viticoltori Friulani
www.ladelizia.com

'Naonis' Prosecco DOC
Extra Dry

Obtained from the finest grapes of vineyards in the Friuli DOC area, located in the heart of Friuli Venezia Giulia region a land that yields high quality wines. Bright straw yellow color, with intense, complex and fruity aroma. The flavor is round, fresh and perfumed. Fine and persistent perlage.

Grapes
100% Glera
Land of production
Friuli DOC area, Friuli Venezia Giulia
Alcohol content
11% vol.
N. of bottles produced
800,000
Sizes available
0.75 – 1.5 lt
Distribution
Horeca



Hall: 16 Booth: E24

Cantine Leonardo Da Vinci
www.leonardodavinci.it

Chianti
DOCG

Deep purple red color. Fruity notes of cherry, and followed by light spicy hints, in particular of black pepper. Pleasant, intense, and lengthy, with a good taste-olfactory structure. Decidedly fine. It pairs well with appetizers of meats and cheeses, pasta with light meat sauces, main courses of white meat, pizza.

Grapes
85% Sangiovese, 10% Merlot, 5% other red grapes
Land of production
Vinci, Tuscany
Alcohol content
13% vol.
Sizes available
0.75 lt



Hall: 16 Booth: E19

Librandi
www.librandi.it

Critone -
Calabria IGT

A white wine with a great personality and a distinct freshness, the product of international grapes grown in Calabria.

Grapes
90% Chardonnay, 10% Sauvignon Blanc
Land of production
Calabria, Crotone, Strongoli
Alcohol content
12.5% vol.
N. of bottles produced
300,000
Sizes available
0.75 - 1.5 lt
Distribution
Horeca, retail, e-commerce



Hall: 16 Booth: A03

Medici Ermete & Figli
www.medici.it

'Concerto' Lambrusco Reggiano DOC
Lambrusco 2022

Intensely brilliant ruby red color. The aroma presents nuance of fresh red berries, strawberries, raspberries and cherries. Excellent olfactory purity enhanced by intensity and persistence. Dry and fruity flavor, round, fresh, lively and delectably harmonious. Very clean with the perfect balance of acidity and tannins.

Grapes
100% Lambrusco Salamino
Land of production
Emilia Romagna
Alcohol content
11.5% vol.
Sizes available
0.75 lt
Distribution
Horeca, retail



Hall: 16 Booth: B03

Mionetto
www.mionetto.com

Valdobbiadene Superiore di Cartizze
DOCG Luxury Collection

A refined sparkling wine with luminous golden reflections and a fine and persistent perlage. Sumptuous and complex in its aromas with notes of apple, pear, hints of citrus and glazed almonds, on the palate it is fresh, harmonious and elegant. Perfect for special occasions, it is ideal with desserts and fresh fruit.

Grapes
Glera
Land of production
Cartizze, Valdobbiadene DOCG
Alcohol content
11% vol.
Sizes available
0.75 lt
Distribution
Horeca



Hall: H16 Booth: F26

Monte Delle Vigne
www.montedellevigne.it

Callas 2021 –
Colli Di Parma DOC

30% refined in Anfora in contact with the peels and 70% refined in stainless steel tanks. This Malvasia shows its aromaticity with a complex nose that ranges from yellow fruit to beautiful sensations of Mediterranean herbs, while the palate is dry, but also creamy and enveloping. In the mouth, it is well supported by freshness and minerality.

Grapes
Malvasia aromatica di candia 100%
Land of production
Parma, Emilia Romagna
Alcohol content
13.5% vol.
N. of bottles produced
7,000
Sizes available
0.75 – 1.5 lt
Distribution
Horeca, e-commerce



Hall: 16 Booth: E69

Monteverro
www.monteverro.com

Monteverro,
IGT Toscana rosso

Dark ruby color with royal red touches on the rim. Deep and elegant nose of dark fruits with hints of licorice and olive evolving on toasted bread, laurel and gingerbread. Fresh, dense and silky entrance on the palate, evolving on a rich and layered mid palate with touches of blueberries and red cherry lingering on mint, coffee bean and spices.

Grapes
45% Cabernet Sauvignon, 40% Cabernet Franc, 10% Merlot, 5% Petit Verdot
Land of production
Italy
Alcohol content
14.5% vol.
N. of bottles produced
21,869 bottles
Sizes available
0.75 – 1.5 – 3 – 6 – 9 lt
Distribution
Wholesale, Horeca, retail, e-commerce



Hall: 16 Booth: D84

Montelvini

www.montelvini.it

Il Brutto Asolo Prosecco Superiore
DOCG Sui Lieviti - Collezione Serenitatis

Asolo Prosecco Superiore DOCG is called 'Il Brutto' ('The Ugly') because it's a natural wine, unfiltered, with a limited natural presence of sulphites and a very low sugar content (2 gr/Lt), thus classified as 'Brut Nature'. It represents the ancient wine making tradition of the Treviso province, in the Asolo area.

Grapes
Glera
Land of production
Asolo Montello
Alcohol content
11% vol.
N. of bottles produced
15,000 (2021)
Sizes available
0.75 lt
Distribution
Horeca, retail
and e-commerce



Hall: 16 Booth: A17

Prosecco DOC Rosé Treviso Brut
Millesimato – Collezione Serenitatis

The Prosecco Rosé is obtained from an assembled cuvée, in order to obtain the highest finesse and balance, both at an organoleptic and olfactory level. The aromas are delicate and reminiscent of wisteria flowers and white fruit, together with hints of small red fruits. The wine has a balanced taste, between the freshness of the Glera grapes and the light structure by the Pinot Noir, which makes the wine creamy, persistent and full-flavoured.

Grapes
85% Glera, 15% Pinot Nero
Land of production
Treviso
Alcohol content
11% vol.
N. of bottles produced in 2021
20,000
Sizes available
0.75 lt
Distribution
Horeca, retail,
e-commerce



Mottura Vini del Salento

www.motturavini.it

Primitivo di Manduria
DOC STILIO

Intense red with purplish reflections. Austere bouquet of red fruits in jam, Morello cherry, dried plum. Tertiary hints of vanilla and cloves. Velvety, full bodies and harmonious.

Grapes
Primitivo
Land of production
Taranto province
Alcohol content
14.5% vol.
N. of bottles produced
18,000
Sizes available
0.75 lt
Distribution
E-commerce, Horeca, retail



Hall: 17 Booth: F27 - 9

Planeta

www.planeta.it

La Segreta II Bianco 2022
Sicilia DOC

La Segreta takes its name from the wood that surrounds Planeta's vineyard at Ulmo. This young fresh wine is made principally from Grecanico grapes and gains style and personality with the addition of international varieties. La Segreta is a versatile companion for the most diverse occasions. It is a perfect approach to Sicilian wine, with a great quality-price ratio.

Grapes
50% Grecanico, 30% Chardonnay, 10% Viognier, 10% Fiano
Land of production
Sicily
Alcohol content
12.50% vol.
N. of bottles produced
400,000
Sizes available
0.375 – 0.75 lt
Distribution
Horeca, retail



Stoppervini: Hall 16 / J71 - ISWA: Hall 16 /G19

Pasqua Vigneti e Cantine

www.pasqua.it

Hey French: You Could Have Made This
But You Didn't – Edition II

The wine's name reveals the winery's goal: to create more than a white wine, a 'superbianco'. The result is a multi-Vintage blend of the best vintages of the last decade (2015, 2016, 2017, 2018) of Garganega, Pinot Blanc and Sauvignon, selected as the maximum expression of the vineyard throughout its history.

Grapes
Garganega, Pinot Blanc and Sauvignon Blanc
Land of production
Monte Calvarina vineyard, Soave area
Alcohol content
13.5% vol.
N. of bottles produced
22,000
Sizes available
0.75 lt
Distribution
Horeca,
e-commerce



Hall: 16 Booth: H03

Mai Dire Mai Amarone della
Valpolicella DOCG 2013

A highly concentrated wine with great structure, elegance and strength. Still young but with great personality. It is born out of the coming together of the time-honored experience of the Pasqua family and the exceptional terroir of the Montevetro vineyard: the 23-hectare vineyard is situated on the top of a hill at an altitude of 350 metres between Val d'Illasi and Val di Mezzane.

Grapes
65% Corvina, 15% Corvinone, 10% Rondinella, 10% Oseleta
Land of production
Montevetro vineyard, Val d'Illasi
Alcohol content
16.5% vol.
N. of bottles produced
12,000
Sizes available
0.75 – 1.5 lt
Distribution
Horeca



La Cantina Pizzolato

www.lacantinapizzolato.com

Sparkling Rosé
Extra Dry 'M-Use'

Soft pink color with bright reflections. Harmonious, fruity bouquet with delicate hints of morello cherry and floral notes. Harmonious wine, with sweet notes balanced by the right acidity, slightly savory. 'M-USE' bottle was created following a sustainable design project. The name embodies a double meaning: the inspiring muse of beauty and art and the Multi-Use that can result after its use.

Grapes
Glera and Raboso grapes
Land of production
Italy
Alcohol content
11% vol.
N. of bottles produced
1.400.000
Sizes available
0.200 - 0.75 - 1.5 lt
Distribution
Importers, retail,
e-commerce



Hall: 5 Booth: A30 – 5/6

Viticoltori Ponte

www.ponte1948.it

Giòrosso
Veneto IGT

Still wine, with deep red color and garnet highlights. The bouquet shows hints of ripe red fruit, accompanied by spicy notes suffused with delicate vanilla. Well-balanced on the palate with good fragrance given by the Raboso blend. Ideal for pairing with red meat dishes and game.

Grapes
Merlot, Cabernet and Raboso
Land of production
Veneto region
Alcohol content
13% vol.
Sizes available
0.75 lt
Distribution
Horeca,
e-commerce



Hall: 16 Booth: E04

Serena Wines 1881

www.serenawines.it

Prosecco DOC
Treviso Brut Nature

Bright straw yellow with greenish reflections. Lively perlage, intense flowery scents of acacia flowers and fruity scents of yellow apple. Intense, fresh, dry and harmonious.

Grapes
85% Glera, 15% blend (Chardonnay, Pinot Bianco, Pinot Grigio)
Land of production
Treviso
Alcohol content
11% vol.
N. of bottles produced
50,000
Sizes available
0.75 lt
Distribution
Horeca



Hall: 15 Booth: A82

Salvattera

www.tenutesalvattera.it

Amarone della Valpolicella
DOCG Classico

Amarone della Valpolicella Classico is 'the essence of the territory'. Structured and fresh at the same time, it has great personality and elegance. Intense and persistent perfume of cherries, cocoa, tobacco and black pepper. On the palate it is complex and deep, elegant and robust at the same time, harmonious and with an excellent tannin.

Grapes
Corvina, Corvinone, Rondinella and Oseleta
Land of production
Valpolicella
Alcohol content
16% vol.
N. of bottles produced
7,000
Sizes available
0.75 lt
Distribution
Horeca and retail



Hall:16 Booth: D09

Tinazzi Winery

www.tinazzi.it

Dysmè I
Fiano Puglia IGP

Grapes harvested at optimum ripeness to preserve freshness. Pressing with grape destemming, followed by soft pressing and start of fermentation at a controlled temperature 17-18°C. The color is pale straw yellow. The aromatic profile shows good complexity, where fruity notes marry floral sensations. Fresh and mineral taste. Savory and long finish.

Grapes
100% Fiano
Land of production
Selected vineyards in Apulia
Alcohol content
12.5% vol.
Sizes available
0.75 lt
Distribution
Horeca, retail,
online wine shops



Hall: 15 Booth: B13

Tiati Black
Primitivo 2019

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

Grapes
Primitivo
Land of production
San Severo, Foggia, Apulia
Alcohol content
15.0% vol.
N. of bottles produced
6,000
Sizes available
0.75 lt
Distribution
Horeca, retail, e-commerce



Teaunum

www.teaunum.com

Favugne Rosso DOP
San Severo 2020

Deep red, bouquet of red fruits, dry, robust and persistent flavour.

Grapes
Montepulciano
Land of production
San Severo, Foggia, Apulia
Alcohol content
13.5% vol.
N. of bottles produced
50,000
Sizes available
0.75 lt
Distribution
Horeca, retail, e-commerce



Hall: 17 Booth: B02

Tiati
Metodo Classico 2018

Straw yellow color and greenish reflections. The nose reveals a floral scent with notes of pastry and bread crust. Creamy foam and fine and persistent perlage. Savory and fresh taste.

Grapes
Aglanico
Land of production
San Severo
Alcohol content
12.0% vol.
N. of bottles produced
2,000
Sizes available
0.75 lt
Distribution
Horeca, retail, e-commerce



Val D'Oca

www.valdoca.com

Rive di San Pietro di Barbozza Valdobbiadene
Prosecco Superiore DOCG Brut

The 'Rive di San Pietro' feature silty-loamy soils with a prevalence of moraine substrates, with a stony-gravelly texture. The altitude varies from 160 to 320 metres a.s.l. and exposure is mainly south-facing. Straw-yellow in colour with greenish reflections. It exudes aromas of white flowers and fresh notes of lemongrass and green apple. Ideal with both fish and vegetable-based appetizers, baked dishes and sushi.

Grapes
85% Glera, 15% blend of other grapes
Land of production
Rive di San Pietro, Valdobbiadene
Alcohol content
11.5% vol.
N. of bottles produced
84,000
Sizes available
0.75 lt
Distribution
Horeca,
ecommerce,
wine shops



Hall: 16 Booth: E25

Perlino

www.perlino.com

Cocktail Moscato
Mango Diva di Sera

It is made with real mango fruit which macerates with Moscato in order to transfer all the characteristics of this intense fruit. The ABV of 6% vol. allows it to be a very easy drink product, versatile and enjoyable on every occasion.

Grapes

Moscato

Land of production

Piemont

Alcohol content

6% vol.

Sizes available

0.75 lt

Distribution

Horeca, retail



Vermouth di Torino Rosso
Corsieri del Palio

A tribute to the historic town of Asti, with its medieval past and famous horse race 'il Palio'. A 'corsiero' is a strong racehorse, proud and ready for the challenge. Like this vermouth, persistent and balanced. The recipe includes a selection of herbs and spices infused separately via hot or cold extraction. When all the fragrance and aromas have been absorbed naturally in each infusion, they are blended.

Grapes

Blend of Italian grapes

Land of production

Piemont

Alcohol content

16,5% vol.

N. of bottles produced

10,000

Sizes available

0.75 lt

Distribution

Horeca, retail



Hall: 16 Booth: D03

Piccini

www.piccini1882.it

Histrio Bianco
Toscana IGT

Once the pressing, destemming and fermentation procedures are completed, Histrio ages for 7 weeks in a special clay amphora. This allows Histrio to exhibit a precious bouquet of spices and white flowers, supported by the exotic touch of tropical fruit. In the mouth it spreads a pleasant freshness and earthy memories. The finish reveals complexity and gentle mineral echoes.

Grapes

70% Vermentino, 30% Malvasia Bianca

Land of production

Tuscany

Alcohol content

12,5% vol.

Sizes

0.75 lt



Sasso al Poggio
Toscana IGT

Sangiovese grapes from Castelnuovo Berardenga blended with Cabernet and Merlot grapes sourced from Maremma. During the winemaking process Piccini seeks to assure balance, elegance, texture and length of flavor. Aging: 12 months in oak barrels, 4 months in bottle. Scents of black cherry, licorice, forest floor, minerals and a stylish coating of vanillin oak. Deep and full on the palate.

Grapes

60% Sangiovese, 20% Cabernet, 20% Merlot

Land of production

Tuscany

Alcohol content

14% vol.

Sizes

0.75 - 1.5 lt



Hall: 16 Booth: A41

Piera 1899

www.piera1899.com

Ribolla Gialla DOC Friuli Colli Orientali
Terre Magre

Straw-yellow with slightly greenish shades. Floral bouquet with scents of white rose, gentian and acacia. Fruity aromas of white peach, apple and pear, combined with distinctive zesty notes. It features a good acidity that lends the wine its distinctive freshness. Very versatile, great as aperitif, it goes well with white meats, fish, vegetables and pasta dishes.

Grapes

Ribolla Gialla

Land of production

DOC Friuli Colli Orientali

Alcohol content

13% vol.

N. of bottles produced

20,000 (2022)

Sizes available

0.75 lt

Distribution

Horeca, wine shops



Pinot Grigio DOC
Friuli

Bright straw yellow. Elegant scents with hints of orange blossom and fruity, fresh aromas of apple, pear and exotic fruit with slight touches of dried fruit. Its zesty taste, i.e., its acidity, balances the smoothness and thus allows for a full balance in flavour. Great as aperitif or served with fish or white meat.

Grapes

Pinot Grigio

Land of production

DOC Friuli

Alcohol content

13% vol.

N. of bottles produced

25,000 (2022)

Sizes available

0.75 lt

Distribution

Horeca, wine shops



Hall: 15 Booth: A15

Terre de la Custodia

www.terredelacustodia.com

Exubera

With its intense ruby-red colour shades and aromatic nuances, Exubera is the very definition of rock'n'roll: the nose is struck by an emphatic eruption of delicious notes of ripe red fruits and field violets, intertwined with a balmy hint of eucalyptus, licorice, white pepper and cinnamon. Vibrant on the palate, warm and embracing, intense and harmonious, with a considerable tannic texture.

Grapes

Sagrantino

Land of production

Gualdo Cattaneo, Palombara, Umbria

Alcohol content

15% vol.

N. of bottles produced

6,400

Sizes available

0.75 – 1.5 – 3 lt

Distribution

Horeca, e-commerce



Plentis

Intense yellow in colour with golden hints, the wine is characterized by hints of eucalyptus, jasmine, pineapple, citrus ham and toasted peanut. Fresh and dry on the palate, allowing you to enjoy a long and enveloping sip. To be served at a temperature of 12-14°C, paired with white meats, grilled fish and ethnic flavours.

Grapes

Trebbiano spoletino, Chardonnay

Land of production

Gualdo Cattaneo, Umbria

Alcohol content

13% vol.

N. of bottles produced

4,790

Sizes available

0.75 – 1.5 lt

Distribution

Horeca, e-commerce



Hall: 16 Booth: A03

Centinari

www.centinari.it

Centinari Franciacorta
DOCG Brut

Franciacorta DOCG, classic method with refinement in contact with its own yeasts for at least 28 months, followed by another 2 months after disgorgement.

Grapes

100% Chardonnay

Land of production

Franciacorta, Lombardy

Alcohol content

12% vol.

N. of bottles produced

13,000 bottle

Sizes available

0.75 - 1.5 lt

Distribution

Horeca



Hall: 16 Booth: K81

Togni

www.roccadeiforti.it

Rocca dei Forti Verdicchio
dei Castelli di Jesi DOC

Brut sparkling wine that comes from the selection of white wines obtained from the vinification of Verdicchio grapes from DOC areas.

Grapes

100% Verdicchio dei Castelli di Jesi DOC

Land of production

Marche Region

Alcohol content

12% vol.

Sizes available

0.75 lt



Velenosi

www.venosivini.com

Villa Angela Offida
DOCG Pecorino

Bright straw yellow with greenish hues. Clearly evident fruity nuances of banana, pineapple and apple along with vegetal hints of cut grass. Good structure and a lingering finish.

Grapes

100% Pecorino

Land of production

Ascoli Piceno, Marche

Alcohol content

13,5% vol.

N. of bottles produced

100,000

Sizes available

0.75 – 1.5 lt

Distribution

Horeca, retail, e-commerce, wholesale



Hall: 16 Booth: F11

Venturini Baldini

www.47annodomini.it

T.E.R.S.
Ancestrale

Sparkling red wine fermented in the bottle.

Grapes

Lambrusco Emilia Montericco

Land of production

Emilia Romagna

Alcohol content

11% vol.

N. of bottles produced

6,000

Sizes available

0.75 lt

Distribution

Horeca, retail, e-commerce



Hall: 15 Booth: C51 (Consorzio Lambrusco)

47 Anno Domini

www.47annodomini.it

Le Argille
Cabernet IGT Veneto

Strong, serious, unique. This red wine ages in concrete barrels for two years, immaculate and free from barrel aromatic interference, so that its uniqueness is fully preserved along with its warm, refined, and mature taste.

Grapes

50% Cabernet Sauvignon, 50% Cabernet Franc

Land of production

Veneto

Alcohol content

11%vol.

N. of bottles produced

20,000

Sizes available

0.75 lt

Distribution

Horeca



Hall: 15 Booth: F84

Casa Vmicola Abbazia Di San Guadenzio

www.abbazia.com

Abbazia Moscato D'asti
DOCG 2022

It is one of the most famous Italian sweet and aromatic white wine, made in Piedmont. Alcoholic fermentation is done at controlled temperature in steel tank and is stopped at low alcohol level, to preserve the freshness and sweetness. It has a straw pale yellow with greenish highlights. On the nose it is fresh, with white flowers notes and wisteria hints. Sweet and gentle on the palate.

Grapes

100% Moscato White

Land of production

Asti Docg, Piedmont

Alcohol content

5.5% vol.

N. of bottles produced

500,000

Sizes available

0.75 lt

Distribution

Horeca, wines shops



Hall: 15 Booth: B74

Alibrianza

www.andreamazzei.it

Grillo DOP
Madreterra Andrero Organic

The wines of the Madreterra (Mother Earth) Line, from the Andreas Mazzei winery, reflect the prosperous and authentic nature of Sicily. The geographical position, the excellent soil conditions and its sustainable and organic cultivation give rise to interesting wines that stand out for their typical southern Italian taste: fruity, harmonious and powerful.

Grapes

100% Grillo

Land of production

Vineyards in the Province of Agrigento

Alcohol content

13% vol.

N. of bottles produced

20,000

Sizes available

0.75 lt

Distribution

Horeca and retail



Hall: 15 Booth: C76

La Gioiosa

www.lagioiosa.it

Asolo Prosecco Superiore DOCG
'Biodiversity Friend' extra dry

Pale straw yellow and fine, persistent perlage. Intensely fruity aroma with clear hints of ripe golden apple. Pleasant and elegant flowery sensation recalling acacia flowers. Fresh and soft to the palate, an agreeably fruity and harmonious finish. Excellent as an aperitif, it pairs well with herb-based pasta and risotto.

Grapes

Glera

Land of production

Asolo Prosecco DOCG area. "Biodiversity Friend" certified owned estate.

Alcohol content

11% vol.

N. of bottles produced

280,000

Sizes available

0.75 lt

Distribution

Modern retail



Hall: 16 Booth: G20 (Villa Sandi)

Genius inside



These wines, inspired by the studies and observations of the Genius,
are signed with the **Metodo Leonardo®**, where all his knowledge takes shape.

Leonardo da Vinci

VINI ISPIRATI DAL GENIO



Leonardo da Vinci wines

www.leonardodavinci.it

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CAVIRO
Group