

Vinitaltour

Magazine

FROM
PRODUCERS
TO
IMPORTERS



Vannini Editrice

Vinitaltour

Magazine

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PRODUCERS
TO
IMPORTERS



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by Vinitaltur Srl

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PUBLISHER'S PREFACE

The Guide “Vinitaltour-from producers to importers” aims to present **the Italian wineries and their wines to international importers**.

VINITALTOUR, which stands for “**Vini Italiani in tour**” (Italian wines on tour), puts on stage the great range of Italian and local wines as in a real journey with a different destination every four months, looking for new wineries and new products.

Our task as editors is to provide each importer-reader and, in an easier way, information on products and firms from which they can choose the most adapted for their own commercial project.

Importers receive information in detail on the variety of wines in our Belpaese and on the selling products of the diverse wineries set in different regions (list of selling products, yearly availabilities and a reference price for each labels).

Thus importers will be able to get and keep in touch directly with the firms, with no intermediary in order to get more favourable commercial terms and conditions.

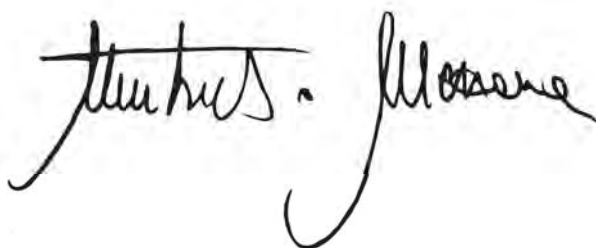
The mission of this Guide is to build a **direct connection importers-producers** in order to cut the distribution chain as much as possible and optimise prices, logistic costs and margins, both of importers and producers.

Our publishing project includes three outputs of “Vinitaltour” which will offer more and more new wines and will show wineries from all over Italy.

Each number of this Guide will reach almost 9.000 importers from all over the world through email.

We wish this Guide will meet your expectations and we hope our readers will enjoy it!

*CEO Vannini Editrice
Umberto Mezzana*

A handwritten signature in black ink, reading "Umberto Mezzana". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Valpolicella Wine Consortium



Consortium for protection of Valpolicella wines



Active for over 80 years, the Consorzio per la Tutela dei Vini Valpolicella represents 286 companies that bottle or make renown DOP Veronese wines, a supply chain that includes 7 cooperative cellars and 2.286 grape growers. With daily contact with the companies along with in-depth knowledge of the area, the Consortium has confirmed itself as the main reference point for those looking to discover the Valpolicella and its wines. Besides guaranteeing the safeguard of the appellation, the Consortium is responsible for the promotion on domestic and international markets of the Valpolicella wines: Amarone della Valpolicella DOCG, Recioto della Valpolicella DOCG, Valpolicella Ripasso DOC and Valpolicella DOC.

Valpolicella in Numbers

Valpolicella is the top red PDO wine in the Veneto region and amongst the most important in Italy. On a regional level, it comes second only to Prosecco with a gross tradable production per hectare that is one of the highest in Italy confirmed at 20,000 euro per hectare for the 2016 harvest. The vineyard area is growing and so is the production potential. Over the past 20 years, the area of vineyards has doubled in the Valpolicella to reach 7,844 hectares in 2016. In the same period, the production of Amarone and Recioto rose from 40,000 to over 300,000 quintals. In 2016 almost 60m bottles of Valpolicella wines (Valpolicella, Amarone, Recioto and Ripasso), were pro-

duced for a value of approximately 565m euro per year (Italy's highest for any PDO) with Amarone generating 330m.

In the 2016 harvest 926,000 quintals of grapes were produced and 327,000 of these were allocated for appassimento (to make Amarone and Recioto).

Grape varieties like Corvina, Corvinone, Rondinella and — in a lesser quantity — Molinara are found in the entire area.

The wines under the designation are: Valpolicella, Valpolicella Ripasso, Amarone della Valpolicella, and Recioto della Valpolicella.

App Valpolicella wines

The “Valpolicella Wines” app was developed by the consortium to accompany wine tourists and wine buffs in discovering the territory and wines from Valpolicella. In Italian and English, the application, operational on iOS and android systems, offers information regarding the wines and wineries of Valpolicella, the hotels and restaurants, wine and food tours, historic and cultural attractions, nature itineraries, and in general, the tourism activities you can do in the Verona area.

Promotion and internationalization

Guided tours, meetings with producers and pairings among wines of the designation with typical products from the Veronese tradition to get to know the outstanding foods and wines and Valpolicella through an experience: every year the consortium organizes educational tours and incoming groups for Italian and foreign industry workers, journalists, and bloggers to promote and add prestige to the Valpolicella Designation. The consortium participates in the main international trade fairs in the world of wine with its own booth to represent the designation: Vinitaly in Verona and ProWein in Düsseldorf; for two years now the consortium has also started going to Hong Kong.

2017 will feature important B2B meetings around the world in Switzerland, the United States, Canada, and Ukraine. Master classes organized by the consortium are also scheduled in London, Prague, and Warsaw.



Sustainable Valpolicella

Excellence in the vineyard is the aim of the Consorzio per la Tutela dei Vini Valpolicella and it goes through environmental sustainability and wealth of the territory.

This is the orientation of the “RRR – Reduce, Respect, Retrench” program, which certifies companies’ respect for the environment by adopting innovative techniques in the vineyard and protection of the landscape. The certification of the area under the Valpolicella designation was achieved also thanks to the support and consensus of the local towns. In fact, besides meeting the ever more decided consumer demand for wines that express the territory, the protocol also came about due to Valpolicella’s inhabitants demanding a cleaner environment. In its first year, the project involved 30 companies and 500 ha, but the consortium’s objective is to manage to certify 60% of the vineyard surface area in the next two years.

Monitoring of the use of plant protection products by companies led to positive results both from a technical standpoint and on the front of effective protection of natural balances. Therefore defense of and care for the territory become fundamental values for the quality of the vineyard and the product on which Consorzio per la Tutela dei Vini Valpolicella has laid the foundation for a free consultancy project as well, just for its members. With a weekly bulletin the consortium informs its members on the proper use of plant protection products, supporting the use of organic products and best practice in the vineyard also thanks to the unified consultancy handled by agronomist Renzo Caobelli. Since the 2016 harvest, the grapes and wines produced according to the protocol are certified by Siquiria and therefore will get to bear the “RRR” mark. The mark can be put on bottles and, in the case of those who hand over the grapes, on the accompanying tax documents.



Export

65% of the production of Amarone PDO in 2016 was sent abroad: Germany (18%), USA (11%), and Switzerland (11%) were at the top of the list of its destinations which together absorb about 40% of the bottles exported. The UK (10%), Sweden (7%), with significant increases, and Canada (7%) follow. China and Japan combined weigh in with less than 5% despite the fact that the export value in these two countries has grown, doubling over the 2015 figure. (Source: 2016 survey by the Observatory of Valpolicella Wines run by Wine Monitor on Valpolicella wine export).

Territory

The makeup of Valpolicella's landscape, extremely rich thanks to a morphologically varied territory, ideally fans out into several valleys that separate from Verona.

The broad Valpolicella DOC and DOCG wine production area includes the piedmont strip of the municipality of Verona and is divided up according to the production rules into three separate zones:

- The classic area, formed by five geographical areas encompassing the areas of Sant'Ambrogio di Valpolicella and San Pietro in Cariano, and valleys of Fumane, Marano and Negrar;
- The Valpantena area, including the valley of the same name;
- The Valpolicella DOC area, with the districts of the municipality of Verona and the valleys of Illasi, Tramigna and Mezzane.



Azienda Agricola BOSCAINI CARLO



BOSCAINI CARLO

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www.boscainicarlo.it

Our winery is found in the classic and historic region of Valpolicella, in a small valley particularly well known for the cultivation of grapes for fine wine. Our winery covers an area of 14 hectares overlooking the famous village of St. Giorgio Ingannapoltron, known around the world for its marvelous ancient church, cloister, and archaeological excavation. In the beginning, the late Carlo Boscaini (who lived to the venerable age of 102 drinking wine in modest quantity but high quality) produced wine with great passion from leased land. He succeeded in acquiring this winery in 1948, and then with his son Arturo Ernesto, worked with care and passion in the production of the grape and its transformation into wine. In our day, his young nephews Carlo and Mario continue this old and passionate pursuit.



Products	annual potential*	average retail Italy
Valpolicella Classico DOC 2015	15.000	€ 9,00
Valpolicella Classico Superiore DOC 2014	18.000	€ 12,00
Valpolicella Classico Superiore Ripasso DOC 2013	28.000	€ 20,00
Amarone della Valpolicella Classico DOC 2012	25.000	€ 35,00
Recioto della Valpolicella 2015 0,50 lt	2.500	€ 36,00
Garganega Vino Bianco IGT 2016	2.000	€ 9,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Switzerland, Denmark, Estonia, Poland, Sweden, Netherlands

BOTTEGA

Villa Rosina - Vicolo Aldo Bottega 2
Bibano di Godega Sant'Urbano (Treviso) 31010
Phone: +39 043 84067
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www.bottegaspa.com

Bottega is a family company situated in the heartland of Prosecco country at Bibano, 45 km North of Venice, that produces typical Italian premium quality beverages and food products. Bottega is a third-generation business and today is led by Sandro, Barbara and Stefano Bottega. The headquarters are located in a 19th century farmhouse, renovated to preserve the original architectural and environmental characteristics, and surrounded by 10 hectares of vineyards. Over the past 15 years, the group has also produced Amarone, Ripasso and Valpolicella wines; in 2017, Bottega is opening a new winery located in Valgatara di Marano, in the heart of the "classic" area for the production of Valpolicella wines. Distributing Italian wine, grappa, spirits and food in over 120 countries around the world, Bottega advocates Quality (Italian taste and authenticity), Design (expression of the excellent aesthetic character of Made in Italy) and social responsibility towards the environment and the community.

Valpolicella Consortium



Products	annual potential*	average retail Italy
Il vino degli Dei Amarone della Valpolicella DOCG 2012	49.800	€ 39,00
Pret-à-Porter Amarone della Valpolicella Riserva DOCG 2011	3.160	€ 81,00
Ripasso Valpolicella Superiore DOC 2015	121.360	€ 16,00
Valpolicella Classico DOC 2016	21.430	€ 12,00
Valpolicella Classico Superiore DOC 2014	4.730	€ 14,00
Bottega Gold Prosecco DOC Spumante Brut 2016	815.000	€ 21,00
Bottega Rose Gold Pinot Nero Spumante Brut Rosé 2016	370.680	€ 21,00
Bottega White Gold Spumante Venezia DOC Brut 2016	98.320	€ 21,00
Il vino dell'Amore Petalo Moscato Spumante Dolce 2016	766.650	€ 9,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

**BUGLIONI**

Via Campagnole 55
 Corrubbio di S.Pietro in Cariano (Verona) 37029
 Phone: +39 045 6760681
 e-mail: buglioni@buglioni.it

www.buglioni.it

Everything started in 1993, when our family purchased an old farmhouse surrounded by vineyards and olive groves in Corrubbio di San Pietro in Cariano in the heart of the Valpolicella Classico region.

Our aim is to produce wine that is known not only for its quality but also as a true expression of its origins; wine with a distinct personality that is grounded in respect for the environment and for local winemaking traditions; wine that will show its true character as it ages over time.

Always achieve Best Quality is our ambitious goal, that we reach collecting grapes by hand, following all phases of processing personally, making wine with only 40% of the harvest.



Products	annual potential*
Amarone della Valpolicella Classico DOCG 2012	40.000
Valpolicella Ripasso Classico Superiore DOCG 2013	60.000
Valpolicella Classico Superiore DOC 2013	30.000
Valpolicella Classico DOC 2015	20.000
Bianco IGT delle Venezie 2016	50.000
Lugana 2016	40.000

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



CÀ BOTTA

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Via Caio snc
Località Trezzolano (Verona) 37141
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www.cabotta.it

Our vineyards are located on one of the highest hills of the Valpolicella region, at the height greater than 500 meters above the sea level. Growing grapes at this altitude followed by the grape drying process (appassimento) are crucial steps during winemaking. This approach results in outstanding rich wines with unique and memorable taste and aroma.

Valpolicella Consortium



Products	average retail italy
Amarone della Valpolicella DOCG Caio 2012	€ 32,00
Valpolicella Ripasso Superiore Costa Rossa 2014	€ 15,00
Rosso IGT Cerviero 2013	€ 11,00
Valpolicella Superiore Torcinato 2012	€ 10,00
Rosso Veneto Rubicondo 2016	€ 6,50
Riesling IGT 2014	€ 9,00
Bianco Veneto IGT Le Poggie 2016	€ 8,00
Pinot Grigio Cincia 2015	€ 6,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



CÀ DEI FRATI

Via Frati 22
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www.cadeifrati.com

The existence of Cà dei Frati is known to date back to 1782, according to documentary evidence referring to the "house of the friars". In 1939, Felice dal Cero, son of Domenico who used to grow vines in Montecchia di Crosara, near Verona, moved to this house in Lugana di Sirmione. After 30 years labouring in the vineyard and cellar, Felice's son Pietro helped develop the DOC in 1969, bottling his first Lugana Casa dei Frati. In 2012, Pietro dal Cero passed away and now his wife, Santa Rosa and his children, Igino, Gian Franco and Anna Maria run the business with the same passion and determination as their ancestors. Cà dei Frati cherishes the past and looks to the future, focusing on research and developing what has been built up in 70 years of winemaking.



Products	annual potential*	average retail Italy
I Frati Lugana DOC 2016	1.300.000	€ 9,10
Brolettino Lugana DOC 2015	150.000	€ 12,30
Pratto Vino Bianco 2015	25.000	€ 13,20
Tre Filer (Vino Dolce) 2013 0,375 lt	25.000	€ 10,70
Spumante Metodo Classico Cuvee dei Frati 2012	40.000	€ 12,70
Spumante Metodo Classico Rosè Cuvee dei Frati 2012	20.000	€ 17,20
Rosa dei Frati Riv. del G/Bresciano DOC 2016	200.000	€ 9,10
Ronchedone Vino Rosso 2014	150.000	€ 13,20
Pietro Dal Cero Amarone della Valpolicella DOCG 2010	20.000	€ 57,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

CANTINA VALPOLICELLA NEGRAR

ALLE ORIGINI DELL'AMARONE

CANTINA VALPOLICELLA NEGRAR - DOMINI VENETI

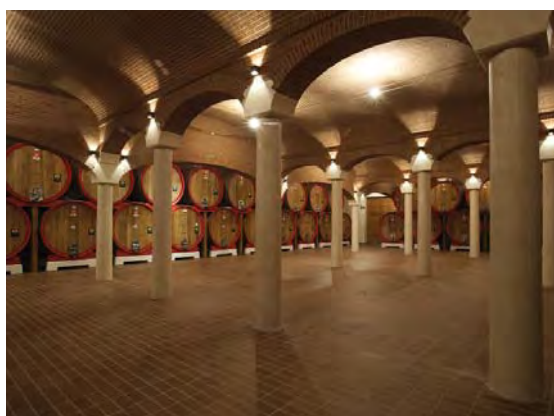
Via Cà Salgari 2
Negrar (Verona) 37024
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e-mail: info@cantinanegrar.it
www.cantinanegrar.it

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Valpolicella Consortium

Domini Veneti is the top brand of Cantina Valpolicella Negrar, a historical winery in the Valpolicella Classica, located just a few kilometers from Verona, near Lake Garda, in the northeast of Italy. Since 1933, its story has been one of people dedicated to the production of quality wines, a true and sincere expression of the land from which they were born. This is thanks to the wealth of both landscape and human resources belonging to the Cantina, which includes 700 hectares of vineyards spread across the diverse zones of Valpolicella, above all on the hillsides, cultivated by our 230 members and supervised daily by our own professional team.

The quality of the wines of Cantina Valpolicella Negrar is guaranteed by three key factors: control of the entire production chain; the knowledge shared between growers; and constant research and technical innovation which have allowed us to rediscover the winemaking traditions of the area, giving our wines unique local characteristics expressed in a modern style.



Products	annual potential*	average retail italy
Amarone della Valpolicella DOCG Classico Vigneti di Jago 2011	20.000	€ 38,00
Amarone della Valpolicella DOCG Classico 2013	150.000	€ 25,00
Valpolicella Ripasso DOC Classico Superiore La Casetta 2014	100.000	€ 15,00
Valpolicella DOC Classico Superiore 2012 Verjago	20.000	€ 20,00
Lugana DOC 2016	10.000	€ 7,00
Bardolino DOC Classico 2016	100.000	€ 5,00
Bardolino DOC Classico Chiaretto 2016	100.000	€ 5,00
Soave DOC Classico 2016	100.000	€ 5,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Denmark



AZ. AGR. CORTEFORTE

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www.corteforte.it

Located in the center of Fumane, in the heart of the Valpolicella Classica, Corteforte was erected in the Fifteenth century as a large defensive fortification in a strategic point of the valley. Corteforte consisted of four lateral towers linked in a four sided fortification by a high stone wall that forms the internal courtyard. Over the centuries Corteforte has been transformed into a bucolic courtyard, its lands now converted into vineyards and olive groves. The vineyards have an altitude ranging between 150 and 300 meters and they are trained in the traditional "Pergola Veronese". All wines are aged in wood in the cellar in French Oak from 5hl and 25hl. Corteforte preserves the tradition of an ancient wine, Recioto Amandorlato, considered to be the father of Amarone della Valpolicella.



Products	annual potential*	average retail italy
Amarone Classico "Terre di San Zeno" 2010	6.000	€ 35,00
Amarone Classico "Vigneti di Osan" 2010	2.000	€ 55,00
Amarone Classico "Riserva" 2008	2.000	€ 45,00
Recioto Classico 2013 0,50 lt	2.000	€ 30,00
Recioto Classico "Amandorlato" 2011 0,50 lt	2.500	€ 30,00
Valpolicella Ripasso Classico Superiore 2015	12.000	€ 16,00
"Concentus" Rosso Veronese IGT 2011	4.000	€ 18,00
"Rubro" Rosso Veronese IGT 2013	3.000	€ 15,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: England, Estonia, Michigan (USA), Georgia (USA)

CROSAROLA

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www.crosarola.it

Az. Agr. CROSAROLA is located in the heart of classic Valpolicella in Fumane. It is a young company with a solid family behind viticulture tradition. Manufacturer since 2000 took over the baton from his father and grandfather and personally cultivates its vineyards. The grapes grown are typical (native) of Valpolicella: Corvina, Corvinone, Rondinella, Molinara, Oseletta.

The agronomic expertise allows them a cultivation of the vineyards of the traditional type with particular attention to the care environment. The grapes are only the best of each vintage harvested and hand selected. The vinification and aging operations are held in the cellar of the family, the new technology has. Manufacturer believes that the future of his company, both in quality and look so preserve the typicality of the wine produced under Crosarola brand. His OBJECTIVE is to conquer a market of connoisseurs and enthusiasts who appreciate a good product.



Products	annual potential*
Amarone della Valpolicella Classico DOCG 2011	7.600
Valpolicella Ripasso Classico Superiore DOC 2014	11.000
Valpolicella Classico DOC 2015	3.000
Recioto Classico della Valpolicella DOCG 2012 0,50 lt	1.100
El Boteghin - IGT Rosso Veronese 2014	6.400

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



TENUTE FALEZZA

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e-mail: info@tenutefalezza.com

www.tenutefalezza.com

The TENUTE FALEZZA Winery was born in 1974, constituted by the members of Falezza Family, owners of about 15 hectares completely cultivated to vineyards Doc Valpolicella in the zone of San Felice Extra in Verona Mezzane, and Marcellise area. The black berry grape production in Mezzane and Marcellise (150/300 meters above sea level) is destined, as to discipline Doc Valpolicella, totally for the production of Amarone and Recioto, the staying for the production of Doc Valpolicella and revision. A vineyard part is destined to grapes to white berry of the Garganega type. The white grapes come directly make wine after the harvest of grapes while the black grapes are partly put back in the modern drying room complete automated that constantly checks the damp and the degree of drying, the remaining ones come make wine to produce Doc Valpolicella.



Products	annual potential*	average retail Italy
Amarone della Valpolicella DOCG Riserva 2011	1.000	€ 70,00
Amarone della Valpolicella DOCG 2012	25.000	€ 35,00
Valpolicella Superiore Ripasso DOC 2014	35.000	€ 19,00
Rosso dei Falezza IGT 2012	40.000	€ 15,00
Corvina Veronese IGT 2015	30.000	€ 9,00
Recioto della Valpolicella DOCG 2014 0,50 lt	3.000	€ 20,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

AZ. AGR. FLATIO

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 San Pietro in Cariano (Verona) 37029
 Phone: +39 045 7702230
 e-mail: fraccawine@libero.it

www.flatiowine.it

For generations my family, Fraccaroli Mario said, he devoted himself to the cultivation of the wine in the charming village of San Pietro in Cariano. Since 1946 my grandfather and my uncle Giovanni Luigi Fraccaroli, pass from one to the production of grapes into wine Valpolicella and Amarone. And it is from here that the wine experience of our family. The tradition continues and the work the under the guidance of his father Mario, who with great passion and dedication devoted himself to the care of the vineyards and winery expanding possessions and taking the company to bottle and sell wine at retail. Supported also by the passion and tenacity of mother Theodora. In recent years it has passed the baton to me, son Flavio, who, attentive to the traditional teachings from his father and had to studied, I offer my service to the production of there great wines. And here comes to life the Farm FlaTio. The farm is located in the plains, foothills and hill accompanied by olive and cherry trees. From here we get 4 classic wines of Valpolicella. The young and fresh Valpolicella Classico Superiore Ripasso Valpolicella's older brother, the austere but addictive Amarone and Recioto delicious. These cas taste them in the company, preferably by appointment, together with our full-bodied oil and, in the months of May-June, the juicy cherries.



Products	annual potential*
Valpolicella Classico Superiore 2014	3.000
Valpolicella Classico Superiore Ripasso 2013	3.000
Amarone Classico della Valpolicella 2011	3.000
Recioto Classico della Valpolicella 2015 0,50 lt	1.000

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: USA, Europe

**LA DAMA**

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www.ladamavini.it

We are the first generation of wine makers in our family, and with enthusiasm and determination we challenged ourselves in this world as producers. Our property today includes 16 hectares of land, 10 hectares of which are vineyards located in two parts of Valpolicella classica: Negrar and Sant'Ambrogio di Valpolicella. Pergola and Spalliera-type vineyards produce excellent grapes in order to give our wines that unmistakable character and peculiarity that is typical of us. Our passion for the territory led us to making more and more natural choices. We love everything that surrounds us and we want to preserve it for the future and for our children. This is why, a few years ago, we decided to start using organic methods. Today our wines give us great satisfactions. The recognitions that they are obtaining are something we can be proud of and an incentive to improve. But, most of all, they tell the story of who we are and where we are from, they tell an authentic and rich story of passion... our own story!



Products	annual potential*
Amarone della Valpolicella Classico DOCG 2012	10.000
Recioto della Valpolicella Classico DOCG 2013 0,50 lt	1.200
Cà Besi Valpolicella Classico Superiore DOC 2012	4.000
Valpolicella Ripasso Classico Superiore DOC 2014	18.000
Valpolicella Classico DOC Organic 2016	10.000

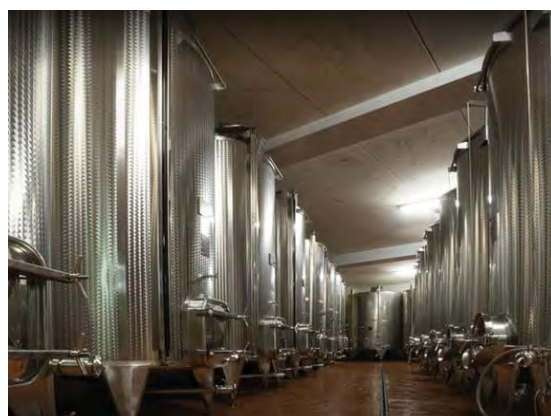
* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



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e-mail: info@lavarinivini.it

www.lavarinivini.it

The Lavarini agricultural company looks back on a long tradition, the result of three generations of winemakers, who have been producing wine since they started in the 1970s. Today Massimo Lavarini, continues the family business with passion and enthusiasm. The company, which extends to about 7 hectares, is located with pride and awareness within the history and centuries-old tradition of Valpolicella. In recent years the Company has carried out a major restructuring action, both from a structural and technological point of view, in order to optimize and increase the quality of the wines produced. The company's philosophy is derived from the firm conviction that a wine's quality is a direct result of the quality of each stage of the production process, in a combination of tradition and innovation. For this reason Massimo personally follows every detail of production, from grape growing to winemaking, aging to bottling, with attention to every single choice, listening carefully to the times, favouring the rhythms of nature, according to the experience and knowledge that he learned from his father and grandfather, married to a careful study of the technical production innovations. The company produces typical wines of Valpolicella, DOC and DOCG: Valpolicella Classico Superiore, Ripasso Valpolicella, Amarone and Recioto.



Products	annual potential*	average retail italy
Valpolicella Classico Superiore 2015	12.000	€ 12,00
Valpolicella Superiore Ripasso 2014	18.000	€ 18,00
Amarone della Valpolicella DOCG 2012	11.000	€ 36,00
Amarone della Valpolicella DOC "Maximus" 2009	1.000	€ 70,00
Recioto della Valpolicella DOCG 2013 0,50 lt	3.500	€ 28,00
Rosso Veronese IGT "Piassaron" 2012	5.000	€ 22,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.


MONTE FAUSTINO

MONTE FAUSTINO

Via Bure Alto 1
San Pietro in Cariano (Verona) 37029
Phone: +39 045 7701651
e-mail: info@fornaser.com

www.fornaser.com

A master knows, he knows his own land, he teaches his children, who become adults and care for the land, he teaches the sons, the lessons learnt from his father, he transmits his own passion. The master passes down his knowledge to his sons and they turn it into a profession, the passion into art, and the grapes into wine. The circle is complete, from alpha to omega.

Among the hills of San Pietro in Cariano and Sant'Ambrogio di Valpolicella in the historic region of Valpolicella Classica, between Bure Alto and Costalunga, the vineyards of La Cantina del Maestro are a testimony to the work, the passion, the care for the terracings and the ability to make wine as a master of Amarone.



Products	annual potential*	average retail italy
Valpolicella Classico DOC 2015	15.000	€ 7,00
Valpolicella Classico Superiore Ripasso DOC 2013	30.000	€ 20,00
Amarone della Valpolicella Classico DOCG 2012	22.000	€ 35,00
Recioto della Valpolicella Classico DOCG 2014 0,50 lt	4.000	€ 24,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via San Michele 34
Pescantina (Verona) 37026
Phone: +39 045 7151188
e-mail: info@monteci.it

www.monteci.it

Monteci is the old nickname dating back to the 18th century by which the Righetti family was known in the Valpolicella area. The owners have now decided to use it for their family-run winery of the same name as a mark of the deep connection they have with their roots. The family descendants, who are now at the fifth generation, keep producing excellent wines by integrating the traditional grape raising methods and must processing with leading-edge vinifications techniques. There are some 180 hectares under vine as things stand today, principally in the historical Valpolicella area, and they constitute the prosperity and pride of Monteci. All this is the result of continuous investments, assistance from well-known experts at an international level and work that ensures the production of excellent grapes.



Products	annual potential*	average retail italy
Amarone della Valpolicella Classico 2011	50.000	€ 25,00
Recioto della Valpolicella Classico 2009 0,50 lt	2.000	€ 19,90
Valpolicella Classico Superiore Ripasso 2012	50.000	€ 12,00
Valpolicella Classico Superiore 2013	10.000	€ 8,40
Valpolicella Classico 2016	30.000	€ 6,50
Bardolino 2016	20.000	€ 4,60
Bardolino Chiaretto 2016	20.000	€ 4,60
Lugana 2016	10.000	€ 8,90
Pinot Grigio 2016	20.000	€ 4,80
Bellebolle Brut	5.000	€ 6,90
Amarone Costa delle Corone 2008	6.500	€ 35,00
Ripasso Tenazio 2010	11.000	€ 16,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via Villa Girardi 29
San Pietro in Cariano (Verona) 37029
Phone: +39 045 7701261
e-mail: info@vininicolis.com

www.vininicolis.com

The art of viticulture is a heritage that the Nicolis family has passed on for generations, cultivating its family-owned property of 90 hectares, of which 42 are in vineyard. Classically-styled wines are produced from the vineyards in the lower hills and wines destined for lengthier ageing, such as the prized Amarone and Recioto, are produced from vineyards on hillside terraces. In Valpolicella, there are various small zones that are particularly suited for ultrapremium viticulture. Each of these zones has distinctive characteristics, which are reflected in the wine sourced from grapes grown in them. The Seccal and Ambrosan cru vineyards of the Nicolis family are located in a very old and traditional zone; quite close to one another. Just as in all of the vineyards, harvesting the crus is done manually, in October.



Products	annual potential*	average retail italy
Valpolicella DOC Classico 2015	50.000	€ 9,90
"Seccal" Valpolicella Ripasso DOC Classico Superiore 2013	60.000	€ 16,50
"Testal" Rosso Verona IGT 2012	45.000	€ 19,20
Amarone della Valpolicella DOCG Classico 2010	35.000	€ 42,10
"Ambrosan" Amarone della Valpolicella DOC Classico 2008	25.000	€ 58,60
Recioto della Valpolicella DOCG Classico 2011 0,50 lt	5.000	€ 31,10

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Australia, Canada, Hong Kong, Norway, United Kingdom, Singapore, USA, Sweden, Thailand



ONEPIÒ WINERY

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Località Fiocazzola 1/B
Desenzano del Garda (Brescia) 25015
Phone: +39 030 9103610
e-mail: info@onepio.it

www.onepio.it

The Winery name comes from the term “One più”, a measurement used by local farmers within the Brescia Province of Northern Italy. One più represents “1/3 of a hectare”, dimension of the Winery itself, that combines modern architectonic lines to the farm life tradition. The owner is Ilaria Accordini, wine producer and a businesswoman with an incredible passion for wine that has developed management techniques thanks to years of international trips. The Winery produces wine in two micro zones that are Lugana and Valpolicella Classica. Its philosophy is based on different factors coordinated amongst themselves as the choice of the best vine plants and the gentle care of the vineyard, the delicate harvest by hand, but also patient drying of the grapes and the elegant wine aging in french barriques. Finally the bottling of the final product represents the perfect combination between colors and tradition perfumes and the exclusive packaging.

Valpolicella Consortium



Products	average retail italy
Lugana DOC 2016	€ 15,50
Valpolicella Ripasso Classico Superiore 2013	€ 23,00
Cabernet Sauvignon IGT 2012	€ 25,50
Amarone della Valpolicella Classico DOC 2010	€ 48,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



TENUTE
SALVATERRA
Essenza del territorio

SALVATERRA SPA

Via Cengia 85
San Pietro in Cariano - Cengia (Verona) 37029
Phone: +39 045 6859025
e-mail: info@tenutesalvaterra.it

www.tenutesalvaterra.it

Tenute SalvaTerra was launched when the Furia family shared its 30-plus years of winemaking heritage in the Verona area with a group of entrepreneurs who saw the potential for a growth-oriented venture involving one of Italy's most stunning regions and its outstanding range of wines. They therefore provided their skills, resources and experience to ensure its success. Tenute SalvaTerra aspires to add value to its vineyards and wines by associating its trademark with Valpolicella, a celebrated Italian wine region with endless potential and resources. Tenute SalvaTerra has 700 hectares of vineyards covering some of the Veneto region's most coveted winemaking areas. The majority of its vineyards are in Valpolicella, but some are also located in Padova's Euganean Hills, where Tenute SalvaTerra produces Prosecco and Pinot Grigio. The SalvaTerra winery is based at Villa Giona, a stunning 16th-century mansion in San Pietro in Cariano, at the very heart of Valpolicella.



Products	average retail Italy
Amarone della Valpolicella DOC "Cave di Prun" 2007	€ 48,00
Amarone della Valpolicella DOC Classico 2010	€ 29,00
Valpolicella DOC Ripasso Superiore 2013	€ 14,00
Valpolicella DOC Classico 2015	€ 7,00
Prosecco DOC	€ 7,00
Pinot Grigio IGT 2016	€ 7,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

To Juliet's question "What's in a name?" the Sartori family would answer "Everything!" For over a century, Sartori, has stood for traditional values elevated by innovation, a dedication to quality and a boundless passion for quality winemaking. The family took its first step in 1898, when Pietro Sartori bought Villa Maria, a vineyard with a small cellar attached, in the heart of the Veneto region's Valpolicella district, to assure a source of high quality wine for his hotel. A few years later, Pietro's son, Regolo, built the winery into the family's core business, and by the 1950s Regolo's two sons expanded the winery and brought these wines to international recognition. Today, Andrea Sartori, Pietro's great-grandson, is at the helm. Like his forefathers, he has taken steps to broaden the reputation of Sartori di Verona and to guarantee the quality behind it. Since 2003 Sartori hired the renowned Franco Bernabei as consulting winemaker.



Products	annual potential*	average retail italy
"Corte Brà" Amarone della Valpolicella Classico 2010	30.000	€ 40,00
"Reius" Amarone della Valpolicella Classico 2011	15.000	€ 36,00
Regolo Rosso Veronese IGT 2012	67.000	€ 13,00
Marani Bianco Veronese IGT 2015	85.000	€ 10,00
"Montegradella" Valpolicella Classico Superiore 2013	60.000	€ 12,00
"Sella" Soave Classico 2016	12.000	€ 9,00
"Cà Nova" Bardolino Classico 2016	16.000	€ 9,00
"La Musina" Lugana 2016	7.000	€ 12,00
"Rerum" Recioto della Valpolicella Classico 2014	3.000	€ 18,00
"I Saltari" Valpolicella Superiore 2012	11.000	€ 14,00
"I Saltari" Amarone della Valpolicella 2009	6.000	€ 45,00
Valpolicella Classico 2016	115.000	€ 7,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

**SCRIANI**

Via Ponte Scrivan 7
Fumane (Verona) 37022
Phone: +39 045 6839251
e-mail: info@scriani.it

www.scriani.it

The Scriani winery in Fumane is a small jewel of classic Valpolicella's heart, a fertile land of tastes and traditions, designed by rows of its famous vineyard and anchored to the undulating backdrop of sweet hills. The produced wines are: Valpolicella Superiore doc Ripasso, Corvina igt 'Carpanè', Valpolicella doc Superiore, Valpolicella doc and the diamond, Amarone.



Products	annual potential*	average retail italy
Valpolicella DOC Classico 2016	15.000	€ 6,70
Valpolicella DOC Classico Superiore 2014	15.000	€ 8,00
Valpolicella DOC Classico Superiore 2014 1,5 lt	300	€ 18,50
Valpolicella DOC Classico Superiore Ripasso 2015	15.000	€ 11,00
Valpolicella DOC Classico Superiore Ripasso 2015 1,5 lt	300	€ 24,50
Carpanè IGT Veronese 2012	10.000	€ 15,50
Carpanè IGT Veronese 2012 1,5 lt	300	€ 34,50
Amarone della Valpolicella DOCG Classico 2012	10.000	€ 26,00
Amarone della Valpolicella DOCG Classico 2012 1,5 lt	300	€ 55,00
Recioto della Valpolicella DOCG Classico 2012 0,50 lt	7.000	€ 18,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via Paverno 41
Valgatara - Marano di Valpolicella (Verona) 37020
Phone: +39 045 7703710
e-mail: info@vaona.it

www.vaona.it

The company is located in Marano of Valpolicella, in the heart of the historic Valpolicella region. The farm spread on an area of approximately 9 hectares planted with vines. The vineyards distributed in the hill. The growing method used are the traditional bower method and the Guyot method. Particular care is given to a suitable density of implantation. Winegrowers always, the Vaona's family, continuing in their philosophy devoted to quality production.



Products	annual potential*	average retail italy
Amarone Classico DOCG Pegrandi 2012	8.000	€ 40,00
Amarone DOCG Paverno 2013	10.000	€ 35,00
Valpolicella Ripasso Classico Superiore DOC 2014	35.000	€ 17,00
Valpolicella Superiore DOC 2014	6.000	€ 12,00
Valpolicella Classico DOC 2016	15.000	€ 7,50
Vino Rosso Veronese IGT Castaroto 2013	2.000	€ 24,00
Recioto Classico DOCG Le Peagnè 2014 0,50 lt	2.000	€ 22,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Lugana DOC Consortium





Discover Lugana

Lugana is the name of a magical land nestled within the ancient Quadrilateral defence system of the Lake Garda region, bordered by Sirmione and Pozzolengo north and south, Desenzano and Peschiera del Garda east and west (with Lonato del Garda being the fifth town). The Lugana wine region encompasses two provinces (Brescia and Verona) and two regions (Lombardy and Veneto) in the morainic plain south of Lake Garda. The white, refined lakeshore native known as Lugana has an illustrious pedigree: although its origin was certified in the 1700s, the viticultural heritage of the area traces back to the Roman Empire. Its unique qualities originate from the beneficial microclimate of the lake, the local clay soil, and a particular variety of grapes named “turbiana” that make it full-bodied, age worthy, and grant it a floral and citrus bouquet. Today Lugana is one of the best-selling Italian wines on the market.

The Tutelage Consortium: functions and activities.

The Lugana Tutelage Consortium has been proactively pursuing its mission to assertively monitor, defend and promote Lugana D.O.C. (a.k.a. QWPSR) wines ever since it was founded in 1990.

As a promoter, the institution also seeks to raise awareness and add value to the Lugana brand by participating to the most important national and international trade fairs, and by organizing

events apt to educate and enhance the public's recognition of the image and quality of Lugana wines. The Consortium also strives to safeguard Lugana D.O.C. wines from unfair competition practices and market price fluctuations. In this regard, the Consortium has long been campaigning against the adoption of price-slashing tactics that, as tempting and widespread as they may be in the aftermath of the global crisis, effectively undermine and degrade both the quality and image of D.O.C. products.

In 1967 Lugana was the first wine made in Lombardy and among the very first in Italy to earn a D.O.C., which recognizes the historical and inseverable tie between this particular white and its specific region of origin.

Historical origins.

Those travelling through one of the most beautiful tourist locations in Northern Italy – on roads lined by olive groves, vineyards, wineries, farm houses, country homes, bright colours, scents and flavours – may have a hard time believing that ancestral “Lucana” (a name said to derive from locus, the Latin term for wood) was a wild wetland, filled with brush and thickets that took centuries to clear and reclaim, a dire effort known to have started in the year 1400.

Historical records pertaining to the origins of viticulture in Lugana seemingly trace back to the beginning of time itself, as proven by the famous

archaeological find of *Vitis silvestris* grape seeds within Bronze Age pile dwellings in Peschiera del Garda.

The wide array of information and references compiled on the topic over time include folk tales involving illustrious poet Catullo and the Ostrogoth king of Italy Theodoric and historical-literary records, starting from the “wonderful grapes” Isabella d’Este Gonzaga tasted while visiting the ruins of the Roman villa in Sirmione on her trip to Lake Garda.

Nonetheless, the white of these lands will not earn its first very specific historical mention until the Renaissance, when the praises of the “exquisite Tribulani” are sung by the much cited author Andrea Bracci in his *De naturali vinorum historia* (1595) and the “robust and suave” wine of the “muddy Lugana” is described by Ottavio Rossi in his *Memorie bresciane* (1693).

In the early 1900’s, don Giuseppe Lenotti’s *Cenni storici e statistici di Pozzolengo* perfectly illustrated the contemporary scenario in Lugana by these words: “currently, the ancient woodland of Lugana is a fertile plain almost entirely covered by vine cultivars, and produces a white wine of great quality and great value even from a commercial standpoint”.

The *terroir* of Lugana: soil, microclimate, varietal.

The plain itself nurtures most of the hectares of vineyards responsible for this prized wine; it is a generous land, characterized by fertile layers of morainic and sedimentary clay soil, mostly calcareous, rich in mineral salts and rather difficult to cultivate: compact, hard and inviolable in dry weather, boggy when it rains. These belts of stratified clay, which become increasingly sandy as the DOC terrain rises, actually store the organoleptic heritage of the Lugana appellation itself: thickness and warmth, acidity and tanginess that form its body, the intense, clean and distinctive notes of almond and citrus that grace its unique aromatic bouquet.

The Lugana microclimate, which benefits from the temperate breezes of Lake Garda, is mild and seldom subject to sharp changes in temperature between night and day. It truly is the perfect “climatic cradle” for nurturing and enhancing the peculiar characteristics of grape cultivars like the Turbiana.

This variety is closely related to the Trebbiano of Soave (and defined as such by the production

standards), grown nearby but in a different type of habitat (old pergolas on volcanic hills). For many years the Turbiana was considered akin, if not utterly confused with, the verdicchio of Castelli di Jesi when in fact the latest studies prove it has aromatic characteristics of its very own. Although genetically related, the trebbiano of Lugana is a different variety from a phenological, agronomical and oenological standpoint.

It’s easy to understand why considering that trebbiano is the most popular grape cultivar in Italy (it is used to make about eighty different types of wine), the most productive in the world (high-yield and disease resistant) and is universally renowned for its organoleptic “anaemia” that confers a light, acidic, minimally complex style to white wines made from it. In other words, it produces a “neutral” white, especially at an aromatic level, hardly in line with either modern taste — which tends to favour fragrance — or the most intimate and personal characteristics of the Turbiana variety, which translates into smaller yields that careful hands can transform into a scented, thin and flavourful white.

The Turbiana produces medium-large, compact, elongated pyramid-like grape clusters with round seeds, a thick, pruinose skin (pruina is a flour-like or white patina that can be seen on grapes butches in the ripening stage), and a juicy, loose and slightly acidic pulp, with a neutral taste. It is sensitive to rot, powdery mildew and downy mildew. It is versatile and can be used for classic as well as sparkling white wines.

It is a noble, ancient vine capable of producing a white rich in undertones and personality.



The Lugana area

Zeffiro Bocci cleverly said that Lugana is “two sided”, meaning it belongs to two regions: one side is in Lombardy, and the other in Veneto.

Let's simply say “Lombardo-veneto”, without any connotation or direct reference to the post-Napoleonic restoration of the Hapsburg Empire ...

It's not only a question of local accents or political-territorial sub-divisions; the forces at play in this field are curiously balanced. The Lombard portion of the appellation territory in fact prevails from a quantity standpoint in terms number of cities (four out of five – Desenzano, Sirmione, Pozzolengo and Lonato del Garda – are in the province of Brescia) and hectares of grape cultivars (1200 out of the current 1500 are in the Brescia area), while Peschiera del Garda, the only municipality on the Veneto side, holds the record in terms of business volume, as wineries in the province of Verona are responsible for 60% of all bottled product sales (around 15 million units/year).

What is truly unique is the fact that all Lugana municipalities belong to the Diocese of Verona: the Bishop of Verona in fact also has jurisdiction of over the Brescian parishes of Desenzano, Sirmione, Pozzolengo and Lonato.

It is not by chance that Brescian native Saint Angela Merici (who was born in Desenzano in 1474, when the town belonged to the Venetian Republic) but a saint of the church of Verona.

Municipal topography aside, from a viniculture standpoint the Lugana territory is basically composed of two different areas.

The first and largest one has harder clay soil, is flat and forms an horizontal line across the middle of the territory encompassing Desenzano, Sirmione, part of Pozzolengo and Peschiera. Here, between Rovizza and Lugana, with their unmistakable “lake” flair and foremost concentration of mineral deposits lies the very heart of the appellation and its most historical and exclusive area, although at times the expansion of vineyards has had to compete with the demand for brick originated by the “tourist business”.

In the Venetian and most eastern part of the territory lies only one municipality, Peschiera del Garda, which holds one of the most interesting sub-districts of all: San Benedetto di Lugana, which represents the true and proper “cru” of the appellation.

The territory of the second area is more hilly and stretches in two directions from the famous Torre Monumentale di San Martino della Battaglia; the first runs towards Pozzolengo and the other towards Lonato. Here the clay contains more sand and the gently sloping hills do not rise above 130 meters above sea level. The terrain is more morainic (especially towards Lonato), with a good amount of gravel; the wines have less minerals, are more acidic and voluminous.





An international vocation

Lugana has always been identified as an integral part of Lake Garda, one of the most beautiful coastlines on the globe, and has successfully translated this remarkable touristic appeal into a long-term consistent export business by penetrating those markets (like Germany) that, thanks to tourism itself, have always frequented the magical world of Desenzano, Sirmione and Peschiera, and then expanding the sales network — also thanks to the unrelenting effort put local producers/investors put forth in attending the foremost international fairs — to the most remote countries in the world, such as China and Japan in South-Eastern Asia, which are obviously not as familiar with its native territory.

Today Lugana — especially the “basic” version (Spumante, Superiore, Riserva and Vendemmia Tardiva in fact only represent 10% of the overall appellation sales volume) — exports 50% of its overall product, and is by far the most exported native wine of Lombardy.

The success of this international vocation lies in the quality of a unique, refined, modern, instantly appealing and complex product, the excellent quality/price ratio of which is capable of capturing the loyalty of clients across all latitudes of the globe.

Folklore

“Ubi Lugana ibi gaudium magnum”. This is the Latin motto appearing on the coat of arms of the Grand Priory: where there is Lugana, there is great joy. The Grand Priory is a fraternity founded in 1980 to sing the praises of Lugana wines. “New priors” are initiated in a ceremony which sees the candidate being called by the Master of Ceremonies and the insignias being conferred by the Grand Prior. A crosier fashioned from a vine branch entwined with an olive frond is rested on the shoulder of the novice as he sips from a goblet of Lugana.

The “Stella del Garda” (Garda Star) is instead a long-standing winemakers tradition — it was in fact founded in 1966. Its symbolic flag is a five-pointed star which on each point bears the names of the five municipalities which produce Lugana and which in turn host the annual competition of choosing the best Lugana of the season.



Food matching with Lugana

Like all Italian wines with century-long traditions linking them to their place of origin, Lugana is lovingly paired with the classic gastronomic repertoire of the region. This of course includes dishes of freshwater fish: from the lake, river or stream, whether noble or poor. But even better known sea fish can be happily matched with this refined and versatile white. Therefore the “base” version can be readily paired with seafood antipasti, fried pessin (small fish or whitebait from the paddy fields), boiled bass, boiled shrimps and large carp. The Superiore and the Riserva are literally the perfect partner for richer and more complex dishes, such as pike in sauce (boiled pike with anchovies lightly sautéed in oil, from Lake Garda of course), grilled eel, trout with grape, risotto with frogs, as well as grilled crustaceans, peppered clams, salted bass, and several white meat dishes, such as chicken, capon and rabbit (especially roasted in the oven).

The Vendemmia Tardiva (late harvest) wines are ideally matched with cheeses, from the fresher varieties such as ricotta, robiola and crescenza, to the more seasoned and flavoursome such as several exquisite D.O.P. cheeses like Monte Veronese, Grana Padano and Provolone Valpadana.

Spumante has a broad range of possible pairings, since this “bubbly” wine can be served right throughout the meal. However, since a spumante is usually uncorked at the beginning of a lunch or dinner, why not try it with all types of antipasto, ranging from the broad range of tasty local cold meats to the wide variety of egg-based dishes.

Instead avoid serving it with dessert.

The versatility of this wine does not stop here. International tastes are certainly no obstacle for Lugana. This white wine, either in its “base” version, Spumante, Superiore or Riserva, is in fact the perfect match for raw fish, from the Japanese sashimi and sushi to all the variations on the theme proposed at the international level. It is also ideal with salmon and tuna and the perfect match for seafood finger food.

Ideal serving temperature (in broad bowl tulip-shaped wine glasses for all varieties): Lugana Spumante at 8°C; Lugana “base” at 12°C; Lugana Superiore and Riserva at 14°C; Lugana Vendemmia Tardiva at 12°C.



The Lugana: types, styles, longevity.

Although production standards foresee the presence of complementary varieties of non-aromatic white grape at a ratio of 10%, today winemakers in the area tend to make Lugana only and exclusively with trebbiano grapes. This purist approach is possible thanks to a vine that proved to derive from this terroir resources beyond belief for any variety of trebbiano.

The current production standards include five different types of Lugana wine: the “basic” version, Superior, Reserve, Vendemmia Tardiva (late harvest) and Spumante.

The “basic” Lugana is the driving force behind the entire appellation, its keystone, the quality control gauge for the appellation area: its production range covers almost 90% of the Doc. It's colour is light straw-yellow with green reflexes; its aroma is a delicate, subtle mix of floral and almond notes; its taste is harmonious, rich, defined, tight and luscious.

The Lugana Superiore was officially introduced in 1998, and in order to bear this label the wine must age or mature for at least one year after the grapes are harvested. Its profile is more variegated and complex: the colour has a more golden reflexes, with more articulated aromas, hints of wild herbs, chlorophyll, ripe apple, citrus (primarily mandarin), mixed with notes of filbert nuts or spices from the wood used in the aging process (ever less new and green these days, with greater capacity); its mouth feel has greater structure, supported by lively yet supple acidity crossed with a hint of minerals that confer to the wine a very subtle and intriguing “saltiness”.

The Lugana Riserva, introduced with the last revision of the production standards in 2011, is the natural evolution of the Superior: it must age or mature for at least 24 months, 6 of which in a bottle, has brighter colours, more evolved and complex aromas with smoky notes and balsamic reflexes, warmer mineral notes on the palate but otherwise just as enveloping, luscious, and persistent.

The longevity of these “dry” and “still” versions vary from type to type, but also from style to style. The longevity of Lugana is nonetheless greater today than ever before, as production has become increasingly oriented towards steel





vat vinification and “sur lie” (by which the wine remains in its own yeast for longer periods of time to enhance both body and flavour), as well as mixed aging techniques (part in steel, part in wood) for top selections (Superior or Reserve). The “basic” version can hence safely remain in the cellar for two-three years, while the Superior and Reserve selections can be expected to fulfil their evolutionary potential in about ten years.

The foremost novelty obviously is Vendemmia Tardiva, a remarkably different, more “experimental” type of Lugana that lacks the sweet viscosity of a traditional passito. Lugana of this type is in fact made with “over-ripened” grapes that have been allowed to remain on the vine till the end of October-early November, instead of being harvested and then stored till suitably dry. The rich, more concentrated flavour of these grapes confer to this Lugana a “late” profile, softer and denser but not excessively sweet, where sugar content is balanced by acidity in a fashion similar to Alsatian Vendange Tardive or German.

First introduced by the standards in 1975 the Spumante version, exiguity of production numbers aside, represents a consolidated tradition instead. It is said, or rather Camillo Pelizzari recounted in his fundamental book *La Lugana e il suo vino* (1942), that at the end of the nineteenth century a group of Champagne industrialists, while visiting San Martino della Battaglia, tried without much success (due to scarce production) to invest in a sparkling version of Lugana, and even intended to set-up a winery in Rivoltella in which to make spumante according to the classic methods of Champagne.

Today Lugana Spumante is produced using both the Charmat or Martinotti method (autoclave re-fermentation) and the classic method (bottle re-fermentation). In the first case, the organoleptic profile is simpler and crisp, with primary notes of citrus (mainly citron) and a creamier, more luscious perlage, while in the second is more refined and complex, with a more elegant and dynamic bouquet and a more graceful, “crackling” perlage.

**AVANZI**

Via Trevisago 19
Manerba del Garda (Brescia) 25080
Phone: +39 036 5551013
e-mail: info@avanzi.net

www.avanzi.net

The strong relationship between the Avanzi family and their land led to the creation of the family business in 1931. This tradition all began when the founder, Giovanni Avanzi, obtained an excellent red wine from the grapes of the region of Lake Garda and the tradition has continued with his sons, Gianpietro and Alessandro. Today, the sons and grandchildren are keeping the tradition alive with the same passionate spirit, devotion, loving care and quality that have become synonymous with the name Avanzi. The family owns 4 prestigious Estate in the south west shore of Lake Garda where the native grapes of Gropello and Turbiana are cultivated.



Products	annual potential*	average retail italy
Lugana di Sirmione DOC Giovanni Avanzi 2016	250.000	€ 13,00
Chiaretto Valtènesi Giovanni Avanzi Rosé 2016	40.000	€ 12,00
Superiore Garda Classico DOC 2015	50.000	€ 14,00
Groppello Garda Classico DOC 2016	70.000	€ 12,00
Montecorno Rebo Benaco Bresciano IGT 2013	10.000	€ 20,00
Rosé Brut Garda DOC Avanzi	15.000	€ 15,00
Lugana Riserva Borghetta DOC 2013	10.000	€ 18,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



BORGO LA CACCIA

Località Caccia 1
Pozzolengo (Brescia) 25010
Phone: +39 030 9918329
e-mail: info@borgolacaccia.it

www.borgolacaccia.it

There are places on Earth where nature has priority and people, by defending and appreciating it, are extraordinarily rewarded. Borgo la Caccia Estate is one such marvel of nature, a 90 hectare oasis, 30 hectares of which are dedicated to luxuriant vineyards laid out between the Morainic hills flanking Lake Garda. Here wine-growing is not just a family passion and business activity; in fact the natural resources are used as a way to allow the Lautari Community's guests to regain those authentic values of which our business is a standard-bearer. Passion for tradition, use of natural methods in the vineyard and wine-cellar, and respect for Mother Nature's precious gifts: these are the cornerstones of a production philosophy based on essential values that reflects a sincere approach to the art of wine production. In this area, where ancient villages reveal themselves as small gems amidst dense woods, golden wheat expanses and luxuriant rows of vines, our business cultivates Carmènere, Merlot, Cabernet Sauvignon, Cabernet Franc and Pinot Noir among the red and Sauvignon Blanc, Pinot Gris, Chardonnay and Turbiana di Lugana among the white grape varieties.



Products	annual potential*	average retail Italy
Lugana DOC 2016	50.000	€ 9,50
Scudiero Garda Merlot DOC 2015	20.000	€ 7,00
Poggio del Piviere Pinot Grigio IGP 2016	20.000	€ 7,00
Castigo Brut Spumante Charmat	15.000	€ 8,00
KAMES Brut metodo Classico	6.000	€ 15,00
Carmenoire Alto Mincio Rosso IGT 2011	8.000	€ 18,00
Nerone Alto Mincio Rosso IGT 2011	10.000	€ 10,00
Passito del Borgo 2015	6.000	€ 13,00
Grappa Barricata del Borgo 0,50 lt	2.000	€ 20,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Belgium, Canada Manitoba region, Germany

BOTTEGA

BOTTEGA SpA

Villa Rosina - Vicolo Aldo Bottega 2
Bibano di Godega Sant'Urbano (Treviso) 31010
Phone: +39 043 84067
e-mail: info@bottegaspa.com

www.bottegaspa.com

Bottega is a family company situated in the heartland of Prosecco country at Bibano, 45 km North of Venice, that produces typical Italian premium quality beverages and food products. Bottega is a third-generation business and today is led by Sandro, Barbara and Stefano Bottega. The headquarters are located in a 19th century farmhouse, renovated to preserve the original architectural and environmental characteristics, and surrounded by 10 hectares of vineyards. Over the past 15 years, the group has also produced Amarone, Ripasso and Valpolicella wines; in 2017, Bottega is opening a new winery located in Valgatarà di Marano, in the heart of the "classic" area for the production of Valpolicella wines. Distributing Italian wine, grappa, spirits and food in over 120 countries around the world, Bottega advocates Quality (Italian taste and authenticity), Design (expression of the excellent aesthetic character of Made in Italy) and social responsibility towards the environment and the community.



Products	annual potential*	average retail Italy
Il vino degli Dei Amarone della Valpolicella DOCG 2012	49.800	€ 39,00
Pret-à-Porter Amarone della Valpolicella Riserva DOCG 2011	3.160	€ 81,00
Ripasso Valpolicella Superiore DOC 2015	121.360	€ 16,00
Valpolicella Classico DOC 2016	21.430	€ 12,00
Valpolicella Classico Superiore DOC 2014	4.730	€ 14,00
Bottega Gold Prosecco DOC Spumante Brut 2016	815.000	€ 21,00
Bottega Rose Gold Pinot Nero Spumante Brut Rosé 2016	370.680	€ 21,00
Bottega White Gold Spumante Venezia DOC Brut 2016	98.320	€ 21,00
Il vino dell'Amore Petalo Moscato Spumante Dolce 2016	766.650	€ 9,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



AZ. AGR. BRUNELLO

41

Via Zappaglia 8
Pozzolengo (Brescia) 25010
Phone: +39 030 918570
e-mail: brunello.galliano@libero.it

Lugana Consortium

Management family firm situated in the typical area of wine's production Lugana. In the 6 hectares of clayey-calcareous land the use of autochthonous grapes allows to get wines of quality: typical, pure and natural, genuine and authentic.

...because wine comes from the land, as well as from its grapes.



Products	annual potential*	average retail italy
Lugana DOC (black label) 2015	15.000	€ 8,00
1930 - Cabernet Sauvignon (aged in oak barrel) 2011	4.000	€ 18,00
Noè - Garda DOC Merlot (aged in oak barrel) 2014	4.000	€ 9,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



CÀ DEI FRATI

Via Frati 22
Lugana di Sirmione (Brescia) 25019
Phone: +39 030 919468
e-mail: info@cadeifrati.it

www.cadeifrati.com

The existence of Cà dei Frati is known to date back to 1782, according to documentary evidence referring to the "house of the friars". In 1939, Felice dal Cero, son of Domenico who used to grow vines in Montecchia di Crosara, near Verona, moved to this house in Lugana di Sirmione. After 30 years labouring in the vineyard and cellar, Felice's son Pietro helped develop the DOC in 1969, bottling his first Lugana Casa dei Frati. In 2012, Pietro dal Cero passed away and now his wife, Santa Rosa and his children, Igino, Gian Franco and Anna Maria run the business with the same passion and determination as their ancestors. Cà dei Frati cherishes the past and looks to the future, focusing on research and developing what has been built up in 70 years of winemaking.



Products	annual potential*	average retail Italy
I Frati Lugana DOC 2016	1.300.000	€ 9,10
Brolettino Lugana DOC 2015	150.000	€ 12,30
Pratto Vino Bianco 2015	25.000	€ 13,20
Tre Filer (Vino Dolce) 2013 0,375 lt	25.000	€ 10,70
Spumante Metodo Classico Cuvee dei Frati 2012	40.000	€ 12,70
Spumante Metodo Classico Rosè Cuvee dei Frati 2012	20.000	€ 17,20
Rosa dei Frati Riv. del G/Bresciano DOC 2016	200.000	€ 9,10
Ronchedone Vino Rosso 2014	150.000	€ 13,20
Pietro Dal Cero Amarone della Valpolicella DOCG 2010	20.000	€ 57,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



CàMaiol

CÀ MAIOL

Via dei Colli Storici 119
Desenzano del Garda (Brescia) 25015
Phone: +39 030 9910006
e-mail: ufficio@camaiol.it

www.camaiol.it

Cà Maiol was established in 1967 by Walter Contato, the 12 hectares that made up the wine producing land of the Cascina Maiolo were increased to today's 150 hectares acreage, while passionately remaining faithful to ancient traditions. The progress archived has brought the company to the pinnacle of the local wine-growing industry. The "Cà Maiol" lies in the heart of the zone known as "Lugana" close to the Sirmione peninsula. The story of ownership dates back into the past, the name of the founder Sebastiano Maioli and the year of foundation 1710 are carved on the entrance door of the main house. The well-equipped modern cellar is designed for the maximum utilization of physical processes instead of chemical ones, so to save the genuineness of the wine. Reliability, professionalism and care of the entire production chain, from the soil to bottling are the "ingredients" that have enabled Cà Maiol to grow and thanks to the high quality of its wines, the Farm has received many awards at both domestic and international level.

Lugana Consortium



Products	annual potential*	average retail italy
Lugana DOP Prestige 2016	600.000	€ 11,00
Lugana DOP Molin 2016	150.000	€ 13,00
Lugana DOP Fabio Contato 2015	10.000	€ 19,00
Valtenesi DOP Charetto Roseri 2016	80.000	€ 10,00
Valtenesi DOP Joel 2016	40.000	€ 11,00
Valtenesi DOP Negresco 2011	120.000	€ 15,00
Garda Classico Rosso DOP Fabio Contato 2010	20.000	€ 22,00
Lugana DOP Spumante Brut 36 month NV	25.000	€ 15,00
Sol Dorè IGP - Dessert Wine 0,375 lt	10.000	€ 14,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Patrizia Cadore

CADORE

Località Campagna Bianca 1
Pozzolengo (Brescia) 25010
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e-mail: patrizia.cadore@ngi.it

www.vinicadore.eu

The Cadore Winery is proud of its origins that date back to the 19th century when the family produced the Torcolato wine with Vespaiola grapes in the area of Breganze in the province of Vicenza. This wine has been later exported to the USA by the great-great grandfather Francesco. In 1954 the Cadore family increased its dominions moving to Pozzolengo, in the province of Brescia, near Lake Garda. Here Adriano Cadore together with his brothers, had been managing the Winery for many years. Since 2010 his niece Patrizia Cadore has been running the estate with the same passion and determination of her uncle, and, with the help of qualified and experienced staff, she has been devoting all of her time to this business.



Products	annual potential*	average retail italy
Lugana DOC 2016	50.000	€ 10,00
Lugana Riserva 2014	3.500	€ 15,00
San Martino della Battaglia 2015	10.000	€ 12,00
San Martino della Battaglia 2016	10.000	€ 12,00
Chardonnay Frizzante 2016	2.500	€ 6,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Germany, Switzerland

NUNZIO GHIRALDI
VITICOLTORI IN LUGANA DI SIRMIONE
— 1953 —

Via Chiodi 34
Lugana di Sirmione (Brescia)
25019 Podere Sant'Onorata
Phone: +39 030 9906612
e-mail: info@nunzioghirdi.it
www.nunzioghirdi.it

"My grandfather Nunzio bought the Podere Sant'Onorata in 1953. Our Family Estate extends throughout 35 hectares wrapping the southern shore of the lake Garda in the countryside of Lugana di Sirmione, the most renowned CRU in the whole Lugana D.O.C. The deep clay that composes the soils of our estate really makes the difference combining refined minerality and aromatic complexity in our Lugana wines. They generate from the purity of the Turbiana grapes, the one and only that we grow, reaching the top quality in the over 60 years old vines."

Nunzio Ghiraldi, today the third generation that runs the estate, is proud to cultivate his vineyards following the ancient traditions combining them with modern technologies in wine making. The result is a modern-styled but ancient in his essence Lugana.



Products	annual potential*	average retail italy
Lugana DOC Il Gruccione 2015	90.000	€ 10,00
Lugana DOC Sant'Onorata 1953 2015	6.000	€ 18,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



MALAVASI

Località Casina Sacco 1
Pozzolengo (Brescia) 25010
Phone: +39 030 9918759
e-mail: info@malavasivini.it

www.malavasivini.it

Daniele Malavasi farmer and entrepreneur is glad to introduce his own winery. His young company is a consolidated reality in the middle of the Colline Moreniche on the splendid amphitheatre of Garda Lake. Our vines are located on this beautiful and natural landscape: twelve hectares of fine vines growing in a mild temperate weather and clay-rich ground. Traditions, hospitably, quality and contact with nature are our precious values.



Products	annual potential*	average retail Italy
Lugana DOC 2016	100.000	€ 10,50
San Giacomo Lugana DOC 2016	6.000	€ 13,50
Vigneto Camilla Lugana DOC 2016	6.000	€ 12,00
Bianco del Lago - Vino Bianco 2016	6.000	€ 10,50
Rosa del Lago - Vino Rosato 2016	6.000	€ 10,50
Nero del Lago - Vino Rosso 2016	6.000	€ 15,50
Ciociapiat - Vino Frizzante Lambrusco IGT Mantova 2016	12.000	€ 10,50
Mulinero - Vino Rosso (selezione numerata) 2014	4.000	€ 35,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



ONEPIÒ WINERY

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Località Fiocazzola 1/B
Desenzano del Garda (Brescia) 25015
Phone: +39 030 9103610
e-mail: info@onepio.it

www.onepio.it

The Winery name comes from the term “One più”, a measurement used by local farmers within the Brescia Province of Northern Italy. One più represents “1/3 of a hectare”, dimension of the Winery itself, that combines modern architectonic lines to the farm life tradition. The owner is Ilaria Accordini, wine producer and a businesswoman with an incredible passion for wine that has developed management techniques thanks to years of international trips. The Winery produces wine in two micro zones that are Lugana and Valpolicella Classica. Its philosophy is based on different factors coordinated amongst themselves as the choice of the best vine plants and the gentle care of the vineyard, the delicate harvest by hand, but also patient drying of the grapes and the elegant wine aging in french barriques. Finally the bottling of the final product represents the perfect combination between colors and tradition perfumes and the exclusive packaging.

Lugana Consortium



Products	average retail italy
Lugana DOC 2016	€ 15,50
Valpolicella Ripasso Classico Superiore 2013	€ 23,00
Cabernet Sauvignon IGT 2012	€ 25,50
Amarone della Valpolicella Classico DOC 2010	€ 48,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



PERLA DEL GARDA

PERLA DEL GARDA

Via Fenil Vecchio 9
 Lonato del Garda (Brescia) 25017
 Phone: +39 030 9103109
 e-mail: info@perladelgarda.it

www.perladelgarda.it

Perla del Garda is a winery in the heart of Lugana between Desenzano and Sirmione. We produce all the Lugana wines typologies: Lugana dop, Lugana Riserva dop, Lugana Superiore dop, Lugana Spumante dop and Lugana Vendemmia Tardiva dop. Harvesting of the grapes by hand between August and November and the gravity flow technique of wine making, are the two mainstays of our production method. The wines we produce, each with its own character and soul, underline the elegance and the freshness of our calcareous clay soil with morainic origin. The decision to certify the production chain is an act of transparency. In 2016 after 3 years of production we completed the process of conversion for healthy and organic grapes 4 hectares all planted with Trebbiano are involved. Actually we produced our first "Lugana BIO" as well.



Products	annual potential*	average retail italy
Lugana DOC Perla 2016	60.000	€ 12,00
Lugana Riserva DOC Madre Perla 2013	10.000	€ 18,00
Lugana Superiore DOC Madonna della Scoperta 2011	10.000	€ 18,00
Lugana DOC Bio 2016	15.000	€ 15,00
Lugana DOC Vendemmia Tardiva 2013 0,50 lt	5.000	€ 18,00
Vino Passito IGT Drajibo 0,50 lt	5.000	€ 18,00
Vino Rosato Rose delle Siepi	10.000	€ 12,00
Benaco Bresciano IGT Rosso Terre Lunari 2011	20.000	€ 12,00
Benaco Bresciano IGT Rosso Leonatus 2013	10.000	€ 18,00
Lugana Spumante DOC Millesimato 11 2011 1,50 lt	4.000	€ 35,00
Spumante di Qualità Settimo Cielo 2011 1,50 lt	1.500	€ 35,00
Chardonnay Garda DOC Millesimato 8 2008 1,50 lt	5.000	€ 40,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Japan, Spain, Luxembourg, Colombia, Taiwan



Via Pratello 26
Padenghe sul Garda (Brescia) 25080
Phone: +39 030 9907005
e-mail: alloggi@pratello.com

www.pratello.com

An amazing encounter with nature, simple and effective. The Garda Lake is dozing and the heat from it is and slowly warming the earth, the vineyards, the olive trees and the people around it. Here everything is peace, all is tradition and the farmers with their wrinkles carved by the sun and the wind talks about the experience with ancient quality and the honesty in products grown on this land, the Brescia side of the lower Garda Lake. The company is located on a small hill behind the castle of Padenghe, 200 meters from here you can view the lake from the south in Sirmione to Monte Baldo in the north. Fantastic view. Pratello is a company born in the rank of the tradition with a long history that has its roots back in the 1860th, same year the first news of Pratello as a business unit was heard. Since then vines and olive trees has become the most important crops for Pratello, although today Pratello has reached an area of 140 hectares with 66 hectares of vineyards of which at least a dozen is completely redone since 2000, where the density is from 8500 plants / ha to 6250 plants / ha. The farm is certified organic a goal achieved in 2004, "a choice imposed by our philosophy of life" says Vincenzo Bertola, now owner of the company.



Products	annual potential*	average retail italy
Catulliano Lugana DOC 2016	200.000	€ 9,00
Lieti conversari - incrocio Manzoni bianco 2016	20.000	€ 9,50
Riesling 2016	20.000	€ 8,00
Il Rivale Lugana DOC 2015	10.000	€ 11,50
Sant'Emiliano Chiaretto Valtenesi DOC 2016	100.000	€ 8,50
Torrazzo Valtenesi 2016	20.000	€ 8,00
Garda DOC Pinot Grigio 2016	14.000	€ 8,50
Mille 1 - Rebo 2015	100.000	€ 13,00
Nero per sempre - Rebo 2015	20.000	€ 17,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via Dossi 26
Bovolone (Verona) 37051
Phone: +39 045 7945498
e-mail: info@seiterre.com

www.seiterre.eu

Vini Rizzi - Seiterre was born from a group of professional with years of experience and expertise in the production of grapes and wine. Different geographical areas, diverse climates, varied terrain and different vine varieties: this is the grand heritage which Vini Rizzi – Seiterre and the people who love it embrace.

Vini Rizzi – Seiterre represents an agricultural business with approximately 350 hectares of property for native vine varieties in the best winemaking areas in Italy, all cultivated in vineyards: Maso Bianco in Trentino, Tenuta Montebello in Piedmont, Podere Sassoscritto in Tuscany, Tenuta San Leone near the Garda Lake, Le Capannelle in Maremma, Cà del Lupo in Valpolicella, the land of prestigious Amarone, Tenuta Fantona in Desenzano Del Garda with its famous Lugana and Podere del Gal in Friuli land of Prosecco.



Products	annual potential*	average retail italy
DOC Lugana 2016	50.000	€ 6,00
DOC Lugana vitis 2016	50.000	€ 7,00
DOCG Dolcetto Superiore 2013	20.000	€ 6,00
DOCG Barbera Superiore 2012	20.000	€ 6,00
IGT Rosso Toscana Le Capannelle 2015	50.000	€ 6,00
IGT Rosso Toscana Sassoscritto 2013	30.000	€ 8,00
DOC Custoza Superiore 2015	30.000	€ 6,00
DOC Bardolino Superiore 2014	30.000	€ 6,00
Spumante DOC Prosecco 6	40.000	€ 6,00
DOCG Amarone della Valpolicella 2013	10.000	€ 18,00
DOC Valpolicella Ripasso 2014	10.000	€ 9,00
IGT Sauvignon Vallagarina 2015	10.000	€ 6,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



SGREVA

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Via San Martino d/B 168
Sirmione (Brescia) 25019
Phone: +39 030 9906986
e-mail: info@sgreva.it

www.sgreva.it

The family, of veronese origins, moved to the area of Lugana di Sirmione in 1963. Here, grandfather Francesco and grandmother Elena founded Sgreva Farm. Over the years, they develop the wine-growing and producing activity, favoured by the climate of Penisola of Sirmione and clay soil typical of Garda Lake. Today the Farm owner are nephew Giacomo and Vanessa with the help of mother Francesca share the love for land and the proud of the mature bunches of Turbiana, Gropello, Marzemino, Sangiovese, Barbera and Cabernet Sauvignon. With the 12 hectar vineyards, they believe that the good wine and the quality first is originated in the vineyard. Sgreva farm is in line with the latest oenological innovations but with the absolute respect for quality and the tradition. The Family has the same respect for the winery management and customer care: good quality-price, stability of the products in the years of ageing, typical of wines that express the vines tied to territoriality are the main passage.

Lugana Consortium



Products	annual potential*	average retail italy
Lugana DOC Sirmio 2016	50.000	€ 9,00
Lugana DOC Eufrosia 2016	50.000	€ 8,00
Spumante Brut Desiderio 2015	3.300	€ 13,00
Vino Bianco Anthea 2016	6.600	€ 5,50
Riviera del Garda Bresciano DOC Charetto Rosabèl 2016	3.300	€ 7,00
Vino Rosso Etereo 2015	3.300	€ 9,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Germany, USA

Franciaacorta Consortium





Historical background

Franciacorta wines have a long and distinguished history, although we are more familiar with recent events.

It was back in 1961 that 11 producers of modern Franciacorta, who together cultivated 29 hectares of vineyards, began producing 2,000 hectoliters of Pinot di Franciacorta, the initial step towards the success that the Franciacorta method has enjoyed in the years that followed.

Another three decades passed before 29 producers decided to unite, on 5 March 1990, and form the Consorzio volontario per la tutela dei vini Franciacorta, i.e. the Consortium for the promotion of Franciacorta wines. Franciacorta was the first Italian wine produced exclusively using the bottle fermentation to obtain (in 1995) the status of Controlled and Guaranteed Designation of Origin (DOCG). In the same year, the Franciacorta production method was officially recognized and distinguished from “vino spumante”, or sparkling wine. Today the labels read ‘Franciacorta’, a single word that defines the area, the production method and the wine itself.

The production method

The Franciacorta method is the result of a harmonious blend of ancient knowledge, handed down across the generations and adapted to include technological advances. Tradition is perpetua-

ted by inquisitive winemakers who are prepared to work on each single bottle. The Franciacorta method is regulated by strict and rigorous rules, intended to guarantee wines of the finest quality: this is the principle followed by the Franciacorta Consortium and its producers, who use only prestigious varieties, harvest by hand and natural bottle fermentation, followed by slow aging and maturation on the lees for no less than 18 months, 30 for the vintages and a full 60 months for the Reserves.

The grape varieties

Franciacorta is made with Chardonnay, Pinot nero and Pinot bianco grapes, with the last permitted up to a maximum of 50%. Franciacorta vineyards yield a maximum of 10 tons of grapes per hectare, and the wine harvest, strictly manual, occurs after the 10th of August and before the 10th of September, depending on how the season has been. The bunches are laid gently in hampers and brought to the wine cellars, where the grapes picked in each vineyard are processed separately: the grapes are pressed very gently, to favor the separation of the juice, which is indispensable to the quality of the base wines.

A soft pressing of the grapes yields the free-run juice, used for making the base wines of Franciacorta, which in the following spring are combined to make the cuvée, an assembly of Fran-

franciacorta wines, sometimes from different years, which are selected following scrupulous tastings, according to the characteristics that each producer decides his or her Franciacorta should have. After the tirage, the bottles, sealed with a metallic crown cap, are stored horizontally in the wine cellars, where they remain for a long time. Once the fermentation stage has been completed (and the bubbles have formed), thanks to the autolysis of the yeasts, the Franciacorta wines take some months to achieve their characteristic sensory profile and enrich their aromatic complexity.

The following types of Franciacorta differ from one another based on the amount of time they are aged on the lees the bottle:

- Franciacorta non-vintage: at least 18 months;
- Franciacorta Satèn and Franciacorta Rosé, non-vintage: at least 24 months;
- Franciacorta Vintage, Franciacorta Vintage Satèn and Franciacorta Vintage Rosé: at least 30 months;
- Franciacorta Reserve, Franciacorta Reserve Satèn and Franciacorta Reserve Rosé: at least 60 months.

When the bottles have been aged for a sufficient period, they are placed on special stands (also known as pupitres), and are rotated 1/8 of a turn daily and inclined progressively to gradually shift the sediment and the yeast it contains towards the neck of the bottle, a process that is completed in 3-4 weeks. The long-awaited moment of *dégorgement*, or disgorgement, has arrived: the bottles are set in the vertical position and the necks are immersed in a refrigerant that leads to the formation of an “ice cap”, completely trapping the entire yeast residue. At this point the metallic cap is removed and the iced residue is expelled outward by the pressure of the liquid in the bottle, along with a minimal quantity of wine.

To top up the bottle and bring it back to its original level, a small amount of wine is introduced for the zero dosage Franciacortas, while for the other styles, a *liqueur de dosage* is added, consisting of Franciacorta base wine and sugar, whose quantity determines the type and taste of the different varieties of Franciacorta: Zero Dosage, Extra Brut, Brut, Extra Dry, Sec and Demi-sec. Finally, the bottles are re-sealed with the classic mushroom cork, held in place by the typical wire hood. Once this process has been completed, each bottle must be labeled with the official seal – or band – that certifies the DOCG designation of Franciacorta, which is issued only if the wine has

passed all of the qualitative controls, including a physical and chemical analyses and a sensory test. The seal bears the wording “Denominazione di Origine Controllata e Garantita Franciacorta”, an alphanumeric code identifying it, an indication of the bottle’s capacity and the distinctive logo of the Designation, a “crenellated F”.

The styles

Franciacorta

Grapes: Chardonnay and/or Pinot nero: Pinot bianco is permitted up to a maximum proportion of 50%.

Characteristics: bottle fermentation for a minimum of 18 months’ on the lees; maturing and aging for at least 25 months after the harvest. Pressure in the bottle between 5 and 6 bars.

Franciacorta Satèn

Grapes: Chardonnay (prevalent) and Pinot bianco up to a maximum proportion of 50%.

Characteristics: the smooth taste is produced by a careful selection of base wines and a lower pressure in the bottle, below 5 bars. Produced only as Brut.



Franciacorta Rosé

Grapes: Chardonnay, Pinot bianco (max 50%), Pinot nero (min 25%).

Characteristics: the Pinot nero grapes are allowed to ferment in contact with the skins for the amount of time needed to give the wine the desired hue. Made with Pinot nero base wine vinified entirely as a rosé (100%) or assembled using Chardonnay and/or Pinot bianco base wines.

Franciacorta, Franciacorta Satèn and Franciacorta Rosé can acquire greater character, complexity and refinement with longer periods of maturation and bottle aging. This is the case with Franciacorta Millesimato (Vintage) and Franciacorta Reserve.

Franciacorta by numbers

5 March 1990: the Franciacorta Consortium is formed (29 producers).

1995: DOCG status awarded

116: associated wine cellars

19: the townships included in the Franciacorta area (including the municipality of Brescia)

2,800: hectares of vineyards producing Franciacorta DOCG (82% Chardonnay, 14% Pinot Nero, 4% Pinot Bianco)

350: hectares of vineyards producing Curtefranca DOC

3,150: total hectares of vineyards in Franciacorta producing wine with an official designation

17,4 million bottles sold in 2016, of which 1.7 million sold abroad.

The export results are encouraging, with an increase in overall sales of + 15%. The main market remains the Japan which now constitutes 22% of the total, followed by Switzerland, which represents 15.2%. There's an interesting growth in the performance of various countries: Germany (13.2%) exceeded the US (12.4%) with a growth of over 24%, while Japan recorded a further + 16%. It's also surprising the change that is taking place in the Scandinavian countries where the interest in Franciacorta has been significantly increasing: Norway shows an increase of 249%, while Sweden a growth of 514%, although on low volumes.



The Franciacorta Consortium

The Franciacorta Consortium was formed on 5 March 1990 with the aim of guaranteeing and controlling compliance with the regulations for producing Franciacorta wine. The wine, produced exclusively using the method of bottle fermentation, is identified by the name of the region where the Chardonnay, Pinot Nero and Pinot Bianco vineyards are found. A single word – Franciacorta – thus defines a territory, a production method and a wine.

The Consortium's activities are concentrated on the protection and promotion of the Franciacorta brand and territory, in Italy and worldwide, through ongoing work on the production regulations and the promotion of local cultural and natural attractions. All this is made possible thanks to the constant commitment of the Consortium's members to guarantee, first and foremost, the quality of the product. In the past 50 years, Franciacorta has garnered an excellent reputation and shown promising growth in both domestic and export markets. The Consortium has undertaken a precise course of studies and research, necessary to develop strategies in line with consumer demands without neglecting the primary goal of product quality. The Franciacorta Economic Observatory, the first and only data collection and processing structure in the Italian winemaking sector, is the most evident example of this.

Sustainable Franciacorta

In Franciacorta the number of vineyards cultivated using organic methods is steadily growing, in step with increasing awareness and the producers' desire to preserve the land for future generations. Many wineries, both large and small, make daily efforts to extend the meaning of "quality" beyond the sensorial characteristics to include respect for the most precious things that surround us: water, earth and air. Every step taken to achieve this laudable objective is supported by Franciacorta Consortium through numerous activities and projects.







1701 FRANCIACORTA

Piazza Marconi 6
Cazzago San Martino (Brescia) 25046
Phone: +39 030 7750875
e-mail: info@1701franciacorta.it

www.1701franciacorta.it

A winery in Franciacorta with over three hundred years of history.

Silvia and Federico Stefini, a passionate and knowledgeable brother and sister team who, in 2009 decided to revitalise the land and follow organic and biodynamic winemaking methods. Awards: Best Traditional Method of Italy in the giude of Luca Maroni, Gold Medal at AWC of Vienna, Four Camunian Roses from the AIS and Gold Medal at the Canadian Selections Mondiales des Vins.

In 2015 the winery is certified organic and in July 2016 the first and only winery in Franciacorta to obtain biodynamic Demeter certification. 1701 It is part of two important realities of the natural wine:

- Renaissance des Appellations, a winemakers association created by Nicolas Joly which represents 200 producers worldwide who farm biodynamically.
- Vi.Te. Winegrowers and Territories, an association that brings together winemakers from around the world who want to express themselves in transparency, authenticity and individuality.



Products	annual potential*	average retail italy
Franciacorta Brut	30.000	€ 20,00
Franciacorta Satèn	15.000	€ 24,00
Franciacorta Rosé	5.000	€ 24,00
Franciacorta Vintage Dosaggio zero Millesimato 2011	3.000	€ 40,00
IGt Sebino Bianco Surnàt 2016	2.000	€ 15,00
Sullerba Sur lie 2014	3.000	€ 16,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: USA, Finland, England, Denmark



Via della Pace 60
Cazzago San Martino (Brescia) 25046
Phone: +39 030 7254850
e-mail: info@tenutambrosini.it

www.tenutambrosini.it

Deep in the heart of Franciacorta, where the Iseo lake meets the scenic, sunbathed Pre-Alps hills and their the sparkling air, is located the town of Cazzago S.Martino, one of the 19 towns belonging to the protected and controlled area where Franciacorta wine can be produced. Here, the Ambrosini family, is passionately dedicated to farming 8 hectares of Chardonnay, white Pinot and black Pinot vineyard since the second half of the 20th century. The Ambrosini describe their philosophy as follows: promote the excellent local wines. Today dedication and passion of the family continue with the young Lorenzo who promoted a new concept of excellence and quality in close collaboration with oenologist Roberto Pepe, introducing modern wine making techniques. Alongside its very long wine making tradition the Ambrosini family has added an agriturismo activity, offering traditional dishes of the Franciacorta territory; amongst these the undoubtedly most famous "Spiedo Bresciano", roasted with care following the traditional recipe (Spiedo Bresciano is a selection of various meats - cow, pork, chicken, wild meat - lard and vegetables roasted on the spit).



Products	annual potential*	average retail italy
Franciacorta Brut "Batudè"	30.000	€ 19,00
Franciacorta extra-Brut	6.000	€ 20,00
Franciacorta Dosaggio zero "Nihil"	12.000	€ 23,00
Franciacorta Saten Millesimato 2012	24.000	€ 27,00
Franciacorta Rosè Millesimato 2011	6.000	€ 27,00
Franciacorta Brut Millesimato 2012	6.000	€ 35,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

**CLARABELLA**

Via delle Polle 1800
Iseo (Brescia) 25049
Phone: +39 030 9821041
e-mail: clarabella@cascinaclarabella.it

www.cascinaclarabella.it

Cooperativa Agricola Sociale Clarabella The Clarabella social agricultural cooperative was founded in 2002 in order to give work opportunities to those with psychological difficulties. Clarabella takes part in projects aimed at sustainable development, among which farming, organic wine making, and tourism. The cooperative works at Cascina Clarabella, a farm close by to Lake Iseo and in the heart of the Franciacorta area immersed in the vine-covered land of the Sebino. On the farm is also the winery that produces Clarabella Franciacorta DOCG and Clarabella Terre di Franciacorta DOC. Clarabella Franciacorta has for centuries been a famous wine-growing area and in that sense Clarabella is a young label that wishes to distinguish itself in terms of quality and ethical principles. The wine is produced following organic farming procedures respecting the land and within wide-ranging projects for sustainable, environmental and social development.



Products	annual potential*	average retail italy
Franciacorta DOCG Brut	40.000	€ 15,00
Franciacorta DOCG Satèn	15.000	€ 18,00
Franciacorta DOCG Dosaggio Zero	8.000	€ 20,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Germany



Via Sopramora 8
Rovato (Brescia) 25038
Phone: +39 030 7702562
e-mail: vitivinicola.dossello@gmail.com

www.dossello.it

The “Dossello” winery is situated in an ancient fief surrounded by walls of the XIII century; Owned by the Conti Terzi family for about two centuries and passed to the Festa family in 2013. The vineyards are located at the foot of the mountain Orfano, in a pleasant hilly area in the municipalities of Rovato and Erbusco, in the heart of Franciacorta. Within the farm hunting is prohibited; therefore visitors have the opportunity to observe typical bird species. The processing follows the rules of “conservative agriculture”, a type of farming that respects the needs of the soil and its structure. Today the vineyards have a total area of 11 hectares and are completely kept with a sod seeding system in order to respect at best the microclimate. The current white varieties are Pinot Blanc and Chardonnay for obtaining the DOC Cortefranca white wine and Franciacorta DOG, while the existing red grape varieties are Barbera, Cabernet, Nebbiolo, Merlot for obtaining the Cortefranca DOC red wines.



Products	annual potential*	average retail italy
Curtefranca Rosso DOC	30.000	€ 6,00
Curtefranca Bianco DOC	20.000	€ 6,00
Franciacorta Brut DOCG	30.000	€ 15,00
Franciacorta Brut DOCG 1,5 lt	200	€ 30,00
Franciacorta Saten DOCG	20.000	€ 17,00
Franciacorta Saten DOCG 1,5 lt	200	€ 34,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



FRANCA CONTEA

Via Valli 130
Adro (Brescia) 25030
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e-mail: info@francacontea.it

www.francacontea.it

Cellar Franca contea is situated in Adro, in the heart of Franciacorta. Its vineyards, mainly Chardonnay grapes in various clonal selections and Pinot noir, extend over an area of about 15 hectares. The Cavalleri Family aims at the excellence of the product through the most natural methods, starting from the soil and gathering, with hard work, the fruits that it can give. The winemaking art of Franca Contea starts from the vineyard and proceeds in the cellar, where the grapes are pressed through an innovative vacuum press, that operates in an inert environment and in a -0.7 bar depression. The broken label, symbolizes the past and the present, the tradition with technologies or better, the technology as an implement to bring back tradition. Its logo, a prehistoric rock engraving in Valcamonica, symbolizes the earth, the plough and the sun. This is because wine, for Franca contea, is born from the sun and the earth and last but not least from men's work.



Products	annual potential*	average retail italy
Franciacorta Brut "Primus" Cuvée DOCG	70.000	€ 22,00
Franciacorta Brut "Primus" Cuvée DOCG 1,50 lt	5.000	€ 38,00
Franciacorta Brut "Primus" Cuvée DOCG 3 lt	200	€ 74,00
Franciacorta Satèn Millesimato DOCG 2011	30.000	€ 24,00
Franciacorta Satèn Millesimato DOCG 2011 1,50 lt	5.000	€ 42,00
Franciacorta Dosaggio Zero "Mia Dusàt" DOCG	15.000	€ 23,00
Franciacorta Dosaggio Zero "Mia Dusàt" DOCG 1,50 lt	5.000	€ 39,00
Franciacorta Dosaggio Zero "Mia Dusàt" DOCG 3 lt	200	€ 84,00
Franciacorta Brut "Sul Vèrt" Veganok DOCG	10.000	€ 22,00
IGT Sebino Rosso "Bolesna" 2004 3 lt	5.000	€ 75,00
IGP Sebino Rosso "Ciusi"	10.000	€ 16,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via Vallosa 29
Passirano (Brescia) 25050
Phone: +39 036 5551013
e-mail: info@romanticafranciacorta.com

www.romanticafranciacorta.com

Romantica is located in Passirano, in the heart of Franciacorta. The winery is next to ten hectares of Vineyards: Chardonnay and Pinot Noir are the two cultivated grape varieties. The Avanzi family — devoted to Wines since 1931 — owns this wonderful winery. Romantica produces a limited number of bottles in the style Brut, Satèn and Millesimato. The meticulous care of the vineyard, the innovative winemaking techniques and attention to detail are the basis of Romantica philosophy.



Products	annual potential*	average retail italy
Franciacorta Brut Romantica DOCG	40.000	€ 18,00
Franciacorta Satèn Romantica DOCG	40.000	€ 22,00
Franciacorta Brut Millesimato Romantica DOCG 2013	6.000	€ 30,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



Via Vittorio Emanuele III, 7
Torbiato di Adro (Brescia) 25030
Phone: +39 030 7450844
e-mail: info@vinilatorre.it

www.vinidifranciacortalatorre.it

The winery "La Torre" owned by the Corsini Family, is located in Torbiato di Adro, on the green hills of Franciacorta. Franciacorta is a small wine-producing area in northern Italy, south of Lake Iseo. Therefore, although it is affected by a continental climate, it also derives benefits from the proximity of the lake, which has a huge mitigating effects on temperatures. Our family started facing the modern Franciacorta wine scene around 1987, when our father Eugenio Corsini took over the leadership of the company. In fact, the history of the company began in 1969, with a long process of recovering and renewing the vineyards and the farmhouse. From father to son, the company does not change and thanks to continuous improvements starts the decision in 2001, to expand the historical cellar, so as to fully exploiting the potential offered by the vineyards. Our vineyards are located in a beautiful and well exposed places. From the vineyard to the cellar: here as well we apply the traditional techniques. Meanwhile the cellars have been expanded, obtaining different rooms for each type of processing: crushing, fermentation, conservation, aging, sparkling wine process.



Products	annual potential*	average retail italy
Francia-corta DOCG Brut	50.000	€ 14,00
Francia-corta DOCG Brut Satèn	30.000	€ 16,00
Francia-corta DOCG Brut Rosè	3.000	€ 17,00
Francia-corta DOCG Millesimato Pas Dosè 2011	4.000	€ 21,00
Francia-corta DOCG Extra Brut "Cuvée Sel. Corsini"	2.000	€ 25,00
Curtefranca DOC Rosso 2015	3.000	€ 5,00
Curtefranca DOC Bianco 2014	2.000	€ 6,00
Curtefranca DOC Rosso "Baccus" 2015	2.000	€ 9,00
IGT Sebino Passito Bianco 2014	6.000	€ 18,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Via Castello di Casaglio 25
Gussago (Brescia) 25064
Phone: +39 030 2523723
e-mail: info@lecantorie.com

www.lecantorie.com

Bontempi's family originally approached the vine cultivation tank to Luigi Bontempi, a cropper for a local upper-class family. Luigi passed on his love for the land and his passion for wine cultivation to his son Emiliano Bontempi. The characteristic of this morainic aera, the ground richness and the good climatic conditions, together with the deep knowledge and respect for the old farming traditions, are the elements that determine the nature of the grapes grown on these hills and the high quality of the wines produced. The wines themselves tell the story of the landscape through their tastes and fragrances. Chardonnay and Pinot black grapes produce vintage sparkling champenoise wines while Cabernet Franc, Cabernet Sauvignon, Merlot, Barbera and Incrocio Terzi characterize the structured red wines.



Products	annual potential*	average retail italy
Franciacorta DOCG Brut Armonia 2014	20.000	€ 20,00
Franciacorta DOCG Saten Armonia 2013	20.000	€ 23,00
Franciacorta DOCG Rosè "Rosi delle Margherite" 2013	7.500	€ 25,00
Franciacorta DOCG Riserva Pas Dosè 2009	3.500	€ 40,00
Curtefranca Rosso DOC 2015	3.500	€ 15,00
Rossogiulia Cellatica Superiore DOC Rosso Riserva 2012	3.500	€ 22,00
Balenc IGT Sebino Rosso Riserva 2013	3.500	€ 28,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



AZ. AGR. LE DUE QUERCE

Via T. Olivelli 12
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www.cantinaleduequerce.it

In the hilly territory is our Franciacorta. A pure and unique natural environment. Small paths divide our vineyards placed in the woods, streams that end up in delicate cascades among the rocks leading up to our winery. A natural magic world with vineyards between 250m and 650m above sea level, where our genuine high quality was born.



Products	annual potential*	average retail italy
Franciacorta Brut Luis Collection DOCG 2013	100.000	€ 13,90
Franciacorta Satèn Luis Collection DOCG 2012	30.000	€ 17,80
Franciacorta Rosè Luis Collection DOCG 2013	20.000	€ 16,90
Franciacorta Brut Millesimato Luis Collection DOCG 2012	20.000	€ 19,80
Curtefranca Rosso Vetus DOP 2012	10.000	€ 13,80
Curtefranca Rosso Rubi DOP 2013	20.000	€ 7,70
Curtefranca Bianco Riofus DOP 2016	20.000	€ 7,70

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



AZ. VINICOLA MILESI “ANTICO ATTICO”

Via Attico 4
Cellatica (Brescia) 25060
Phone: +39 030 2770072
e-mail: vinimilesi@alice.it

www.cantinemilesi.it

It is exactly on the hills of Cellatica, a privileged and exclusive access to the Franciacorta lands, where the Milesi Family raised generations of viticulturists and wine-makers. Passionate and tireless vine-dressers who have inherited centuries old traditions and love for the art of wine growing. In the old cellar, under the protective shade of huge vaulted ceilings, grapes are turned into products of high ancient lineage honouring the most demanding taste buds. The wines and the Franciacorta Brut produced by the Cantine Milesi are full bodied and characterised by rich traits. Thanks to their pleasant organoleptic distinctions, our wines will never cease to extol the tasting of every one of your meals and celebrate your moments to remember. The Cellar bears witness to the history of the Milesi Family which, with tenacity and persevering determination has been able to continue on the road of wine-making started years and years ago.



Products	annual potential*	average retail italy
Franciacorta DOCG Brut	25.000	€ 11,00
Curtefranca DOC Bianco 2016	50.000	€ 6,00
Curtefranca DOC Rosso 2015	50.000	€ 6,00
Cellatica DOC Superiore 2015	20.000	€ 6,00
Ronchi di Brescia IGT Bianco 2016	15.000	€ 4,60
Ronchi di Brescia IGT Rosso 2015	25.000	€ 4,40

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



MIRABELLA

Via Cantarane 2
Rodengo Saiano (Brescia) 25050
Phone: +39 030 611197
e-mail: info@mirabellafranciacorta.it

www.mirabellafranciacorta.it

Mirabella was founded in 1979 in Rodengo Saiano, city of Brescia in the North of Italy. Today, the family-run company has 56 hectares of organic vineyards, all registered in the Franciacorta DOCG. They sit on moraine soils of medium texture, fresh and dry, not far from the Iseo Lake. Franciacorta is a land, a method and a wine: sparkling traditional method, a brand which is increasingly emerging as a symbol of Made in Italy in the world. Our wines are Brut, Satèn, Rosé, Demetra Extra Brut, Elite ExtraBrut and DOM Dosage Zero. The level of allergens and sulfites are really low, in total respect for the wine, nature and the consumer.



Products	annual potential*	average retail italy
Franciacorta Brut DOCG NV	200.000	€ 23,00
Franciacorta Satèn DOCG NV	100.000	€ 27,00
Franciacorta Rosè DOCG NV	80.000	€ 25,00
Franciacorta Cuvée Demetra Extra Brut DOCG 2009	10.000	€ 35,00
Franciacorta Dosaggio Zero Riserva DOCG 2006	8.000	€ 60,00
Franciacorta Elite Extra Brut DOCG NV	7.000	€ 60,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

At certain times of the day the vineyards shine like gold and this has given the winery its name. The estate is on foothills of a mixture of rock and soil brought down from glaciers situated in a good sunny position. Sitting at the heart of the Estate is the family farm and the winery that has grown up around it with areas for fermentation and storage. Production at the Vigna Dorata farm bestows on all its wines the gift of attention to detail and love and care for the fruits of one's own land. The company should be seen as a small to medium winery that devotes itself to enhancing the concept of the Franciacorta terroir. Cultivation of Chardonnay and pinot Nero started in 1980 when the family decided to dedicate itself to the word of wine and give up the mixed farming started at the beginning of the last century. The Vigna Dorata brand was created in 1995 when the company's first bottle with secondary fermentation was officially produced.



Products	annual potential*	average retail italy
Franciacorta Brut	20.000	€ 18,00
Franciacorta Satèn	25.000	€ 22,00
Franciacorta Rosè	6.000	€ 24,00
Franciacorta Nature	3.000	€ 26,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Custoza Consortium



Custoza

White & Gold



Custoza wine is bottled since 1962 and in 1971 was recognized as D.O.C. wine when the lex 61 about appellation wines was introduced.

The idea behind this wine was to create a more perfumed and pleasant wine using the garganega which is the typical white grape of Verona province, adding some semi aromatic grapes like fernanda, malvasia, riesling italic and filling the gap between the two with some trebbianello and trebbiano toscano. The Custoza identity matches perfectly the local kitchen which has in the 'Tortellino di Valeggio', the 'Broccoletto' (a local winter cabbage) and poultry some of the typical dish.

The strong identity of Custoza doesn't come only from the history of the local population which had Venetians, French and Austrians occupation in their background, but also from a unique soil and climate. The Custoza hills was done by the glacier which created the Garda Lake so it is a dry heterogeneous mix of gravel, clay and stones which, a day after a strong rain, is fully dry, in fact in 1848 when there was not the possibility to irrigate the top of the hills was not cultivated as an Austrian vineyard map reported. The climate is influenced by the lake and the proximity of Alps which generate a daily wind, from the north in the morning and from the south in the afternoon, which helps to keep safe the grape, reducing the necessity of pesticides.

The 1971 product specification was modified in 2005 and 2009 to give the possibility to use the name of Custoza instead of Bianco di Custoza and to introduce new closures like screw cap or bagging box and to add Incrocio Manzoni as a possible cultivar up to 30% in the mix.

Custoza became one of the most popular white wine in the early '70 for his freshness and drinkability, but his market remained local due to the low quantity produced, later, the French paradox moved the interest on the red wines which was the first step in the direction of heavy, alcohol and oaky wines that dominated the '90 years. Custoza suffered a little from this trend, but it never lost his identity. Now there is a renewed interest for the healthy and drinkable wines but still with a bigger structure than in the past and Custoza perfectly meets these characteristics.



The initial production of 50000 hl in the first years rose 13000 of 2016, obtained from 1300 ha of vineyard which was deeply renewed in guyot or cordon spur training system for lowering yield and increasing the grape richness.

Current opinion of many operators in the press and in the market is that Custoza has a very high quality-price ratio particularly evident when compared with the neighbors appellation.

The news in Custoza is that now finally we found a good share of intent among the producers and so we have the strength to face pressures of the market. We are also planning some changes in the product specification. We are discussing about yield reduction, cancel of vintage blend, only glass or bagging box containers, simplification of the rules about varietals mix, changes that will bring back the Custoza the positioning of the past that is most responsible.

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AZ. AGR. ALDO ADAMI

Strada Valbusa 29
Custoza di Sommacampagna (Verona) 37066
Phone: +39 045 516105
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www.cantinaaldoadami.com

Our winery is situated in a marvelous position at the summit of one of the Custoza hills, inside the village called Valbusa, by some historians considered to be the first residential settlement of the Custoza town. From here one can enjoy a gorgeous panorama of the valley and in the distance one can see the peaks of the Apennines and the Adamello mountain ranges. Additionally, there one finds the centre of the production zone of the Custoza DOC and the Bardolino DOC. The farm extends over 13 hectares of dry, stony ground, ideal for the cultivation of grapevine. The modern guyot planting, the short-cut branch planting, and the drip irrigation system (the latter only in an emergency in case of need) assure the meticulous care of the vineyard. The wine cellar, recently enlarged and which also has a tasting room and a wine shop, is equipped with the best technology, a temperature controlled room for the bottled wines, a cyclic grape wetting and drying room and a barrique room.



Products	annual potential*	average retail italy
Custoza DOC 2016	80.000	€ 8,00
Bardolino DOC 2016	40.000	€ 8,00
Bardolino Chiaretto DOC 2016	20.000	€ 8,00
Valpolicella DOC 2015	20.000	€ 10,00
Valpolicella Ripasso DOC Superiore 2014	20.000	€ 16,00
Amarone della Valpolicella DOCG 2013	10.000	€ 30,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



AZ. AGR. CAVALCHINA

75

Via Sommacampagna 7
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e-mail: info@cavalchina.com

www.cavalchina.it

Cavalchina is the name of the district where the winery is located, probably after the residence of the Conte Cavalchini. It is on the southeast border of the Garda amphitheatre dating from the end of the Ice Age. This area has long been recognised as a vine growing district. This was based not only on quality but also on consistency of good production, essentially due to the capacity of the soil to stay moist in hot seasons. The Cavalchina district was the site of both first and second War of Independency during the Risorgimento. The memorial basilisk to the 1866 battle is at the entrance to Cavalchina's estate.

The Azienda Agricola Cavalchina was created in the early 1900s with the purchase of the first vineyards. By the 1960s the Piona family felt that the white wines of Custoza deserved better recognition than simply being labelled as Soave. From 1962 they were the first producers to label their white wines made from Fernanda, Trebbiano and Garganega with the Custoza name.



Products	annual potential*	average retail Italy
Custoza DOC 2016	200.000	€ 7,80
"Amedeo" Custoza Superiore DOC 2015	20.000	€ 11,70
Bardolino Chiaretto DOC 2016	60.000	€ 7,80
Bardolino DOC 2016	60.000	€ 7,80
"Santa Lucia" Bardolino Superiore DOCG 2015	6.000	€ 11,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Europe, Asia, USA



**CORTE
SANT'ARCADIO**

AZ. VITIVINICOLA CORTE SANT'ARCADIO

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Phone: +39 045 7575331
e-mail: info@cortesantarcadio.it

www.cortesantarcadio.it

In a old courtyard of 1897, situated on the morainic hills at 3 kilometers distance from the Garda lake, the Corte Sant'Arcadio farm grows vines and olives on its 15 hectares of vineyards and 1 hectare of olive-grove. The Giacopuzzi family, who runs the farm, also open a tourist board and lodging at the premises. Much sand, mud and clay in the composition of the soil of the 20 years old vineyards, the growing of the vines in rows (Custoza) and in vine-trellis (Bardolino) are the basic ingredients and a guarantee of genuineness of the wines. Only natural treatment is used in the cultivation. The quality is kept under control. The picking is natural and the rascas are carried to the cellars by hand, so as to reduce the risk of oxidation. Very noble must is obtained. The variety of the wines are ample: Custoza (with the cru La Boschetta), Bardolino, Le Banchette (Cabernet Sauvignon) and a red Cortigiano, kept in barrels for 12 months and then bottled the wines are marketed to restaurants and wine-shop in Italy, Germany, Switzerland and the USA.



Products	annual potential*	average retail italy
Custoza DOC 2016	60.000	€ 6,50
Bardolino DOC 2016	30.000	€ 6,50
Bardolino Chiaretto DOC 2016	10.000	€ 6,50
"Le Banchette" Cabernet Sauvignon IGT 2013	5.000	€ 10,50
"La Boschetta" Bianco Veronese IGT 2015	5.000	€ 10,50
Sover Frizzante Bianco 2016	10.000	€ 7,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.



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“Il Pignetto” Farm and Winery is located on the outer range of the morainial hills that frame southeastern Lake Garda, and from it you command a view which, sweeping across the vineyards, easily extends to “fair Verona”. In 1930 grandfather Benvenuto Morando arrived and settled here with his large family, as he was attracted by a favourably positioned, sun-kissed farm, moderately exposed to sudden climatic changes. At the time the only resource he had was his labour capacity since he did not own the farm. In the 1960s, through great sacrifices and tenacity his son Giuseppe managed to buy the land which was beginning to prove suitable for vine growing. In the following years the experimental, “farmer method”, honest-to-goodness wine-making from the grapes of the earlier harvests was carried out. The results were good enough to stimulate in grandson Adriano the passion of the farmer who always seeks top quality by matching tradition with new farming techniques and by using natural and organic methods both in vineyard tending and preservation, and winery processing of grapes.



Products	annual potential*	average retail Italy
Custoza DOC	35.000	€ 6,50
Custoza Riserva 218 DOC	5.000	€ 9,00
Bardolino DOC	20.000	€ 6,50
Bardolino Chiaretto DOC	15.000	€ 6,50
Gaudium Bardolino Chiaretto Spumante DOC	3.500	€ 9,50
Bag in Box white 5 lt	3.000	€ 10,00
Bag in Box red 5 lt	3.000	€ 10,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

MENEGOTTI



AZ. AGR. MENEGOTTI

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The Menegotti farm is situated in the enchanting context of the Moreniche di Custoza hills, the ideal place for the production of high-quality wines. More than half a century of experience that has been passed on for three generations, starting from Grandfather Antonio Menegotti who was already making wine in the 50's. Over the years, perseverance and the passion for work lead the Company to diversifying its offer by adding various types of products, particularly the classic method sparkling wines, with regard to which the Menegotti Commercial Farm can be considered a point of reference within the province of Verona, for the quality of production, with its outstanding Custoza spumante, bottle fermented for 24 months. Between the 90's and the 00's the third generation, represented by grandsons Antonio and Andrea, also joins the company.



Products	annual potential*	average retail italy
Custoza DOC 2016	100.000	€ 7,00
Bardolino Chiaretto 2016	20.000	€ 7,00
Lugana 2016	20.000	€ 10,00
Custoza Superiore "Elianto" 2015	10.000	€ 10,00
"Geodoro" IGT Veronese 2013	15.000	€ 25,00
Menegotti Brut - Metodo Classico 2013	15.000	€ 20,00

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Netherlands, Germany



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Azienda Agricola Pigno is owned by the Martari family and is situated in the beautiful countryside surrounding the small town of Custoza. This traditional farmstead dating from the beginning of the 1900's has undergone full refurbishment. Roberto, the father, together with his sons Bruno and Stefano have, in recent years, injected new energy into the vineyard, fusing the latest technology with the natural wine producing propensity of the land. The company produces typical wines of Custoza area and Lake Garda area, such as Custoza, Bardolino and Bardolino Chiaretto, and wines from international grapes, like Garda Merlot and Pinot Grigio. All the grapes come from own vineyards, that express the territory of Veneto region, such as Garganega, Trebbiano, Trebbianello, Fernanda (local name for Cortese), Corvina and Rondinella, together with international ones, like Chardonnay, Pinot Grigio and Merlot.



Products	annual potential*	average retail italy
Custoza DOC 2016	30.000	€ 7,20
Bardolino DOC 2016	20.000	€ 6,80
Bardolino Chiaretto DOC 2016	18.000	€ 7,00
Garda Merlot DOC 2016	12.000	€ 6,60
Pinot Grigio IGT 2016	20.000	€ 7,50

* Approximate value intended for bottles of 0,75 lt. (except where indicated) variable depending on the year.

Marketing available except in: Germany, Poland, Holland





- **Logistics & Groupage**
- **Tour in italian wine cellars**
- **E-commerce** in franchising

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