

## SWE PIEDMONT vs TUSCANY THE WINES

### 1. PRINCIPESSA GAVIA GAVI, DOCG

**GAVI/CORTESE DI GAVI DOCG** is a white wine that must be produced with 100% Cortese grapes grown in the province of Alessandria. Still, sparkling and Riserva (aged at least until 14 October of the year following harvest) are produced.

Gavi takes its name from the town around which the Cortese grape grows to perfection. By law Gavi may not be fermented or aged in wood.

There is a charming legend about the origins of the name "Gavi." It is said that in the Dark Ages there was a golden-haired princess, the daughter of Clodimir, King of the Franks. Her name was Gavia. She fell in love with a young man who was a servant in her father's court. When the two approached the King to marry, Clodimir, of course, objected. Very much in love, the young couple eloped and made their way to a far part of the Kingdom in Lombardy. Finding the climate there inclement, they headed south towards Liguria and the Italian riviera. On the way there, they stopped at a small village where they found the wine to be exceptional and decided to remain there.

A local innkeeper befriended them, they confided their predicament to him and, as it happens, he did not keep their secret. The king was informed and, with his knights, went to bring back the hapless lovers. The story ends happily as King Clodimir, upon seeing his daughter, forgave her and, as a gesture of love, bequeathed to the young man as part of his daughter's dowry, the town where she was found. The townspeople so taken with the couple and their romantic story, renamed the town after the beautiful young princess and the Mariani family did the same when they named their winery after the Principessa Gavia!

Others suggest that the name Gavi was born from the Latin word cavatum meaning cavern which later became gavio and then Gavi.

Cortese as a variety is said to be extremely ancient, yet evidence of its existence was first noted in 1798 by the Agrarian Society of Turin. Count Nuvolone wrote of Cortese that the variety has "rather elongated clusters and somewhat large grapes. When they are ripe, they become yellow and are good to eat. They make good wine and in substantial quantity. And it keeps well." Cortese, whimsical name may refer to the fact that the wine can be supple, subtle or almost "courteous" on the palate.



**BANFI**  
*Diamond*

**PRINCIPESSA GAVIA**  
**GAVI DOCG**

*Pale straw in color and an intense, fresh and fruity bouquet, with hints of pineapple and green apple. Crisp with gentle acidity and a dry, balanced aftertaste.*

In the 6th century, Principessa Gavia fell deeply in love with a soldier. Her father, Clodimir, King of the Franks, forbade their marriage, so the lovers eloped to a remote village in northwestern Italy. Charmed by the local white wine, the newlyweds revealed their identity and were brought before the king. He realized their happiness and forgave the couple. The King blessed their union and named after his daughter both the village and its wine. It is said that their romance lives on in each glass of Principessa Gavia Gavi.

**SOIL**  
Rocky clay and marl.

**PRODUCTION TECHNIQUE**  
Following a rigorous selection of Cortese grapes, the clean must is gently pressed and fermented at a controlled temperature of 64°F for 20 days before the new wine is clarified and then bottled.

**BOUQUET**  
Intense, fresh, with aromas of pineapple and green apple.

**TASTE**  
Well-balanced, with gentle acidity and a delicate, dry finish.

**FOOD PAIRING**  
An aperitif wine, excellent with hors d'oeuvres and seafood.

**ORIGIN**  
Principessa Gavia single vineyard located in the classic Gavi region of Novi Ligure.

**VARIETIES**  
100% Cortese

**ANALYSIS**  
Alcohol 12.0% Vol  
Total Acidity 6-6.5 g/l  
Residual Sugar 5.0 g/l

**SIZE(S)**  
750ml 0 80515 16534 9

**PACK(S)**  
750ml 8pk

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**TOSCANA, IGT** represents wines that are white, red, or rose, still or frizzante, and/or made with dried grapes or grape that have been late harvested.

## 2. LA PETTEGOLA VERMENTINO, TOSCANA IGT

It was originally thought that Vermentino was introduced from Spain to Sardegna and Corsica between the 14<sup>th</sup> and 17<sup>th</sup> centuries, though the grape variety has never been found in Spain and DNA finds no connection with Spain. Vermentino likely was mentioned in Piemonte in 1658 as *fermentino*. Some scholars say the name Vermentino from the word *vermene*, a local dialect word describing a young, flexible shoot. However, it is likely based on *fermentino*, referring to the fizzy character of young wine.

Vermentino today in Piemonte, is known as Favorita, the favorite one. It is called Pigato in Liguria after its “pigmented” skin...at harvest the grape develops freckles or measles which don’t interfere with the taste but the skin is definitely “pigmented or Pigato”.

La Pettegola Vermentino is a delightful white made with Vermentino grapes grown along the Tuscan Maremma and in the Montalcino Zone. La Pettegola has its own whimsical story. The word Pettegola actually has two meanings. One is the local word for the small birds that fly along the seacoast (sandpipers). They say when the Sandpipers flock together, they chatter, almost as though they are gossiping to one another. Interestingly, the name given to the beloved grandmothers who gossip outside their homes after the day’s chores have been done, is also “pettegola”.

We know that when you taste our La Pettegola, you, too, will “gossip” about its captivating perfumes and flavors.





*Pale yellow in color, crisp and delightfully fresh with an intense fruit-forward bouquet of exotic fruit and spices typical of the Mediterranean coast.*

### LA PETTEGOLA VERMENTINO TOSCANA IGT

La Pettegola's translation take on a double meaning. The first representing the name of the coastal sea birds and the second meaning, the gossip. Think of the sweet little old ladies in the square chatting about the goings-on of town. Once you taste it, everyone will be talking about La Pettegola.

**SOIL**  
Sandstone soil with a strong presence of friable rock.

**PRODUCTION TECHNIQUE**  
Following a very soft pressing, the fermentation takes place for about 13-16 days in temperature-controlled stainless steel tanks.

**BOUQUET**  
Delightfully fresh with an intense fruit forward bouquet of exotic fruit and spices typical of the Mediterranean coast.

**TASTE**  
Fresh, crisp with well-balanced acidity and clean finish.

**FOOD PAIRING**  
Lovely as an aperitif, ideal with seafood, salads, sandwiches and vegetable dishes.

<b>ORIGIN</b> Maremma, Tuscany	
<b>VARIETIES</b> 100% Vermentino	
<b>ANALYSIS</b>	
Alcohol	13% Vol
Total Acidity	6.13 g/l
Residual Sugar	4.5 g/l
<b>SIZE(S)</b> 750ml 0.80516 41054 8	
<b>PACK(S)</b> 750ml 6pk	

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### 3. L'ARDI DOLCETTO d'AQUI, DOC

L'Ardi Dolcetto d'Acqui, DOC – L'Ardi is a delightful Dolcetto from Piedmont. Select Dolcetto grapes are vinified to create an delicious wine with an intense ruby-red color and fruity bouquet that hints of summer wild berries and finishes with a soft, spicy taste. The word L'Ardi in Piemontese dialect refers to a handsome young man who is bright and brave.

Dolcetto is an interesting grape variety. There is a red Italian wine grape variety widely grown in the Piedmont region of northwest Italy. The Italian word dolcetto means "little sweet one", but it is not certain that the name originally carried any reference to the grape's sugar levels: it is possible that it derives from the name of the hills where the vine is cultivated. In any case the wines produced are nearly always dry. They can be tannic and fruity with moderate, or decidedly low levels of acidity and are typically meant to be consumed within a few years after release.

One theory suggests the grape originated in France and was brought to Monferrato some time in the 11th century. A competing theory has the grape originating in the Piedmontese village of Dogliani. In 1593, an ordinance of the municipality of Dogliani which forbade the harvesting of dozzetti grapes earlier than Saint Matthew's Day, unless an exceptional authorization had been granted, has been taken to refer to this variety, which is still known in local dialects under the names duzet and duset.[8][9] A document of 1633 records the presence of Dolcetto in the cellars of the Arboreo family of Valenza. In 1700, Barnabà Centurione sent the wine as a gift to Queen Anne of Great Britain.

Some say that Dolcetto was a "throwaway" grape and that the Piemontese producers would plant it in and among the rows of the noble Nebbiolo. Dolcetto matures much earlier than Nebbiolo and birds (always a problem for vineyards) would feast on the "little sweet one" and leave the more important Nebbiolo alone!



**BANFI**  
*Piemonte*

**L'ARDI**  
DOLCETTO D'ACQUI DOC

*Ruby red, intense and deep color.  
Rich, fruit-forward, ripe berry flavors and characteristic dry finish.*

The term "L'Ardi" in the Piemontese dialect means "bright and brave" and refers to a fun and adventurous young man. Often called Italy's Beaujolais, this wine reflects the traditional style of Dolcetto, fresh fruit-forward and easy to drink.

**SOIL**  
Calcareous, mixed with clay.

**PRODUCTION TECHNIQUE**  
L'Ardi is produced following a traditional maceration with skin contact. After racking and gentle pressing of the must, the wine is fermented in temperature-controlled stainless steel tanks.

**BOUQUET**  
Fresh fruit with notes of cherries and blackberries.

**TASTE**  
Flavorful with varietal characteristics and a typical dry finish.

**FOOD PAIRING**  
L'Ardi is perfect for outdoor barbecues and pairs well with grilled chicken, swordfish and marinated shrimp. It is best enjoyed slightly chilled and young, when the fruit is bold and ripe.

**ORIGIN**  
Estate vineyards in the heart of the Acqui zone

**VARIETIES**  
100% Dolcetto

**ANALYSIS**

Alcohol	13.0% Vol
Total Acidity	5.2 g/l
Residual Sugar	5.5 g/l


**SIZE(S)**  
750ml 0 80516 16224 9

**PACK(S)**  
750ml 6pk

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## 4. Banfi Chianti Classico



ITALY

### CHIANTI, DOCG\*


**Chianti** - large light green area on map, may NOT use grapes from Classico



**Chianti Zones**

- Montespertoli -
- Colline Pisane – (Pisa Hills)
- Colli Fiorentini – (Florentine Hills)
- Colli Aretini – (Arezzo Hills)
- Rufina
- Montalbano
- Colli Senesi – (Siena Hills)


\* Chianti and Chianti Classico are two completely separate and distinct DOCG's



ITALY

### Chianti Classico, DOCG

**Chianti Classico** - Small dark green area on map – Original/historic growing area )



**Chianti Classico**

- 12%
- Can be released 1 October of the year after harvest

**Chianti Classico Riserva**

- 12.5%
- Requires two plus years of age.

**Gran Selezione** is a new classification. It requires at least 30 months of ageing.

• Chianti and Chianti Classico are two completely separate and distinct DOCG's



The reputation of the wine produced in the Chianti Classico district was established long ago and, as often occurs when a product is highly successful, numerous imitations surfaced over the years. As a result, Cosimo III, Grand Duke of Tuscany, decided in 1716 to issue an edict in which he officially recognized the boundaries of the Chianti district. The edict was the world's first legal document defining the production zone of a wine but it proved to be insufficient, since bogus Chianti continued to appear just about everywhere. To deal with that problem, a group of producers in Chianti assembled on May 14, 1924, at Radda in Chianti to establish a voluntary association to defend and promote their authentic wine. They adopted the name *Consortio per la difesa del vino tipico del Chianti e della sua marca di origine* (Consortium for the Defense of the Typical Wine of Chianti and its Brand Name of Origin). Over the years, the organization changed its official name several times and is now known as the *Consortio del Marchio Storico-Chianti Classico*. However, it has always retained the symbol of the Black Rooster, which has become an essential element of its image and a guarantee of quality. In reality, that symbol has always identified the entire Chianti Classico zone and its origin is no longer known.

### The Legend of the Black Rooster

A fascinating legend links it with the rivalry between Siena and Florence in the medieval period. In a bid to end their interminable wars, the two Tuscan cities decided to entrust the definition of their boundaries to an unusual contest between two horsemen. They agreed that the frontier of the two republics would be drawn at the point where the riders met after setting out at cockcrow from their respective communities. The Sienese selected for the purpose a fine, much-pampered white rooster, which had become unusually plump because of its rich diet. The Florentines chose a black rooster and gave it so little to eat that on the appointed day it began to crow long before dawn. As a result, the Florentine rider set out early and met the other horseman at Fonterutoli, only a few dozen miles from Siena. For that reason, virtually all of the Chianti Classico zone passed into the jurisdiction of Florence, the republic of the lily.

Although this account is just a legend, it is absolutely certain that the profile of a black rooster was the emblem of the historic League of Chianti, which governed the territory from the early years of the 14th century. Giorgio Vasari painted a black rooster on the ceiling of the Hall of the Five Hundred in Florence's Palazzo Vecchio

as an allegory of Chianti. The Consortium therefore chose that symbol, more than seven centuries old, as a guarantee of the quality of its wines. At its inception in 1924, the Consortium had 33 producer-members. The membership has steadily grown and now exceeds 600, of whom 250 bottle wine under their own labels. Altogether, the members produce more than 80% of all wine qualifying for the Chianti Classico appellation. The membership is highly varied, with small, medium and major producers, cooperative wineries and industrial operations. All are united in respecting the rules imposed by the Consortium.

**Banfi Chianti Classico, DOCG** – produced with predominantly Sangiovese grapes from the original and perhaps the finest Chianti zone, the wine offerings inviting floral and fruit aromas, it's elegant and complex and sports some of the trademark earth and leather notes characteristic of the zone.



## BANFI CHIANTI CLASSICO DOCG

*Banfi Chianti Classico embodies all the characteristics that have made this wine an enduring classic: an alluring bouquet of black fruit and violets; rich flavors of cherry and leather; supple tannins and good acidity for dining.*



Chianti is produced in eight adjacent, yet distinct, areas that cover a vast part of central Tuscany. But only one, which is the oldest and original, may produce Chianti Classico. However, provenance alone is not sufficient to merit the designation Chianti Classico. The producer must strictly adhere to all DOCG rules, which cover elements of vinification (such as alcohol content, yield per acre, and blend) as well as aging and bottling.

**SOIL**  
Calcareous and well-structured.

**PRODUCTION TECHNIQUE**  
Fermentation takes place with a traditional skin contact of 8-10 days. A short wood aging in large casks of French oak follows. Bottling is carried out in the summer following the harvest.

**BOUQUET**  
Intense with notes of cherries, plums, and violets.

**TASTE**  
Rich flavors of cherry and leather. Supple tannins and good acidity.

**FOOD PAIRING**  
Perfect accompaniment to a wide variety of foods, including red-sauced pastas, grilled meats and roasts.

### ORIGIN

Chianti Classico zone, between Florence and Siena, Tuscany (Italy)

### VARIETIES

Predominantly Sangiovese with small amounts of Canaiolo Nero and Cabernet Sauvignon

### ANALYSIS

Alcohol	12.5% Vol
Total Acidity	6.5 g/l
Residual Sugar	0.8 g/l

### SIZE(S)

5L	0 80516 40701 2
750ml	0 80516 16085 6

### PACK(S)

5L	
750ml	12pk



## 5. L'ALTRA ANIMA BARBERA D'ASTI

BARBERA is the most widely planted of all Piedmontese vines and likely an ancient varietal. However, little is known of the variety's history before the 18th century. It was first officially mentioned by Count Nuvolone, head of the Agrarian Society when he listed the grapes grown in Piedmont in 1798 and described it as "an imposing wine that is always rather severe but richly and exquisitely perfumed and with a flavor that couples strength and finesse." "Il" or rather "La" Barbera as is Piedmontese tradition is appreciated throughout Italy.

Some, however, suggest that praise for this wine dated to 663 when Paul the Deacon in his account of the Battle of Refrancore wrote that the Longobards defeated the Franks after getting them drunk on wines from local cellars. He said the Longobards filled amphora with wine and scattered the containers throughout the fields. This jugs caught the attention of the Franks and they happily quaffed the wine to defeat!

Famous for its capacity to create warmth and engender vigor, Barbera was hailed by the officers of the Savoyard army as a "sincere companion." For it was said to promote "level headedness in the field of battle." Piedmontese drink more red than white and about half that red is Barbera. Some Barberas are well aged but this wine can also be very attractive in its lively, youthful fruity and lightly sparkling version.

Primarily in Piedmont, Barbera is widely diffused throughout the peninsula. Second largest red varietal after Sangiovese. In Piedmont it is historically grown in Asti, Monferrato and the Langhe.

L'Altra Anima Barbera d'Asti, DOCG - L'Altra anima, translates to "the other soul" featuring Barbera, the favored grape variety of the Piedmont region. Barbera is iconic and created in many styles. Our L'Altra anima takes the form of a captivating wine as represented by the beautiful woman on our label. Her dress recalls the rolling hills, forming its identity and strength while the wine is as fresh, lively and animated as our stylish lady! After a short cold maceration, fermentation with the skins follows for 5-7 days with delicate pumping to enhance the fruity aromas. During fermentation two "delestage" take place. The malolactic fermentation follows, partly in barriques (new oak) and partly in steel. The wine is deep ruby, fresh, fruity and complex, with notes of blackberry and plum. It is full-bodied, well balanced and dry with sweet tannins and fresh acidity, typical of the grape.



**BANFI**  
*Piemonte*

**L'ALTRA ANIMA**  
**BARBERA D'ASTI DOCG**

Deep ruby red with notes of blackberry and plum.

L'Altra anima, translates to "the other soul" featuring Barbera, the favored grape variety of the Piedmont region. Barbera is iconic and created in many styles. Our L'Altra anima takes the form of a captivating wine as represented by the beautiful woman on our label. Her dress recalls the rolling hills, forming its identity and strength while the wine is as fresh, lively and animated as our stylish lady!

**SOIL**  
Calcareous with abundant clay.

**PRODUCTION TECHNIQUE**  
After a short cold maceration, fermentation with the skins follows for 5-7 days with delicate pumping to enhance the fruity aromas. During fermentation two "delestage" take place. The malolactic fermentation follows, partly in barriques (new oak) and partly in steel.

**BOUQUET**  
Fresh, fruity and complex, with notes of blackberry and plum.

**TASTE**  
Full-bodied, well balanced and dry wine with sweet tannins and fresh acidity, typical of the grape. The finish is long, with notes of fruit.

**FOOD PAIRING**  
Ideal as an aperitif, and pairs with pasta, game, cold cuts and cheese.

**ORIGIN**  
Piemonte, Italy.

**VARIETIES**  
100% Barbera

**ANALYSIS**  
Alcohol 13.3% Vol  
Total Acidity 5.7 g/l  
Residual Sugar 2.8 g/l

**SIZE(S)**  
750ml 0 80516 41094 4

**PACK(S)**  
750ml 6pk

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## 6. AKSA, BOLGHERI ROSSO, DOC

### CABERNET



Cabernet Franc



Cabernet Sauvignon

Vines in the Cabernet-Merlot family were known to the ancient Romans as Biturica after a tribe in France's Gironde. It isn't clear whether they remained in Italy afterwards, but what was known in eighteenth-century Tuscany as uva francesca was probably a Cabernet. In the nineteenth century, vines were planted in much of Italy, though after phylloxera they remained mainly in the northeast where the productive Cabernet Franc was favored.

Today Cabernet Sauvignon is often preferred in the northeast and other regions for distinctive varietal wines and used in Bordeaux blends with Merlot and Malbec, as well as with native varieties, notably Sangiovese in Tuscany. "Cabernet" on an Italian wine label usually means that the wine is a blend of Cabernet Franc and Sauvignon, usually more of the former than the latter.

Cabernet Franc is the most widely planted of the Cabernet family of vines. It dominates the Cabernet plantings in the Tre Venezie; it is also planted as in the south as well as in Lombardy, Emilia-Romagna and in Tuscany. Quite interesting is the fact that Cabernet Sauvignon is a crossing of Cabernet Franc and Sauvignon Blanc! Cabernet Franc wines tend to be similar in aroma to those made from Cabernet Sauvignon but with a more pronounced herbaceous or bell pepper character. The Franc wines are generally considered softer and rounder.

Cabernet Sauvignon has been less popular in Italy possibly due to its lower yields and the fact that its wines usually require more ageing. It is, however, becoming more popular as plantings increase in Tuscany, Piedmont and in other parts of the peninsula. As in Bordeaux, Cabernet Sauvignon is frequently blended with Cabernet Franc or Merlot, although it blends well with Sangiovese in Tuscany or added to the region's Chianti blend. Cabernet Sauvignon produces deeply colored wines that are often hard and tannic in their youth, requiring time to soften and round out. In aroma these wines frequently offer suggestions of green olives, cassis or black currants, or cedar.

In Italy Cabernet Sauvignon is planted throughout the northeast as well as in Emilia-Romagna, Toscana and Umbria. Plantings are found throughout the peninsula and in Sicily and Sardinia.



Deep ruby red with violet reflections. Red berries, blueberries and plum jam are followed by hints of tobacco and licorice. The wine is well rounded, with velvety tannins and a persistent finish.



## ASKA BOLGHERI ROSSO DOC

ASKA, in Etruscan means container. The Etruscans used it as a vessel to store wine and olive oil and to collect perfumes and nectars. However, not only: as the legend goes, this was a treasure chest to protect hopes, dreams, happiness and joy, entrusted to Etruscan gods Cuatha and Sennia (Sun and Moon), represented by the two bright spheres which mark day and night on the label. Produced with a selection of Cabernet Sauvignon with a small percentage of Cabernet Franc from highly specialized vineyards, Aska is the Bolgheri Rosso DOC that expresses the winning alliance between tradition and innovation which is, and always has been, a core Banfi philosophy.

**SOIL**  
Alluvial soils, limestone and clay.

**PRODUCTION TECHNIQUE**  
The grapes of ASKA are vinified with a brief maceration in temperature-controlled stainless steel tanks for approximately 12-14 days. Once the alcoholic and malolactic fermentations are completed, the wine is aged for 10 months in oak barrels, completing its evolution with appropriate bottle aging.

**BOUQUET**  
Red berries, blueberries and plum jam are followed by hints of tobacco and licorice.

**TASTE**  
The wine is well rounded, with velvety tannins and a persistent finish.

**FOOD PAIRING**  
Superb accompaniment to red meats, game, and aged cheeses.

**ORIGIN**  
Bolgheri DOC

**VARIETIES**  
Predominantly Cabernet Sauvignon with Cabernet Franc

**ANALYSIS**  
Alcohol 14.0% Vol  
Total Acidity 5.2 g/l  
Residual Sugar 0.4 g/l

**SIZE(S)**  
750ml 0 80516 60024 6

**PACK(S)**  
750ml 6pk



7. **MARCHESI di BAROLO, BAROLO DOCG Marchesi di Barolo – IMPORTED BY FREDERICK WILDMAN** 307 E 53rd St #3, New York, NY 10022  
[\(212\) 355-0700](tel:(212)355-0700)

Celebrating 90 counting! (1929 – 2019) The Marchesi di Barolo estate encompasses approximately 430 acres of vineyards in the Langhe, some of the finest in Piedmont, including the prestigious Cannubi cru. The cellars are located in the village of Barolo, overlooking the Renaissance castle of the Marchesi Falletti di Barolo.



Barolo as we know it today was first made in the early 19th century by the Marchese Carlo Tancredi Falletti di Barolo and his wife, Giulia. The wine from their estate soon became known as “the wine from Barolo”, served at important diplomatic and royal functions. The Marchesi had no children and following the death of the couple, the Marchesi di Barolo dynasty was left without an heir. Per the wishes of Marchesa Giulia, a great philanthropist, the family assets were donated to charity and a non-profit foundation was created in their name, “Opera Pia Barolo”, helping the most needy of nearby Torino. The sales of wine from their Barolo vineyards continue to fund the charity, which still exists today. In 1929, local winemaker, Pietro Abbona purchased the cellars formerly owned by the Marchesi and eventually acquired all their vineyard holdings as well.



Today, Marchesi di Barolo remains a family business. Since 2006, the estate has been under the direction of Pietro’s great-grandson and fifth-generation winemaker, Ernesto Abbona and his wife Anna, who have inherited a longstanding winemaking tradition and a love of the vineyards and its wines.

“You would expect some pretty special examples of Barolo with this name, and the winery delivers; especially noteworthy are the Cannubi and the Coste di Rose, as well as the Sarmassa in most years. Somewhat modern in their approach, the Barolos here also pay tribute to the winemaking heritage of this territory; the wines offer excellent ripeness and harmony.” — Forbes.com, ‘The 25 Best Producers of Barolo’, November, 2018

**Marchesi di Barolo, Barolo** Garnet-red in color with ruby reflections. An intense odor with clean scents of roses, vanilla, roasted hazelnuts, licorice and spices. Full, elegant, full-bodied and austere flavor with recurring hints of the olfactory sensations. Pleasant touch of tar and oak notes in perfect equilibrium.

**Technical Details** **Appellation:** Barolo DOCG **Varietal:** Nebbiolo

**Winemaker:** Flavio Fenocchio **Sustainability:** Sustainable Practices **Soil:** Sand

**Alcohol:** 14.5% **Ttl Acidity:** 5.9g/l **Residual Sugar:** 2.5g/l

**Sizes Available:** 750ml **UPC Code:** 0 89744-75980 1

## NEBBIOLO

Pliny noted in his "Natural History that good wines were produced in the area of Alba and Pollentia (now Pollenzo - located west of Alba)." The fame of the wines of Pollentia spread to Rome and Romagna where amphorae containing these wines have been unearthed. In his writings, Pliny makes note of a vine he called allobrogica, a late-ripening and cold resistant black grape. This describes the Nebbiolo. A variety that bursts early and ripens late, the harvest taking place when the valleys are filled with morning mists, nebbia, from which the vines takes the name that it is commonly known by today...or the name could refer to the waxy bloom that covers ripe grapes. Earlier it was referred to as vitis vinifera pedomontana, later nubiolum.

The late Renato Ratti, who did extensive research on the wines of Piemonte, noted references to the "nibioli" in documents from the 1200's. References exist in 1268 to the "nebbiolo" being cultivated in Piemonte. In 1340, reference is made to the nubiola as being a marvelously vinous variety that makes an excellent wine, very strong, one to keep.

It was then as it is now, a highly regarded variety in 1511, the local statues of the commune of La Morra refer to the Nebbiolo as a "precious variety" and one to be particularly protected.

There is also a popular legend that explains the origin of the name Nebbiolo. It concerns a monk who cultivated a small garden near the hut in which he lived. He also tended a small vineyard from which he obtained the little wine that he himself consumed. One morning, he found that the garden and vineyard were hidden by thick fog. He saw in that phenomenon a sign that the Lord was angry with him and he therefore ceased cultivating the earth to dedicate himself entirely to prayer. When the period of the harvest arrived, the fog finally dissipated, revealing clusters of grapes, now ripe, that gleamed like gems in the sunlight.

## NEBBIOLO & SUB-VARIETALS

Nebbiolo has different names depending upon zone of production. In Aosta and Torino it is known as **PICOTENER** or **PUGNET**. In Novara - Vercelli it is called **SPANNA**. In the Valtellina it is known as **CHIAVANNESECA**. In the Lange-Monferrato it is the **NEBBIOLO**.

The Cobiano and Corosso of Ghemme are believed to be clones of Nebbiolo as is the Prunent of Valiggezzo. There are three recognized clones for DOC wines. **MICHET** or **MICOT (Piemontese dialect)** is named for its small, compact form, which is likened to a small loaf of bread, it is the most esteemed subvariety. It produces a small quantity of high quality fruit but fares best only in those areas with the most favorable soils and microclimates. **LAMPIA** has longer, more loosely composed clusters. This is the most widely planted subvariety. It has a greater production, of consistent quality. Its wines are noted for their elegance and perfume.

There is very little of the sub-variety **ROSE'** planted. It is similar in appearance to michet but generally produces a wine with less color and less body than the other two. (However, back in the day, Vietti from the Briacca vineyard 100% rose, seemed to contradict this.)

Nebbiolo produces deeply colored, robust wines, high in tannin and hard, even harsh, in their youth. Their deep ruby color turns to garnet, taking on a brickish hue with maturity which shades to orange and then onionskin. The youthful aroma of cherries takes on a floral aspect hinting of violets or roses and with age developing a complexity of nuances - tobacco, licorice, camphor, tartufo and a particularly characteristic note of goudron or tartufo.

Giovan Battista Croce, court jeweler to Victor Emanuele I, and a knowledgeable amateur viticulturalist who wrote a treatise on the subject, considered the nebbiolo the "queen of the black grapes." Its wines were much appreciated by the House of Savoy. Such was the esteem that the Dukes of Savoy sent a shipment of Barolo to Louis XIV of France. Louis was impressed and pronounced the wine "excellent."

In Milano, Gattinara was appreciated at the court of the dukes of Sforza.

In the early 1700's the Nebbiolo wines of Piedmont were discovered by English merchants seeking an alternative for the wines of Bordeaux. Records show that they ordered the wines of Barolo and Gattinara but the problems of transportation as well as the taxes levied by the Genovese republic were insurmountable.

The vineyards in this area tended to be very small and fragmented among many small growers, who also had to have land for grain and other produce for the families and livestock to live on. Today it is still a region of small farms.

## BAROLO

The Marchesa Falletti deserves credit for changing Barolo, in about 1840, into the dry wine that it is today. Previously the wines of the Langhe always had some residual sugar. In the 1800's tastes were beginning to change in Europe and dry wines began to gain favor over the sweet or semisweet styles previously preferred.

At Castello di Grinzane, Italy's future prime minister, Conte de Cavour, a cousin of the Marchesa, ran a model farm where he planted experimental vineyards and made a serious study of the vineyards. Count Oudart, the Falletti's enologist, introduced new vinification methods as well as innovations in the vineyards, which were considered the most advanced in the Langhe. Cavour collaborated with the Marchesa and Oudart to improve the quality of the region's wines and develop the new dry style.

According to Renato Ratti, Barolo was the first wine of the Langhe to be made completely dry, followed by Barbaresco, Dolcetto, Barbera, Grignolino, Bonarda, etc. until finally more than a century later, in the 1950's Nebbiolo d'Alba.

Barolo is the most majestic of the Nebbiolo wines. It has been defined as the "king of wines and the wine of kings" because of its regal characteristics. This standard bearer of Italian enology began acquiring its royal standing as early as the Middle Ages and its reputation steadily grew in succeeding periods. It was customary for sovereigns, as well as many nobles, to enrich their tables with classic Bordelais or Burgundian bottles of wine. It is reported that Barolo was often found on the table of Louis XIV, while other admirers of the wine included Charles Albert and Maria Cristina of Savoy. Pontiffs were also enchanted by the wine.

Barolo is a powerful wine, rich and robust, yet complex and harmonious. In youth it is austere; with age it takes on a velvety texture developing a depth of flavor and grandeur equaled by few wines.

The crus (single vineyards) of Barolo have become more and more popular. Besides carrying the name of the production zone and the producer, they also carry the name of the vineyard plot where the grapes were grown. It is a latest trend but not a new concept or practice. Among the oldest bottles of Barolo in existence are two labelled simply 1752 Cannubi, the most famous vineyard in the zone. In the cellars of Barolo, the wines from the various locations are usually vinified separately and held in different casks marked with the names of the vineyards, even parts of vineyards.

The best vineyards, naturally, have the best exposure to the sun, the best drainage and the best subvariety of Nebbiolo.

Two main subdivisions in Barolo - Barolo (west) and Serralunga (east) - La Morra and Barolo itself are the major villages in the western valley which also encompasses Novello and Verduno. In the Serralunga valley, Serralunga d'Alba, Castiglione Falletto and Monforte are the major towns; Grinzane Cavour is also included in this district.

Generally speaking, the wines of Barolo are noted for their perfume and delicacy; they are lighter in body and develop sooner than those from the Serralunga valley which are richer, fuller in body, more tannic and robust; they take longer to come around and are longer-lived.

Wines of the Serralunga are noted for licorice and tar, camphor and mint. Those from Castiglione Falletto have a pronounced licorice characteristic and nuances of spice, mint, dried peaches, and plums; those from Monforte recall spices, mint, hazelnuts, and mint, hazelnuts and almonds. The wines from the Barolo valley bring up underbrush and tartufi as well as licorice. Those from the village of Barolo have less of a licorice character but more suggestions of underbrush, truffles and mint. Those from Cannubi display notes of tartufi, underbrush, raspberries, and black cherries. The wine of La Morra, especially from the slopes, combines the nuances of tartufi, mint, tobacco, spices, cherries and blackberries.

FREDERICK WILDMAN AND SONS, LTD.  
IMPORTERS AND WINE MERCHANTS



## MARCHESI DI BAROLO - BAROLO DI BAROLO DOCG 2015

### OVERVIEW

<https://www.reservebar.com/products/marchesi-di-barolo-del-comune-di-barolo-2014>

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**Terroir:** This particular Barolo is made up exclusively of a blend of the various Barolos obtained from the historic vineyards owned by Marchesi di Barolo located in the municipality of Barolo, namely: Cannubi, Sarmassa, Coste di Rose, Casteller, Boschetti, Preda, Vignane and Ravera. Vineyards are cultivated using the Guyot system on hills with favorable slopes and terrains of medium consistency. The soils contain substantial amounts of quartz sand.

**Vinification:** Grapes, harvested by hand, are destalked and soft-pressed. The must is fermented at controlled temperature in stainless steel tanks 28-30° degrees C. (82-86° F.). The skins are macerated for 8 days, depending on the vintage, with racking of the wine when fermentation has been completed. The next malolactic fermentation ends within December.

A certain amount of these Barolo Crus, each vinified and aged separately, are combined in a traditional Slavonian oak cask and allowed to mature for an additional 12 months in bottle before being released onto the market. Each year, therefore, the winemaker has the opportunity to choose the amount of each individual cru to be used for the blend so as to achieve the best "Cuvée" according to the characteristics of the individual vineyards and the climatic conditions of the vintage. The Barolo of the Commune of Barolo reaches its maturity 6 years after the harvest while its plateau of maturation typically takes place somewhere between 6 and 30 years.

### ADDITIONAL DETAILS

Garnet-red in color with ruby reflections. An intense odor with clean scents of roses, vanilla, roasted hazelnuts, licorice and spices. Full, elegant, full-bodied and austere flavor with recurring hints of the olfactory sensations. Pleasant touch of tar and oaky notes in perfect equilibrium.

### Technical Details

**Appellation:** Barolo DOCG  
**Winemaker:** Flavio Fincocchi  
**Sustainability:** Sustainable Practices  
**Soil:** Sand  
**Alcohol:** 14.5%

**Ti Acid:** 5.9g/l  
**Residual Sugar:** 2.5g/l  
**Stems Available:** 750ml  
**UPC Code:** 0 89744-75980 1  
**Varietal:** 100% Nebbiolo

## 8. CASTELLO BANFI BRUNELLO di MONTACINO, DOCG

### ITALY's HOT RED GRAPE - SANGIOVESE IN TUSCANY Some Sangiovese Clones



JANUS 50



JANUS 10



BF 30

Sangiovese, clearly a native, is the most widely planted of Italy's red grape varieties and is of particular interest in Emilia Romagna, Tuscany, the Marches and Umbria. Over 650 clones of Sangiovese have been identified in the Montalcino zone alone, approximately 15 of which have been studied and registered by Castello Banfi (the only winery to undertake such a project). The Sangiovese is used in the production of Brunello di Montalcino and Prugnolo of Montepulciano (Vino Nobile) Chianti and Morellino di Scansano among others.

*Sangiovese* is a word that has created much confusion and argument. Some say that *Sangiovese* is a synonym for the Sangiovese of Chianti, still others insist that it is the "original" Sangiovese variety of Montalcino. It was believed (before DNA studies) that the Sangiovese of Chianti was a small berried, thin-skinned grape while that of Montalcino (and Montepulciano and Scansano) was a larger, thicker skinned berry. This information has been proven false. In fact, the exact same clones when planted in these different zones (due to terroir, et al) produce significantly different wines.

Sangiovese di Romagna differs from Sangiovese of Tuscany as that of Romagna, produces a very "juicy" grape. Depending upon the particular clone used, the wines here range from pale and thin to richly colored and full-bodied.

The region of Emilia Romagna claims the origin of Sangiovese as their own. They tell a story of a German Bishop who was on his way to see the pope in Rome. The Bishop stopped on his way south at a small monastery where he enjoyed their hospitality for a number of nights. Upon leaving the Bishop went to the abbot not only to thank him for his hospitality but also to learn the name of the red wine that he had so enjoyed during his stay. The abbot did not have an answer as to the name of the wine as it was a simple red that the monks produced from their vineyard slopes where the Abbey was located. They say a quick witted young monk was nearby, overheard the conversation, and immediately jumped in to help his abbot. The monk said, "your Excellency, the name of the wine is sangue di giove (blood red color of the wine and the grapes came from that monastery that was and still is located on the hillside of Monte Giove). The people of Emilia Romagna swear to this day that Sangiovese is a contraction of Sangue di Giove and that THEY originated this lovely wine.

The Sangiovese planted in California seems to be that of clones from the Montalcino zone, as in the case of Atlas Peak.

#### CLONE RESEARCH AT CASTELLO BANFI: BUILDING A BETTER BRUNELLO

While Dolly the Sheep and genetically engineered broccoli may smack of high technology and spark international controversy, clonal research has been an integral part of wine making's oldest and most vaulted traditions.

"When we started planting single vineyards of noble French varieties on the Castello Banfi estate in 1978," said Ezio Rivella, "our work was fairly straightforward." The University of Bordeaux and other institutions had

already done much of the research on the genetic family of Cabernet Sauvignon, for example, and helped Rivella determine which clones were adapted for the soil types, altitude and sun exposure of the sites he had in mind. But when it came to the region's traditional native variety, Sangiovese Brunello, Rivella found a different situation.

"The local vineyards of Sangiovese were a mix of 650 different individual clones," Rivella said. "They made field selections of the most productive, since quantity was their concern over quality, but that was based only on visual inspection of the grape bunches. If they did occasionally make a good wine, they didn't know why!"

Working together with the University of Milan, the Castello Banfi team found Sangiovese to be a much broader family than typical French varieties, running the spectrum from watery-light to inky-dark in terms of color alone. Their initial step was to determine which of the differences were truly genetic and which were the result of mutations based on microclimate. Through extensive planting across the region, they subdivided the 650 clones into 5 fundamental types, and from there narrowed down 180 "presumed" clones. They then isolated 15 which represent the greater part of the grape's inherent variables. Today they have definitive results for these clones.

Maurizio Marmugi, former Chief Agronomist at Castello Banfi, determined the work to be a "weak selection" on purpose. "We are not looking for a super clone," he said. "Sangiovese is a population vine, very subject to weather conditions and other variables, so it is important to have a selection of clones with different strengths and weaknesses in a given vineyard in order to achieve consistency from vintage to vintage."

Marmugi's work began with the planting of "catalogue fields," vineyards with two rows each of several clones. The individual rows were carefully monitored and individually harvested for separate microvinification in the Banfi winery, paying careful attention to the effects of the soil type they were planted in (defined by dug-out profiles), the position of the vineyard, and the weather conditions on each individual clone. Since vines take over 3 years to begin bearing fruit and Brunello is traditionally aged four years before release, the work is long term and painstaking. The result of this vineyard observation and continuous analytical tasting of the resulting wine is a eight-pointed chart that graphs the wine according to its strongest characteristics (bouquet, tannins, spiciness, color, aroma, etc.). The theory is to overlay each of these charts, as on acetate sheets, to arrive at the perfect octagon.

Banfi has been planting new vineyards on selected sites with the final selection of 6 clones in exact proportions determined to result in a consistently superior wine.

The salient points:

It is not accurate to say that Brunello di Montalcino is produced exclusively from 'Sangiovese Grosso.' This was one of the tenets of Biondi Santi, which finds no support in either practice or regulations. The latest update (1992) of the production discipline speaks simply of 'Sangiovese, in Montalcino referred to as Brunello.'

1. Sangiovese or Sangiovese both refer to a vine that has multiple characteristics
2. Of the 180 clones of Brunello and Sangiovese that Castello Banfi has assembled on our estate, there are large, small, but above all medium sizes. The 12 best clones chosen for their superior characteristics have the medium size berry. Today at Castello Banfi we use 5 clones in each vineyard, in order to have a more balanced production, since each clone excels in different characteristics (color, bouquet, softness, etc.)
3. Of utmost importance to the detail of qualitative results is the climate-soil factor, which in Montalcino finds optimal conditions. A poor soil, high in acid, full of stones, rich in clay, to withstand the long dryness of summer. It is a hot climate, crossed by winds and exposed to sun.
4. Stringent parameters are the essence of cultivation. Sangiovese tends to be very productive; it must be slowed down with a severe pruning, very short, using the 'cordone speronato' method of only one shoot from the trunk, pruning back also the grape bunches as necessary to achieve a production of 6-7 tons of grape per hectare. This is the only way to acquire character, and in Montalcino one can take these measures because the sacrifices are rewarded on the market.



5. In the past, Brunello di Montalcino was surely of a lower quality standard than it is today, because of grape quality and production technique. They were weaker in color, thin, more acidic. Today they are more dense, more fruity, with good longevity, lower acidity, but above all much more pleasing to the palate.
6. The cause of this improvement can be found in the improved quality of the grapes, in the more intense maceration techniques, a better extraction of polyphenols, and greater control over maceration temperature. Tremendous progress has been made in a more correct and rational use of wood, disposing of useless centuries-old barrels and concentrating on quality woods, systematically renewed. More frequently the wines are seeing short periods in barrique as well.

Brunello di Montalcino is born of 100% Sangiovese grown in DOCG vineyards in and around the town of Montalcino. By law the wine must age for a minimum of four years, at least two in wood before it may be released. The ageing begins January 1 of the year following harvest. The wine may not be released until January 1 of the 5<sup>th</sup> year following harvest. Riservas must age for one additional year and are released January 1 of the 6<sup>th</sup> year following harvest



## CASTELLO BANFI BRUNELLO DI MONTALCINO DOCG

*Intense ruby red in color with garnet reflections. Aromas of violets and vanilla, with hints of licorice. Velvety palate, with tart-cherry flavors and traces of spice. Well structured with supple tannins, superb concentration, and good acidity. Persistent finish.*



Brunello di Montalcino was Italy's first wine to be accorded DOCG status, a testament to its aristocracy, balance and fabulous proclivity for aging.

### SOIL

Stony, calcareous and well-structured.  
Altitude: 720 feet above sea level.

### PRODUCTION TECHNIQUE

Our Banfi Brunello di Montalcino is a culmination of over three decades of Castello Banfi's pioneering research on the clones of Sangiovese; with the goal of producing a more outstanding quality Brunello. A meticulous grape selection is followed by vinification with skin contact for 10-12 days. Released in the 5th year after harvest, the wine is aged for a minimum of 4 years, including 2 years in oak barrels of various sizes, mainly French oak barriques, and partly in Slavonian oak casks.

### BOUQUET

Ethereal, violet, vanilla with hints of licorice.

### TASTE

Full, soft, velvety, with traces of spice.

### FOOD PAIRING

Perfect with red meats, wild game and aged cheeses.

### ORIGIN

Montalcino, Southern Tuscany, Italy

### VARIETIES

100% Sangiovese, select clones

### ANALYSIS

Alcohol	14% Vol
Total Acidity	5.0 g/l
Residual Sugar	0.5 g/l

### SIZE(S)

5L	0 80516 04421 7
3L	0 80516 04420 0
750ml	0 80516 04424 8
375ml	0 80516 04422 4

### PACK(S)

5L	
3L	
750ml 6pk	
375ml (limited)	

## 9. **MARCHESI di BAROLO, BAROLO DOCG**

### **Marchesi di Barolo**

Celebrating 90 years and counting! (1929 – 2019) The Marchesi di Barolo estate encompasses approximately 430 acres of vineyards in the Langhe, some of the finest in Piedmont, including the prestigious Cannubi cru. The cellars are located in the village of Barolo, overlooking the Renaissance castle of the Marchesi Falletti di Barolo.

Barolo as we know it today was first made in the early 19th century by the Marchese Carlo Tancredi Falletti di Barolo and his wife, Giulia. The wine from their estate soon became known as “the wine from Barolo”, served at important diplomatic and royal functions. The Marchesi had no children and following the death of the couple, the Marchesi di Barolo dynasty was left without an heir. Per the wishes of Marchesa Giulia, a great philanthropist, the family assets were donated to charity and a non-profit foundation was created in their name, “Opera Pia Barolo”, helping the most needy of nearby Torino. The sales of wine from their Barolo vineyards continue to fund the charity, which still exists today. In 1929, local winemaker, Pietro Abbona purchased the cellars formerly owned by the Marchesi and eventually acquired all their vineyard holdings as well. Today, Marchesi di Barolo remains a family business. Since 2006, the estate has been under the direction of Pietro’s great-grandson and fifth-generation winemaker, Ernesto Abbona and his wife Anna, who have inherited a longstanding winemaking tradition and a love of the vineyards and its wines.

“You would expect some pretty special examples of Barolo with this name, and the winery delivers; especially noteworthy are the Cannubi and the Coste di Rose, as well as the Sarmassa in most years. Somewhat modern in their approach, the Barolos here also pay tribute to the winemaking heritage of this territory; the wines offer excellent ripeness and harmony.” — Forbes.com, ‘The 25 Best Producers of Barolo’, November, 2018

**Marchesi di Barolo, Barolo** Garnet-red in color with ruby reflections. An intense odor with clean scents of roses, vanilla, roasted hazelnuts, licorice and spices. Full, elegant, full-bodied and austere flavor with recurring hints of the olfactory sensations. Pleasant touch of tar and oaky notes in perfect equilibrium.

**Technical Details** **Appellation:** Barolo DOCG **Varietal:** Nebbiolo

**Winemaker:** Flavio Fenocchio **Sustainability:** Sustainable Practices **Soil:** Sand

**Alcohol:** 14.5% **Ttl Acidity:** 5.9g/l **Residual Sugar:** 2.5g/l

**Sizes Available:** 750ml **UPC Code:** 0 89744-75980 1

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