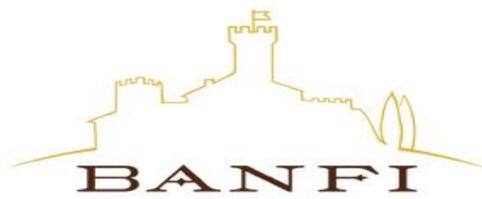


# Wacky, Whismical, Wondrous White Wines of Italy

Society of Wine Educators  
August 2018





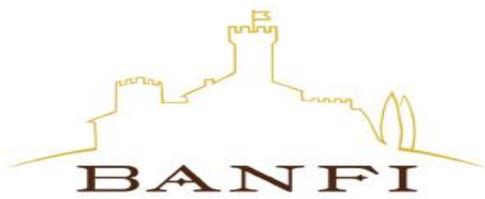
## PASSIONATE ROOTS

We are an **Italian-American family** founded in 1919 by our grandfather, John Mariani Sr. We remain **family-owned** today and our **values** have remained the same. Our **pioneering spirit** coupled with **passion** and our **love of fine wine** has built Banfi into America's leading wine marketer and fine wine producer over the last four decades

### Our mission

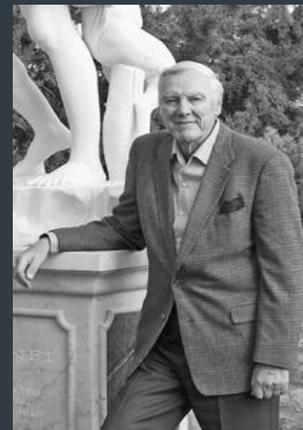
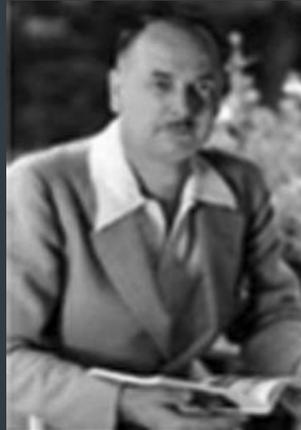
is to **nurture** our leadership position by offering wines of **superior quality & authenticity**, and fostering the appreciation of wine through **education**, while maintaining **family ownership, business ethics**, and a culture of **teamwork and pride in shared success.**

3<sup>rd</sup> Generation  
President and CEO  
Cristina Mariani-May



# A Family Story

3 Generations – Family Owned and Operated



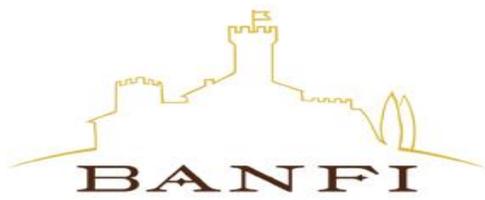
- The **Banfi** name comes from the aunt of Giovanni F. Mariani Sr., **Teodolinda Banfi**
- In 1919, in New York, **Giovanni F. Mariani Sr.** founded Banfi in honor of his aunt.
- It was Giovanni Mariani's two sons, **John** and **Harry**, who expanded Banfi Vintners, and **founded** the **Castello Banfi** vineyard estate in Montalcino.
- Today, the third generation, CEO and President **Cristina Mariani-May**, looks after their Italian properties as well as the thriving import business in the US.



# A Family of Wine Families

heritage, passion, pioneering, knowledge

**BANFI**  
VINTNERS



# Global Hospitality

Where our Families Live

Banfi Vintners - Old Brookville, NY



Castello Banfi /Banfi Tuscany



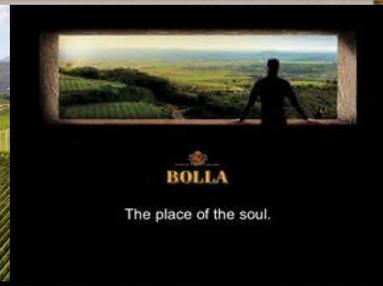
Riunite – Emilia Romagna, Italy



Fontana Candida – Rome, Italy



Banfi Piemonte



Bolla – Veneto, Italy



Sartori – Verona, Italy



Emiliana - Chile

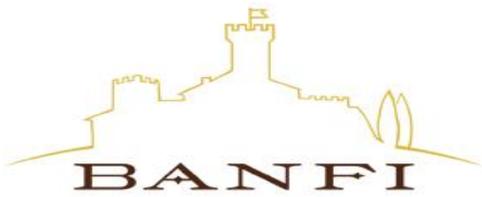


Pacific Rim – Pacific NW

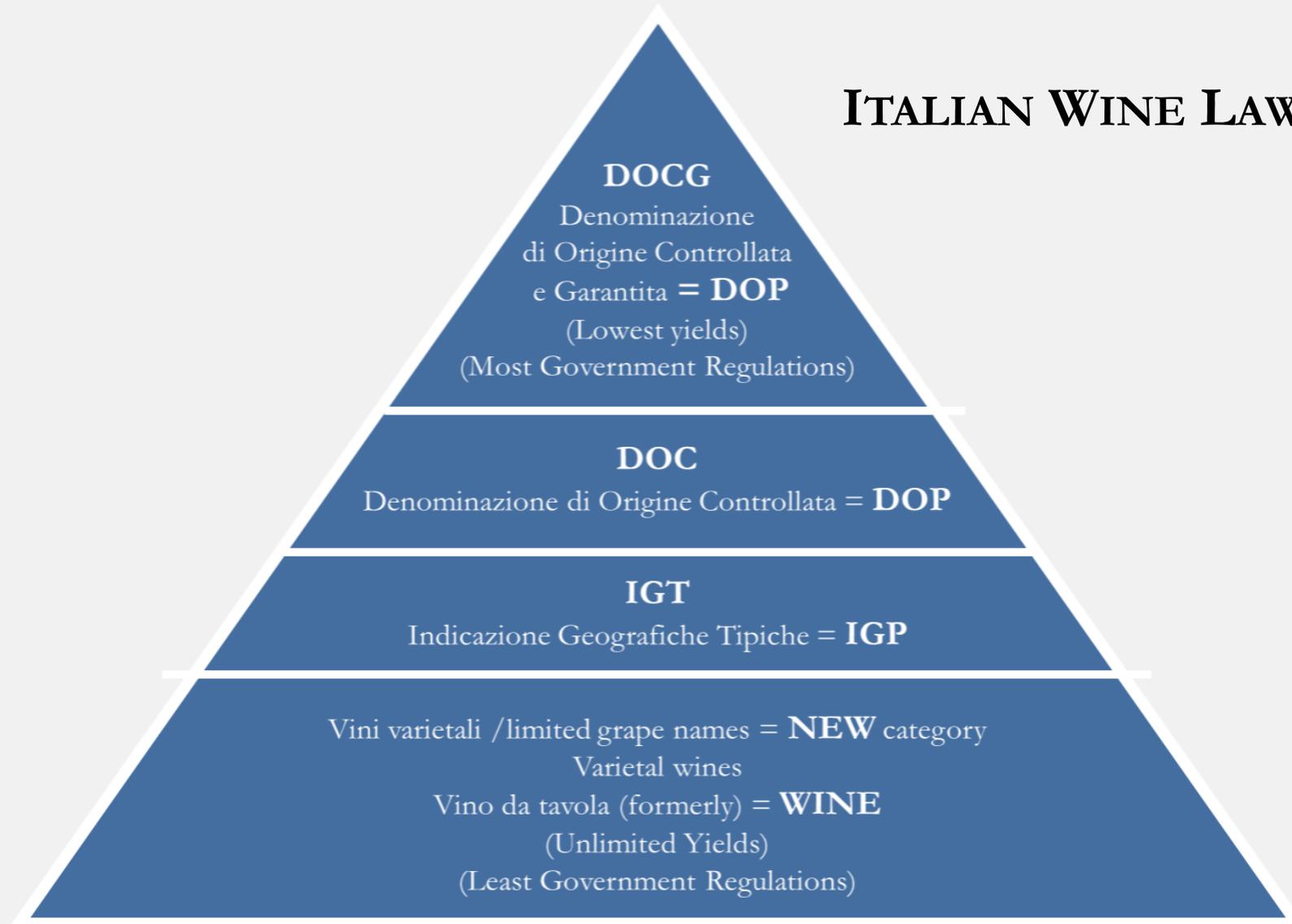


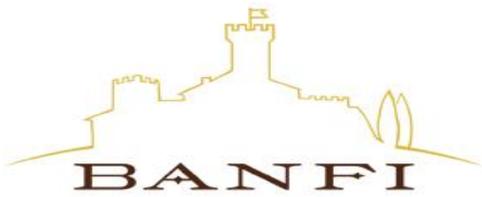
# ITALY





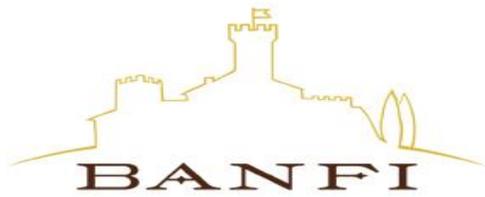
## ITALIAN WINE LAWS





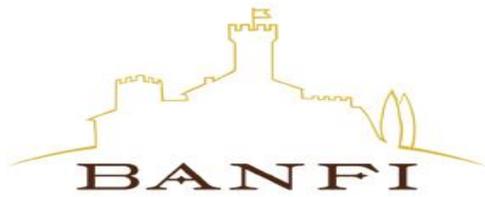
## HOW ITALIAN WINES ARE NAMED...

- **Grape Variety** - Lambrusco, Sangiovese, Trebbiano, etc. Usually in conjunction with an IGT or DOC
- **Area/Zone of Production** - Barolo, Chianti, Gavi, Valpolicella, etc.
- **Grape Variety and Area/Zone** - Brunello di Montalcino, Vernaccia di San Gimignano, Brachetto d'Acqui, etc.
- **Fantasy /Proprietary Names** - Excelsus, Sassicaia, Summus, Tignanello, etc. Usually designated as part of an IGT or DOC



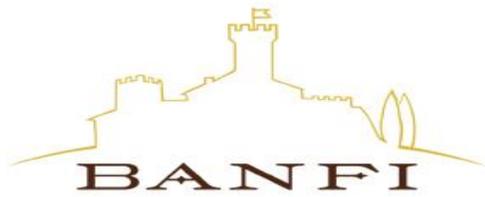
## ITALIAN WINE TERMS

- **ABBAZIA** - abbey
- **ABBOCCATO** - lightly sweet
- **ALBERELLO** - refers to a free standing or staked vine that looks like a bush
- **AMABILE** - semi- sweet, off-dry
- **AMARO** - bitter
- **AMARONE** - means “bitter” as in Amarone della Valpolicella to differentiate from the sweet dessert recioto wines
- **ANNATA** - vintage year
- **ASSAGIO** - tasting
- **AZIENDA Agricola** - farm, estate
- **BARRIQUE** - small barrel
- **BIANCO** - white
- **BOTTIGLIA** - bottle
- **BOTTE** - large cask or barrel
- **BRICCO** - Piemontese term for crest of a hill
- **BRUT** - dry (sparkling wine)
- **CANTINA** - winery or wine cellar
- **CANTINE SOCIALE** - wine cooperative
- **CASA VINICOLA** - privately owned winery
- **CASTELLO** - castle
- **CERASUOLO** - light red (cherry colored)
- **CHIARETTO** - pale red (rose)
- **CLASSICO** - historic or "classic" growing area of a specific zone
- **COLLE** - hill
- **COLLI** - hills
- **CONSORZIO** - group of producers of a specific wine
- **CORDONE** - classic system of training vines onto wires - also known as spalliera
- **D.O.** - Denomination of Origin Laws passed by the Italian Government on 12 July 1963
- **D.O.C.** - Denomination of Controlled Origin
- **D.O.C.G.** - Denomination of Controlled and Guaranteed Origin
- **DOLCE** - sweet
- **ENOTECA** - wine library, public or commercial
- **ETICHETTA** - label
- **FATTORIA** - farm or estate
- **FERMENTAZIONE** - fermentation



## ITALIAN WINE TERMS

- **FERMENTAZIONE NATURALE** - natural CO2 in bubbly wine
- **FIASCO** - flask
- **FRIZZANTE** - lightly sparkling
- **I.G.T** - Typical Geographic Origin Indication
- **IMBOTTIGLIATA** - bottled (all'origine - at the source)
- **INVECCHIATO** - aged
- **LIQUOROSO** - sweet wine usually fortified with alcohol
- **METODO CHARMAT** - sparkling wine produced by cuvee close or sealed tank
- **METODO CLASSICO or TRADIZIONALE** - Sparkling wine fermented in the bottle (Champagne method)
- **MOSTO** - must or grape juice
- **ORO** - gold
- **PASSITO** - wine made from semi-dried grapes
- **PERLANTE** – pearl-like or with a light sparkle
- **PERGOLA** - vine training using pole arms or arbors
- **POGGIO** - hill.
- **RECIOTO** - full tasting, sweet wine made from partly dried grapes
- **RISERVA** - wine which has been aged a longer, specified time than non-Riserva counterpart. Applies to DOC and DOCG
- **ROSATO** - rose'
- **RONCO** - Friuli term for terraced vineyard
- **ROSSO** - red wine
- **SECCO** - dry
- **SORI** - Piemontese word for the part of a slope best exposed to the midday sun
- **SPUMANTE** - sparkling wine, dry or sweet
- **SUPERIORE** - in DOC wines this indicates a higher level of alcohol or ageing and sometimes a special geographic origin
- **TENDONE** - system of high trellising the vines
- **TENUTA** - farm or estate
- **UVA** - grape
- **VECCHIO** - old (rarely used term)
- **VENDEMMIA** - harvest or vintage
- **VIGNA or VIGNETO** - Vineyard
- **VDT - VINO DA TAVOLA** - table wine
- **VIVACE** - synonym for frizzante
- **VSQ** – Quality Sparkling wines
- **VSQA** – Aromatic Quality Sparkling wines
- **VSQPRD** – Sparkling wines produced in a determined region



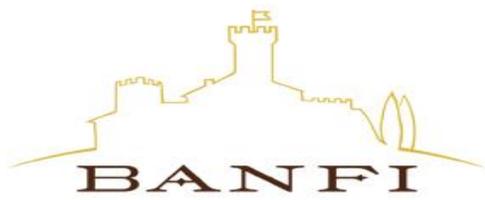
## IMPORTANT WHITE WINE GRAPES



Albana	Grecanico	Ribolla Gialla
Arneis	Grechetto	Riesling Italico
Catarratto Bianco	Greco	Riesling Renano
Chardonnay	Grillo	Sauvignon
Coda di Volpe	Inzolia	Sylvaner
Cortese	Malvasia	Torbato
Damaschino	Moscato/ Moscadello	Trebbiano
Drupeggio	Muller Thurgau	Verdeca
Erbaluce	Nasco	Verdello
Falanghina	Nuragus	Verduzzo
Favorita	Picolit	Vermentino
Fiano	Pagadebit (Bombino)	Vernaccia di Oristano
Friulano	Pigato	Vernaccia di San Gimignano
Garganega	Pinot Bianco	Zibibbo (Moscato)
Gewürztraminer	Pinot Grigio	
Glera (formerly Prosecco)	Procanico	

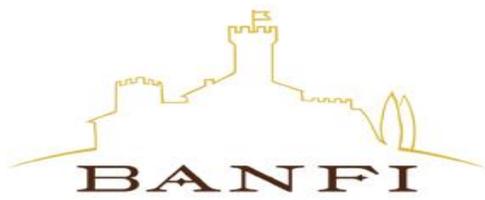


PINOT GRIS/GRIGIO



# WINE REGIONS OF ITALY





# VENETO

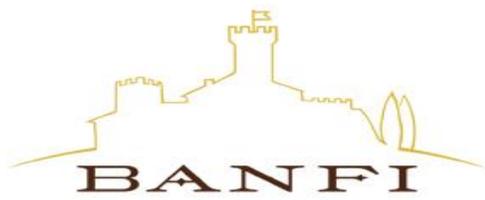




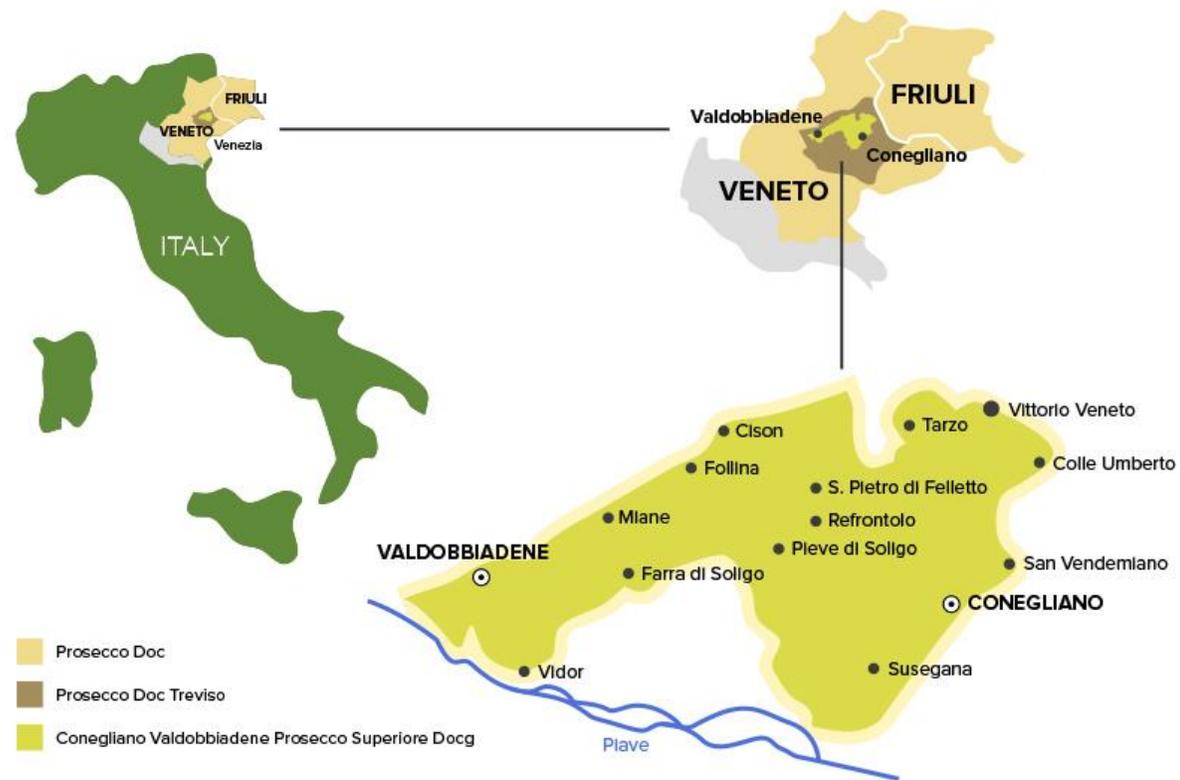
CANTINE  
**MASCHIO**



Cantine Maschio is one of Italy's leading producers of stellar quality Prosecco, known for delivering a fresh and lively Prosecco taste – which stands up even to the discerning palates of the Italians themselves. The Prosecco grape, which thrives in northeastern Italy's Veneto region, delivers soft peach and melon flavors and is luscious from tantalizing start to refreshing finish.



## PROSECCO PRODUCTION AREA: D.O.C. & D.O.C.G.





# proseccoarea





# PROSECCO

Prosecco is produced with a minimum 85% Glera with the addition of no more than 15% Verdiso, Bianchetta Trevigiana, Perera, Glera lunga, Chardonnay, Pinot Bianco, Pinot Grigio and/or Pinot Nero (vinified in bianco)

Spumante styles that may be produced are

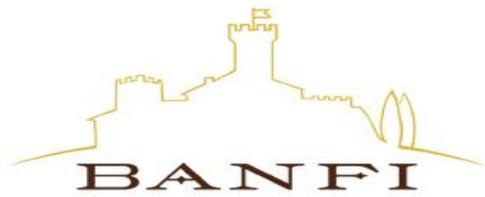
Brut 0–12 grams per liter residual sugar

Extra Dry, Extra Sec, Extra seco 12–17 grams per liter residual sugar

Dry, Sec, Seco 17–32 grams per liter residual sugar

Demi-sec, Semi-seco 32–50 grams per liter residual sugar

Frizzante wines may also produced



## PROSECCO DOC/DOCG

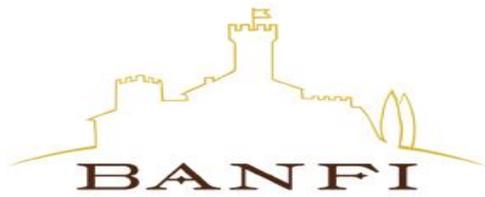
Prosecco likely takes its name from the town where this vivacious wine was said to have originated. Over time, the name Prosecco was used interchangeably as the name of the grape, the town, and the wine. The ancient varietal that has always been used in the production of Prosecco is called “Glera.” As of August 2009, the Italian government decreed that Prosecco will now refer only to the Denominazione di Origine Controllata (DOC)/ Denominazione di Origine Controllata e Garantita (DOCG) or zone of origin and will no longer be used as a grape name.

Maschio offers two classifications of Prosecco: D.O.C. and D.O.C.G.

**D.O.C. Prosecco** must come from the zone that includes 9 provinces in the Veneto and Friuli Venezia Giulia. It must be made from a minimum of 85% Glera.

Vinification, production and bottling must follow strict government rules and guidelines and must meet strict standards.

**Conegliano Valdobbiadene Prosecco, D.O.C.G.** is born in the extremely delimited Valdobbiadene – Conegliano zone, which lies between the towns of the same names. Like the DOC, the wine must contain a minimum 85% Glera. Superiore may be used on the label if these wines follow even more stringent production standards. The wine may also note the “rive” or specific slopes or hillsides where the grapes are born such as Rive di Colbertaldo or even the hillside of “Cartizze”



## PROSECCO/GLERA

**Glera is the name of the predominant grape that produces the wine Prosecco.** Some suggest that a sparkling wine produced with the **Glera variety was first born around the town of Prosecco in Friuli Venezia Giulia and over the years the name of the town was used interchangeably with the grape variety.** This “Prosecco” then made its way to the Veneto region next door.

Ian D’Agata’s *Native Wine Grapes of Italy* suggests that some experts say the grape originated as indicated above but others believe it was born in the Colli Euganei or even Slovenia or Croatia. But, no matter where this grape variety or wine originated, “the variety and its wines were highly thought of”

D’Agata goes on to say that “in reality this is a group of varieties and biotypes long cultivated in Veneto and in Friuli Venezia Giulia as well as in Slovenia and Croatia.”

For a while it was believed that there were three main clones. **Prosecco Tondo (round berries), Prosecco Lungo (oblong almost oval berries) and Prosecco Nostrano (local or our).** However Prosecco Nostrano’s DNA shows that it is really **Malvasia Bianca Lunga.**





Rive di Colbertaldo





*Light straw yellow  
in color with a lively  
froth. Bouquet of  
white peach and  
orange blossoms.  
Fruit forward,  
with peach and  
almond flavors.*

## MASCHIO PROSECCO BRUT TREVISO DOC

Cantine Maschio is one of Italy's leading Prosecco producers, with a proud 200-year heritage of family winemaking experience. Prosecco Brut embodies the finest traditions of Prosecco while accommodating modern, sophisticated tastes.

### SOIL

Alkaline sandstone with a fair amount of stone.

### PRODUCTION TECHNIQUE

Gentle pressing of the grapes to extract only the free-run juice from the heart of the berry. Then the juice is left to rest in stainless steel tanks and after approximately 12 hours the limpid part of the must has separated from the deposit and fermentation begins. Vinification takes about 15-20 days and is completed in stainless steel vats kept at a constant temperature of 18-20° C (65-68° F) to develop a natural sparkle.

### BOUQUET

White peach and orange blossoms.

### TASTE

Fruit forward, with peach and almond flavors.

### FOOD PAIRING

Ideal as an aperitif, it also pairs wonderfully with antipasto and hors d'oeuvres, light fish dishes, sushi and sashimi, fresh fruit, and pastries. Serve chilled at 42-56° F.

### ORIGIN

Treviso, north of Venice

### VARIETIES

100% Glera (Prosecco)

### ANALYSIS

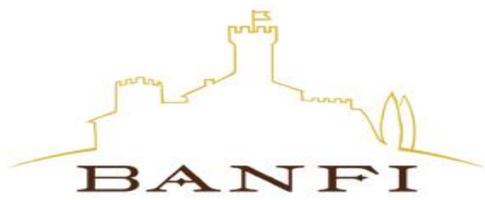
Alcohol	11% Vol
Total Acidity	5.5 g/l
Residual Sugar	13 g/l

### SIZE(S)

750ml	0 80516 06604 2
187ml	0 80516 06609 7

### PACK(S)

750ml	6pk
187ml	12pk, 24pk



FONDATA  NEL 1883

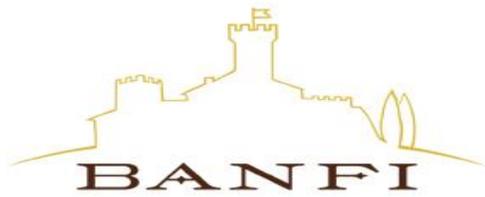
**BOLLA**



FONDATA  NEL 1883

**BOLLA**

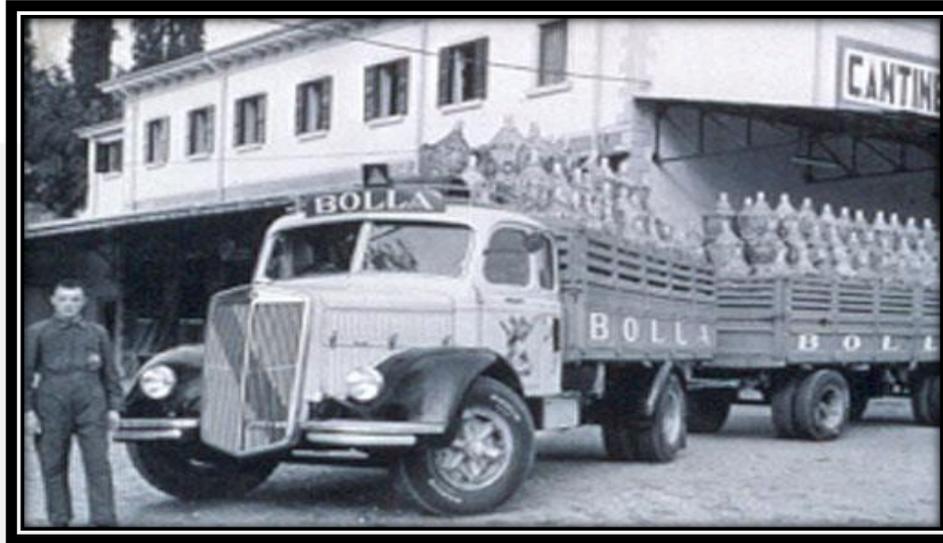
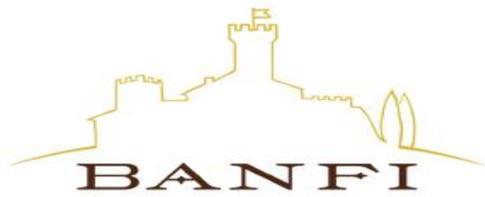




FONDATA NEL 1883  
**BOLLA**



**1883** - Abele Bolla opens a small family inn called “Al Gambero”  
The wine he serves to his patrons, “**Soave**”, becomes well known  
and often requested.



**1947** - The 1<sup>st</sup> shipment of Bolla arrives in the USA

**1959** - Frank Sinatra walks out of a restaurant  
because they do not serve Bolla Soave

**1969** – Bolla becomes the number one imported wine in the USA

**2009** – Bolla & Banfi

**2013** – 130<sup>th</sup> anniversary of Bolla



# PINOT GRIGIO

- Pinot Grigio is a natural mutation of the Pinot Noir grape variety.
- There are actually more than a 1000 registered clones of Pinot
- Many believe the name **Pinot** was used to identify the grape as the **clusters of this variety resemble a pine cone – Pineau, Pin, Pigna**
- An alternative theory is that **Pinot originated could have originated in France around a town of the name Pinos or Pignols**
- It has been determined by DNA that Pinot Gris was a natural mutation of Pinot Noir that likely occurred in Bugundy hundreds of years ago. A farmer notice that certain rows of his Pinot Noir (black) grapes were not expressing their traditional deep dark color, he realized that they had naturally mutated in the vineyard and he called the new mutation Pinot Gris(gray) because of the blue-gray/reddish-gray color of the grapes.
- **When Pinot Gris made its way to Italy in the late 1800's, by way of Italy's northeast corridor, the Italians kept the name Pinot but used Grigio (their word for gray)**



## PINOT GRIGIO DELLE VENEZIE DOC

- The new DOC, Italy's 335<sup>th</sup>, is known as the Delle Venezie DOC and is approved for Pinot Grigio (still as well as sparkling) and white blends (bianco).
- The delineated zone includes the entirety of the Veneto and Friuli-Venezia Giulia regions, as well as the province of Trentino (does not include Alto Adige).
- The super-star wine of the DOC will undoubtedly be its Pinot Grigio. A large majority of the varietal Pinot Grigio produced in Italy comes from this area, and much of it will now qualify for DOC status. Delle Venezie DOC will be used with the release of the 2017 vintage.
- In line with EU standards, Pinot Grigio Delle Venezie DOC will be required to be at least 85% Pinot Grigio. The remainder may be any white grape allowed to be grown in the region, which includes Chardonnay, Friulano (aka Tai), Garganega, Müller-Thurgau, Pinot Bianco, and Verduzzo, among others. Sparkling Pinot Grigio Delle Venezie DOC must be tank-fermented, and must contain less than 32 g/L of residual sugar.
- Blended white wines (bianco) of the DOC will be allowed to be made with any aromatic white grape that is permitted to be cultivated in the area, as long as at least 50% is comprised of one or more of the following: Chardonnay, Pinot Bianco, Müller-Thurgau, Garganega, Verduzzo, or Friulano (aka Tai).
- The protected geographical indication formerly known as the IGT/P delle Venezie will now be known as the IGT/P TreVenezie it does NOT include a Pinot Grigio.



## BOLLA PINOT GRIGIO DELLE VENEZIE DOC SPUMANTE EXTRA DRY

*Brilliant straw yellow color, with delicate, lingering perlage. Distinct fruity and floral aromas of white flowers, apple, and pear. Lively, round, well-balanced, and structured, with notes of fruit and minerality, and a fresh, vivacious, lingering finish.*

Since 1883 Cantine Bolla has flown the flag for good Italian wine worldwide thanks to its wide range of Verona, Veneto and Friuli Venice Giulia labels.

### SOIL

Medium-mixture or alluvial soils.

### PRODUCTION TECHNIQUE

The grapes are crushed and pressed very softly to extract the free-run juice. Alcoholic fermentation takes place in stainless steel tanks at controlled temperature (16°C-18°C). The wine thus obtained undergoes a second fermentation at 15°C-16°C, with selected yeasts (Charmat Method).

### BOUQUET

Distinct fruity and floral aromas of white flowers, apple, and pear.

### TASTE

Lively, round, well-balanced, and structured with notes of fruit and minerality, and a fresh, vivacious, lingering finish.

### FOOD PAIRING

Excellent as an aperitivo, or served with salads and fish, and a versatile companion to pasta, risotto and poultry dishes. Serve chilled.

### ORIGIN

Selected vineyards in the hills of the Val d'Adige, located in Veneto and Trentino Alto Adige.

### VARIETIES

100% Pinot Grigio

### ANALYSIS

Alcohol	12% Vol
Total Acidity	XX g/l
Residual Sugar	13 g/l

### SIZE(S)

750ml 0 80516 67244 1

### PACK(S)

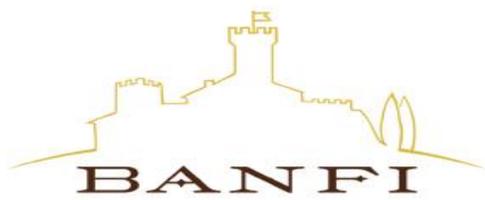
750ml 6pk, 12pk, 15pk



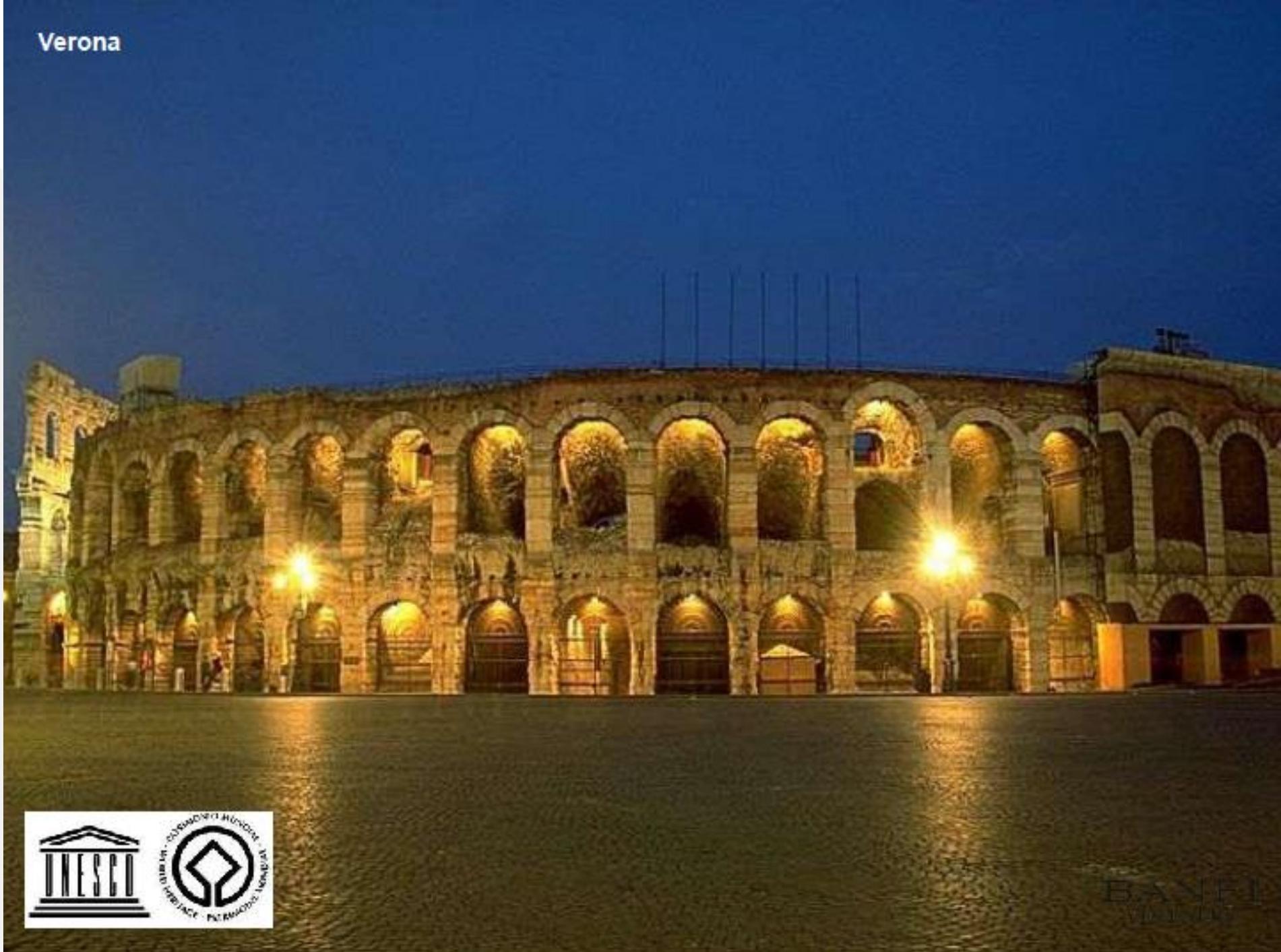
Lake Garda



BANFI



Verona



BANFI  
VERONA



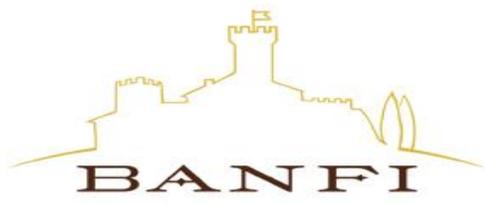
SARTORI  
DI VERONA

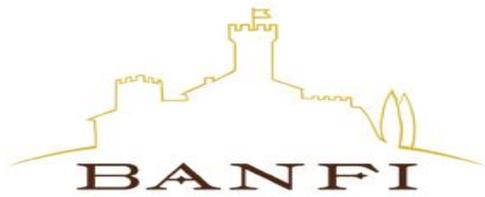


BA



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SARTORI  
DI VERONA





## Sartori di Verona



For over a century, Sartori, a leading name in fine wines from northeast Italy's Veneto region, has stood for traditional values elevated by innovation, a dedication to quality and — above all — 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. This marked the advent of Sartori di Verona. 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, exporting them around the world.**

**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.

Most recently, in 2006, Sartori introduced a new premium collection of Veneto wines crafted by Bernabei at its new winery, I Saltari, in the Mezzane Valley, east of Verona. The winery is named after the mercenary vineyard guardians, known in native dialect as Saltari, hired by vineyard owners from the 16th through the 18th centuries to protect their grapes from thieves and bandits. With legal authority to shoot grape thieves on sight, the Saltari were ready defenders of the vineyards. The choice of the name reflects the winery's own dedication to defending tradition and expressing these vineyards' unique terroir.

**A constant theme over the last century has been the Sartori family's bond with their land: it is a heritage that has evolved and is reflected in their new interpretations of the great classical Veronese wines, as well as in their innovative expressions of traditional varieties.**









**SARTORI**  
DI VERONA

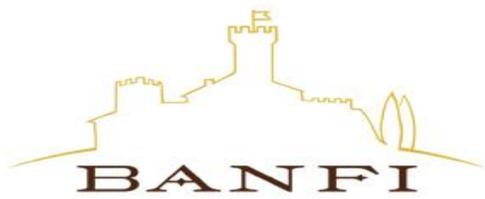


**FERNANDA & REGOLO  
SARTORI**



## SOAVE

- **Soave, perhaps, takes its name from the "Suavi" people who inhabited the area** in the region of the Veneto or, if you prefer to believe tradition, was the name given by Dante to the town because of the "suavity of its wines"...**or it has even been attributed to Romeo!** It was said, that after a tryst with Giulietta, a servant saw Romeo swirling and sipping from a glass of white wine and overheard Romeo whispering, "Soave, Soave, Soave". The servant wasn't sure if Romeo was murmuring about the lusciousness of the wine or the "suavity" of Giulietta's kisses. Whatever the case, Soave is a delightful white based on the indigenous Garganega varietal. Soave was said to be a favorite of the poet Gabriele D'Annunzio who once observed, "Soave is the wine of youth and love...I drink it in homage to the past. If it can't restore me to age of twenty, it can at least reawaken memories of that time" It is one of the best known of Italian wines.
- **Soave likely takes its name from the town around which grapes like Garganega grow to perfection.**
- **Soave is produced in both DOC and DOCG Superiore versions.** The requirements for all Soave is that they contain a minimum of 70% Garganega with no more than 30% Trebbiano di Soave and or Chardonnay. Additionally 5% of the 30% may use other local white non aromatic grapes. The DOCG Superiore wines cannot be released before November 1 of the year following the harvest while the DOC wines can be consumed as of December 1 the year of the harvest.



- **Garganega** is one of the oldest and most important of Italian grape varieties. Genetic profiling indicates that **Garganega is identical to Grecanico Dorato of Sicily and Malvasia de Manresa from Spain ( no longer cultivated)**. DNA also suggests similarities with Corvina Veronese, Oseleta, and Rondinella, among others, likely confirming that Garganega has its roots in the area.
- **Trebbiano di Soave** is identical to Verdicchio Bianco. The earliest mention of Trebbiano appears to be in Pliny's Natural History...where it is recounted that a wine made from an **ancient variety “agro Trebulanis” was found in Trebula in Campania**. Others claim the name **Trebbiano derived from a town in Etruria called Trebullanum** while others suggest the name represented grapes born around the Trebbia river in Liguria or one of the many villages found throughout Italy that are named Trebbo or Trebbio.
- **Chardonnay** did not become common until the end of 19<sup>th</sup> century but it more than likely originated in between Lyon and Dijon in central eastern France. They say the variety may actually **take its name from the village of Chardonnay in Maconnais in southern Burgundy**. DNA tells us that **Chardonnay is a natural cross of Pinot and Gouais Blanc (one of the most ancient and prolific wine grapes of Europe)**. Today Chardonnay is one of the most versatile wine grapes in the world. Early budding makes it prey to spring frosts and thin-skin make it susceptible to diseases like powdery mildew and coulure.



## LOVE STORY

*A stylish sparkling,  
with classic  
characteristics of apple  
and crusty bread.  
This expression of  
Soave truly tells  
of Sartori's love  
of Verona.*



## LOVESTORY SOAVE SPUMANTE DOC

Sartori di Verona is a 4th generation family winery driven by a profound love for their city of Verona. For over a century, Sartori has made wines that respect local tradition yet embrace innovation. Ownership in premium vineyards allows for control from vineyard to bottle with a steadfast focus on quality.

### SOIL

Calcareous alluvial

### PRODUCTION TECHNIQUE

After the first fermentation, of which 30% is in wood, the cuvee is prepared and the second fermentation takes place. This stage takes over three months at a controlled temperature of 60° F in order to obtain a fine and persistent perlage. A short bottle aging will complete the process and the wine is ready to be enjoyed.

### BOUQUET

Complex aromas of ripe apples, bread crust and a touch of vanilla.

### TASTE

Flavors of apples with fine, persistent bubbles.

### ORIGIN

Vineyards within the Soave DOC in the Colognola ai Colli Area, Italy

### VARIETIES

100% Garganega

### ANALYSIS

Alcohol	11% Vol
Total Acidity	5.5 g/l
Residual Sugar	10.5 g/l

### SIZE(S)

750ml 0 80516 26834 7

### PACK(S)

750ml 6pk



*Pale yellow in color with greenish hues, Bolla Soave has aromas of melon, ripe apple, and pear. The small amount of Trebbiano di Soave grapes adds body and complexity. The finish is crisp and balanced.*



## BOLLA SOAVE DOC

Bolla wines have stood for the passion and creativity identified with quality Italian winemaking dating back to 1883. Bolla remains committed to delivering wines of superior quality, with a fresh approach to producing them.

### SOIL

Volcanic soils, rich in calcium, potassium and magnesium.

### PRODUCTION TECHNIQUE

Hand-harvested grapes are crushed and gently pressed. Fermentation takes place at controlled temperatures in stainless steel tanks for three weeks and the wine remains on the lees as long as possible, before bottling. The wine is bottled young to retain its freshness.

### BOUQUET

Melon, ripe apple, and pear.

### TASTE

Crisp, fresh, and balanced.

### FOOD PAIRING

Bolla Soave is ideal for appetizers, grilled seafood, chicken, fish based pastas, entrée salads; and also makes a perfect aperitif.

### ORIGIN

Hills of the Soave DOC zone, Italy

### VARIETIES

95% Garganega  
5% Trebbiano di Soave

### ANALYSIS

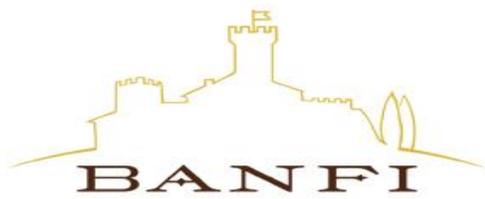
Alcohol	12.0% Vol
Total Acidity	5.3 g/l
Residual Sugar	4.5 g/l

### SIZE(S)

1.5L	0 80516 65092 0
750ml	0 80516 65094 4

### PACK(S)

1.5L	6pk
750ml	12pk

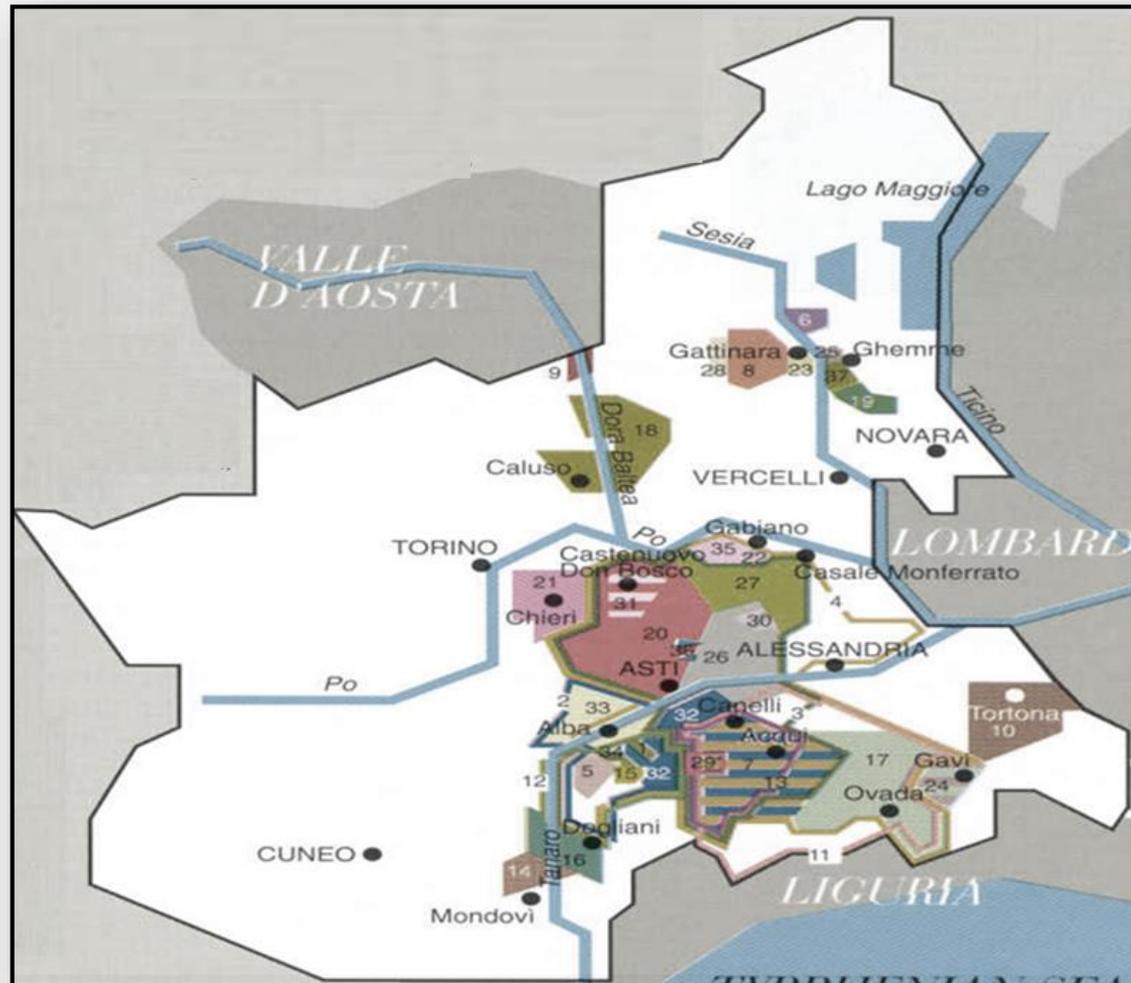


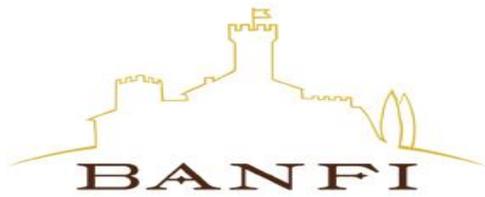
# PIEDMONT



**BANFI**  
*Piemonte*

- Banfi Brut
- Cuvée Aurora Rosé
- La Lus
- L'Ardi Dolcetto d'Acqui
- Rosa Regale
- Principessa Gavia Gavi
- Principessa Perlante





In 1979, the family acquired the mid-18th century winery, Bruzzone, and revitalized the facility as Banfi Piemonte.

Here, with the same dedication our skilled winemakers produce LaLus, L'Ardi Dolcetto d'Acqui, three exceptional sparkling wines: Cuvée Aurora Rose, Banfi Brut Metodo Tradizionale Classico and Rosa Regale, from the La Rosa single vineyard.

Just a few kilometers from Strevi lies the Principessa Gavia estate established by the Mariani family. This single vineyard is dedicated exclusively to Cortese grape, used to make the prized still wine Principessa Gavia Gavi and Principessa Perlante.

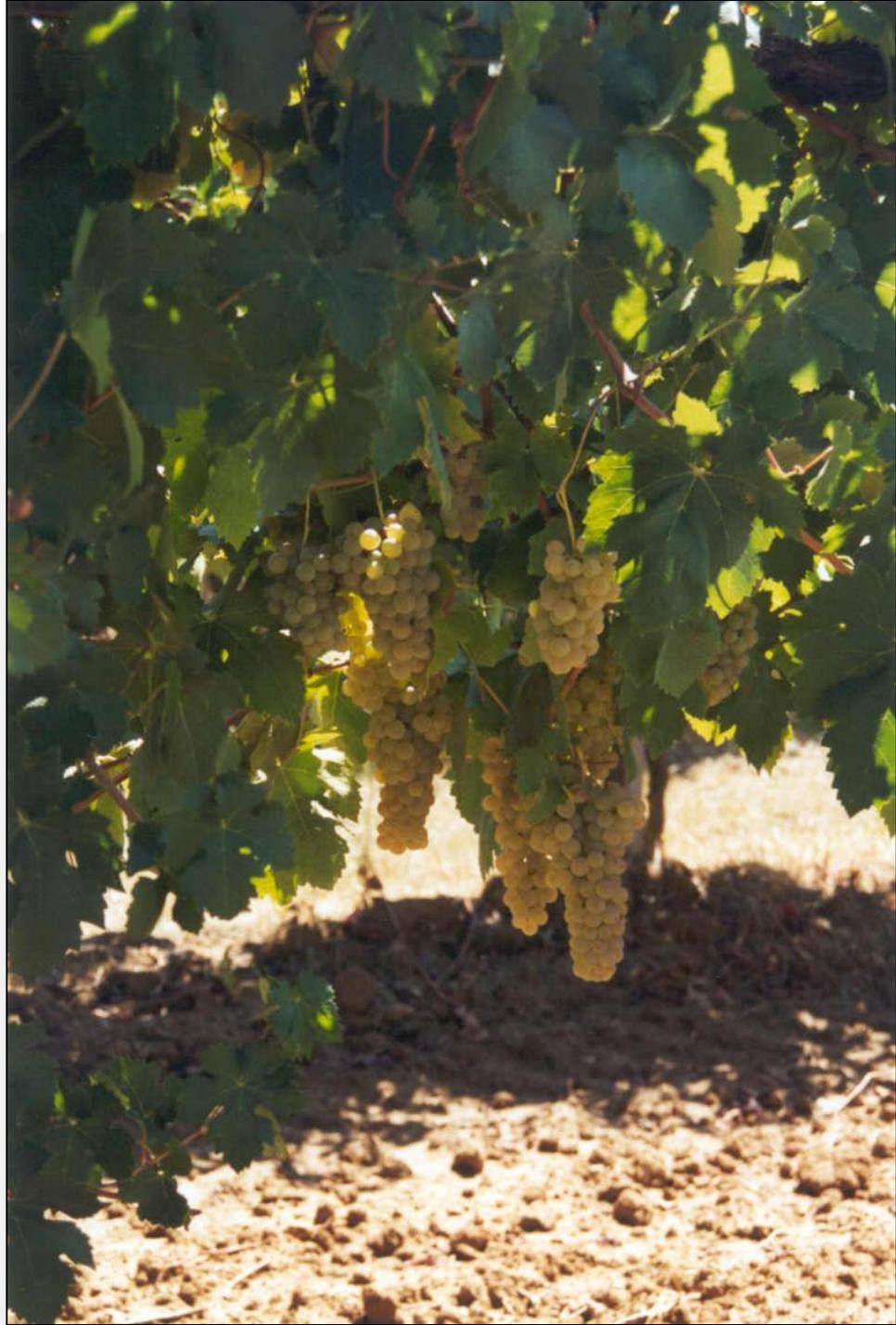


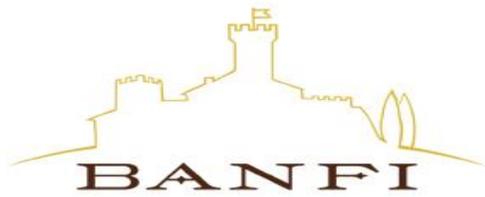






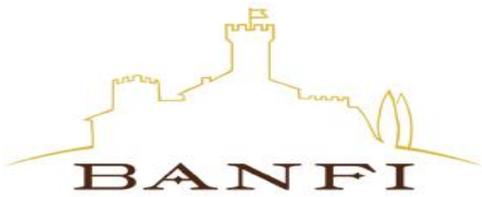






## GAVI

- **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. 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, 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.**



- 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.
- **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**  
*Piemonte*

*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.*



## PRINCIPESSA GAVIA GAVI DOCG

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

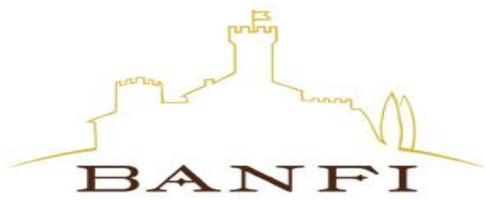
Alcohol	12.0% Vol
Total Acidity	6-6.5 g/l
Residual Sugar	5.0 g/l

### SIZE(S)

750ml 0 80515 16534 9

### PACK(S)

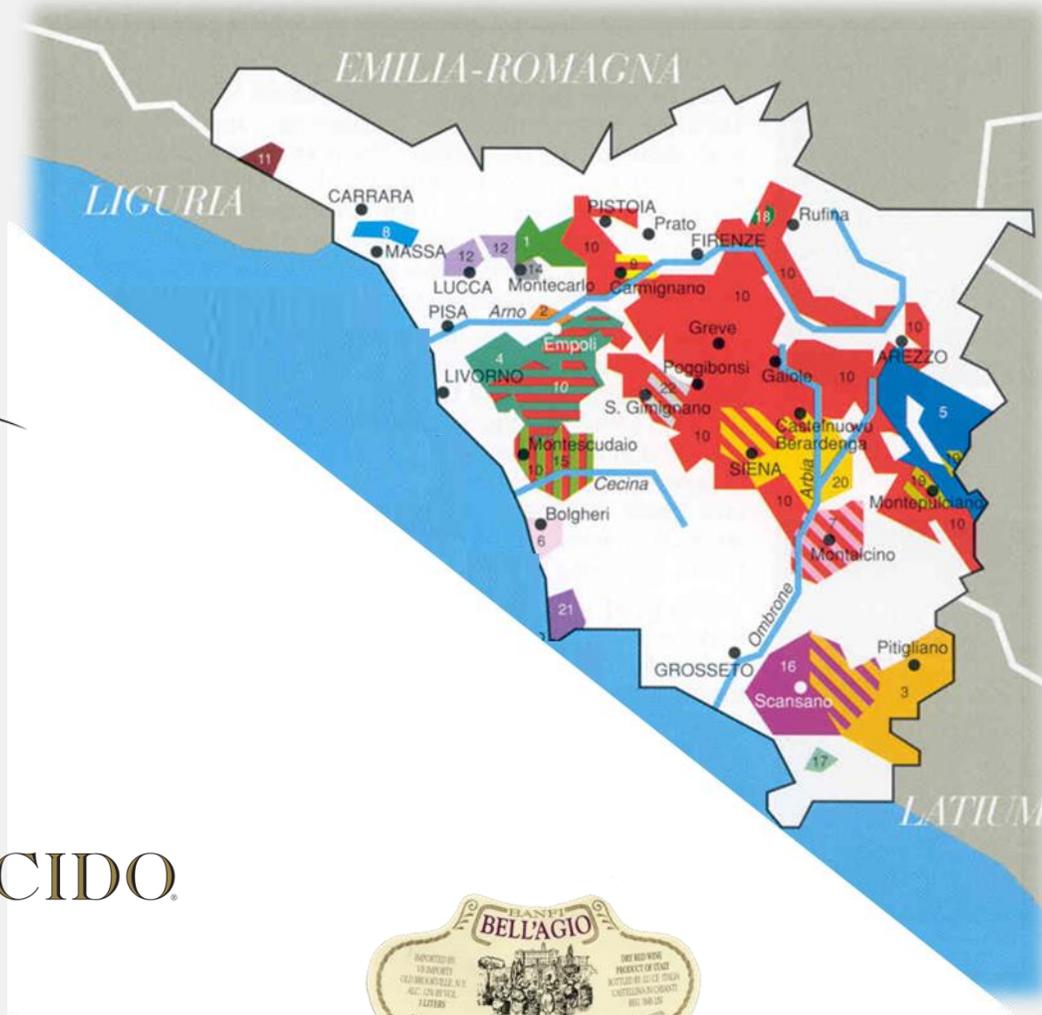
750ml 6pk



# TUSCANY OR TOSCANA



PLACIDO.







# Montepulciano



San Gimignano



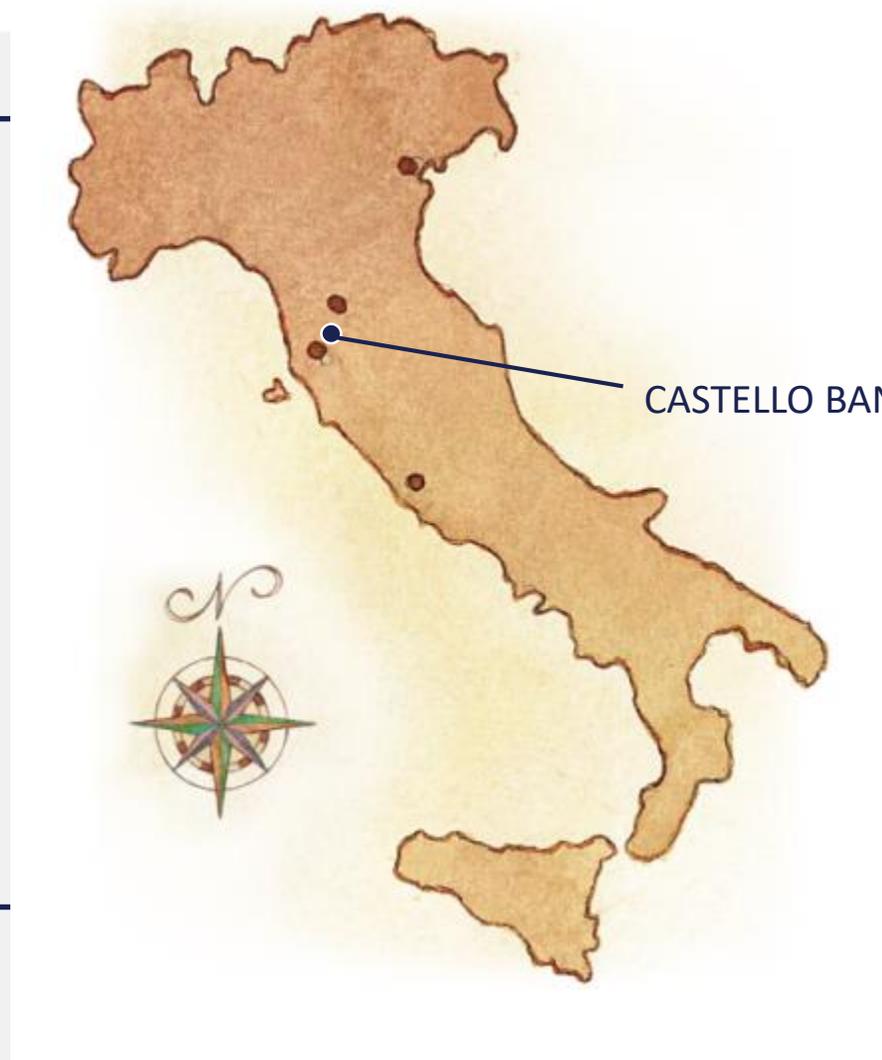
# Maremma



Siena

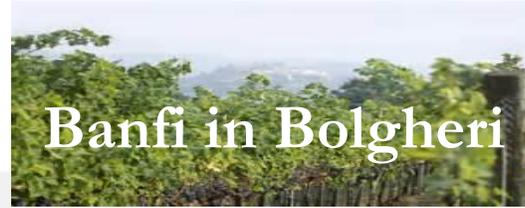
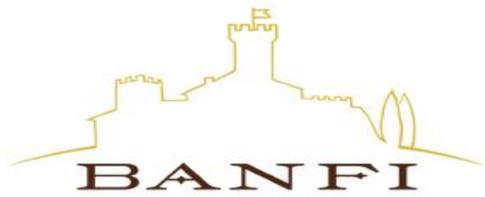






CASTELLO BANFI

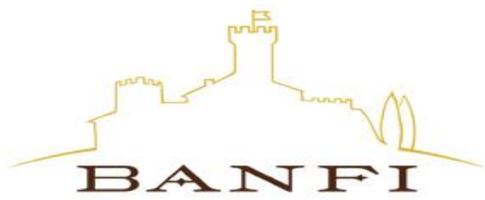




The Bolgheri area is surrounded on one side by the beaches of the Tuscan Maremma and on the other side by the hills surrounding Castagneto Carducci: soils and microclimate that vary greatly, but come together to bring life to a wine of great character and unique personality. In this strip of land, native Sangiovese, along with some international vines of Cabernet Sauvignon, Cabernet Franc and Merlot, flourish.

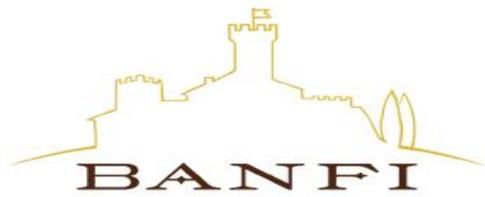
It was not until 1944, after phylloxera had decimated vineyards across Europe, that the first vineyards were planted in the area. And the appellation was only officially recognized with a denomination of controlled origin in 1994, as a first example of an Italian "cru." Thus the Bolgheri phenomenon was born, represented by wines of intense and grand expression of "terroir," deeply tied to the soil and climate of the territory where they grow.

And it is in this uniquely endowed winegrowing region, famous throughout the world, that Banfi has launched a new adventure. The vineyards, located south of Castagneto Carducci, are situated in an area that was once the realm of the Etruscans, that ancient and fascinating people who pre-dated the Roman tribes. The elegance of these people and their legends are the basis of Banfi's experience in Bolgheri, giving life to the prized Aska, bringing together intensity, roundness and structure.



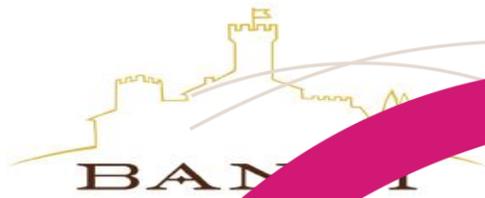
Pioneering New Frontiers





## VERMENTINO

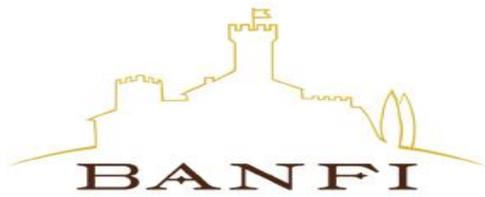
- **VERMENTINO** is said to have been brought to the island of Corsica in the 13<sup>th</sup> or 14<sup>th</sup> century but it was mentioned in Piemonte in 1658 as *fermentino*. Some scholars say the name Vermentino from the word *vermene*, a local dialect word describing a young, flexible shoot. However, 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”.
- While 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.**



*There's something new in the air*







- **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.
- 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 gossipier. 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.

### ORIGIN

Maremma, Tuscany

### VARIETIES

100% Vermentino

### ANALYSIS

Alcohol	13% Vol
Total Acidity	6.13 g/l
Residual Sugar	4.5 g/l

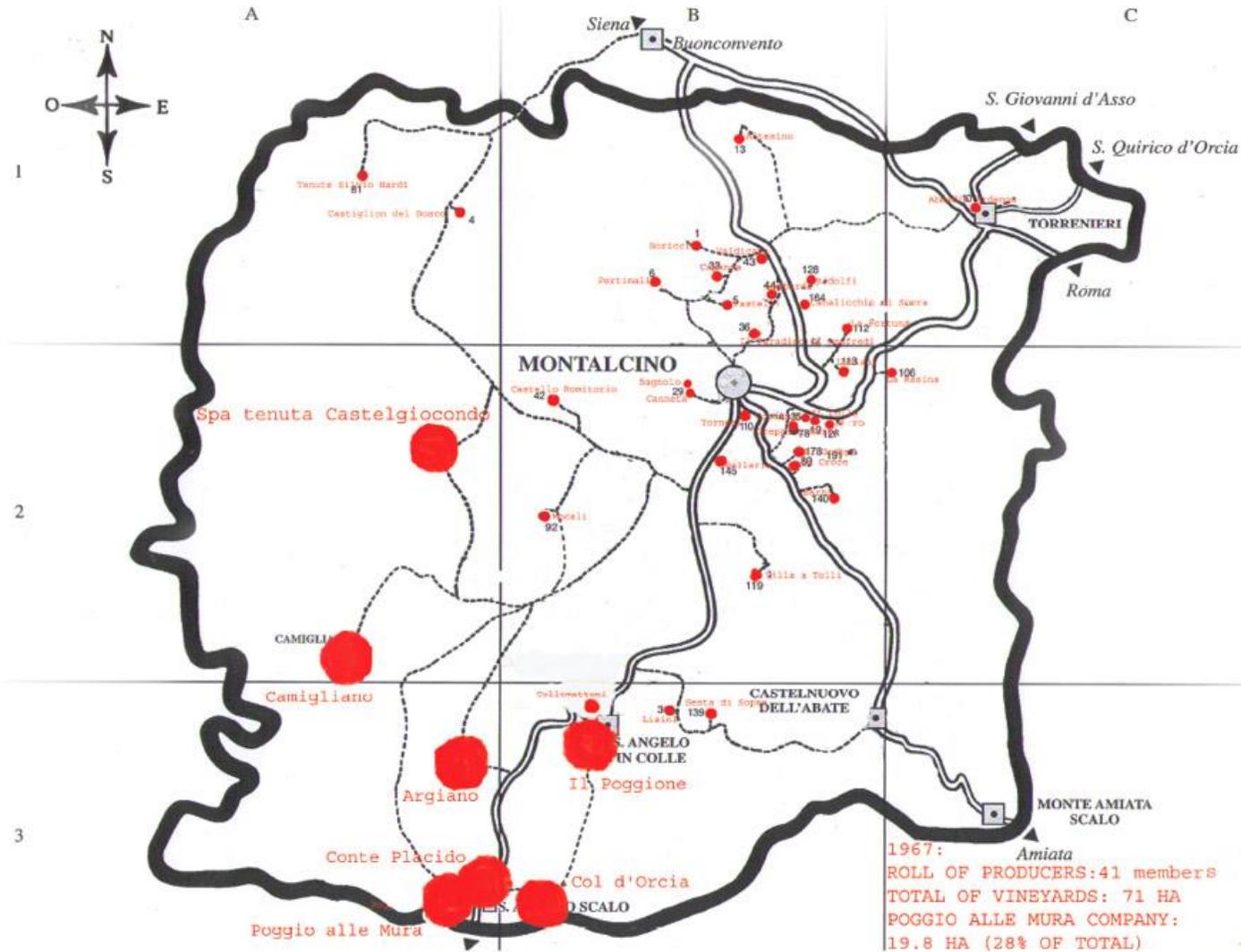
### SIZE(S)

750ml 0 80516 41054 8

### PACK(S)

750ml 6pk

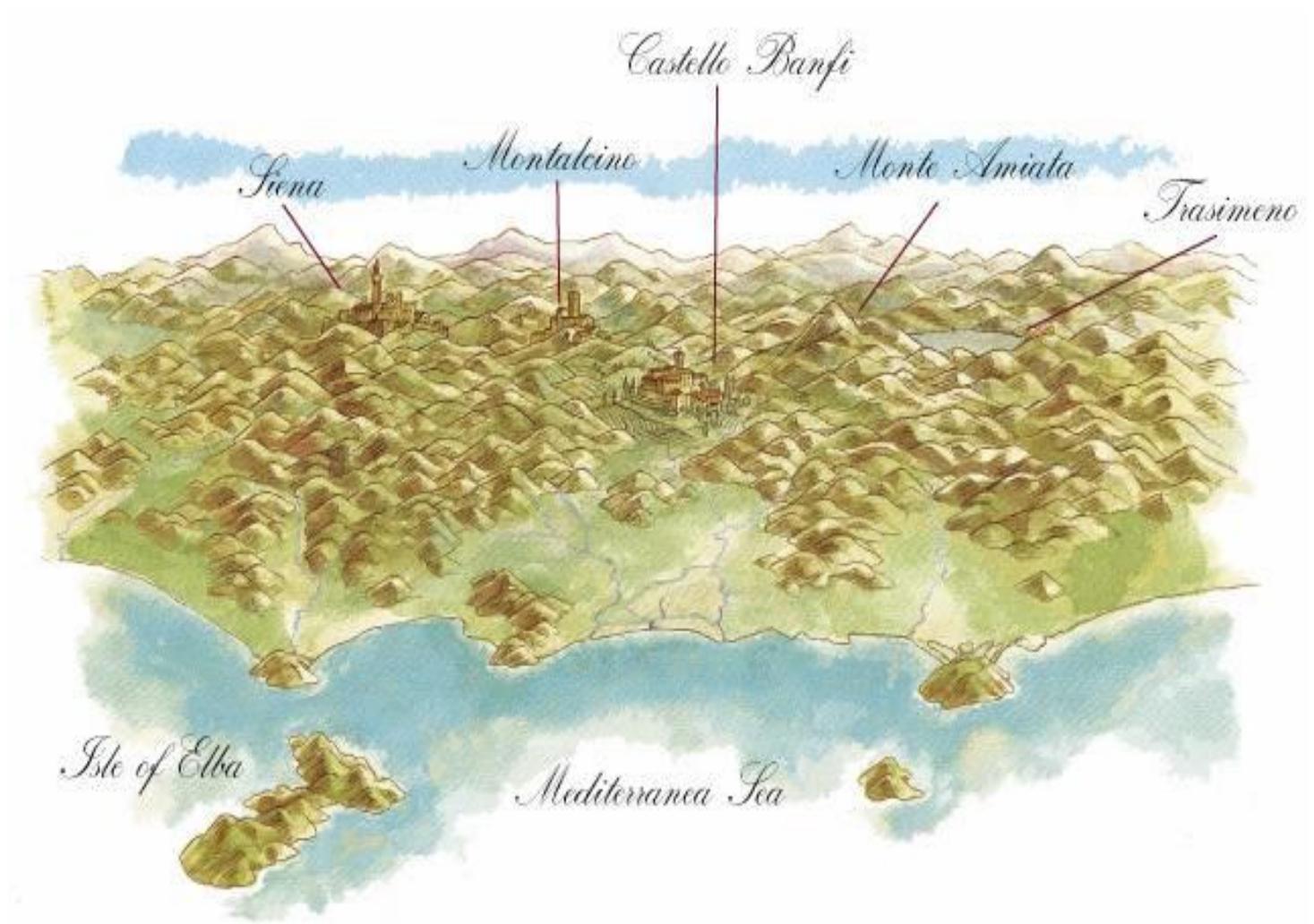
# 1967 – Brunello di Montalcino Founders











*Castello Banfi*

*Siena*

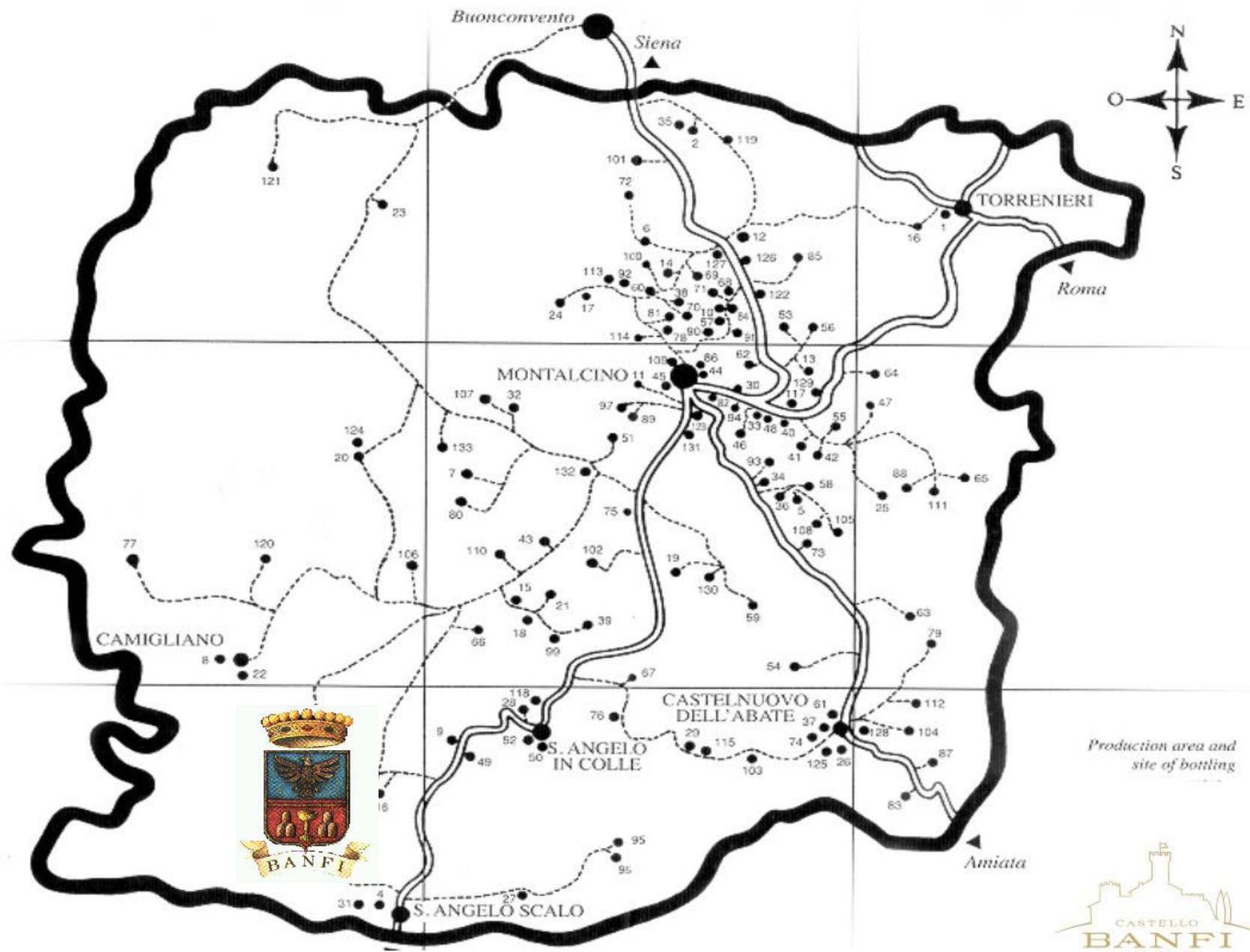
*Montalcino*

*Monte Amiata*

*Trasimeno*

*Isle of Elba*

*Mediterranea Sea*



PIONEERING RESEARCH



INNOVATION SUSTAINABILITY



# 1978 – 2018: Four Decades



**PIONEERING**  
The first decade is characterized by the Mariani family's pioneering approach in Montalcino. Bold investment supported an audacious dream to elevate the region's standards for fine wine, sparking a renaissance in Italian winemaking.



**RESEARCH**  
In-depth study and intense research, from soil types and vine clones to the influence of wood and stainless steel in fermentation, in conjunction with leading universities. Initial work lays the foundation for cutting edge innovation as an integral part of our culture and philosophy.



**INNOVATION**  
Parlaying the results of our research into concrete innovation in the vineyards as well as the winery. Results and developments shared with the greater community. Our relentless pursuit of excellence is dedicated to building a better wine world.



**SUSTAINABILITY**  
Recognition for - and deepening of - our consideration for the environment, care for our colleagues, and service to the customer. As guardians of the Tuscan Terroir we preserve, nurture, protect and promote this precious land in perpetuity.

# Philosophy



TERRITORY



INNOVATION



QUALITY



TRADITION



PASSION

SUSTAINABILITY



**1<sup>ST</sup> WINERY in the WORLD**  
Recognized for Exceptional  
Environmental, Social & Ethical Responsibility,  
& Leadership in Customer Satisfaction



## 2017 Wine Excellence Award

The American Chamber of Commerce in Italy (AmCham) presented **Castello Banfi** with the **2017 Wine Excellence Award**, which rewards the Italian wine producer who has made the greatest contribution to developing bilateral relations between Italy and the United States.

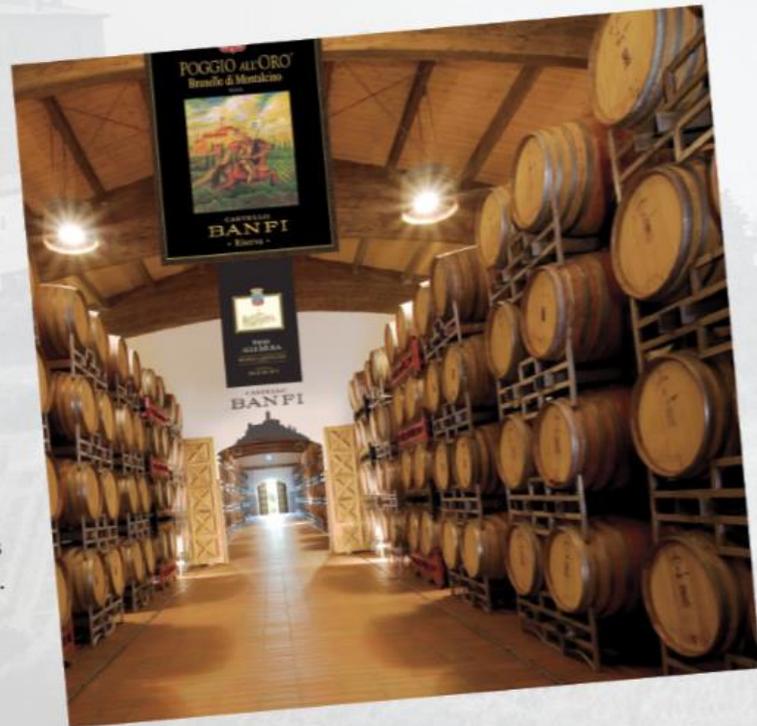
# Castello Banfi

## “The Best Wineries to Visit in Tuscany.”

-Food & Wine Magazine

Few wine regions have the instant name recognition of Tuscany's Chianti, first legally defined in 1716 (but recognized as a wine region as early as the 13th century). Some of Chianti's most acclaimed wines, however, don't carry its name. Only reds based on the Sangiovese grape can be called Chianti. Ambitious, rule-breaking Super-Tuscans, most often based on international grapes such as Cabernet, Merlot and Syrah, carry the humbler IGT Toscana designation. Vintners near the town of Montalcino make Tuscany's greatest wine, Brunello di Montalcino, from a local Sangiovese Clone, Brunello. Here, the best wineries to visit throughout the region. — Richard Nalley

The Long Island-based Mariani family import Italian wine to the U.S.—including such stalwarts as Riunite, Cella and Bolla—and became vintners themselves 1978, buying up major holdings in Montalcino and across Tuscany. Today their portfolio includes an entire hamlet surrounding a medieval fortress they named Castello Banfi. This is a major wine tourism destination, which provides tasting opportunities for Banfi's extensive range of wines, plus restaurants, a boutique hotel, a glass museum and a “Balsameria,” where fine vinegar is made according to ancient methods. [castellobanfi.com](http://castellobanfi.com)



# SPIRITO di VINO

La rivista per meditare e scintillando

*Esclusiva*

## Lady Brunello

Incontro a Montalcino  
con Cristina Mariani-May  
della Barfi, terza  
generazione di una  
famiglia che ha  
contribuito al rilancio  
del nobile rosso

### CHAMPAGNE

Le novità di Ruinat  
e Dom Pérignon

### PERSONAGGI

A Rosa c'è il Capo  
dei distillati

### PROSECCO

Collezione Private  
made in Bisol

### TOSCANA

La otto giorni delle  
Anteprime 2017

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www.spiritodivino.wine - Bimestrale Anno 14 N.79 Aprile/Maggio 2017 - € 6,00





# The Banfi Estate in Montalcino



- Banfi was founded in 1978.
- From the beginning, the goal was to create a state-of-the-art winery combined with the most advanced science in the vineyards for the production of premium wines.
- Together with the Mariani family, Ezio Rivella, one of Italy's foremost enologists, the property improved its development.
- In those years, John and Harry also purchased Bruzzone, a historic winery in Piedmont, specialized in the production of sparkling wines, today known as Banfi Piemonte.



Most Unique Vineyard Estate made up  
of a Constellation of Single Vineyards





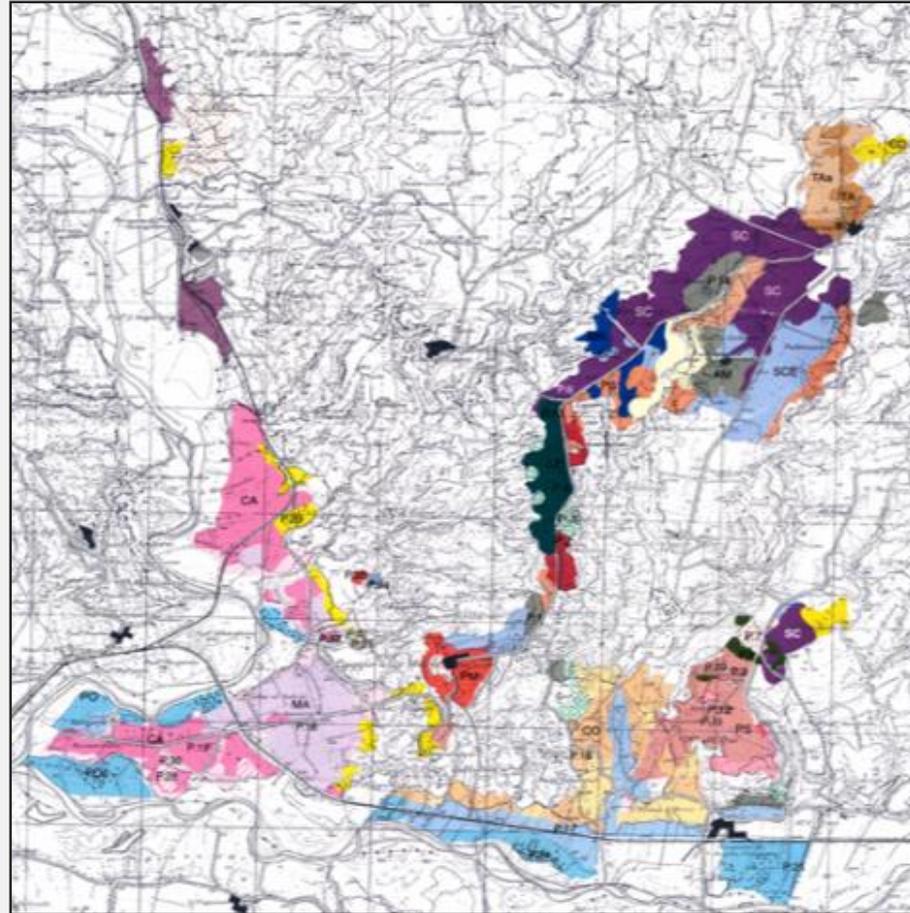
# 29 Soil Types

## HEIGHT

(150 Meters / 492 Feet)

Clay, compact soil and mild temperature – more elegant wines

Code	Name	Description in Latin	Color	Notes
CA	Clay	Argilla	Light Blue	
SA	Sandy	Sandum	Light Green	
MA	Medium	Medium	Light Yellow	
TA	Tannic	Tannicum	Light Orange	
LA	Light	Lignum	Light Purple	
PA	Dark	Plumbum	Light Blue	
FA	Fertile	Fertile	Light Green	
GA	Gravelly	Gravellosum	Light Yellow	
HA	Heavy	Heavy	Light Orange	
IA	Iron	Iron	Light Purple	
JA	Jagged	Jaggedum	Light Blue	
KA	Kalium	Kalium	Light Green	
LA	Lignum	Lignum	Light Yellow	
MA	Magnesium	Magnesium	Light Orange	
NA	Nitrogen	Nitrogen	Light Purple	
OA	Oxygen	Oxygen	Light Blue	
PA	Phosphorus	Phosphorus	Light Green	
QA	Quartz	Quartz	Light Yellow	
RA	Radium	Radium	Light Orange	
SA	Sulfur	Sulfur	Light Purple	
TA	Titanium	Titanium	Light Blue	
UA	Uranium	Uranium	Light Green	
VA	Vanadium	Vanadium	Light Yellow	
WA	Wolfram	Wolfram	Light Orange	
XA	Xenon	Xenon	Light Purple	
YA	Yttrium	Yttrium	Light Blue	
ZA	Zinc	Zinc	Light Green	



## HEIGHT

(350 Meters / 1148 Feet)

Medium Blend and deeper soil – more flavored and full bodied wines

## HEIGHT

(200-350 Meters / 656-1148 Feet)

Sandy, Light and dry soil – more tannic and concentrated wines



2007 Monumental Finding: 5-million year-old vertebrae and ribs of a Pliocene era whale.

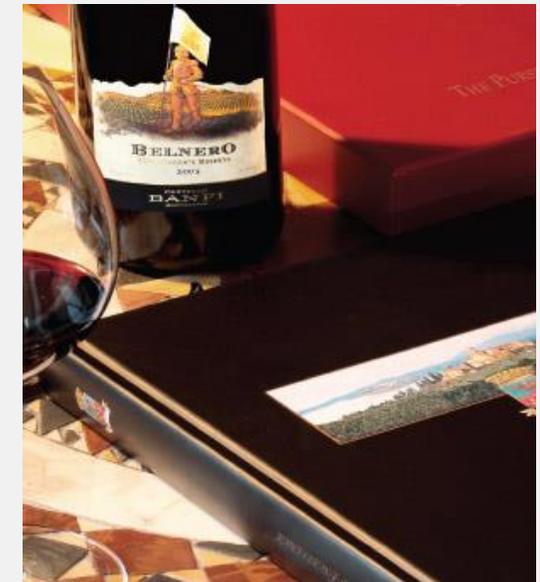




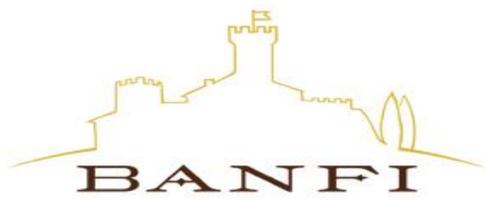
## Certification from vineyard to bottle



Results of the research and development of the estate are verified, communicated and shared both internally and with the greater community. Castello Banfi is the first winery in the world to be awarded international recognition for exceptional environmental, ethical and social responsibility (ISO 14001 and SA8000) as well as an international leader in customer satisfaction (ISO 9001:2000). Banfi affirms the idea that not only individuals, but the business itself, must support ethical values as part of the definition of its responsible behavior.







## An Extraordinary Tuscan Experience





# Hospitality



Our Enoteca/Wine Bar creates the atmosphere of a true Tuscan wine shop where, alongside our estate still and sparkling wines, grappa, extra virgin olive oil and Salsa Etrusca, you will find numerous local artisan food and crafts.



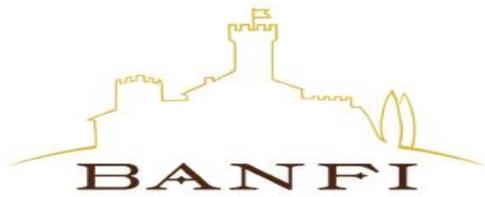
**Dining**  
a classical Tuscan restaurant in the shade of our medieval castle of Poggio alleMura. In a very pleasant atmosphere, our menu offers the traditional dishes of Montalcino and Tuscany.



The "Museum of Bottle and Glass" illustrates the various eras of glass production through history, from the 5th century BC to our current day.



The Balsameria beneath the north wing of the Castello Banfi lies the long, evocative Balsameria. In this place, once used as a remote storage for the castle, our precious Salsa Etrusca is born and evolves.



# Il Borgo Featured in Wine Spectator

## TRAVEL

### Il Borgo at Castello Banfi

**Website** [www.castellobanfilborgo.com/en/hotel](http://www.castellobanfilborgo.com/en/hotel)

**U**nder the guidance of the American Mariani family, Castello Banfi has long been a leading producer of Tuscany's Brunello di Montalcino. But the estate, which is large, lovely and historic, offers much more than wine.

Il Borgo is an 18th-century hamlet transformed into a 14-room hotel that's both luxurious and charmingly traditional. Guests can take guided tours of the vineyards and winery. An enoteca offers estate-produced olive oil, balsamic vinegar, grappa and wine. Also located on the property are two restaurants, a wine-centric glassware museum and, for Il Borgo guests, an outdoor swimming pool.

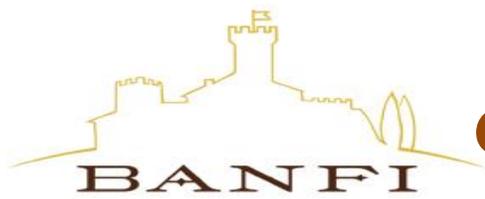
The wine-and-dining package, "Extraordinary Tuscan Experience," is available until Sept. 30 and streamlines the best of the estate's offerings into a three-night itinerary, with highlights such as a sunset picnic,



Castello Banfi and its hotel, Il Borgo (foreground)

a Sangiovese tasting and a five-course wine dinner at the La Sala dei Grappoli (begins at \$3,358 per room). Or, dive into the kitchen with the three-day "Chef for a Day" (begins at \$3,537 per room).

—Samantha Falewée



## CASTELLO BANFI IL BORGO-Featured in Forbes Article



[“Slow Travel Through Central Tuscany: Breathe, Drink Sangiovese, Ignore Email”](#)

For couples, especially honeymooners, Castello Banfi Il Borgo ticks off the boxes: Luxurious suites, horizon-stretching views, fine dining, poolside lounging, pastoral serenity, wine tasting, all on a romantic perch above the valley. The tiny village was built in the 1700s under the protective walls and towers of Castello di Poggio alle Mura, serving as the dwelling of farmers who worked for the noble landowners. Today, guests can visit the meticulously restored Castello, which houses a library reading room and museum, and dine under the stars on the patio of the gourmet restaurant which features an enviable list of Banfi’s back vintages. From the pool, one can see the beginning of Montalcino’s famous vineyards and further in the distance, the wine’s namesake town, an easy and scenic 12-miles away.



# IL BORGO NAMED TOP 5 LUXURY RESORTS IN ITALY!

*TripAdvisor's Travelers Choice Awards*

2017 TRAVELERS' CHOICE  
tripadvisor

Top 25 Luxury Hotels — Italy

UNITED STATES WORLD REGIONS EXPAND LIST

**5** Castello Banfi - Il Borgo  
Montalcino, Italy

4 of 25

6 of 25

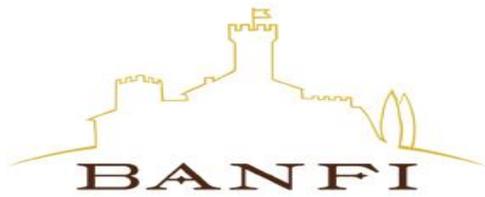
“Breathtaking property and great service!”

“One of the world's finest hotels!”

View deals >

Castello Banfi – Il Borgo was named one of the **TOP FIVE Luxury Resorts in Italy** in *TripAdvisor's* “Travelers’ Choice” Awards! See the article here:

<https://www.tripadvisor.com/TravelersChoice-Hotels-cLuxury-g187768>



## IL BORGO: EIGHT ITALIAN CASTLES WHERE YOU CAN SPEND THE NIGHT



*Castello Banfi – Il Borgo: Formerly a farmers village that was born around the medieval Banfi Castle, Castello Banfi – Il Borgo has been restored and transformed into a luxury resort. It's home to high-quality red wines (vineyards surround the area and vinos like Brunello and other Super Tuscans are produced here). The hotel also offers free wines in the guest rooms and tastings in the wine shop. But you don't have to be a wine enthusiast to enjoy your stay. Visitors also come for the chic pool with a view of the vineyards, two restaurants, glass museum and charming ambiance (picture stone and brick pathways, cypress trees, terra-cotta flower pots, ivy crawling over stone walls and a charming rose garden).*



**Fodor's**Travel *Castello Banfi Il Borgo*

### World's Most Luxurious Wine Country Hotels

By Christina Valhouli

Wine aficionados need look no further than these ultra-luxe accommodations located in the heart of vineyard environs. We've scoured the globe to showcase 10 of the world's best, ranging in style from minimalist to medieval. Some are located on wine estates, boasting views of the vines from the rooms, on-site samplings, and "vinotherapy" treatments at the spa, while others offer an opulent base for exploring the best of a region's vineyards.

#### Castello Banfi – Il Borgo

**Where:** Tuscany, Italy

Castello Banfi Il Borgo is a medieval castle turned luxury hotel, located within Tuscany's Castello Banfi vineyard estate. There are only 14 rooms, so it never feels crowded. Guests can spend lazy days strolling among olive groves or relaxing by the pool, while tours and tastings at Castello Banfi are available, as well as private cooking lessons, balloon rides, and bike rides. Guests staying in the Poggio all'Oro Suite can access their own private wine cellar, which stores rare vintages of Castello Banfi and includes its own complimentary sommelier service.



Castello Banfi Il Borgo is rated a Top 25 Hotel in Europe and the #9 Top Hotel from all regions in Italy in the 2014 Reader's Choice Awards.

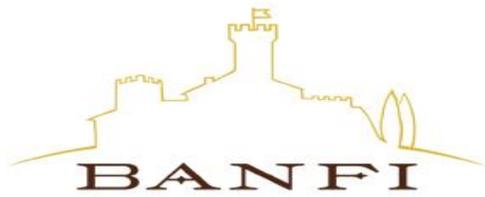


Condé Nast Traveler, **Top 25 Hotels in Europe, November 2014**  
Condé Nast Traveler, **Italy's Top 50 Hotels, October 2014**

**FODOR'S TRAVEL**  
**10 of the World's Best, Most Luxurious Wine Country Hotels**

**CONDE NASTE TRAVELER**  
**Top 25 Resorts in Europe Readers' Choice Awards 2016**



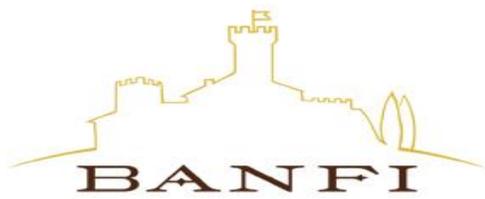


## Banfi Awarded 2018 Ecofriendly Prize 3<sup>rd</sup> Consecutive Year



The Ecofriendly Prize was born from the cooperation of Vini Buoni d'Italia with Amorim Cork Italia, Repower and Verallia and awards companies based on the following criteria:

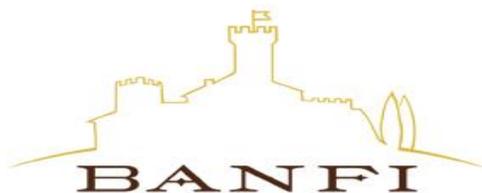
- Understanding the typology and the importance of the problems related to the safeguard of the environment
- Working for minimizing the impact of business and reducing the consequential social-economics costs.
- Helping to promote consumer responsibility
- Contributing to individuate the opportunities for innovation and cost savings.



- **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.

**SAN ANGELO PINOT GRIGIO** (for info on Pinot Grigio, see above)

- San Angelo Pinot Grigio is unique. **It was the first 100% Pinot Grigio ever produced in Tuscany.** In fact, when the Mariani family arrived in Tuscany in 1978 and purchased property, they decided that along with Sangiovese and Moscadello which were the two local grapes that had been traditionally planted, they would also bring in varietals like Pinot Grigio, Cabernet, Merlot, Syrah, Chardonnay, Pinot Noir and Sauvignon Blanc among others.
- We were advised that planting white grapes was folly, that everyone knew that grapes such as Pinot Grigio, needed cool climates like those of northeastern Italy. The Mariani's found that we had 29 different soil types and over 100 different microclimates and were determined to experiment with non-traditional varieties. The rest is history.
- We are proud that today in the Montalcino zone, the above grapes, through our research are now considered traditional and can be planted by all producers. The warmth of the Tuscan sun brings out not only a perfume of flowers and peach but also a richness on the palate, so unlike most Pinot Grigio, making San Angelo a uniquely beautiful example of this beloved grape.



*Pale yellow-straw  
in color. Fresh, fruit-  
forward bouquet  
with notes of pear,  
peach, anise,  
and honey.*



## SAN ANGELO TOSCANA IGT

San Angelo Pinot Grigio is an elegant wine. Lush tropical fruit aromas and flavors, balanced with crisp citrus notes, reflect its unique Tuscan character and distinguish San Angelo Pinot Grigio from its northern counterparts.

### SOIL

Yellowish brown, clay topsoil, slightly calcareous.

### PRODUCTION TECHNIQUE

Starting with selective grape harvest, the temperature-controlled fermentation (59-64°F) of the free-run juice is immediately followed by storage at a low temperature, which leaves a light and natural effervescence. The wine is bottled a few months after the harvest, before the new year ends.

### BOUQUET

Fresh bouquet with notes of pear, peach, anise and honey.

### TASTE

Fruity and crisp, very refreshing.

### FOOD PAIRING

San Angelo Pinot Grigio is a delightful complement to light dishes, such as grilled vegetables and pasta primavera, as well as a range of seafood. It also makes a superb aperitif.

### ORIGIN

Montalcino, Southern  
Tuscany, Italy

### VARIETIES

100% Pinot Grigio

### ANALYSIS

Alcohol	12.5% Vol
Total Acidity	5.3 g/l
Residual Sugar	2.5 g/l

### SIZE(S)

750ml 0 80516 04904 5

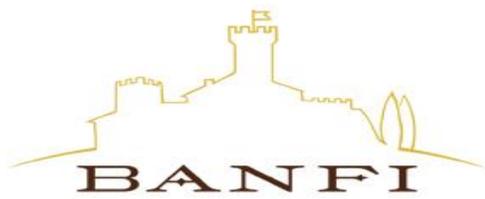
### PACK(S)

750ml 12pk

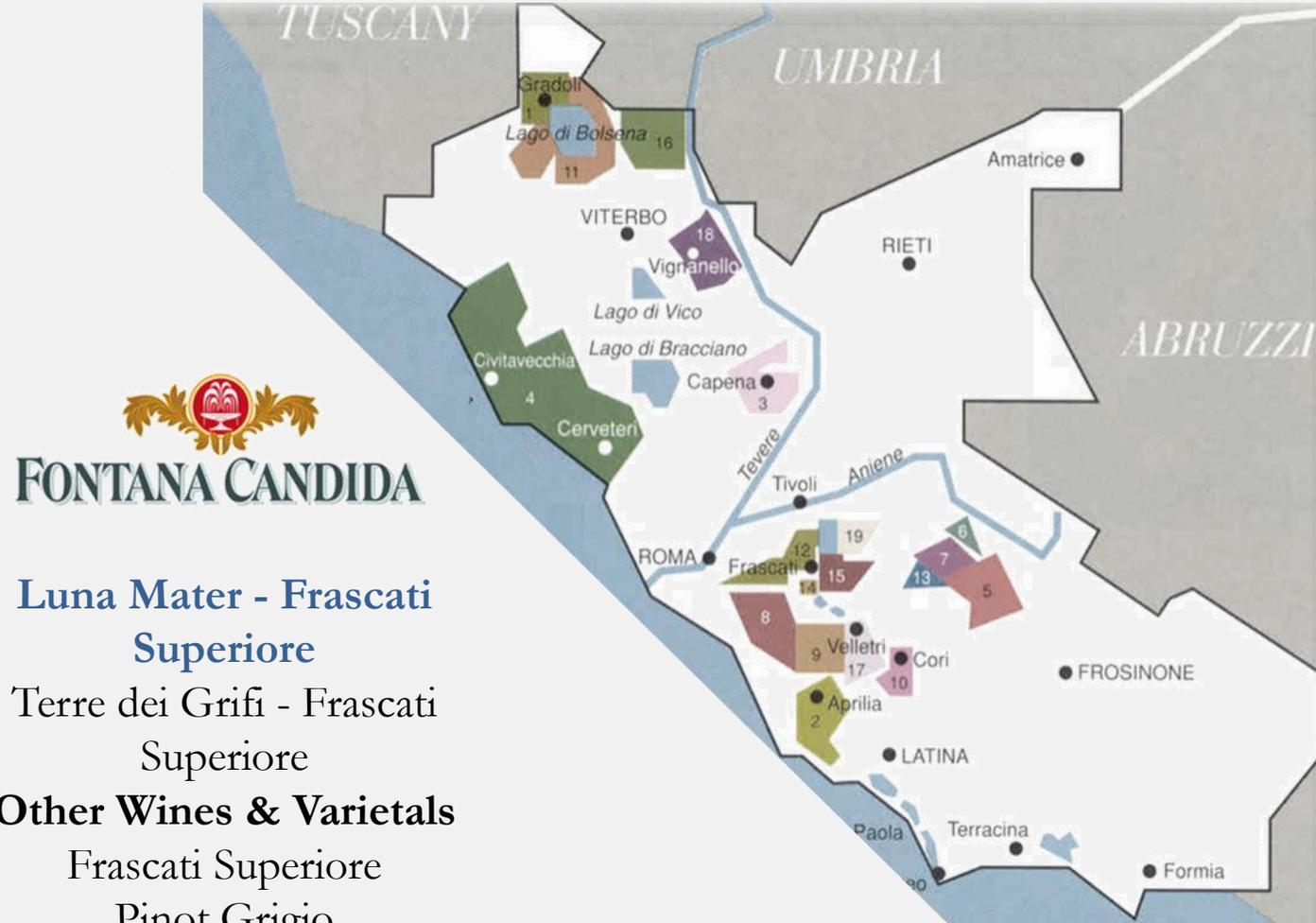


*Dedicated to a finer wine world*





# LAZIO



**FONTANA CANDIDA**

**Luna Mater - Frascati  
Superiore**

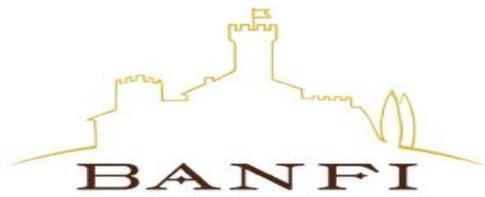
**Terre dei Grifi - Frascati  
Superiore**

**Other Wines & Varietals**

Frascati Superiore

Pinot Grigio

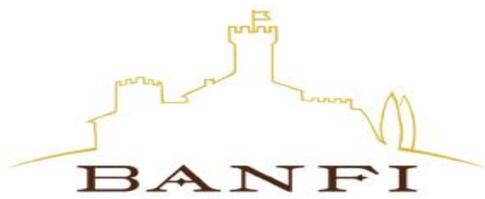
Orvieto



- **FRASCATI** – is the wine of Rome. This lovely white is produced in and around the towns of Frascati, Grottaferrata and Monteporzio Catone, located just outside the city of Rome. **It is said that the winemakers of Frascati were the first franchisers of bars/restaurants/fastfood chains in the world. The producers, purchased properties in Rome and then would lease them out to bartenders, chefs, cooks with the explicit instructions that only their wines would be served.** Today, Rome is still the largest outlet for the wines of Frascati.
- **Frascati** is produced with a minimum of 70% Malvasia (di Candia and del Lazio) along with a maximum of 30% other local white varieties such as Bombino, Trebbiano, Bellone and Greco.
- **MALVASIA** - Malvasias along with Grecos may be the most confusing of all grape varieties. In Italy we have 18 official varieties named Malvasia and some of them are red!!! Between the 1300's and 1600's Malvasia was likely the world's most famous wine. The popularity of this wine was due to Venice's domination of the Mediterranean Sea and its trading routes and their love for the wine and the grape. Malvasia's can be found in every shade from white to pink to almost black.
- Early on it was suggested that the name Malvasia came from the Greek island of Monemvasia where they suggest the grape originated. However, the Greek origin of Malvasia is **NOT** supported by DNA studies.



- **MALVASIA continued .**
- **The Italians offer a somewhat wondrous legend about how the grape/wine found its name.** They say that over the centuries, Italy was invaded by everyone and during Spain's (or maybe even Arab) tenure in Sicily, the Spanish (or Arab) governor of the island decreed that all the first pressing (best) wine must be given up to the governor under penalty of death. The locals were able to keep the poor wine made from the second pressing. They say there was a young man who decided to keep a few amphora of the most delicious, luscious wine he had ever produced. Under cloak of darkness he set off to bring a bottle to his local priest and then one to his own father. Unfortunately, for the young man, he came upon the governor while carrying these two special bottles. The governor stopped the young man and demanded to know what he was carrying. The young man lied and said it is "mallow juice." The governor not believing the man and desiring to make an example of him, grabbed for the two bottles. The young man saw his life flash before his eyes, and as he handed over the bottles, the young man looked to heaven and prayed to God to transform the juice and , "let it be mallow". The governor then tasted and spat out the really bad wine. A miracle had occurred, what moments before had been the most unctuous of wines was now bitter and the wine became known as "let it be mallow" or "Malvasia".

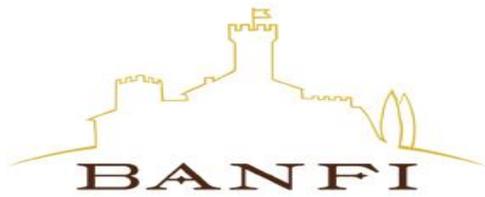


## **MALVASIA di CANDIA**

**Candia is the ancient name of the island of Crete where the grape supposedly originated. However, DNA does not support that theory.** The grape variety is also called Malvasia di Alessandria and Malvasia a Sapore di Moscato (Flavor of Moscato), those names refer to the aromatic varietal and Malvasia Bianca di Candia refers to the non-aromatic varietal.

## **MALVASIA del LAZIO**

**Malvasia di Lazio is also known as Malvasia Puntinata as its berries are covered with rusty looking spots or “punti” Puntinata in Italian means “dotted”.** Ian D’Agata suggested that Malvasia del Lazio is one of Italy’s greatest white grapes. **Recent DNA shows that this grape is a cross between Muscat of Alexandria and Schiava Grossa. The crossing likely took place in Lazio.** Malvasia del Lazio and Muscat of Hamburg share the same parents, so they are full siblings.



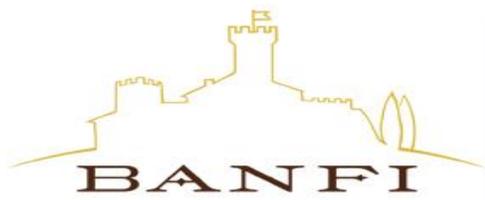
## GRECO

Most Italian Greco's are Greek imports likely first brought to southern Italy by Greek colonists. However, some of these so called "Greek" imports took their names from the fact that they reminded one or tasted like "Greek" wines. The two most famous of these "Greek" grapes are Greco and Greco Bianco which isn't a Greco at all, Greco Bianco is actually Malvasia di Lipari!

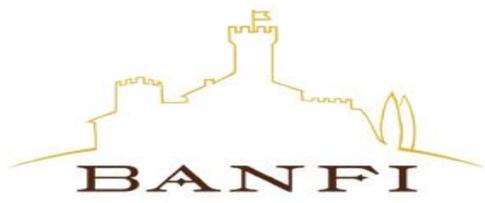
Greco ripens late and offers low vigor and quantity. For winemakers it oxidizes easily. In the best of circumstances, it produces wines that are big and well structured.

## BOMBINO

Some suggest that Bombino was born in Spain but others believe the grape is indigenous to Italy. **One thought on the name is that it means little bomb while another is that the cluster of grapes reminds one a tiny baby (bambino) with outstretched arms.**



**FONTANA CANDIDA**

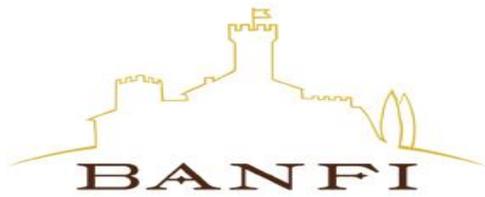


# FONTANA CANDIDA





ESK VINEYARD



Throughout the world, Fontana Candida is synonymous with Frascati. This ancient wine, born in the Roman hills, has deservedly been called "the wine of popes and of the people." While the popes drank Frascati daily, the people would only drink it on important Vatican occasions. It is said that during the papal elections of Innocent X (Giambattista Pamphili in 1644) and of Clement X (Emilioi Altieri in 1670), Frascati spouted from the fountains, the marble nostrils of Marcus Aurelius's horse and the lions of the Capitol to the delight and amusement of the people. Citizens rushed out with bottles and cups to capture the wine and enjoy it fully.

In addition to our popular Frascati Superiore, our U.S. portfolio consists of Pinot Grigio from the Veneto region and Orvieto Classico from the Umbria region. Fontana Candida was founded in 1958 and is headquartered in Monteporzio Catone, Rome.

DISCOVER THE WINE OF ROME







# LUNA MATER



**Luna Mater (Mother Moon) reflects the wines close ties to nature and it's vineyards with an average age of 50 years**



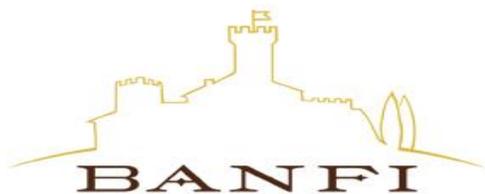
**The label is based on the original work created for the fiftieth anniversary of Fontana Candida by the Roman artist:  
Domenico Bianchi**



# LUNA MATER

Luna Mater reflects the noblest tradition of Frascati through:

- Santa Teresa single vineyard (average age of vines ~ 50 years)
- Selection of the best grapes: Malvasia del Lazio  
Malvasia di Candia  
Greco and Bombino (very rare varieties)
- Vinified in a unique three part process to express the varietal character :
  - Contemporary - grapes chilled overnight before gentle pressing
  - Traditional - skin contact fermentation
  - Innovative - add whole grapes to fermenting must
- Ageing in bottle in the ancient caves of the Fontana Candida cellars



*Bright yellow in color,  
with an intense and  
full bouquet, Luna  
Mater is dry and  
generous in flavor,  
soft and enveloping  
on the palate, with  
a lingering pear and  
bitter-almond finish.*



## FONTANA CANDIDA LUNA MATER FRASCATI SUPERIORE DOCG

Luna Mater Frascati sets a new standard for Rome's most renowned white wine. As mystifying and enigmatic as its namesake, Mother Moon, it reflects the wine's close ties to nature and its vineyards with an average age of 50 years. A blend of indigenous white varieties, it is a tribute to the tradition of the region yet crafted with contemporary winemaking technique. The label, designed by Roman artist Domenico Bianchi graphically conveys the unique beauty and mystery of this wine.

### SOIL

Loose, porous, volcanic soils, rich in minerals.

### PRODUCTION TECHNIQUE

Handpicked grapes are divided into two lots. One is cooled before pressing to maintain aroma. The other is fermented on the skins in small oak barrels to preserve varietal character. A subsequent harvest, a few days later, adds hand destemmed whole grapes to the must to enhance aromas and flavors. The wine is aged in bottle in a naturally cool and humid tufaceous rock cellar.

### BOUQUET

Intense with exotic-fruit aromas.

### TASTE

Dry; full flavored, soft and savory, with a lingering ripe-pear and bitter-almond finish.

### FOOD PAIRING

Perfect with white meats and fish, Luna Mater is the ideal companion to the famous pastas of Rome: Cacio e Pepe, all'Amatriciana, Carbonara, and, of course, Fettucine Alfredo.

### ORIGIN

Select hillside vineyards in the DOC zone in Frascati and Monteporzio Catone (Lazio, Italy)

### VARIETIES

50% Malvasia di Candia  
30% Malvasia del Lazio  
10% Greco  
10% Bombino

### ANALYSIS

Alcohol	14.5% Vol
Total Acidity	5.0 g/l
Residual Sugar	2.0 g/l

### SIZE(S)

750ml 0 80516 66514 6

### PACK(S)

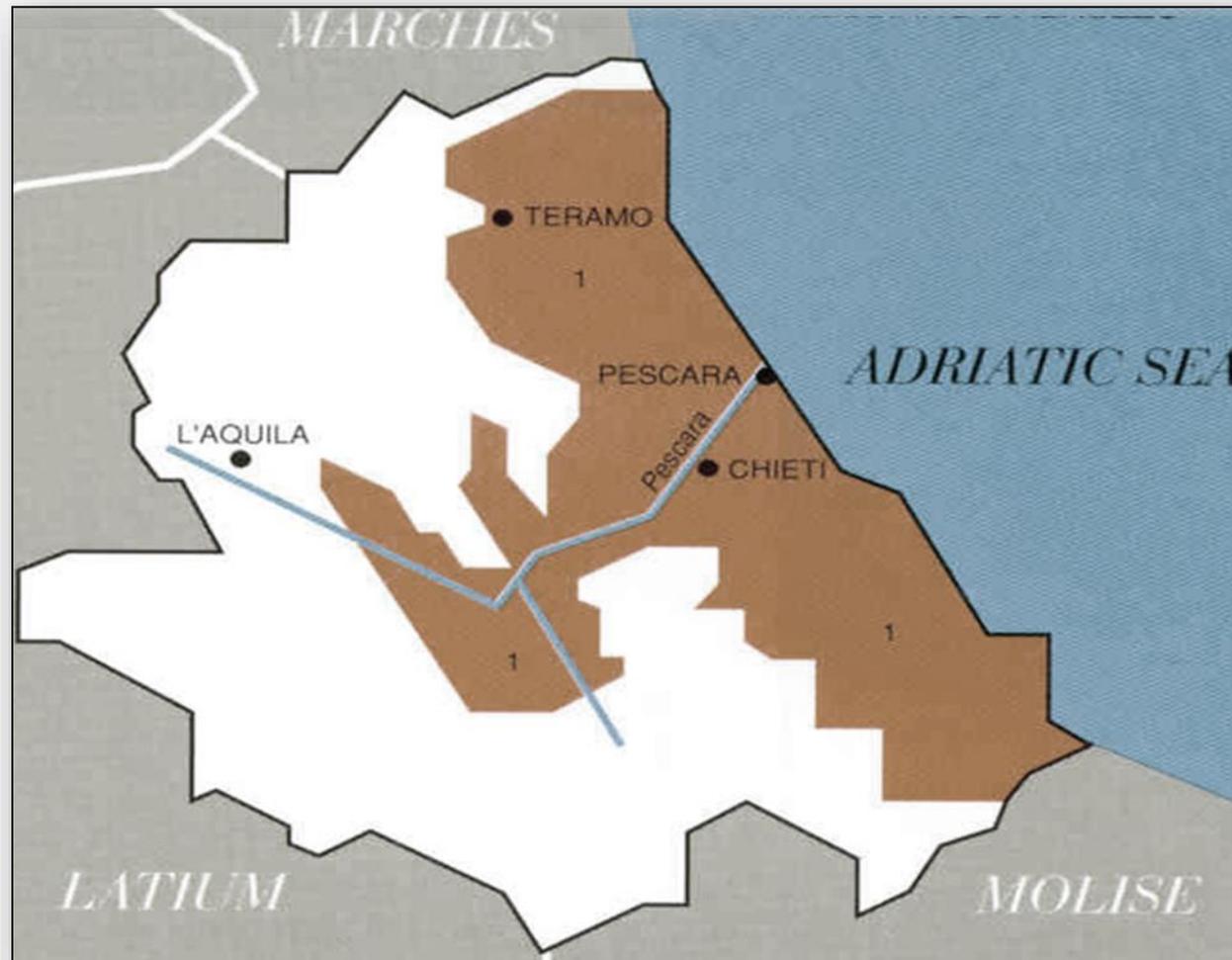
750ml 6pk



# ABRUZZO



**CERULLI SPINOZZI**  
Torre Migliori  
*Montepulciano d'Abruzzo*  
Cortalto  
*Pecorino*





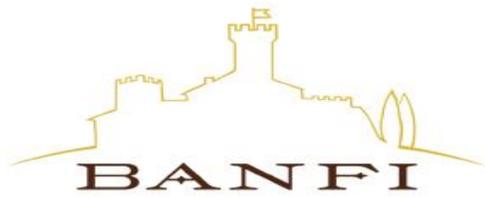
**CERULLI  
SPINOZZI**  
AZIENDA AGRICOLA



**CERULLI  
SPINOZZI**  
AZIENDA AGRICOLA







## Cerulli Spinozzi

The Cerulli family has been part of the fabric of the Abruzzi for centuries, traditionally prospering not from grapes or olives, but from wool sheared from local sheep and delivered to Florence to be woven into world-renowned textiles. However, the Cerulli family has always been forward-thinking. Grandfather Cerulli founded Casal Thaulero which, under his presidency, swiftly went on to become the Abruzzi's most successful wine cooperative.

More recently, his grandson Enrico, has taken over management of his ancestral property, the 148-acre **AZIENDA AGRICOLA CERULLI SPINOZZI**. Enrico's passion, however, is to make outstanding wine from the Montepulciano grape. To accomplish this goal he has recruited one of Italy's most celebrated and sought-after consulting winemakers: **FRANCO BERNABEI**. Completing the team is **PAOLO FACCIN**, the on-site winemaker.

How are they raising the bar? ...by wines like Cortalto Pecorino and Torre Migliori

Most Montepulciano imported into the U.S. comes from the large Montepulciano d'Abruzzo DOC. However, there is an immeasurably superior quality subzone called **Colline Teramane (Teramane Hills), Abruzzi's only DOCG** (awarded in 2002). This tiny area produces a trickle of wine – less than 0.5% of the volume of the larger DOC! Luckily, Cerulli owns 10% of the DOCG's 100 ha (247 acres) and makes its top bottling, **TORRE MIGLIORI**, from 100% DOCG fruit.

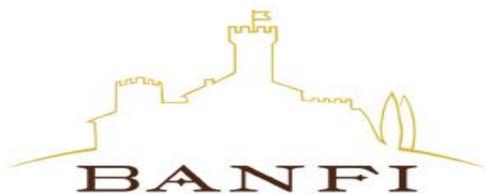




**Colli Aprutini, IGT** is a designation used for white, rose and red wines made from allowed grape varieties that grow in and around the Aprutini hills. If one grape variety is used on the label, the wine is required to use at least 85% of that specific grape variety.

**PECORINO** is a white grape which takes its wacky name from *Pecora or sheep*. It may have originated in the Marche in Central Italy. In Calabria, a grape also known as Pecorino is identical to Greco Bianco also known as Pecorello Bianco. Some suggest the grape variety Pecorino was domesticated from wild grapes. **It is said that this grape was known as the Uva delle Pecore or Uva Pecore referring to the sheep herders who ate the grapes while accompanying their sheep up and down the hills and valleys while searching for food.**

Generally speaking, wines made from Pecorino are delicately herbal but can be quite concentrated like that of Cortalto.



**CERULLI  
SPINOZZI**  
AZIENDA AGRICOLA

*A unique white wine  
from Abruzzo. A  
phenomonal choice  
for interesting whites.*



## CERULLI SPINOZZI PECORINO "CORTALTO" COLLI APRUNTINI IGT

Elevating the picturesque Abruzzi region through superior winemaking.

### SOIL

Clay and sand.

### PRODUCTION TECHNIQUE

This classic white from Abruzzo is made from the native Pecorino grape, which gets its name from the local sheep that love to snack on them. The wine is fermented in stainless steel. Fermentation lasts about a month and contrary to most whites, there is no malolactic fermentation. This is done to preserve the bright acidity which is key to this lovely wine. The wine then rests on the fine lees and is bottle aged for a minimum of two months.

### BOUQUET

Subtle aromas of white flowers, peach, citrus.

### TASTE

Crisp and well balanced on the palate with flavors of peach, apricot and orange. A hint of bitter almond on the lingering finish.

### FOOD PAIRING

Ideal with fish and seafood, poultry, veal, pork, goat cheese; or simply as an aperitif.

### ORIGIN

Colli Aprutini, Abruzzo, Italy

### VARIETIES

100% Pecorino

### ANALYSIS

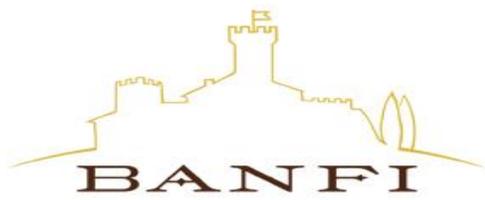
Alcohol	13.0% Vol
Total Acidity	6.15 g/l

### SIZE(S)

750ml 0 80516 26404 2

### PACK(S)

750ml 6pk



# EMILIA ROMAGNA



## Riunite

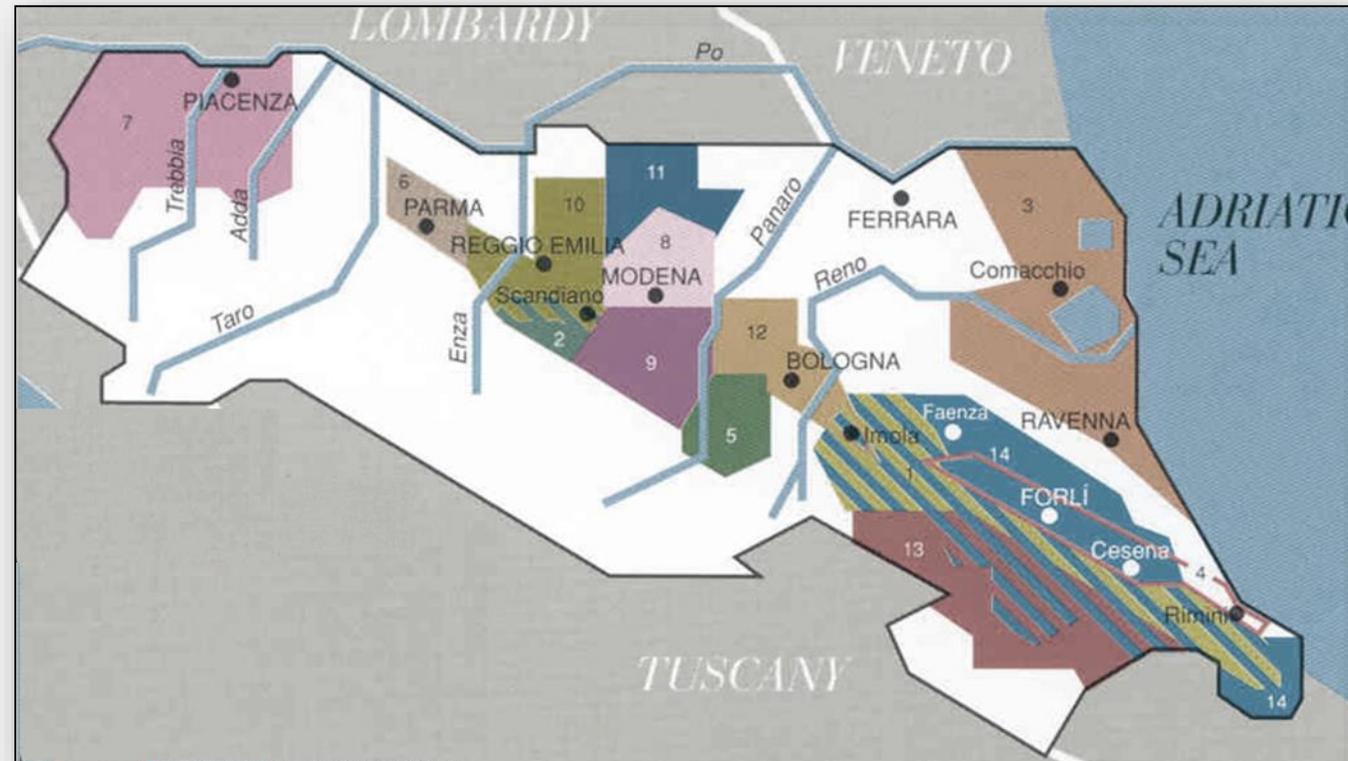


ALBINEA CANALI  
VITICOLTORI DAL 1936

Ottocento Nero  
FB Lambrusco



fratelli  
**CELLA**<sup>®</sup>



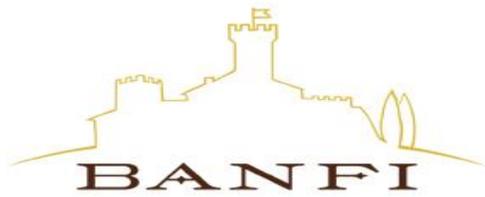




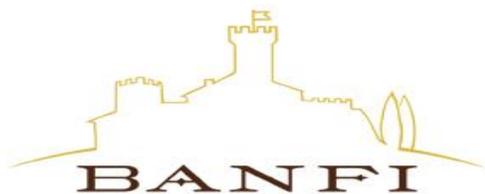
**February 10, 1950, nine wine producers from the agriculturally rich Emilia-Romagna region "united" to form the Cantine Cooperative Riunite.**







- **EMILIA – IGT** refers to white, red and rose wines that are made with grapes grown in the Emilia in Emilia Romagna
- **TREBBIANO** (see above for information)
- **MOSCATO** is a wondrous grape variety producing myriad wines from still to fully sparkling, dry to sweet.
- **Moscato or Muscat is a name for over 200 distinct varieties of white, pink or red-skinned grapes that all share a distinct “musky” character. The name likely derives from that “musky” aroma that is produced by the Musk deer in southern Asia, that as early as the fifth century AD was used to create a rare perfume.**
- Moscato Bianco is the most common of all of grapes in this family. It is sometimes called Moscato di Canelli in Italy and likely what we know as Moscadello in Montalcino is also Moscato Bianco. This varietal’s most recognizable trait, is its haunting fragrance of “musk”. **It is the terpenes of linalool, geraniol and nerol which form the aromas of orange blossom, pineapple, honey, sage and rose that are so typical of the Muscat varietals.**
- **Moscato Bianco is the most floral of all Moscato varietals and offers hints of white peach, apricot and honey.**
- **While some suggest that this grape variety was brought from Asia Minor by the Phoenicians, other believe a Greek influence, but it is now thought that Moscato Bianco actually originated in Italy on her peninsula.** The name may come from “mosca” or fly. The haunting fragrance and sweetness of the grapes attracted both flies and bees (“apianae”) which some say was the original name of the wine in the days of the early Romans.



# Riunite

*Pale-straw and fruity with the haunting fragrance and luscious flavor of the seductive Moscato Grape.*



## RIUNITE TREBBIANO MOSCATO

Riunite wines have been one of America's most-loved, best-selling wines for 5 decades – an unparalleled accomplishment in wine history. Best when served chilled, Riunite's refreshing wines are perfect for any occasion.

### SOIL

Medium mixture, alluvial soil located approximately 100 meters above sea level.

### PRODUCTION TECHNIQUE

After a soft pressing, the must is quickly separated from the skins. Fermentation at 38-40°F is followed by preservation in thermo-conditioned casks. A second fermentation of several weeks' length elicits the slight sparkle. Isobaric bottling.

### BOUQUET

Fruity with the haunting fragrance and flavor of the seductive Moscato grape.

### TASTE

Soft, lively and sweet.

### FOOD PAIRING

A fruity and aromatic wine, Riunite Trebbiano Moscato is a perfect companion for spicy cuisines, especially Tex-Mex, Indian Thai and Chinese Szechuan cuisine. Serve chilled.

### ORIGIN

Emilia Romagna, Italy

### VARIETIES

Moscato and Trebbiano

### ANALYSIS

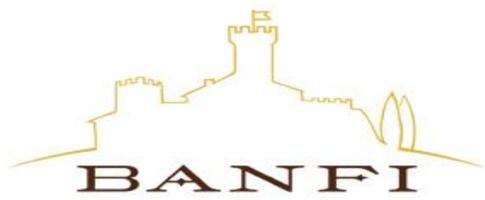
Alcohol	8% Vol
Total Acidity	6 g/l
Residual Sugar	60 g/l

### SIZE(S)

3L	0 80516 13540 3
1.5L	0 80516 13542 7
750mL	0 80516 13544 1
187ml	0 80516 13549 6

### PACK(S)

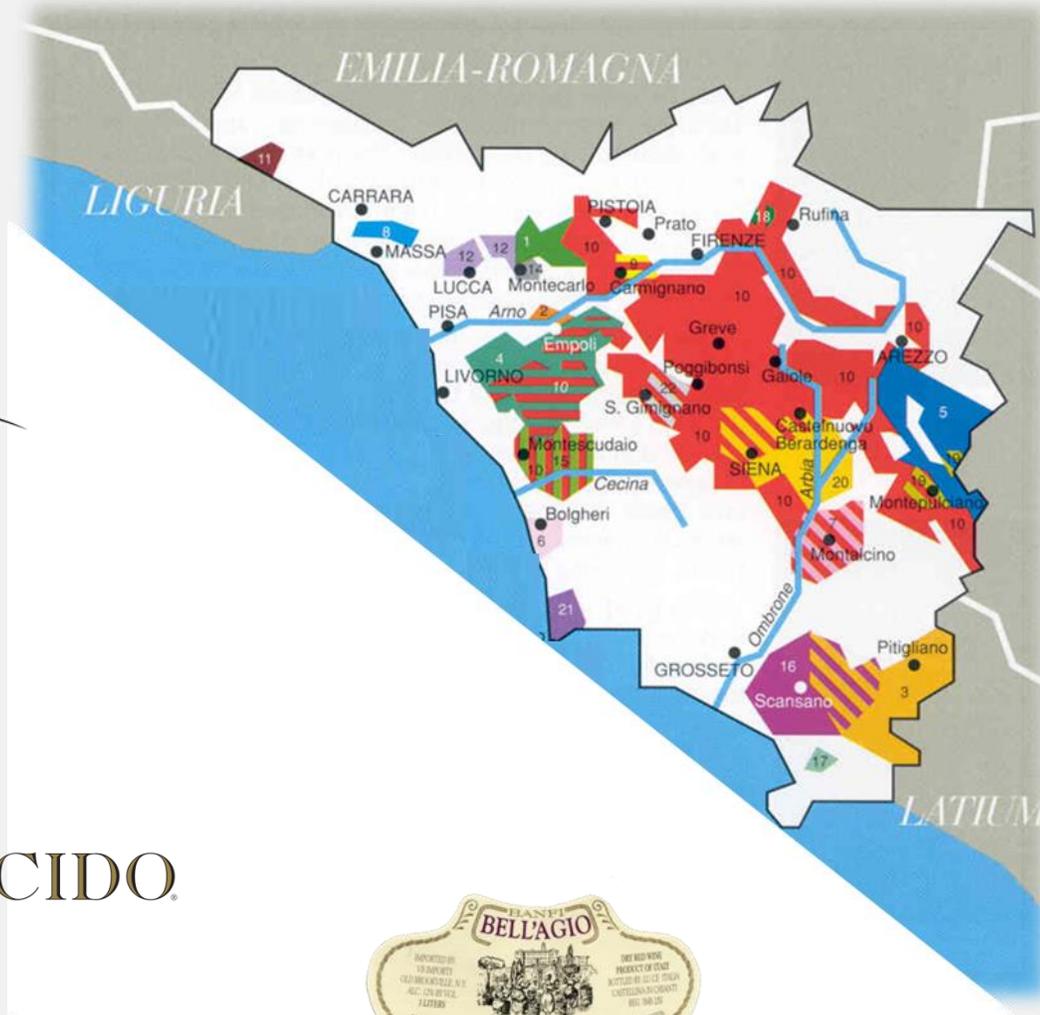
3L	4pk
1.5L	6pk
750ml	12pk
187ml	24pk



# TUSCANY OR TOSCANA



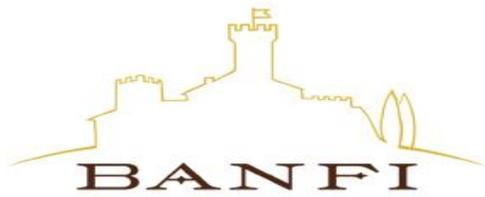
PLACIDO.



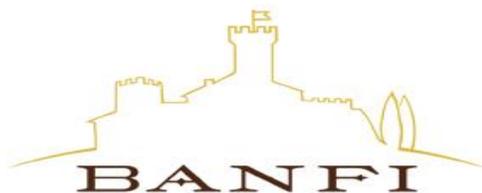


# Most Unique Vineyard Estate made up of a Constellation of Single Vineyards





**MOSCADELLO di MONTALCINO** is a white wine produced with Moscadello (Moscato Bianco at least 85%) grapes that have been grown in Montalcino since the days of the Renaissance. It was suggested that the “salty” sea air only about 18 miles away produced a grape that was more highly regarded than any other Moscato. However, phylloxera destroyed most of the vineyards and it was not until the Mariani family arrived in Montalcino in the late 70’s that Moscadello di Montalcino was actually brought back to life. The wine may be produced in everything from a light and fizzy style to the rich and unctuous character of FloruS.



*A late harvest dessert wine with a perfect balance of fruit, body and bouquet. Rich and golden in color. Elegant, harmonious with hints of apricot, honeysuckle, raisins and honey. The taste is unctuous, with dried-apricot, raisin and honey flavors. Subtly sweet. Long finish with nuance of almond and honey.*



## CASTELLO BANFI FLORUS MOSCADELLO DI MONTALCINO LATE HARVEST DOC

FloruS is one of the classic DOC wines from the acclaimed growing region of Montalcino, Tuscany. It is a rare masterpiece of fruitiness and balance.

### SOIL

Clay topsoil, very calcareous.

### PRODUCTION TECHNIQUE

Made with grapes that naturally dry on the vine until mid-October and beyond. The raisined grapes are crushed and pressed; the juice is slowly fermented at 59°F for several months until 14-15% alcohol content is reached. A small portion of the wine is aged for one year in barriques of French oak and then blended with the balance in stainless steel before bottling and release.

### BOUQUET

Elegant, harmonious with hints of apricot, honeysuckle, raisins, and honey.

### TASTE

Unctuous, with dried-apricot, raisin, and honey flavors. Subtly sweet. Finishes with nuances of almond and honey.

### FOOD PAIRING

Florus is ideal for dipping biscotti or as an accompaniment to aged or ripe cheeses, particularly Tuscan Pecorino.

### ORIGIN

Montalcino, Southern Tuscany, Italy

### VARIETIES

100% Moscadello

### ANALYSIS

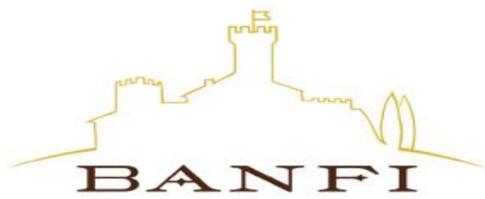
Alcohol	13.5% Vol
Total Acidity	6.0 g/l

### SIZE(S)

500ml 0 80516 02095 2

### PACK(S)

750ml 6pk



# SICILY



**FLORIO**

**Targa**

**Passito di Pantelleria**

**Amaro**

Marsala Fine Dry

Marsala Fine Sweet

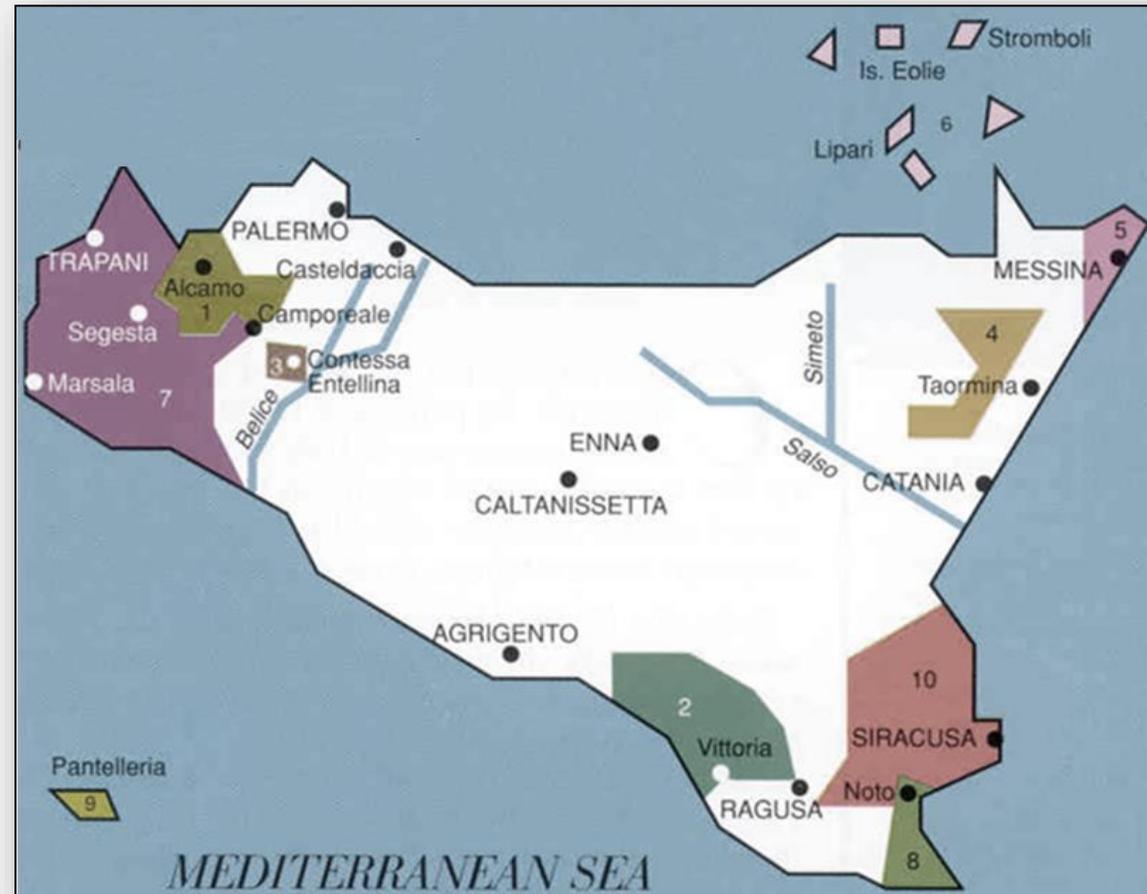
Gran Chef Marsala

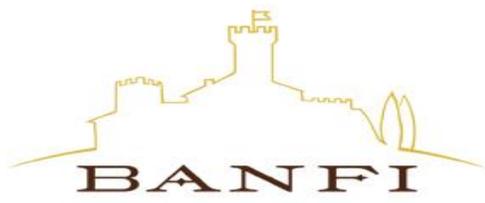
*Feudo Sartanna*

**FEUDO SARTANNA**

**Zirito**

**Kirkinti**





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Wikimapia Beta-NEW



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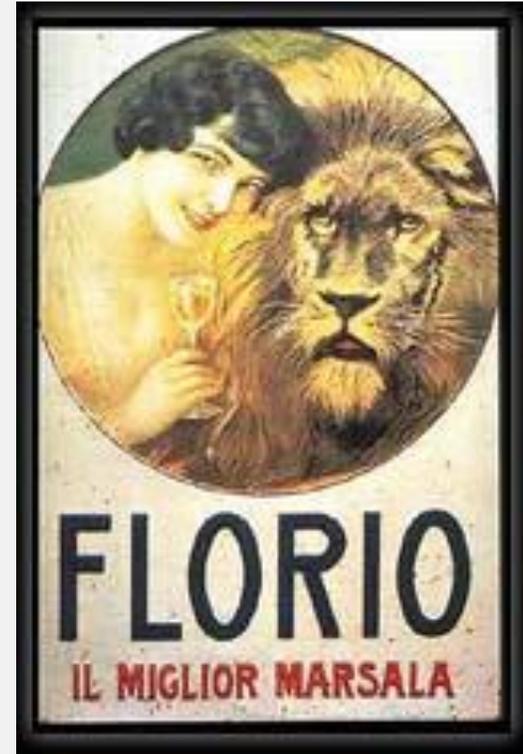
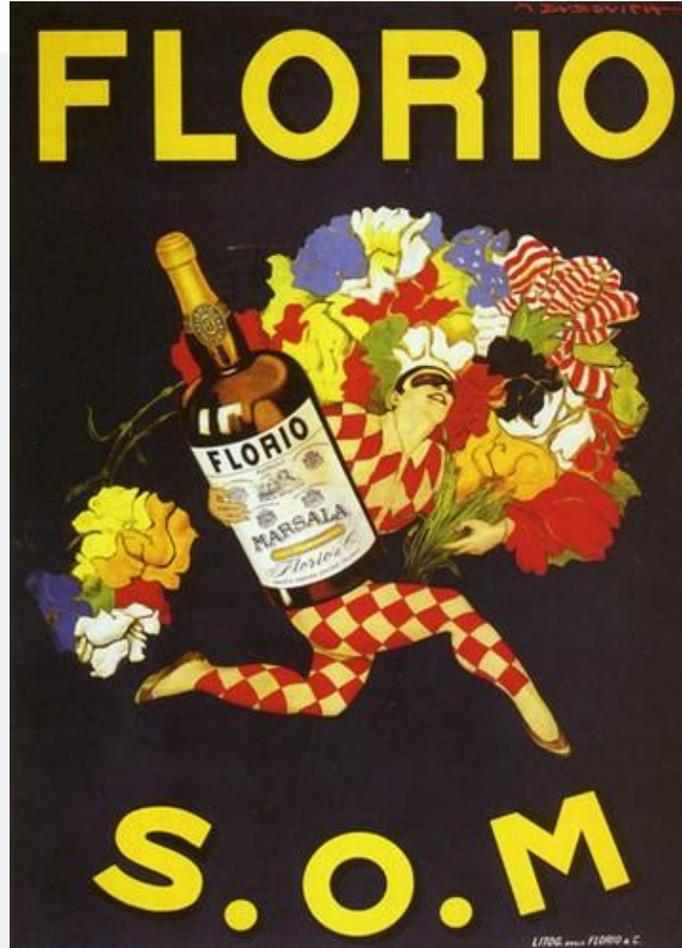
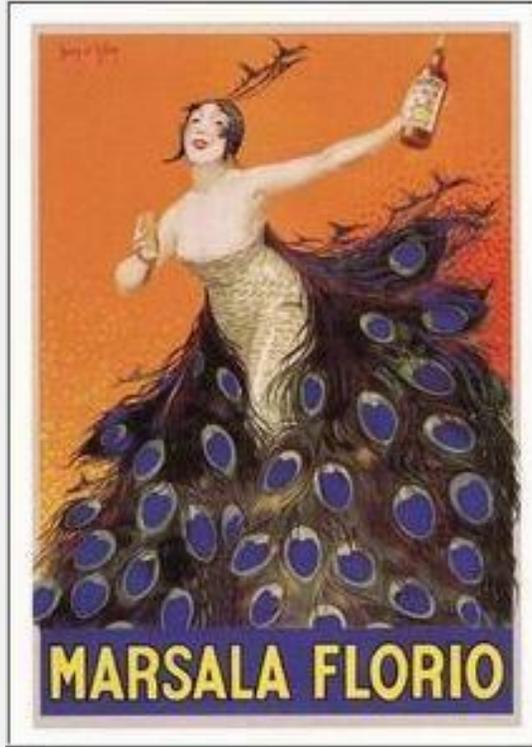


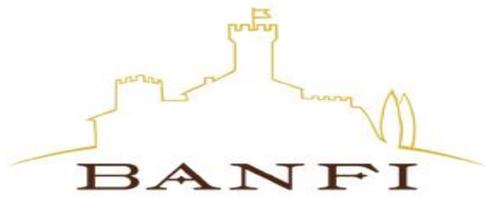
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**MALVASIA delle LIPARI** is one of the most ancient of Sicilian wines. In the first century BC historian Diodorus wrote that the grape variety, Malvasia, was introduced to the island by the Greeks. It is a white wine that by law is produced in a passito and liquoroso style. The wine must be produced with a minimum of 95% of Malvasia with a maximum of Corinto Nero grown in the Aeolian (Lipari) islands in the province of Messina. The wine may also be produced in a Passito (dried grapes) or Liquoroso (fortified) style.

Malvasia delle Lipari is one and the same with Malvasia di Sardegna, Greco Bianco di Gerace, Malvasia di Sitges (Spain), Malvasia Candida (Madeira) and Malvasia Dubrovacka (Croatia).

**MALVASIA (ADDITIONAL INFO, SEE ABOVE)**



*Intense gold, with  
copper reflections.  
Lush and ample  
bouquet with scents  
of honey and herbs.  
Sweet full and smooth  
taste, with hints of  
wild Mediterranean  
herbs, plump raisins  
and dried apricots.*



## CANTINE FLORIO MALVASIA DELLE LIPARI DOC

25 miles off the coast of Sicily lies an archipelago. Lipari, the largest island in the chain, lends its name to the denomination of the Malvasia wine made there, though the true center of production is the 2nd largest island, Salina. The ancient Greeks introduced the grape in the 6th century BC. Due to the extreme viticulture on steep, tiered slopes with warm volcanic and sandy soil, the vineyards must be tended to manually.

### SOIL

Sandy and soils of volcanic origin.

### PRODUCTION TECHNIQUE

Harvested overripe after a rigid selection process, the grapes are placed on reed mats under the sun for about 15 to 20 days depending on vintage conditions. The plump raisins are then gently crushed and the skins left on the must for a brief pre-fermentative cold soak to add complexity and character; the rich must is then racked off the skins and fermented at controlled low temperatures until fermentation stops naturally.

### BOUQUET

Lush and ample with intense scents of honey, rosemary and oregano.

### TASTE

Sweet, full and smooth. Well-structured, pleasantly aromatic with intense scents of Mediterranean wild herbs, raisins and dried apricots.

### FOOD PAIRING

Florio Malvasia delle Lipari is a luxuriant dessert wine but also delightful with savories such as foie gras or blue cheese.

### ORIGIN

Malfa, island of Salina, archipelago of the Aeolian Islands

### VARIETIES

Malvasia di Lipari, Corinto Nero

### ANALYSIS

Alcohol	
14.0% Vol	
Total Acidity	6.0
g/l	
Residual Sugar	140.0 g/l

### SIZE(S)

500ml 0 80516 39417 6

### PACK(S)

500ml 6pk