

ITALY

ITALY



SWE 2020 PIEDMONT VS TUSCANY



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ITALIAN WINE FACTS

- Wine has been produced in Italy for over 4,000 years
- Ancient Greeks dubbed it “Enotria” - land of wine
- Romans propagated the cult of Bacchus - establishing a flourishing wine trade thousands of years ago
- Leading producer of wine in the world
- Thousands of different wines are produced in Italy’s 20 regions
- Hundreds of different grape varieties



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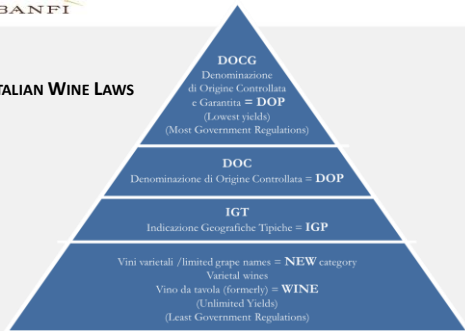
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ITALIAN WINE LAWS



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### 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

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### ITALIAN WINE TERMS

- **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
- **BARRIQUE** - small barrel
- **BIANCO** - white
- **BOTTIGLIA** - bottle
- **BOTTE** - large cask or barrel
- **BRUT** - dry (sparkling wine)
- **CANTINA** - winery or wine cellar
- **CASTELLO** - castle
- **CHARENTON** - pale red (rose)
- **CLASSICO** - historic or "classic" growing area of a specific zone
- **COLLI** - hills
- **CONSORZIO** - group of producers of a specific wine
- **DOLCE** - sweet
- **ENOTECA** - wine library, public or commercial
- **FRIZZANTE** - lightly sparkling
- **PASSITO** - wine made from semi-dried grapes
- **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
- **ROSSO** - red wine
- **SECCO** - dry
- **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
- **VIVACE** - synonym for frizzante

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## PIEDMONT

**BANFI**  
*Saravalle*

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



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### PIEDMONT



- Means "At the foot of the Mountain"
- Esteemed for great reds made from the Nebbiolo grape (also called Spanna)
- Barbera is most widely planted red
- Moscato is the most widely planted white
- 17 DOCG's - Barolo, Barbaresco, Gattinara, Ghemme, Moscato d'Asti/Asti, Gavi, Brachetto d'Acqui, Roero (Arneis and Nebbiolo, Dolcetto di Dogliani Superiore, Barbera d'Asti), Barbera del Monferrato Superiore, Dolcetto d'Ovada Superiore, Erbaluce di Caluso, Ruche' di Castagnole Monferrato, Dolcetto di Diano d'Alba, Alta Langa, Nizza

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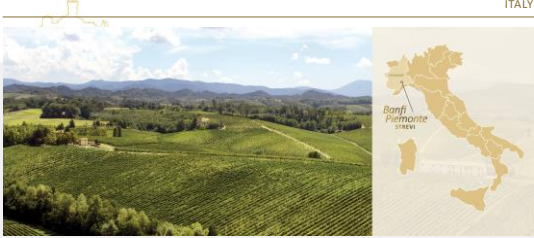
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### ITALY



In 1979, John and Harry Mariani, acquired a mid-19th century winery, known as Bruzzone, revitalized it and renamed the facility Banfi Piedmont. Here, with the same detailed care as a century ago, our skilled winemakers produce Gavi, Dolcetto and Barbera as well as exceptional sparkling wines: Cuvée Aurora Rose, Banfi Brut Metodo Tradizionale Classico, and "Rosa Regale" Brachetto d'Acqui D.O.C.G., from the La Rosa single vineyard.

The rare Brachetto, a semi-dry, red-sparkling wine cherished by the Courts of Europe two centuries ago, owes its reincarnation to Banfi.

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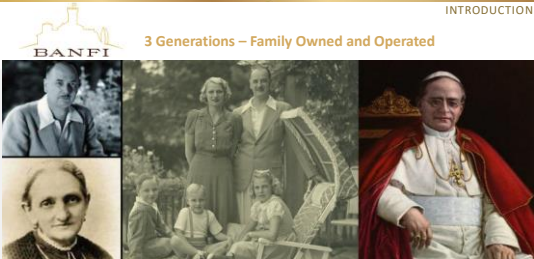
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### INTRODUCTION

#### 3 Generations – Family Owned and Operated



- The **Banfi** name comes from the aunt of Giovanni F. Mariani Sr., **Teodolinda Banfi**; she was the head of household for Pope Pius XI and was a connoisseur of fine wine. She influenced and inspired her nephew Giovanni F. Mariani Sr. with her passion.
- In 1919, in New York, **Giovanni F. Mariani Sr.** founded a small company to import the wines of Italy, calling it Banfi in honor of his aunt and mother.
- It was Giovanni's two sons, John and Harry, who expanded Banfi Vineyards, and founded the Castello Banfi vineyard estate in Montalcino.
- Today, Banfi is led by the founder's granddaughter **Cristina Mariani-May**, who is president and CEO. Her father, Chairman Emeritus Dr. John F. Mariani, continues as active counsel to the executive committee and is a member of the firm's advisory board.

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### 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's, whimsical name may refer to the fact that the wine can be supple, subtle or almost "**courteous**" on the palate.
- **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.
- Gavi or Cortese di Gavi may be produced in still, frizzante, spumante, Riserva and Riserva Spumante versions. DOC in 1974, DOCG in 1998. Gavi Riserva is required to age until November 1 of year following harvest. Gavi Spumante Metodo Classico requires minimum of 2 years of ageing (October 15) with at least 18 months on the lees.
- Legend

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Castello Banfi is a family owned vineyard estate and winery located in the Brunello region of Tuscany. This award-winning estate was founded on the philosophy of blending tradition with innovation, and is recognized as a pioneer in elevating the standards of Italian winemaking.

Dedication to excellence has won the approval of aficionados the world over. Capturing honor after prestigious honor, Castello Banfi is a constellation of single vineyards encompassing over three dozen varying subsoils. The estate is renowned for its clonal research that allows noble grape varieties to thrive in their optimal terroir, creating not only a consistently outstanding Brunello, but the ultimate expression of Montalcino Super Tuscans.



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**VERMENTINO**

- VERMENTINO was originally 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 Sardinia 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.**

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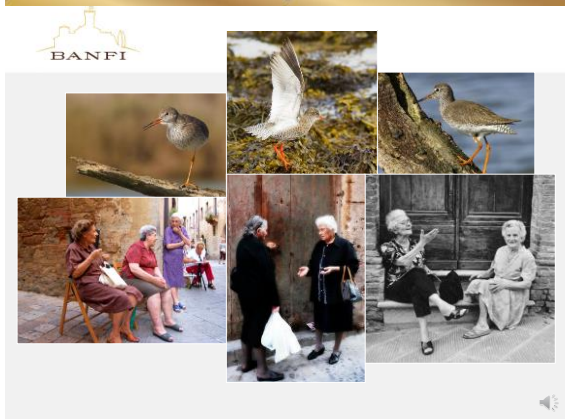
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**BANFI**  
TUSCANY

**LA PETTEGOLA**  
VERMENTINO TOSCANA IGT

La Pettegola's transition into a double meaning. The first meaning is the species of the coastal sea gull and the second meaning is the grape variety of the same name cultivated in the square starting about the year of 1900. Over the years it, everyone will be talking about La Pettegola.

**SOIL:**  
Sclerophyllous soil with a strong presence of shale rock.

**PRODUCTION TECHNIQUE:**  
Following a very soft pressing, the fermentation takes place for about 10-15 days in temperature-controlled stainless steel tanks.

**BOTTLING:**  
Delightful fruit with an intense fruit forward bouquet of peach, plum and apricot typical of the Mediterranean coast.

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

**FOOD PAIRING:**  
Looks as an aperitif, ideal with seafood, salads, vegetables and vegetable dishes.

**ORIGIN:**  
Sclerophyllous Tuscany

**VARIETIES:**  
100% Vermentino

**ANALYSIS:**  
Alcohol: 12% vol  
Total Acidity: 6.10 g/l  
Residual Sugar: 4.4 g/l

**SIZES:**  
750ml - 0.989943548

**PACKING:**  
750ml x 6

[www.banfi.com](http://www.banfi.com)
[@banfi](https://www.facebook.com/banfi)
[@banfi](https://www.instagram.com/banfi)

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### L'ARDI DOLCETTO d'ACQUI



- L'Ardi is produced with the Dolcetto grape from Acqui Terme (an old Roman spa where people today go to enjoy the thermal waters or *acqui terme*)
- Dolcetto – *little sweet one* – early maturing. Birds loved the sweetness, left the noble Nebbiolo alone. Many years ago, Dolcetto was considered a *throwaway* grape – planted among the rows of Nebbiolo
- Dolcetto belies its name as it produces not a sweet wine but one that is dry
- L'Ardi – Piemontese dialect for a young man who is handsome, bright and brave
- Stainless steel fermentation and ageing, no wood
- L'Ardi is a quaffable red with a lively, juicy, fresh and fruity red with a hint of marasca (sour) cherry, plum and raspberry. The wine has a lovely vein of acidity, soft tannins and a persistent finish.
- L'Ardi is ideal with just about everything. In fact, in the middle of summer, chill it for 15 minutes and it is perfect with sandwiches, grilled planked salmon, pork and poultry. Also superb with burgers and barbecue!

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### L'ARDI DOLCETTO D'ACQUI DOC



*Ruby red, intense and deep color.*

*Rich, fruit-forward, ripe berry flavors and characteristic dry finish.*

**SOIL**  
Calcareous, mixed with clay.

**PRODUCTION TECHNIQUE**  
Dolcetto 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**  
Fruity with varietal characteristics and a typical dry finish.

**FOOD PAIRING**  
Dolcetto 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

**SIZES**  
750ml - 0 20516 16224 9

**PACKS**  
750ml Box

**Rollicking red!**

[www.banfi.com](http://www.banfi.com)
[@banfiUSA](#)
[banfiusa](#)

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### SANGIOVESE

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### SANGIOVESE

- **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.** Some suggest that the grape may have even originated in Tuscany in the 12 or 1300's when it may have been known by the name Sangiogheto.
- **Sangioveseto or Sangiogheto** is a word that has created much confusion and argument. Some say that *Sangioveseto* is a synonym for the Sangiovese of Chianti, still others insist that it is the "original" Sangiovese varietal of Montalcino.
- **Over 650 clones of Sangiovese have been identified in the Tuscany alone, approximately 15 of which have been studied and registered by Castello Banfi (the only winery to undertake such a project).**
- **Sangiovese is used in the production of Brunello di Montalcino, Chianti, Chianti Classico, Vino Nobile di Montepulciano, Carmignano, Morellino di Scansano, Sangiovese di Romagna, Rosso Conero, among others.**
- 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.

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### 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)
- DOCG

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

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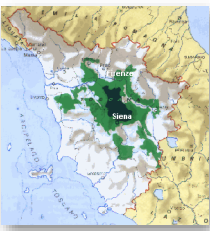
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### Chianti Classico, DOCG

**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

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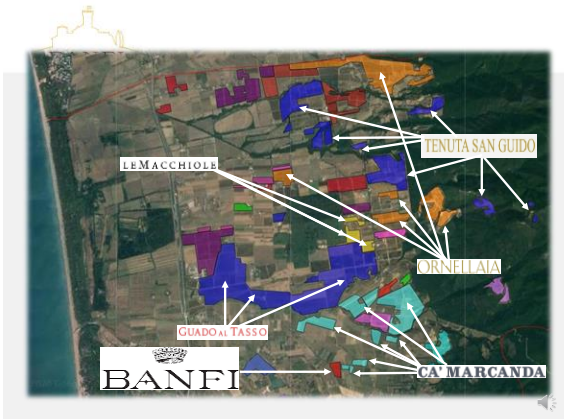
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**CABERNET**

**Cabernet Franc/Cabernet Sauvignon**



Cabernet Franc

- 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.



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**CABERNET**

**Cabernet Sauvignon**



Cabernet Sauvignon

- 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.



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**ASKA**  
Balgheri  
ROSSO  
BANFI

ASKA  
THE ETRUSCAN VASE  
TO CONTAIN WINE AND OLIVE OIL

BY THE LEGEND,  
A TREASURE CHEST SO PROTECT  
HUMAN EMOTIONS



INSTILLED  
BY GAUJIA AND SAMIA,  
GODS OF SUN AND MOON



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Indeed, at around the same time **Pietro Abbona** was born. Thanks to his skill and tenacity, Pietro, together with his brother Ernesto and his sisters Marina and Celestina, was eventually able to acquire the ancient cellars of vinification and refinement of the Marchesi di Barolo estate from the Opera Pia Barolo.

Today the Abbona Family continues the work that began more than two centuries ago: producing high quality wines meant to enrich, year after year, the history of this important cellar where modernity and tradition meet and where a great heritage of vineyards and knowledge has been passed down from parents to children for over five generations.



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### 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.

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### 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 **CHIAVANESCA**. In the Lange-Monferrato it is the **NEBBIOLO**.

The Cobiaio and Corosso di Ghemme are believed to be clones of Nebbiolo as is the Prunent of Valvigizzo.

Recognized among the clones are **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. It 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. (Though many years ago, Vietti from the Bricca 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 onion-skin. 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, tartuffi and a particularly characteristics note of goudron or tartuffi.

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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 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.

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FREDERICK WILDMAN AND SONS, LTD.




**MARCHESI DI BAROLO - BAROLO DI BAROLO DOCG 2016**

**OVERVIEW**  
<https://www.reservefor.com/products/marchesi-di-barolo-dc1>  
 (name: di-barolo-2016)

**Terrac:** This particular Barolo is made up exclusively of a blend of the various Barolos obtained from the historic vineyards owned by the Marchesi di Barolo located in the municipality of Barolo, namely Cannubi, Sarmassa, Corte di Fiora, Castellino, Sarmassa, Pieve, Vigorena and Ravera. Vineyards are cultivated using the Cochet system on hills with favorable slopes and terraces of medium consistency. The soils contain substantial amounts of quartz sand.

**Vinification:** Grapes, harvested by hand, are destemmed and soft-pressed. The must is fermented at controlled temperatures 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 DOCG, 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 one to be used for the blend so as to achieve the best "vintage" 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 8 years after the harvest while its phases of maturation typically takes place somewhere between 6 and 20 years.

**ADDITIONAL DETAILS**  
 Served to table with red meats, fish, poultry, game, foie gras, and other rich meats. Excellent with pasta, risotto, and other Italian dishes.

**Technical Details**

Harvest: 2016	Volume: 750 ml
Alcohol: 13.5%	Residual Sugar: 0.5 g/l
Acidity: 5.5 g/l	SO2: 35 mg/l
pH: 3.8	Color: 1.2
Storage: 10-15 years	Label: 100% natural

79



Castello Banfi is a family-owned vineyard estate and winery located in the Brunello region of Tuscany. This award-winning estate was founded on the philosophy of blending tradition with innovation, and is recognized as a pioneer in elevating the standards of Italian winemaking.

Dedication to excellence has won the approval of aficionados the world over. Capturing honor after prestigious honor, Castello Banfi is a constellation of single vineyards encompassing over three dozen varying subsoils. The estate is renowned for its clonal research that allows noble grape varieties to thrive in their optimal terroir, creating not only a consistently outstanding Brunello, but the ultimate expression of Montalcino Super Tuscany.



80





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THE WOOD



The choice of French oak

The growth of these trees is strictly regulated in the prestigious Allier, Nevers, Fontainebleau and Tronçais forests of France's Massif Central.



The cut

This is a crucial operation that has to be done by professionals.



The seasoning at Castello Banfi

The wood will be exposed to all weather conditions for 2 years, stacked in heptagon form to guarantee a homogenous and constant qualitative evolution and seasoning.



The toasting

The temperature is lower than usually used and lasts for a longer period of time compared to normal techniques, avoiding charring and obtaining more uniform results.



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ITALY

## Sangiovese & Montalcino



**Sangiovese = Brunello di Montalcino**

- The Montalcino region seems to have ideal conditions for ripening Sangiovese with great potential for full ripeness.
- The Brunello in numbers: the producers have grown from 40 in the late '60s with 71 ha / 175 ac) of vineyards up to more than 200 today with 2,100 ha/5,189 ac of vineyards, producing 8,000,000 + bottles annually.
- Brunello was the first red wine to get the DOCG status.
- In addition to Brunello di Montalcino, another 100% Sangiovese wine is the Rosso di Montalcino DOC.



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ITALY

## BANFI ALBERELLO TRAINING SYSTEM



- Created in 2002 to optimize the management of red varieties
- Allows for reduction in technical means
- Fewer canes
- Bunches well exposed



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ITALY


## Sangiovese clones at Castello Banfi




JANUS 50

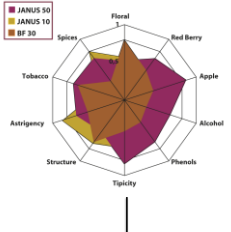


JANUS 10




BF 30





The Sum is greater than its Parts



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Wood Aging

The use of wood to enhance the characteristics of sangiovese and the other noble grapes

■ Allier  
 ■ Tronçais  
 ■ Fontainebleau  
 ■ Cher

Vanilla  
 100  
 80  
 60  
 40  
 20  
 0

Spices  
 100  
 80  
 60  
 40  
 20  
 0

Sweetness  
 100  
 80  
 60  
 40  
 20  
 0

Astringency  
 100  
 80  
 60  
 40  
 20  
 0

Wood  
 100  
 80  
 60  
 40  
 20  
 0

Tipicity  
 100  
 80  
 60  
 40  
 20  
 0

**DIFFERENT EFFECTS ON THE BASIS OF:**

- Geographic origin (Allier, Tronçais...)
- Grain (course/fine...)
- Seasoning (24/36...months)
- Toasting (temperature and length)

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**Wine Spectator**

**BRUNELLO DI MONTALCINO**  
Best Wines, Restaurants, Hotels

**Builders of BRUNELLO**  
America's Mariani family has reshaped this Tuscan wine region  
BY MITCH FRANK

1992 vintage. There are now approximately 100,000 acres of Brunello vineyards in Montalcino. The Mariani family has owned and managed the Brunello vineyards in Montalcino since 1950. The Mariani family has been instrumental in the development of Brunello di Montalcino as a wine region. The Mariani family has been instrumental in the development of Brunello di Montalcino as a wine region. The Mariani family has been instrumental in the development of Brunello di Montalcino as a wine region.

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ITALY

## BRUNELLO VINTAGE STARS

1990 *****	2003 ****	2016 *****
1991 ****	2004 *****	2017 ****
1992 **	2005 ****	2018 ****
1993 ****	2006 *****	2019 *****
1994 ****	2007 *****	
1995 *****	2008 ****	
1996 ***	2009 ****	
1997 *****	2010 *****	
1998 ****	2011 ****	
1999 ****	2012 *****	
2000 **	2013 ****	
2001 ****	2014 **	
2002 **	2015 *****	

99


ITALY

## BRUNELLO di MONTALCINO

- Brunello di Montalcino traces its roots to the 19th century when local farmers began experimenting with a native grape variety cultivated in the surrounding territory.
- This grape, known as "Brunello" or "Brunellino", was identified as a variety of Sangiovese.
- Today, this is one of Italy's most acclaimed wines - yet it was scarcely known 50 years ago. Brunello was first produced in the 1860's by the Biondi-Santi family.
- Only in the second half of the 20th century did it transition from an exquisite delicacy known by the elite to an international symbol of the finest Italian wine.
- With the introduction of the DOC quality appellation (Denomination of Origin Controlled), Brunello rose to the ranks of the eight most important Italian wines bearing that designation. In 1966, it became a DOC wine, and a year later the Brunello Consortium was founded.
- Brunello di Montalcino, in 1980, it was the first wine to become DOCG (Denomination of Origin Controlled and Guaranteed), a superior designation for select wines in Italy bearing a specific seal from the government.

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ITALY



### CASTELLO BANFI BRUNELLO DI MONTALCINO DOCG

Brunello di Montalcino was Italy's first wine to be accorded DOCG status, a testament to its altiora, balance and fabulous propensity 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 fermentation 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, mostly French oak barriques, and partly in Slavonian oak casks.

**BOUQUET**  
Ethereal, subtle, vanilla with hints of scorice.

**TASTE**  
Full, soft, velvety, with traces of spice.

**FOOD PAIRING**  
Perfect with red meats, wild game and aged cheeses.

**ORIGIN**  
Montalcino, Southern Tuscany, Italy

**VARIETES**  
100% Sangiovese, select clones

**ANALYSIS**  
Alcohol 14% vol  
Total Acidity 5.0 g/l  
Residual Sugar 0.5 g/l

**SIZE(S)**  
SL 0 B0516-0421.7  
SL 0 B0516-0420.0  
750ml 0 B0516-0424.8  
375ml 0 B0516-0422.4


**PACK(S)**  
SL  
750ml 6pk  
375ml 12pk

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. Heratard finish.


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 ITALY

**Thank you.**  
**For further information contact**  
**SWE**  
**or Sharron McCarthy – [smccarthy@banfi.com](mailto:smccarthy@banfi.com)**



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