

# Empson USA Wine Portfolio



Revised June 2014

# Empson (U.S.A.), Inc.

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Empson USA  
Wine  
Portfolio



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# Introduction

## The Story

A passion for wine...and twenty-seven Italian sports cars; that's what it takes to start a world class wine importer. In the 1970s Neil and Maria Empson were busy buying, restoring, and selling high end Ferraris and Maseratis. However, a trip to Milan changed everything when the pair realized that few, if any, of the wonderful wines they were tasting ever reached the merchants abroad. At the time, the Italian wine market was self-supporting and there was no reason for producers to look beyond their own borders for new markets. Instead producers were focusing on embracing new technological advances and a revolution in quality.

Neil and Maria were pioneers in the importing business and were determined to bring these wonderful wines to the rest of the world. They began searching for producers that would meet their strict quality standards. The Empsons focused small scale producers that emphasized quality and value, something that Neil and Maria held in high regard. In so doing, Neil and Maria established a rapport with their growers of mutual esteem and trust, which with time, blossomed into friendship.

## About Us

To cater to an ever increasing demand for quality wines in America, Empson (U.S.A.), Inc. was formed in 1991. It is located in the Washington, D.C. Metro Area, with warehouses in both New Jersey and California. Today Empson USA continues to grow and look towards the future while remaining true to the path that Neil and Maria started out on over forty years ago--a focus on quality and authenticity.

Empson USA's aim has been and always will be, to provide first-class service, supreme quality of product, with emphasis on maximizing the product/value ratio and continuity of supply to clients worldwide.



Neil Empson



Maria G. Empson

# Table of Contents

INTRODUCTION .....	II	PIEROPAN.....	44
TABLE OF CONTENTS .....	1	SPERI .....	46
ITALY .....	3	FRIULI-VENEZIA GIULIA .....	48
PIEDMONT .....	4	BORTOLUZZI .....	50
BONGIOVANNI .....	6	JERMANN .....	52
CA' ROME' .....	8	TUSCANY .....	56
CONTERNO FANTINO .....	10	BOSCARELLI.....	58
EINAUDI .....	12	CIGNALE .....	60
GAUDIO BRICCO MONDALINO .....	14	COSTANTI .....	62
MARCARINI .....	16	FULIGNI .....	64
REVERSANTI .....	18	IL MOLINO DI GRACE .....	66
LOMBARDY .....	20	MARCHESI PANCRAZI .....	68
COSTARIPA .....	22	MONTE ANTICO .....	70
ENRICO GATTI .....	24	SUPREMUS .....	72
FERGHETTINA .....	26	TENUTE DEL BARONE.....	74
GAGGIARONE.....	28	TERRABIANCA .....	76
MOLO 8.....	30	TOSCOLO .....	78
TRENTINO-ALTO ADIGE .....	32	MARCHE .....	80
FRANZ HAAS.....	34	BUCCI.....	82
LAGARIA .....	36	COCCI GRIFONI.....	84
VENETO .....	38	UMBRIA .....	86
CANELLA .....	40	BELLAFONTE.....	88
CANELLA SPECIALTIES.....	42		

# Table of Contents cont.

ABRUZZO .....	90	MARTINBOROUGH .....	140
FANTINI .....	92	ESCARPMENT .....	142
FARNESE .....	96	OVER THE EDGE .....	144
IL FEUDUCCIO .....	98	WAIPARA VALLEY .....	146
PUGLIA .....	100	PEGASUS BAY .....	148
MATANÉ .....	102	MAIN DIVIDE .....	152
CAMPANIA .....	104	CHILE .....	154
VILLA MATILDE .....	106	ELQUI VALLEY .....	155
BASILICATA .....	110	FALERNA .....	156
VIGNETI DEL VULTURE .....	112	SPECIAL FORMATS: SMALL FORMATS .....	158
SICILY .....	114	SPECIAL FORMATS: LARGE FORMATS .....	159
CARLO HAUNER .....	116	NOTES .....	162
MUSITA .....	118		
PIETRADOLCE .....	120		
SANTA ANASTASIA .....	122		
VIGNETI ZABÙ .....	124		
SARDINIA .....	126		
JANKARA .....	128		
SANTADI .....	130		
SHARDANA .....	132		
NEW ZEALAND .....	135		
HAWKE'S BAY .....	136		
CLEARVIEW .....	138		



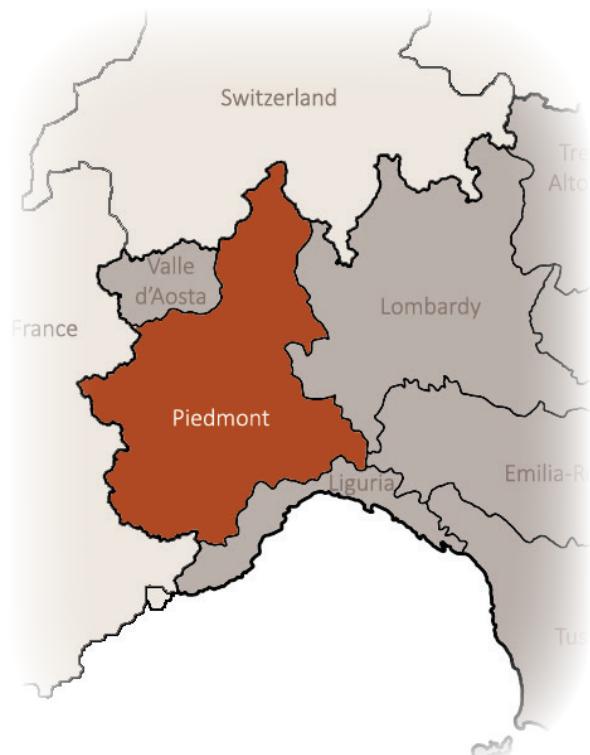
# Piedmont

Capital: Turin

Provinces: Alessandria (AL), Asti (AT), Biella (BI), Cuneo (CN), Novara (NO), Vercelli (VC)

DOCG: Acqui (aka Brachetto d'Acqui), Alta Langa, Asti, Barbaresco, Barbera d'Asti, Barbera del Monferrato Superiore, Barolo, Caluso (aka Erbaluce di Caluso), Diano d'Alba (aka Dolcetto di Diano d'Alba), Dogliani, Dogliani Superiore, Gattinara, Gavi, Ghemme, Ovada (aka Dolcetto di Ovada Superiore), Roero, Ruchè di Castagnole Monferrato

DOC: Alba, Albugnano, Alta Langa, Barbera d'Alba, Barbera d'Asti, Barbera del Monferrato, Boca, Bramaterra, Calosso, Canavese, Carema, Cisterna d'Asti, Colli Tortonesi, Collina Torinese, Colline Novaresi, Colline Saluzzesi, Cortese dell'Alto Monferrato, Coste della Sesia, Dolcetto d'Acqui, Dolcetto d'Alba, Dolcetto d'Asti, Dolcetto di Ovada, Fara, Freisa d'Asti, Freisa di Chieri, Gabiano, Grignolino d'Asti, Grignolino del Monferrato Casalese, Langhe, Lessona, Loazzolo, Malvasia di Casorzo (aka Casorzo), Malvasia di Castelnuovo Don Bosco, Monferrato, Nebbiolo d'Alba, Piemonte, Pinerolese, Rubino di Cantavenna, Sizzano, Strevi, Terre Alfieri, Valli Ossolane, Valsusa, Verduno Pelaverga (aka Verduno



Italy's second largest region, the Piedmont takes its name from the ring of mountains – some of Europe's highest – that make up 43.3% of its surface, enclosing almost 59 DOC/DOCG appellations (from 119 varieties) on three sides. As you leave the capital, Turin, you enter the vast and thriving rural provinces that cover Piedmont's 30.3% of hills. These feature some of Italy's finest cheeses, meat, wines and cooking – not to mention the world's best truffles, and make up most of the Piedmontese vineyards' 51,951 hectares (128,373 acres). When you set these fifty or so thousand hectares against the 59 DOC/DOCG wines, you realize the amazing density of appellations: approximately one and one fifth per 100 hectares.

The region's unique richness is reflected in the terrains, microclimates and grape varieties; not only is the list of native vines impressively long, each of them acquires multiple personalities depending on what particular nook of Piemonte it belongs to. Nebbiolo becomes Barolo, Barbaresco, Gattinara, Ghemme and Carema; Dolcetto divides itself into eight historic DOC/DOCGs in the space of very few square miles; Barbera, the most widespread of all Piedmontese varieties, tastes very different depending on whether it's Barbera d'Alba, Barbera d'Asti or Barbera del Monferrato which are located within 16 miles of each other.

While Barolo and Barbaresco are the most noted wines of the region — often referred to as the King & Queen of Italian wines — the Piedmontese also make fabulous Langhe blends, well known within the region, which are growing in recognition outside Italy. Often combining native grapes (sometimes with Cabernet and/or Merlot), these structured wines provide wonderful alternatives for earlier consumption. There are also numerous wines

produced from indigenous grapes that are gaining a lot of popularity. Barberas and Dolcettos are examples of everyday wines that are beautifully made but are far less expensive, making them great values. And while the region is known for reds, there are examples of white wines that are well made and critically regarded, Arneis and Gavi being two classic instances. Finally, with the Asti DOCG being 2nd only to the Chianti appellation in terms of production, one must not overlook the Moscato d'Asti — a light, fragrant sparkler (Asti Spumante) or fizzy wine (Moscato d'Asti proper).

# Index of Empson Wines in Piedmont

## BIANCO

### ARNEIS LANGHE DOC

Bongiovanni

### CHARDONNAY DELLE LANGHE DOC

Conterno Fantino "Bastia"

### MOSCATO D'ASTI DOCG

Marcarini

## ROSSO

### BAROLO DOCG

Bongiovanni

Bongiovanni "Pernanno"

Ca' Rome' "Rapet"

Ca' Rome' "Cerretta"

Conterno Fantino "Mosconi"

Conterno Fantino "Sorì Ginestra"

Conterno Fantino "Vigna Del Gris"

Einaudi "Terlo"

Einaudi "Cannubi"

Einaudi Barolo "Terlo Vigna Costa Grimaldi"

Marcarini "Brunate"

Marcarini "La Serra"

Reversanti

### BARBARESCO DOCG

Ca' Rome' "Chiaramenti"

Ca' Rome' "Maria di Brun"

Ca' Rome' "Sori Rio Sordo"

Reversanti

### BARBERA D'ALBA DOC

Bongiovanni

Ca' Rome' "La Gamberaja"

Conterno Fantino "Vignota"

Marcarini "Ciabot Camerano"

### BARBERA D'ASTI DOCG

Gaudio Bricco Mondalino "Il Bergantino"

### BARBERA DEL MONFERRATO SUPERIORE DOCG

Gaudio Bricco Mondalino

### BARBERA DEL PIEMONTE DOC

Einaudi

### DOLCETTO D'ALBA DOC

Bongiovanni

Conterno Fantino "Bricco Bastia"

Marcarini "Fontanazza"

Marcarini "Boschi di Berri"

### DOGLIANI DOCG

Einaudi

### DOGLIANI SUPERIORE DOCG

Einaudi "Vigna Tecc"

### GRIGNOLINO DEL MONFERRATO DOC

Gaudio Bricco Mondalino "Bricco Mondalino"

### MALVASIA DI CASORZO DOC

Gaudio Bricco Mondalino "Dolce Stil Novo"

### NEBBIOLÒ DELLE LANGHE DOC

Conterno Fantino "Ginestrino"

Marcarini "Lasarin"

### ROSSO DELLE LANGHE DOC

Bongiovanni "Faletto"

Conterno Fantino "Monprà"

Einaudi "Luigi Einaudi"

### CHINATO

Marcarini

# Bongiovanni

Fast Facts

Vineyard surface:  
17.3 acres (7 hectares)

Owner:  
Davide Mozzzone

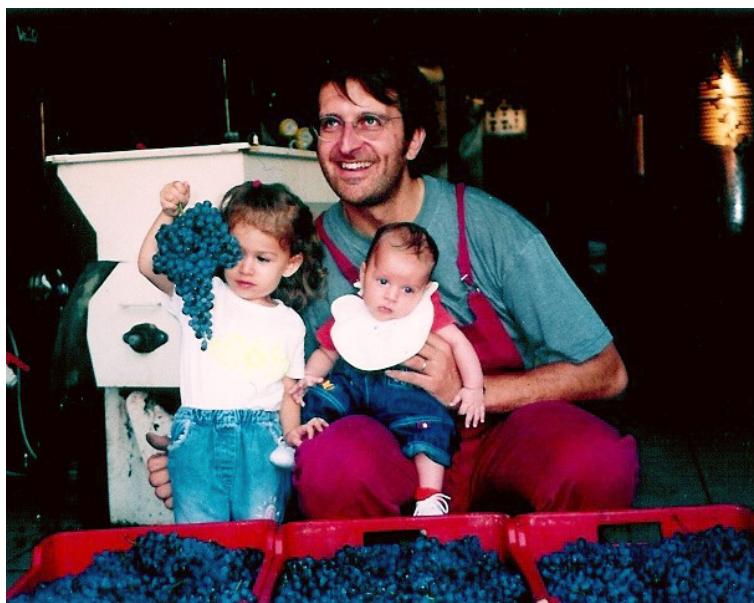
Winemaker:  
Davide Mozzzone

Established:  
1950

Location:  
Castiglione Falletto

Province:  
Cuneo

Bongiovanni Owner and Winemaker:  
Davide Mozzzone with his family



The story of Cascina Bongiovanni started in 1950, when Giovanni Bongiovanni – a man of the land, with a profound instinct for soil potential – purchased a plot of untamed woodland and planted a Nebbiolo vineyard in its stead. After Giovanni's death the estate was left to his daughter, Olga, who was flanked by her nephew, Davide Mozzzone, who eventually took over.

Davide's first step was to cut down on quantity to enhance the soil's

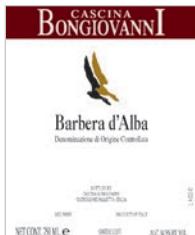
potential and maximize quality, at first even resorting to secretly green harvesting at night in order to elude Olga's more conservative views. What resulted were modern red wines that combine character, concentration and consumer-friendly versatility. This appealing contemporary style never contradicts their Langhe heritage.

Bongiovanni now covers seven hectares (17.3 acres) under vine, and the range comprises

one intriguing, fragrant native white: Arneis. Davide is flanked by his wife Marina and by top agronomist Gian Piero Romana, as attentive to every detail in the vineyard as the young owner himself. Total yearly production averages 30-35,000 bottles, and the Bongiovanni philosophy aims at minimizing outside intervention and maximizing character.

**ARNEIS LANGHE DOC:** 100% Arneis from Corneliano d'Alba and Castellinalaldo. Fermentation is sur lie, at 62.6-64.4°F, conducive to smooth flavors and perfectly integrated acidity. Straw yellow with golden reflections; elegant, floral bouquet with intense notes of pears, distinct freshness on the palate, balanced acidity, and great versatility with food.

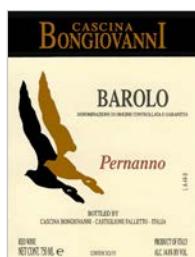




**BARBERA D'ALBA DOC:** 100% Barbera from Serralunga d'Alba and Monforte. The grapes are harvested in September and vinified in stainless steel. The wine subsequently matures in French oak barriques (225 liters) for varying lengths of time depending on vintage. The wine is unfiltered. Deep crimson color, beautiful structure, shows delightful notes of cherry fruit, and vanilla.



**BAROLO DOCG:** 100% Nebbiolo. Vinified in stainless steel, and aged a minimum of 24 months in French oak barriques (225 liters) followed by 12 months in the bottle, the wine is bottled with no filtration. Crimson in color, the bouquet is extremely complex showing notes of raspberry, strawberry, and mint confirmed on the full, luscious, velvety palate.



**BAROLO "PERNANNO" DOCG:** 100% Nebbiolo grapes of one particular plot within the estate's finest vineyard. Vinified in stainless steel. The wine is aged in French oak barriques (225 liters) for at least 24 months, then an additional 12 months in the bottle. The barriques are a mix of old and new that varies between vintages. A gorgeously structured, velvety cru with the succulent fragrance of berries, red fruit, leather, and mint.



**DOLCETTO D'ALBA DOC:** 100% Dolcetto from Monforte d'Alba and Castiglione Falletto. The grapes are vinified and then aged in stainless steel until July of the year following harvest. During this time micro-oxygenation is employed to optimize the aging process. The wine is unfiltered. Deep purple color; delicate and elegant, with violet notes and a sweet almond finish.



**ROSSO DELLE LANGHE "FALETTA" DOC:** Approximately 70% Cabernet Sauvignon, 20% Barbera, 10% Nebbiolo from Serralunga d'Alba and Monforte. The wine is aged in French oak barriques, partly new & partly old. Percentages of old and new wood are dependent on analytical data once fermentation is completed. The wine is left unfiltered. Deep purple, the bouquet is extremely complex showing concentrated fruit with licorice and cedar notes.

# Fast Facts

Vineyard surface:  
17 acres (6.9 hectares)

Owner:  
Romano Marengo

Winemaker:  
Romano & Pino  
Marengo

Established:  
1980

Location:  
Barbaresco

Province:  
Cuneo

Ca' Rome' Owner:  
Romano Marengo and family

Romano Marengo founded Ca' Rome' in 1980, and though he was only 46 years old at the time, this warm, wonderful man already had three decades of professional experience in the wine world behind him. The Ca' Rome' philosophy starts with the name. Ca' is short for casa, or home, and for the Marengos the winery is their home and their family.

Romano is flanked by his wife, Olimpia, and their enologist son,

# Ca' Rome'



Giuseppe, who assists him in styling the range, and daughters Paola, who is in charge of PR and Marketing, and Maria. The family's focus on simplicity, sincerity, and kindness is exuded in everything they do, from crafting the wines to entertaining visitors at the winery.

Today Ca' Rome' covers 17 acres under vine, five of the acres are rented and run by the Marengos as Piedmontese vineyard space is notoriously hard to come by.

The vineyards are planted in the Serralunga cru, in the Rio Sordo cru, and the Rabajà cru, which is located near the winery.



**BARBERA D'ALBA "LA GAMBERAJA" DOC:** 100% Barbera from a single-vineyard. Partly aged in barrique for 12 months followed by another eight months of bottle aging. The resulting wine is dark ruby red with an ample, persistent bouquet of blackberry and spice, and superb structure and balance.



**BARBARESCO “CHIARAMANTI” DOCG:** 100% Nebbiolo. The wine is aged 12-15 months partly in medium-toasted French barriques followed by several more months in 2nd-year oak barrels of 25 hl. The wine then rests in stainless steel for three months before bottle aging for ten months. The wine is unfiltered. Deep garnet with a rich bouquet recalls licorice, red berries, violets, and cloves confirmed on a full, well balanced palate showing complex flavors of ripe fruit and a persistent finish. A Riserva version of this wine is also available.



**BARBARESCO “SÖRÌ RIO SORDO” DOCG:** 100% Nebbiolo from the Rio Sordo cru. The wine is aged 12 months in 25 hl barrels and a small quantity in barrique, with an additional 10 months of aging in the bottle. Deep garnet red with a complex bouquet of wild roses, violets, and berry fruit. A Riserva version of this wine is also available.



**BARBARESCO “MARIA DI BRUN” DOCG:** 100% Nebbiolo, released only in top years. This wine is dedicated to Romano's mother, Maria di Brun. The wine is aged 24 months in Slavonian barrels and a small quantity in barrique followed by another 12 months of bottle aging. Beautiful, deep ruby color. Very intense, persistent bouquet, with notes of violets and brushwood. Full bodied, velvety texture, wonderful personality and balance.



**BAROLO “RAPET” GOLD LABEL DOCG:** 100% Nebbiolo. The wine is aged 24 months in 25 hl Slavonian oak and partly in 225-l barriques with 12 months in bottle to enhance and fine-tune its intrinsic character and elegance. Intense garnet with ruby hues; elegant bouquet of underbrush, dried roses, ripe fruit, floral and spicy notes. Full-bodied, sweet tannins.



**BAROLO “CERRETTA” DOCG:** 100% Nebbiolo Michet and Lampià from a single vineyard. The wine is aged 24 months partly in 25 hl Slavonian oak and partly in barriques, plus an additional 12 months in bottle. Intense garnet. Complex, ample bouquet, reminiscent of fruit, tobacco, licorice, roses, violets and vanilla.

# Conterno Fantino

Fast Facts

Vineyard surface:  
64 acres (25.9 hectares)

Owner:  
Claudio Conterno & Guido  
Fantino

Winemaker:  
Guido Fantino & son Fabio  
Fantino; Agronomist:  
Claudio Conterno

Established:  
1982

Location:  
Monforte d'Alba

Province:  
Cuneo

Conterno Fantino Owners: Claudio  
Conterno & Guido Fantino

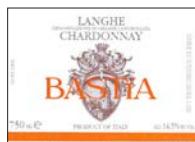


Conterno Fantino, founded in 1982, testifies to the talent and vision of Claudio Conterno, vineyard manager and co-proprietor, and his friend and partner, Guido Fantino, who styles the wines. Like Claudio and Guido themselves, tradition and innovation are close friends at Conterno Fantino. French oak barriques and new wood marry

Piedmont's own, blockbuster structure, opulent, tightly knit texture, magnificent tannins and rich, layered flavors.

Today, the property comprises 64 acres under vine, but Conterno Fantino's initial nucleus dates back to the 1800s. In 1989, Guido and Claudio acquired terrain and built a state-of-the-art new

winery inaugurated in 1994. The subsequent thirteen years continued in the same vein: cru by cru, for the fullest, most faithful expression of individual terroirs. The newest generation has joined the winery in the form of Guido's children. Fabio Fantino, an enologist, works side by side with his father styling the wines while Elisa handles PR and marketing.



**CHARDONNAY DELLE LANGHE "BASTIA" DOC:** 100% Chardonnay. The wine is barrique-fermented on the lees for maximum extract, and fine-tuned for 16 months in new Allier barriques. Straw yellow with an elegant bouquet of banana, butter, honey, and yellow flowers, confirmed on the soft, fresh and flavorful palate.



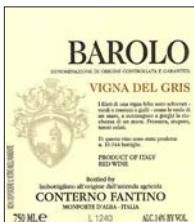
**BARBERA D'ALBA "VIGNOTA" DOC:** 100% Barbera d'Alba. The wine is aged in small, 2nd-year barriques for 10 months, with an additional two months in bottle. Intense ruby red which turns garnet in time; fruity and herbaceous bouquet with notes of ripe cherry confirmed on, full, fresh, flavorful palate. Long, crisp finish.



**BAROLO “MOSCONI” DOCG:** 100% Nebbiolo. Aged in 100% new French barriques for 24 months and bottle aged for 12 months. Deep garnet in color, fruity bouquet recalling brushwood, berry fruit, brier rose; gorgeous structure, ripe, rich tannins, complex, and austere.



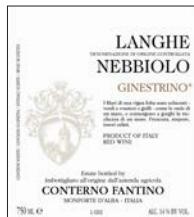
**BAROLO “SORÌ GINESTRA” DOCG:** 100% select Nebbiolo. The wine is aged in French oak for up to 24 months, with a further year in the bottle. Deep garnet with ruby hues, with a rich, fruity and persistent bouquet of rose petals, brushwood and blackberries this wine is full-bodied, luscious, and austere on the palate.



**BAROLO “VIGNA DEL GRIS” DOCG:** 100% Nebbiolo. Vinification and élevage are the same as for “Sori Ginestra.” Rich bouquet of red and mature fruits with prevalence of red cherries. A superb but elegant, grand structure with the right amount of acidity.



**DOLCETTO D'ALBA “BRICCO BASTIA” DOC:** 100% Dolcetto. The wine sojourns eight months in stainless steel before bottling. Intense purple in color; fresh and fragrant scents of strawberry, cherry and red fruit. Good structure, the presence of tannins is sweet and lively on the palate.



**NEBBIOLO DELLE LANGHE “GINESTRINO” DOC:** 100% Nebbiolo. The wine is aged for ten months in second use French oak barriques. Very lively ruby color with garnet reflections; persistent and appealing bouquet with notes of brier rose and peaches; on the palate, roundness is balanced by characteristic tannins and structure.



**ROSSO DELLE LANGHE “MONPRA” DOC:** 50% Nebbiolo & 50% Barbera. Aged in 100% new barriques for 18 months plus an additional six months in bottle. Deep garnet, with an elegant bouquet showing notes of coffee, barley, and strawberry jam; full and voluptuous on the palate, with sweet tannins.

# Einaudi

## Fast Facts

Vineyard surface:  
111 acres (44.9 hectares)

Owner:  
The Einaudi Family

Winemaker:  
Beppe Caviola

Established:  
1897

Location:  
Dogliani

Province:  
Cuneo

Einaudi Owner: Matteo Sardagna  
with his wife Sabrina



It all began in 1897, when 23-year-old Luigi Einaudi (who was to become Italy's first President in 1948) purchased the first of the Einaudi estates (poderi) at San Giacomo, near Dogliani, in the heart of Dolcetto country. Today, his great-grandson Matteo Sardagna orchestrates production with Giorgio Ruffo, technical director, Lorenzo Raimondi, and winemaker, Beppe Caviola. Some of the region's finest vineyard sites are assembled under the Einaudi umbrella. Today, the total surface

area of the property, which is made up of twelve farmsteads, is 358 acres, 111 of which are under vine.

The vineyards, in turn, are subdivided into seven terroirs. Four of these are in Dogliani (four hills, one of which is the Vigna Tecc cru, another the premier area of San Luigi). The underground winery, located near the Vigna Tecc cru was renovated between 1993 and 2001. During that time, the winery was gradually

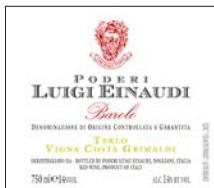
doubled in size and includes state-of-the-art barrels and barrique cellars, sophisticated humidity and temperature control systems, and a new-generation bottle cellar stocking over 240,000-270,000 bottles.



**BARBERA DEL PIEMONTE DOC:** 100% Barbera from San Giacomo and San Luigi in Dogliani. Now 100% barrique aged for 12 months (20% in new barriques), followed by several months of bottle aging. Intense ruby with garnet reflections in time, elegant bouquet; full-bodied, plummy and ripe with berry fruit, subtle nuances of vanilla and brushwood.



**BAROLO "CANNUBI" DOCG:** 100% Nebbiolo from the Cannubi cru. The wine is aged 30 months in French oak (Allier), 18 months in barriques and 12 months in larger barrels, then bottle aged for one year. Brilliant garnet with exuberant fruit and spice on nose and palate, luscious, full body and flavors, velvety texture, and spicy finish. The cellar life is more than 25 years.



**BAROLO "TERLO VIGNA COSTA GRIMALDI" DOCG:** 100% Nebbiolo. 20% of the wine is aged in French oak barriques and Slavonian oak barrels for 30 months followed by 12 months in bottle. Garnet red with orange reflections; intense, persistent bouquet; full-bodied, and velvety on the palate, with long finish of spice.



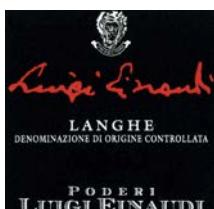
**BAROLO "TERLO" DOCG:** 100% Nebbiolo. The wine is classically vinified and aged 30 months in Allier and Slavonian oak barrels, then bottled for six months to one year. Incredible breed, intense and ample bouquet, on the palate it is velvety, complex, and acquires notes of spices, truffles and leather over time. A cellar life up to 20-25 years.



**DOGLIANI SUPERIORE "VIGNA TECC" DOCG:** 100% Dolcetto. Matures ten months in oak barrels (20-30 hl.), followed by two months in bottle. The name Vigna Tecc comes from one of the four Dolcetto hills on the Einaudi estate. Deep ruby in color, fresh bouquet with rich fruit nuances, firm tannins and a subtle almond finish.



**DOGLIANI DOCG:** 100% Dolcetto. The wine matures eight months in stainless steel vats, followed by two months in bottle previous to release. The wine can be enjoyed quite young and is ruby red in color, fruity aromas, good body, intense, fresh berry and underbrush flavors with an almond nuance on the finish.



**ROSSO DELLE LANGHE "LUIGI EINAUDI" DOC:** A blend of Nebbiolo, Barbera, Cabernet Sauvignon and Merlot grown in the estate's two districts: Dogliani & Barolo. Elevage in barriques for 18 months followed by six months in bottle. Its intense garnet, bouquet jumps out of the glass; full-bodied and complex on the palate, with excellent structure and soft tannins.

# Fast Facts

Vineyard surface:  
44.5 acres (18 hectares)

Owner:  
Mauro Gaudio

Winemaker:  
Mauro & Beatrice  
Gaudio

Established:  
1973

Location:  
Vignale Monferrato

Province:  
Alessandria

Gaudio Bricco Mondalino Owner  
and Winemaker: Mauro Gaudio  
with his family

The Gaudio family has been making Monferrato wine for three centuries. Estate-bottling began in 1973 under Amilcare Gaudio. Amilcare also renovated the estate and built a state-of-the-art winery. Today, his son, Mauro runs the winery. Mauro is actively flanked by his wife, Gabriella, and his daughter, Beatrice.

Bricco Mondalino takes its name from the highest point of the Mondalino hill, bricco or bric meaning hilltop in the local dialect. Today the vineyards cover 44.5 acres, all in elevated, sunny positions on white calcareous terrain, rich in fossilized seashells and marine deposits. The vineyards enjoy a favorable microclimate and good rainfall (approximately 16 inches per year). Bricco Mondalino focuses on producing native varieties and

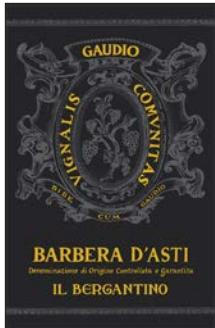


has an average production of 100,000 bottles per year.

Recently, the winery has undergone major innovations, starting with vineyard management. Mauro Gaudio explains that "Global warming has brought about a constant increase in alcohol and we want to make sure there's quality and concentration without alcoholic excess. In other words, we want to contain alcohol levels for maximum elegance."

Simultaneously, the Gaudios have heavily invested in winery equipment, such as new stainless steel vats, a new refrigeration system, new harvest containers, and a brand new tasting room with seating for 60, overlooking the barrique cellar. In addition, Beatrice who graduated with a degree in Viticulture and Enology

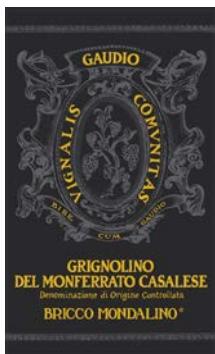
from Alba University in December 2011 is now firmly established as the co-winemaker.



**BARBERA D'ASTI "IL BERGANTINO" DOCG:** 100% Barbera, from 41 year old Barbera vines on premier locations. Vignale Monferrato is considered the ideal home for Barbera which produces the power and magnitude of Gaudio Bricco Mondalino's finest and oldest stock. The wine is aged 12 months in French oak barriques. Very deep garnet, ample, intense bouquet of ripe cherries, nuts and vanilla confirmed on the sumptuous, full-bodied, round & lingering palate.



**BARBERA DEL MONFERRATO SUPERIORE DOCG:** 85% Barbera and 15% Freisa from well exposed vines on elevated, calcareous terrain geologically deriving from an ancient seabed, thus rich in fossils. The wine is aged in Slavonian oak for six to eight months previous to a further year in the bottle. Dark ruby in color, with gobs of sweet plum and cherry fruit, mellow and opulent.



**BARBERA DEL MONFERRATO SUPERIORE DOCG:** 85% Barbera and 15% Freisa from well exposed vines on elevated, calcareous terrain geologically deriving from an ancient seabed, thus rich in fossils. The wine is aged in Slavonian oak for six to eight months previous to a further year in the bottle. Dark ruby in color, with gobs of sweet plum and cherry fruit, mellow and opulent.



**MALVASIA DI CASORZO "DOLCE STIL NOVO" DOC:** 100% Malvasia Rossa. Fermentation is carried out in autoclaves so as to maintain pressure around 2 standard atmospheres (atm) of CO<sub>2</sub>, and is interrupted by rapid cooling of the must so as to produce 120-130 grams per liter of residual sugar. Fizzy and light ruby in color, the bouquet has beautiful floral aromas reminiscent of fresh rose petals, while the palate is sweet yet fresh and crisp, and never palls.

# Marcarini

Fast Facts

Vineyard surface:  
42 acres (17 hectares)

Owner:  
Manuel Marchetti

Winemaker:  
Armando Cordero

Established:  
1850s

Location:  
La Morra

Province:  
Cuneo

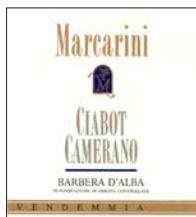
Marcarini Owner and Winemaker:  
Manuel Marchetti (center) & family



Manuel Marchetti, and his late wife Luisa, have been in charge of Luisa's family winery, now in its fifth generation, since 1990, with Manuel responsible for sales and marketing, and Luisa orchestrating the wines with consultant oenologist Armando Cordero. Founded by Luisa's ancestors, the estate was one of the very first in the area to designate

single vineyards on its labels (as early as the 1950s). In fact, one of Marcarini's superb, historical crus is the 100-year-old Boschi di Berri, whose Dolcetto vines are the oldest in Italy, the only ones to have survived phylloxera and maintained indigenous rootstock. The total surface under vine is 42 of the estate's 62 acres.

The exceptional vineyards, all estate-owned, are the true heart of the winery. The superb locations, steepness of the slopes and nature of the terrain, exposure to the sunlight, exceptional microclimate, are not only conducive to top wines, but to non-aggressive, natural vineyard management.



**BARBERA D'ALBA "CIABOT CAMERANO" DOC:** 100% Barbera. Aged approximately eight months in French and Danubian oak barriques. Intense ruby red in color, the wine's bouquet has notes of raspberries, delicate yet intense. Tannins are well integrated; dry, full-bodied, with a firm, astringent finish.



**BAROLO "BRUNATE" DOCG:** 100% Nebbiolo from a single vineyard. The Brunate cru is one of the most famous in Barolo and expresses the elegance of La Morra to perfection. The wine is aged for 24 months in Slavonian oak barrels followed by 12 months of bottle aging. Its classic style excites the nose with marvelous spice, tobacco, and dry rose scents.



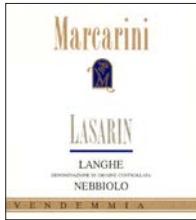
**BAROLO “LA SERRA” DOCG:** 100% Nebbiolo from the historical La Serra cru which favors elegant wines. The wine is aged for two years in Slavonian oak followed by one year of bottle aging. Deep, lively garnet in color, with very slight orange hues. Floral and gentle on the palate while retaining all the imposing stature of Barolo.



**DOLCETTO D’ALBA “BOSCHI DI BERRI” DOC:** 100% Dolcetto. Planted in the late 1800’s, these 100-year-old plus European rootstock vines have survived due to their sandy soil and particular microclimate. The wine is fine-tuned in large oak barrels for four to six months. Intense, ample, and persistent bouquet of violets and raspberries. Extremely appealing, structured, and balanced.



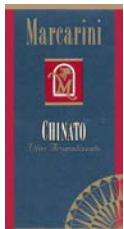
**DOLCETTO D’ALBA “FONTANAZZA” DOC:** 100% Dolcetto. The wine is made in a traditional manner that uses no oak treatment. Magnificent ruby red with violet reflections; intense, persistent bouquet shows appealing floral and fruity notes. Lively red fruit; full bodied, with a pleasingly crisp, finish.



**NEBBIOLO DELLE LANGHE “LASARIN” DOC:** 100% Nebbiolo. The wine undergoes vinification in stainless steel, 10 days’ maceration on the skins and brief bottle aging. The wine presents itself with a beautiful ruby-red color. Its full nose recalls flowers, raspberries and blackberries; in the mouth it is dry, balanced, velvety and enjoyably tannic.



**MOSCATO D’ASTI DOC:** 100% Moscato d'Asti. The grapes are vinified in stainless steel autoclaves. Brilliant straw-colored yellow. A delicate white froth evolves into a very fine and persistent perlage. Its full nose is aromatic, floral and fruity as well as intense and persistent. The taste, pleasantly sweet and fresh due to the low alcohol content.



**CHINATO:** 100 % Nebbiolo. Aged for three years, two of which are in wood, this wine is amber-colored with ruby-red reflections. It has a spicy, intense and persistent nose with sweet yet pleasingly bitterish flavors, in particular the bittersweet taste of Chinabark that gives it its name.

# East Facts

## Reversanti

Vineyard surface:  
80 acres (32 hectares)

Established:  
2005

Location:  
Castiglione Falletto,  
Barolo, La Morra, &  
Within the Barbaresco  
commune

Province:  
Cuneo

Hill overlooking the town of Barolo  
where the Reversanti vineyards are  
located



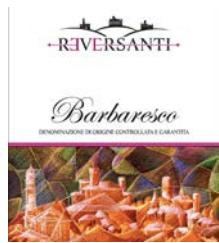
Piedmont has long been known for its red wines and unique terrains. In fact it is not uncommon for the soil to vary from hillside to hillside which often cause fierce competition among wineries for prime vineyard locations to grow their vines. The complexity of nuances connected to location, soil type and exposure determined an ancient tradition of crus that distinguishes Piedmont from all other Italian regions. Piedmontese wines have been labeled according to terroir and even according to vineyard for centuries. Names like Bussia, Cannubi and Brunate have graced Barolo bottles as far back as the 1700s, and villages such as La Morra, Barolo, Serralunga d'Alba, Monforte d'Alba and Castiglione Falletto have impressed the respective marks on Barolo styles for just as long, while Barbaresco,

Treiso and Neive have colored the flavors and aromas of Barbaresco.

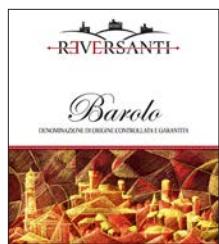
Reversanti began bottling their wines with the philosophy to showcase these different terroirs.

Reversanti Barolo is orchestrated as a blend of three distinct hillsides or villages Castiglione Falletto, Barolo and the village of La Morra. The Barolo is almost an equal blend from these unique soils. Barolo is known as re dei vini e vino dei re; king of wines and wine of kings. Its noble roots have grown for some 150 years in a handful of villages, in the heart of Piedmont. Within this tiny appellation is a trinity of terroirs, each of which enhances a particular aspect of Barolo; structure, elegance and bouquet.

In contrast the Barbaresco is from a single-vineyard within the Barbaresco Commune. All of the vines are south facing.



**BARBARESCO DOCG:** 100% Nebbiolo from a prestigious single-vineyard within the Barbaresco Commune. The vines are southerly exposed at an altitude of 787-918 feet above sea level. The vines yield no more than 2.5 tons/acre. The wine is aged one year in Slavonian and French oak and one year in bottle. Brick red with fiery reflections. This wine has remarkable elegance and complexity with aromas of bright red fruit with a hint of mint and rosemary with sweet tannins.



**BAROLO DOCG:** 100% Nebbiolo. The vines yield no more than 2.5 tons per acre. The wine is aged for three years, two of which are in Slavonian oak barrels. Scarlet red in color the wine's aroma is a harmony of roses, licorice and berry fruit with subtle notes of vanilla and tobacco. It has structured layered flavors, a round velvet – textured palate and a lingering finish.

# Lombardy

Capital: Milan (Milano)

Provinces: Bergamo (BG), Brescia (BS), Como (CO), Cremona (CR), Mantova (MN), Milano (MI), Pavia (PV), Sondrio (SO), Varese (VA)

DOCG: Franciacorta, Moscato di Scanzo, Oltrepò Pavese Metodo Classico, Sforzato di Valtellina, Valtellina Superiore (Maroggia, Grumello, Inferno, Sassella, and Valgella)

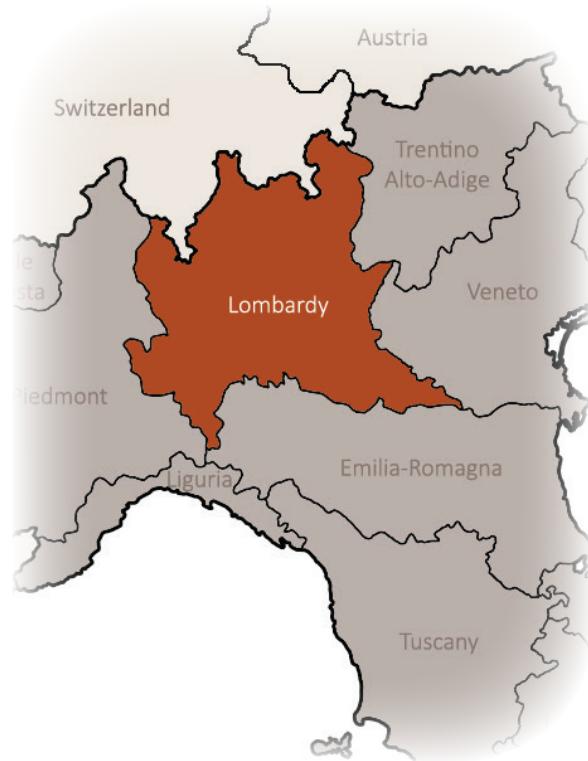
DOC: Bonarda dell'Oltrepò Pavese, Botticino, Buttafuoco, Capriano del Colle, Casteggio, Cellatica, Curtefranca, Garda (shared with Veneto), Garda Colli Mantovani, Lambrusco Mantovano, Lugana, Oltrepò Pavese, Garda Bresciano, San Colombano, San Martino della Battaglia, Sangue di Giuda, Terre del Colleoni, Valcalepio, Valtellina Rosso, Valtènesi

IGT: Alto Mincio, Benaco Bresciano, Bergamasca, Collina del Milanese, Montenetto di Brescia, Provincia di Mantova, Provincia di Pavia, Quistello, Ronchi di Brescia, Ronchi Varesini, Sabbioneta, Sebino, Terrazze Retiche di Sondrio, Terre Lariane, Valcamonica

Lombardy has the largest and wealthiest population in Italy, historically being a commercial center for the Romans who opened trade routes into the northern reaches of Europe. Sophistication has long been the trademark of Milan, renowned as the fashion capital of the world and the financial center of the country. Wines of quality are, however, a relatively new phenomenon. The region is characterized by the looming presence of the Alps, the many lakes in the north, and the plains surrounding the Po River. The Po Valley, being particularly conducive to field crops and livestock, is not as hospitable to viticulture. The Lombardy region ranks only 11th in total vineyard surface, with three major areas of production: the Oltrepo Pavese in the southwest; the alpine Valtellina and the eastern region surrounding Brescia, including the DOCG of Franciacorta. The Alpine climate is tempered by the lakes, and along the shores of Lake Garda are the most northern-grown olives in Italy, which thrive due to the lake's warming effects.

Franciacorta is a hilly area located northeast of Milano, between Brescia and the southern shore of Lake Iseo. It is famous both for the soft beauty of its landscape and for the fine vineyards. In fact, the name Franciacorta also refers to the local, top-level Champenois sparkling wine (from Chardonnay and/or Pinot Bianco grapes, aged a minimum of 24 months for the non-vintage, 30-37 months for the vintage), DOCG since 1995: just as Champagne refers to both *terroir* and *perlage*. Today, most experts claim it is well worthy of its French counterpart. In order to give the geographical name an even stricter equivalence to the appellation, regulations were changed in July 2008, so that the name Franciacorta exclusively appears on the labels of bottle-fermented sparkling wines that follow the *Classico* (Champenois) method. Thus, still wines from the region, which were previously known as Terre di Franciacorta DOC, have become Curtefranca DOC.

The name Franciacorta – “Franzacurta” at the time – was first documented in 1277, and apparently derives from “curtes francae”: small monastic communities of the Middle Ages that were exempt from taxes (“francae”) because



of the hard work put in by the monks, reclaiming land, farming and virtually directing the local economy. Even then, the latter featured grape-growing as one of the foremost activities in Franzacurta. Well before medieval times, winemaking already prospered in these morainic hills, sheltered to the south by Monte Orfano (actually a glorified hill, elevation 1,480 feet) and rendered mild in climate by the influence of Lake Garda to the east. So much so, that prehistoric grape pips and archaeological winemaking remains have been found all over the area – not to mention classic testimonies like Pliny's and Virgil's.

In addition to Franciacorta's sparkling wines, many of the still wines also have gained recognition, with several growers focused on the preservation of the region's many indigenous grapes.

# Index of Empson Wines in Lombardy

## SPARKLING

### BRUT METODO CLASSICO VSQ

Costaripa

### BRUT ROSE METODO CLASSICO VSQ

Costaripa

### FRANCIACORTA DOCG

Enrico Gatti Franciacorta Brut

Enrico Gatti Millesimo Brut

Enrico Gatti Franciacorta Brut Rosé

Enrico Gatti Satèn Brut

Enrico Gatti Franciacorta Nature

Ferghettina Franciacorta Brut

Ferghettina Franciacorta Milledi Brut

Ferghettina Franciacorta Extra Brut

Ferghettina Franciacorta Rosé Brut

Ferghettina Franciacorta Satèn Brut

Ferghettina Franciacorta Pas Dose Riserva 33

### LAMBRUSCO MANTOVANO DOC

Molo 8

## BIANCO

### LUGANA DOC

Costaripa "Pievecroce"

## ROSÉ

### VALTÈNESI CHIARETTO DOC

Costaripa "Rosamara"

## ROSSO

### BONARDA OLTREPÒ PAVESE DOC

Gaggiarone Vino Rosso Amaro

Gaggiarone Vino Rosso Amaro "Vittigni Vecchi"

### GARDA CLASSICO DOC

Costaripa Groppello "Maim"

### MARZEMINO DOC

Costaripa "Mazane" Garda

# Fast Facts

Vineyard surface:  
123 acres (50 hectares)

Owner:  
Mattia Vezzola

Winemaker:  
Mattia Vezzola

Established:  
1936

Location:  
Moniga del Garda

Province:  
Brescia

Costaripa Owner and Winemaker:  
Mattia Vezzola

# Costaripa



In 1936, Mattia Vezzola Sr. fell in love with the well ventilated, sloping morainic vineyards that face Lake Garda. Mattia was so impressed with the area that he decided to purchase a piece of land that had been impeccably cultivated as far back as the late 1800s. In the early 1970s, the estate took the name of Costaripa from the favorable position of the vineyards: in Italian, "costa ripa" means "coast/slope/stEEP hillside."

It was only in 1994 that a major quality revolution began on the family estate: Mattia's grandson, the Mattia Vezzola we all know and love, had taken charge of winemaking at Costaripa. Mattia applied the techniques he learned in Burgundy to reduce yields and use cold maceration and barrique aging on the native Groppello grape. Results were so amazing that Mattia saw his convictions confirmed: by selecting native varieties, lowering crops yields

and employing state-of-the-art technology, Costaripa terroir would yield fantastic wines.

One of Mattia's top priorities is maximizing local potential with such intriguing indigenous grapes as the elegant Groppello or fragrant Marzemino.



**BRUT METODO CLASSICO VSQ:** 100% Chardonnay from the finest vineyards in Garda and Franciacorta. This is a classically vinified sparkling wine (Metodo Classico, i.e. Méthode Champenoise): 33% of the cuvée is fermented in white oak barrels; the wine referments in bottle and remains sur lie for 24 months. Straw yellow with slightly green reflections, this wine recalls fresh fruit, sage leaves, and honey. Very well balanced.



**BRUT ROSÉ METODO CLASSICO VSQ:** 80% Chardonnay and 20% Pinot Noir. This wine also allows for fermentation in the bottle. Unlike other wines from the region, no still red wine is added for color. The Pinot Noir ferments unpressed for two days to allow for color and aromas to be extracted but no tannins. Light cherry color evolving to classic onion skin in time, with a white froth and fine, persistent perlage.



**"PIEVECROCE" LUGANA DOC:** 100% Trebbiano di Lugana. 35% of the wine is aged in 228-liter oak barrels. Straw yellow with a bouquet that is very crisp and full of minerality, with notes of white flowers, citrus fruit, ripe apples and pears. The palate is consistent and well balanced.



**"ROSAMARA" VALTÈNESI CHIARETTO DOC:** 60% Gropello, 5% Sangiovese, 5% Barbera, 30% Marzemino. The grape skins remain in contact with the must for a very short time and for vinification occurs just hours from pressing, during the night. 50% of the must ferments and matures in small, 228-liter barrels for about six months while the rest sojourns in stainless steel. Luminous rose-petal pink, with an elegant nose of may-blossoms, black cherry, and pomegranate.



**"MAZANE" GARDA MARZEMINO DOC:** 100% Marzemino from a single vineyard. No oak aging. The wine is aged for six months in stainless steel to maintain the wine's freshness and fragrance. Intense ruby in color on the nose red fruits and violets. On the palate the tannins are soft and the wine is harmonious.



**GROPPELLO GARDA CLASSICO "MAIM" DOC:** 100% Gropello. This pure varietal is barrique-aged for a minimum of 12 months previous to bottling. It is then fine-tuned in the bottle for at least another 10 months. Ruby red with intense bouquet of violets, ripe fruit, berries, spice and flint. Sweet tannins support the variety's velvet softness.

# Enrico Gatti

## Fast Facts

Vineyard surface:  
42 acres (17 hectares)

Owner:  
Enrico Gatti

Winemaker:  
Lorenzo Gatti & Enzo  
Balzarini

Established:  
1975

Location:  
Erbusco

Province:  
Brescia

Enrico Gatti Owner: Enrico Gatti



Erbusco, is located in the heart of Franciacorta, and is home to a family-owned, boutique winery founded by Enrico Gatti in 1975. The winery started out as a single vineyard, one hectare in size, which was planted in 1975. Since then the winery has grown to include 17 hectares, 42 acres, under vine. The vineyards are located at 656-820 feet above sea level, where the vines are Guyot-trained and grow on Franciacorta's classic morainic terrain.

In 1984, the founder's children, Lorenzo and Paola Gatti, together with Paola's husband, Enzo Balzarini, began to collaborate in the winery and in 1986 released the first vintage. In conjunction with this new collaboration and ambition, the underground winery was gradually expanded and stocked with state-of-the-art, computerized and temperature controlled equipment. The winery's renovation was finally completed in the spring of 2001.

Lorenzo Gatti and Enzo Balzarini work closely to style the wines with enologists Domenico Danesi, Andrea Rudelli, and Alberto Musatti. Agronomist Roberto Messedaglia is also an important member of the Gatti winemaking team. Together they have implemented a rigorous program which focuses on carefully orchestrated quality.



**FRANCIACORTA BRUT DOCG:** 100% Chardonnay. The wine is fine-tuned on the lees for 18 to 24 months previous to dégorgement. Straw yellow with golden reflections and lively perlage. The wine shows citrusy crispness, fresh aromas and flavors, with notes of almonds and toasted bread.



**FRANCIACORTA MILLESIMO BRUT DOCG:** 100% Chardonnay. 70% of the must is fermented in wood barrels for six months, 30% is fermented in stainless vats for seven months. The wine is fine-tuned on the lees for 48 to 60 months previous to dégorgement, it shows small, persistent perlage, distinct elegance and vanilla aromas of pastries.



**FRANCIACORTA ROSÉ BRUT DOCG:** 100% Pinot Noir. Fine-tuned on the lees for 25 months before dégorgement. Soft pink in color with onion skin reflections, with lively perlage. The wine shows notes of roses and raspberries. The wine is soft but lively in the mouth with good acidity.



**FRANCIACORTA NATURE DOCG:** 85% Chardonnay & 15% Pinot Nero. It is fine-tuned by 24 months on the lees before dégorgement without liqueur d'expédition (in other words, pas dosé or zero dosage). Straw yellow in color with small, persistent perlage. The wine shows notes of toasted bread and citrus which is confirmed on the palate as fresh and fruity.



**FRANCIACORTA SATÈN BRUT DOCG:** 100% Chardonnay. 50% of the must is barrique-fermented and aged on the lees for six months. Then the wine is entirely fine-tuned for 32 to 36 months sur lie before dégorgement and rests at least four months before release. Pale yellow in color with fine, subtle perlage. The wine shows notes of butter cookies and tea. The wine is soft but lively in the mouth.

# Fast Facts

Vineyard surface:  
445 acres (180 hectares)

Owner:  
Roberto Gatti

Winemaker:  
Roberto, Laura, &  
Matteo Gatti

Established:  
1991

Location:  
Adro

Province:  
Brescia

Ferghettina Owner & Winemaker:  
Roberto Gatti and family



Roberto has always been a man of the land. In 1991: Gatti left his former employer and struck out on his own – Ferghettina was born, named after the place where the winery was located. For the first time, production was bottled under the Ferghettina label and Gatti's first Franciacorta Brut was released in 1992.

Ferghettina grew, step by step. After a lifetime in the vineyards, Roberto knew the best fruit ripens

gradually. People in Franciacorta hold him in great esteem, so that little by little, he took over new plots on long leases (20-25 years), which he replanted to the strictest standards, eventually running a total of 180 hectares (445 acres) under vine, split into nine Franciacorta districts.

Only a small portion of these is proprietary, for the family chose to focus their investments on top-quality equipment and vineyard

management. One of these investments included a state-of-the-art, 64,600-square-foot new winery at Adro.

The Gatti family is supported by a staff of fifteen and yearly production is around 350,000 bottles. The wines are styled by Roberto himself flanked by his children, Laura and Matteo, both university graduates in enology.



**FRANCIACORTA BRUT DOCG:** 95% Chardonnay and 5% Pinot Nero. Each vineyard is vinified separately, and this division is maintained until the spring after the harvest when, after tastings, wine from the various vineyards is assembled in a cuvee, and bottled. Aging on the lees for 24 months. Straw yellow, fine and persistent in the mouth with notes of hazelnut, sweet fruits, and white flowers.



**FRANCIACORTA EXTRA BRUT DOCG:** 80% Chardonnay and 20% Pinot Nero. The second fermentation lasts four weeks followed by 72 months of aging on the lees. A beautiful golden color. Fine and persistent perlage. The wine shows intense aromas of almond, vanilla and fruit with an optimal balance between sensitivity and persistence.



**FRANCIACORTA MILLEDI BRUT DOCG:** 100% Chardonnay. The name of this wine stands for 1,000 days of the lee. The second fermentation lasts four weeks followed by 36 months of aging on the lees. Straw yellow color with golden and green reflections. The perlage is fine and persistent. In the mouth the wine has elegant notes of citrus and minerals.



**FRANCIACORTA ROSÉ BRUT DOCG:** 100% Pinot Nero. The second fermentation lasts four weeks followed by 36 months of aging on the lees. The wine has very elegant aromas of blackberry with soft raspberry notes. Excellent length and structure.



**FRANCIACORTA SATÈN BRUT DOCG:** 100% Chardonnay. The second fermentation lasts four weeks followed by 36 months of aging on the lees. Bright yellow in color. Fine and persistent perlage. The wine shows aromas that are very elegant and creamy with notes of pastry and candy.



**FRANCIACORTA PAS DOSÉ RISERVA 33 DOCG:** 100% Chardonnay. The second fermentation lasts four weeks followed by 72 months of aging on the lees. Unlike the Extra Brut this wine contains no sugar in the *liqueur d'expédition*. Bright gold color. Muscular and persistent perlage. The wine shows aromas that are very elegant and creamy with notes of bread crust and candy.

# Fast Facts

Vineyard surface:  
50 acres (20 hectares)

Owner:  
Annibale Alziati

Winemaker:  
Annibale Alziati

Established:  
1996

Location:  
Scazzolino di Rovescala

Province:  
Pavia

Gaggiarone Owner: Annibale Alziati

# Gaggiarone



The best introduction to this winery in Oltrepo Pavese is the story of its owner, Annibale Alziati - in his own words .

"My winery is located in the heart of Oltrepo Pavese, at Scazzolino di Rovescala. My father was a wine professional whose consultancy work took him throughout the country, in pursuit of its hidden treasures. As a child, I occasionally traveled with him and my memories of that happy time eventually led me to grow grapes and make wine.

The rural world I remembered, its flavors and aromas, turned into my life's work. Little by little, I purchased small plots of land, gradually extending the property to the present 20 hectares (49.4 acres) on the ridges of several hills, at altitudes between 250 and 300

meters above sea level (820-984 feet). They are some of the area's finest, most favorable locations. Soil composition is calcareous-clayey and the varieties present are Croatina, Barbera and Uva Rara, which go into the locality's most highly reputed red, Bonarda

My philosophy is based on utter respect for terrain and heritage, expressing the vineyards' natural potential without forcing or distorting it.

Vineyards are mostly old and pruned short, yielding small crops; they are grassed over and fertilizers are not employed. Harvest is phased out and vinification is entirely manual and traditional.

My objective is an elegance that never stifles nature or terroir-

I want the wild flowers and untamed countryside surrounding us, the scents and sensations of its fruit, its sunny climate and harmony to go straight into the wines. Respect for nature also means we only issue our wines in those years that ensure a synergy of components and consistency in quality we cannot do without.

Our pinnacle wine is Gaggiarone, a single vineyard on clayey-tufaceous terrain – a steeply sloping hillside facing southwest.

The vineyard is so steep it is hard to cultivate but it rewards those that do cultivate it with superior quality, character and longevity. It is a historic Bonarda whose uniqueness and nuances once fascinated such great writers and wine connoisseurs as Gianni Brera and Luigi Veronelli."



**VINO ROSSO AMARO BONARDA OLTREPÒ PAVESE DOC:** 90% Croatina and 10% Uva Rara from a single vineyard located in Scazzolino di Rovescala. The vines are Guyot trained on clayey soil with presence of gypsum and tuff. The vines average 40-50 years old in age and are planted with a density of 1,400-1,600 vines per acre. After harvesting the grapes undergo natural vinification in cement vats with indigenous yeasts. The wine is then aged for three years in the cement vats before resting in the bottle. The resulting wine is deep garnet in color with a nose of dried flowers, pepper and ripe fruit. On the palate the wine has layered flavors and metallic tannins.



**VINO ROSSO AMARO BONARDA OLTREPÒ PAVESE "VITTIGNI VECCHI" DOC:** 90% Croatina and 10% Uva Rara from a single vineyard located in Scazzolino di Rovescala. The vines are Guyot trained on clayey soil with presence of gypsum and tuff. The vines average 15 years old and are planted with a density of 1,400-1,600 vines per acre. After harvesting the grapes undergo natural vinification in cement vats with indigenous yeasts. The wine is then aged for three years in the cement vats before resting in the bottle. The resulting wine is garnet in color with a spicy nose. On the palate the wine has flavors of red fruits and metallic tannins.

# Fast Facts

Owner:  
The Decordi Family

Winemaker:  
Davide Terlizzi

Established:  
1921

Location:  
Motta Baluffi

Province:  
Cremona

The village near the Molo 8 vineyards



Ironically, a variety characterized by great freshness, fragrance and zest – as lively and bubbly as youth itself – is in fact amazingly... old.

Grape historians date it back to the Etruscan civilization, meaning around 800 BC, though its present name comes from two Latin words: *labrum*, border, and *ruscum*, wild plant; combining into *Labrusca vitis*, which grew spontaneously along the borders of other cultivations. Such classic Roman authors as Cato and Virgil mentioned this wild grape. Interestingly enough, Virgil – one of the greatest Latin poets of all – was born near Mantua, in the mantovano area that now forms the only Lambrusco DOC outside Emilia Romagna.

Somewhere along the line, someone smartly decided to

domesticate the grape's crisp, zesty freshness. That may well be one of the reasons it has tasted fresh and contemporary for almost three thousand years!

Approximately two thousand years after Virgil, another poet, Filippo Tommaso Marinetti, the founder of Italian Futurism, sang Lambrusco as the country's "national fuel", *carburante nazionale*. We might say it's on the way to becoming an international "carburante" judging from figures: Lambrusco is the highest-selling Italian wine in the world. What's more, wine critics and consumers are finally realizing that for all its youthful appeal and light-hearted exuberance, Lambrusco should be taken very seriously indeed.

When Empson decided to take on a quality-driven Lambrusco

– Molo 8 – we naturally picked a quality-driven winery with a track record that goes back – well, not quite to Etruscan times but to 1921; one that has accumulated an impressive amount of certifications and conforms to the strictest European norms (e.g. UNI EN ISO 14001



**LAMBRUSCO MANTOVANO DOC:** 100% Lambrusco. The grapes are vinified in stainless steel to preserve freshness and fragrance. Intense ruby red. The bouquet is persistent and fragrant with hints of black cherries and wild berries. On the palate the wine is aromatic fruity and pleasantly sweet.

# Trentino-Alto Adige

Capital: Trento

Provinces: Trento (TN) (in Trentino), Bolzano (BZ) (in Alto Adige)

DOCG: None

DOC: ALTO ADIGE-Alto Adige/Südtiroler TRENTINO-Casteller, Teroldego Rotaliano, Trentino, Trento SHARED-Lago di Caldaro (aka Caldaro)/Südtiroler Kalterersee (shared between Alto Adige & Trentino) Valdadige/Etschtaler (shared between Alto Adige, Trentino & Veneto), Valdadige Terra dei Forti/Terradeiforti (shared between Trentino & Veneto)

IGT: Atesino delle Venezie, delle Venezie (shared between Trentino, Veneto & Friuli), Mitterberg, Vallagarina (shared between Trentino & Veneto), Vigneti delle Dolomiti/Weinberg Dolomiten (shared between Trentino, Alto Adige & Veneto)



Trentino-Alto Adige is mostly mountainous, covering a large portion of the Dolomite Mountains (now a UNESCO World Heritage site) and the Southern Alps. It is an autonomous region, with many privileges and vastly independent of the central Italian government: the main reason for such unusual autonomy (the only other Italian regions to enjoy this "Statuto Speciale" are Sicily, Sardinia, Val d'Aosta and Friuli-Venezia Giulia) lie in its borderland, bilingual nature and the ethnic tensions that perturbed its recent past (autonomy prevented Italy and this extreme northern region from parting ways, in spite of the German-language population pressing to join Austria!). The region (also known as Trentino-South Tyrol) consists of two provinces, Trento (Trentino proper) and Bolzano/Bozen (Alto Adige). The majority languages are respectively Italian in Trentino, German in Alto Adige. Once part of the Austrian Empire, it is bordered by Austria's Tyrol to the north, by Switzerland northwest and Lombardy and Veneto respectively west and south.

The Trentino DOC was one of the first in Italy, going back to 1971. It covers Cabernet, Pinot, Moscato, Vino Santo, Riesling Italico, Riesling Renano (Rheinriesling), Traminer Aromatico (Gewürztraminer), Lagrein, Nosiola, Marzemino, Teroldego etc.: a total of 20 varieties, all grown on select, highly favorable terroirs – so much so the Trentino DOC practically includes every vineyard in Trentino. The quality standards in the region are among Italy's highest, severely supervised by such top wine academies as the famous Istituto Agrario di San Michele all'Adige. The Alto Adige DOC goes back to 1975 and covers Chardonnay, Pinot Bianco, Pinot Grigio, Pinot Nero, Kerner, Müller-Thurgau, Riesling Renano, Riesling Italico, Sauvignon, Sylvaner Verde, Traminer Aromatico (Gewürztraminer), Cabernet Franc, Cabernet sauvignon, Malvasia Istriana, Merlot, Lagrein, Veltliner, Schiava, Schiava Grossa, Schiava Gentile, Schiava Grigia, Portoghesi, Moscato Giallo. The appellation is a recent addition to our portfolio in the person of Franziskus Haas of the Franz Haas winery, and there could not be a more exemplary Alto Adige estate: founded in 1880 on a premier, elevated terrain on the slopes of Mount Cislon, within the Natural Reserve of Mount Corno, its mission has always been expressing the character, typicalness and longevity of this unique region.

# Index of Empson Wines in Trentino-Alto Adige

## BIANCO

**CHARDONNAY IGT**

Lagaria Vigneti delle Dolomiti

**TRAMINER AROMATICO/GEWÜRZTRAMINER DOC**

Franz Haas

**PINOT BIANCO DOC**

Franz Haas "Lepus"

**PINOT GRIGIO DOC**

Franz Haas

**PINOT GRIGIO IGT**

Lagaria delle Venezie

**RIESLING TRENTO DOC**

Lagaria Riesling Renano

**BLEND IGT**

Franz Haas Manna Vigneti delle Dolomiti

## ROSSO

**LAGREIN DOC**

Franz Haas

**MERLOT IGT**

Lagaria Terre Siciliane

**PINOT NERO DOC**

Franz Haas

Franz Haas "Schweizer"

## DOLCE

**MOSCATO ROSA DOC**

Franz Haas

# Franz Haas

## Fast Facts

Vineyard surface:  
123 acres (50 hectares)

Owner:  
Franz Haas

Winemaker:  
Franz Haas

Established:  
1880s

Location:  
Egna

Province:  
Bolzano

Franz Haas Owner & Winemaker:  
Franz Haas



Franz-Haas family chose to plant their roots in Alto Adige and began producing estate wines in the 1880s. Since then the family estate has been handed down from generation to generation--for seven generations total.

One thing that has remained unchanged is the constant commitment of the winery's owners and employees to produce high quality wines. It is this commitment that transformed

the property into the innovative winery it is today.

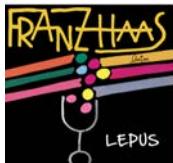
Today, 7th generation owner and winemaker Franz Haas oversees the winery. Shortly after taking over the winery, he implemented radical changes in the vineyards which included planting new high density vineyards, with 2,425 to 5,000 vines per acre, and selecting low-yielding vines. According to Franz Haas "our goal is to produce quality wines that are the distinct

expression of our terroir, with good aging potential and marked personality."

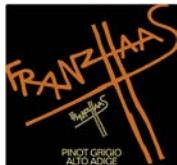
Franz is assisted by his wife Maria Luisa Manna-Haas, who is the co-owner and creative director of the winery. Her artistic and passionate personality helps to balance Franz's scientific approach to winemaking.



**TRAMINER AROMATICO/GEWÜRZTRAMINER DOC:** 100% Traminer. The grapes undergo a brief skin maceration, then cold fermentation in stainless steel. The wine rests sur lie for six months with frequent bâtonnages before bottling. Golden in color, rich, complex aromas recall orange peel, cloves, nutmeg and roses. Lively and flavorful on the palate, with fine structure and persistence.



**PINOT BIANCO ALTO ADIGE "LEPUS" DOC:** 100% Pinot Bianco. Before bottling, the wine ages sur lie for about five months in stainless steel and oak barriques in order to acquire complexity and full bodiedness. Brilliant straw yellow, with notes of fruits and spices which recall ripe apples, field flowers and fresh bread crust.



**PINOT GRIGIO ALTO ADIGE DOC:** 100% Pinot Grigio. The wine ages for about four months on the lees, the period necessary to build up body, depth and structure. Pale yellow, with a fragrant floral bouquet recalling locust flowers, sage, hay, almonds and sandalwood.



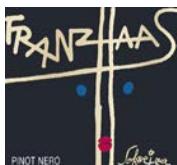
**MANNA VIGNETI DELLE DOLOMITI IGT:** 50% Riesling, 20% Chardonnay, 20% late harvested Traminer Aromatico and 10% Sauvignon Blanc. The Chardonnay and Riesling are barrique fermented while the Traminer and Sauvignon are fermented in stainless steel. After blending, the wine rests sur lie for ten months before bottling. Golden yellow in color, the wine has a complex and layered bouquet recalling notes of elderflower, pistachios and rose petals.



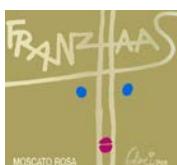
**LAGREIN ALTO ADIGE DOC:** 100% Lagrein. The wine is racked into barriques where the malolactic fermentation takes place and the wine ages for 15 months. The wine ages an additional few months in the bottle prior to release. Deep and intense red. Its bouquet is very concentrated with notes of ripe red fruits, fresh grass, and cocoa.



**PINOT NERO ALTO ADIGE DOC:** 100% Pinot Nero. The wine develops in barriques for over a year, followed by a few additional months in the bottle. The wine's bouquet opens with notes of black cherries and raspberries. In the mouth the wine is fresh and lively, with elegant tannins.



**PINOT NERO "SCHWEIZER" ALTO ADIGE DOC:** 100% Pinot Nero. At the end of fermentation the wine goes from steel to barriques, where malolactic fermentation takes place over a period of 12 to 15 months. After bottling, the wine ages for about a year in the bottle. Ruby red in color. The bouquet has notes of cherries, pepper and leather.



**MOSCATO ROSA ALTO ADIGE DOC:** 100% Moscato Rosa. Skin maceration lasts a few days only, to avoid extracting excessively astringent tannins. Moscato Rosa is characterized by its bright ruby color and intense aromatic bouquet of roses, cloves, cinnamon and orange peel. Wonderful subtle sweetness on the finish.

# Fast Facts

Owner:  
Neil and Maria Empson

Winemaker:  
Paolo Inama

Established:  
1975

Location:  
Volano (and Sicily)

Province:  
Trento (and Sicily)

Lagaria Owners: Neil and Maria Empson

## Lagaria



Lagaria is comprised of three clean, versatile whites from the crisp, clean climate of northeastern Italy's Val Lagarina, hence the name, and one delightfully rich Mediterranean wine. Everything about these wines is joyful. They sparkle in the glass with their light golden and brilliant ruby hues. The appellation's green, rolling hills, at the feet of the imposing Dolomiti mountain range, are ideally situated for viticulture. The cool temperatures and night/day, winter/summer temperature extremes endow local wines, both red and white, with a particular freshness and a strong backbone of acidity.

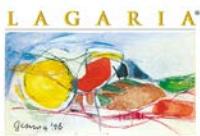
Because of Trentino's historical position as a crossroads between Italy and the German and Eastern European cultures, their grape

varieties are diverse, and comprise both indigenous and international. Neil and Maria Empson wanted to make the quality of this privileged terrain as accessible, easy-going, and affordable as possible; so they created fruity, fragrant, well balanced little beauties whose medium body and smooth texture gently highlight any course, any day. The soil characteristics are enhanced by an altitude of 820-1640 feet above sea level, and the vineyard management is painstaking and severe, thereby ensuring crop yields far lower than competing wines. Needless to say, character and concentration well transcend the minuscule price tags.

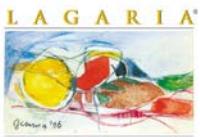
This year Lagaria's Merlot has reverted back to the original denomination, IGT Terre Siciliane

(which was previously Vigneti delle Dolomiti), to satisfy the countless requests from fans of the Mediterranean version.

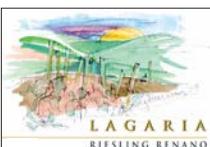
This year sees the release of new, exciting labels designed by one of Italy's most exciting illustrators, Stefano Riboli.



**CHARDONNAY VIGNETI DELLE DOLOMITI IGT:** 100% Chardonnay. Part of the juice is fermented and aged in French oak barriques, with bâtonnage of the lees every two days, while the rest matures in stainless steel tanks. Straw yellow in color, shows delicate aromas of pear, tropical fruit and spice confirmed on an elegant, fresh and persistent palate.



**PINOT GRIGIO DELLE VENEZIE IGT:** 100% Pinot Grigio. The wine is kept in contact with the fine lees until bottling, usually in the early spring after harvest. Straw yellow in color, pleasant floral and fruity aromas (apple, apricot and pear). Medium-bodied, with refreshing fruit, distinct character and balance.



**RIESLING RENANO TRENTO DOC:** 100% Rhein Riesling. Aged on fine lees for six months in stainless steel. Floral, fresh and fruity, its mineral zest and intense aromas speak of cool, hillside vineyards and superior terrain. This cru varietal has been distinguished with a label design of its own, from an original Maria Gemma Empson drawing.



**MERLOT TERRE SICILIANE IGT:** 100% Merlot. The wine undergoes fermentation in stainless steel. Partly aged in French oak barrels. Intense ruby red with garnet reflections, the bouquet is ample and intense, recalling raspberries, blackberries and violets.



# Veneto

Capital: Venice (Venezia)

Provinces: Belluno (BL), Padova (PD), Rovigo (RO), Treviso (TV), Venezia VE), Verona (VR), Vicenza (VI)

DOCG: Amarone della Valpolicella, Bagnoli Friulano, Bardolino Superiore, Colli Asolani Prosecco (Asolo Prosecco), Colli di Conegliano, Colli Euganei Fior d'Arancio, Lison, Montello Rosso, Piave Malanotte, Recioto della Valpolicella, Recioto di Gambellara, Recioto di Soave, Soave Superiore, Prosecco Superiore di Conegliano Valdobbiadene (as of August 1st, 2009)

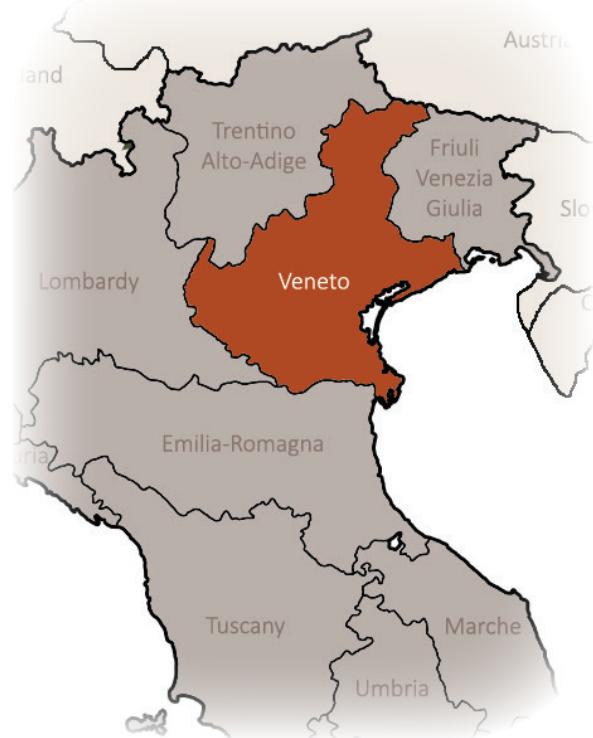
DOC: Arcole, Bagnoli di Sopra/Bagnoli, Bardolino, Bianco di Custoza, Breganze, Colli Berici, Colli di Conegliano, Colli Euganei, Corti Benedettine del Padovano, Gambellara, Garda, Lessini Durello, Lison-Pramaggiore, Lugana, Merlara, Montello e Colli Asolani, Monti Lessini/Lessini, Prosecco, Riviera del Brenta, San Martino della Battaglia, Soave, Valdadige, Valdadige Terra dei Forti, Valpolicella, Valpolicella Ripasso, Venezia, Vicenza, Vigneti della Serenissima/Serenissima, Vini del Piave/Piave

IGT: Alto Livenza, Colli Trevigiani, Conselvano, delle Venezie, Marca Trevigiana, Provincia di Verona/Verona/Veronese, Vallagarina, Veneto, Veneto Orientale, Vigneti delle Dolomiti/Weinberg Dolomiten

The Veneto is a region with enormous potential and ranks from year to year in the top three of Italy's largest producers, along with Sicily and Apulia. While the potential for high quality wines exist, much of the region has been driven by cooperatives that have developed large export markets. Despite this, it is hard to generalize the region as there are many small, proud producers making world-class wines from native varieties.

In the hills and provinces surrounding Verona, there are two very important movements. Soave is the most popular of Italian whites and earned the DOCG status. Yet, controversy exists as many artisan producers feel the rules governing the DOCG do not go far enough to insure the quality standards that Soave can aspire to reach. As a result, some growers have opted to retain the DOC as they feel the DOCG is not strong enough to protect the integrity of what Soave can and should be in regards to excellence.

Much like Soave, the red wines from Valpolicella have long been associated with major cooperatives producing bulk wines. But here, too, one finds small, family producers focused on quality. And like the debate found within the Soave DOCG, many 'top' producers feel the DOC for Valpolicella and recent DOCG for Amarone do not go far enough to insure first-rate wines. While the debate regarding the rules for each category continues, the strides made by various, independent producers demonstrates the merit for elevating the standards for each zone. For only a small increase in price, one can experience a far superior wine, which in turn makes it hard to understand spending money for the lesser wines produced by the co-ops.



Just as Amarone and Soave are traditional wines made with native varieties, Prosecco is a lightly sparkling wine produced with indigenous grapes from the hills north of Venice. It is a wine usually made in the Charmat method; the best examples hail from the vineyards around Conegliano and Valdobbiadene. Prosecco is growing in popularity in the US and makes a wonderful aperitif or wine for enjoying with friends.

# Index of Empson Wines in Veneto

## SPARKLING

### PROSECCO DOC

Canella Brut (Non-Vintage)

### PROSECCO SUPERIORE DI CONEGLIANO

#### VALDOBBIADENE DOCG

Canella (Non-Vintage)

Canella "Millesimato"

### PROSECCO SPECIALTIES

Bellini

Blood Orange Mimosa

## BIANCO

### SOAVE CLASSICO DOC

Pieropan

Pieropan "Calvarino"

Pieropan "La Rocca"

## ROSSO

### AMARONE DELLA VALPOLICELLA CLASSICO

#### DOCG

Speri "Vigneti Monte Sant'Urbano"

### AMARONE DELLA VALPOLICELLA DOC

Pieropan "Vigna Garzon"

### RECIOTO DI SOAVE DOCG

Pieropan "Le Colombare"

### RECIOTO DELLA VALPOLICELLA CLASSICO DOC

Speri "La Roggia"

### VALPOLICELLA CLASSICO SUPERIORE DOC

Speri "La Roverina"

Speri "Ripasso"

Speri "Sant'Urbano"

### VALPOLICELLA SUPERIORE DOC

Pieropan "Ruberpan"

# Fast Facts

Owner:  
The Canella Family

Winemaker:  
Roberto Pivetta

Established:  
1947

Location:  
San Donà di Piave

Province:  
Venice

Canella Owners: Alessandra, Lorenzo,  
Monica & Nicoletta

# Canella



Canella's story starts after World War II with Luciano Canella. When Luciano was ten years old his father died leaving behind wife Giovanna, four children, and a family restaurant. Luciano and his sisters had to learn fast and work hard to help their mother with the numerous patrons of Osteria Dalla Giovanna, in the heart of San Donà di Piave — thriving in spite of the difficulties of wartime. Luciano worked hard and grew into an enterprising teenager blessed with a dynamic, creative disposition and a keen palate for wine. He began to search the surrounding areas for best wines to match Giovanna's cuisine when he thought about creating his own label. He put this grand idea into action when he set up a state-of-the-art winery specializing in a wine that was as joyfully effervescent as Luciano

himself. As it turned out, the Canella founder had the vision and foresight to invest in what would become Italy's best-selling spumante—Prosecco.

One of the most precious of Venetian traditions, Prosecco is a wonderfully fragrant, zesty native white whose modern-day name derives from the village of Prosecco, near Trieste. As of August 1st, 2009, wines may only be labelled Prosecco if they have been produced in specific zones of northeastern Italy and if they carry the Prosecco DOC designation. The historic core areas of Prosecco (Conegliano-Valdobbiadene and Colli Asolani), formerly DOC, were also upgraded to DOCG designation at this time. The Canellas have been Prosecco pioneers, as well as brilliant examples of Venetian creativity

and entrepreneurial spirit (with a tight-knit family feel). The brand and family of Canella come from the heart of the Conegliano appellation, and have become almost synonymous with Prosecco itself.

Today Canella is ideally located near the appellation's historical nucleus, Conegliano. The Canella vineyards were — and still are — at the precise medium altitude where grape-ripening is more gradual, the resulting fragrance more intense and the natural fruit acidity (malic acid) at its distinctive best. Luciano and his wife, Renata, handed over control of the winery to their children: Alessandra, Lorenzo, Nicoletta and Monica.



**(NON-VINTAGE) PROSECCO BRUT DOC:** 100% Prosecco. Vinified by means of the Charmat method, this is an extremely appealing spumante characterized by its lively aromas and fruit and the ideal balance of acidity and sugar, which renders it both mellow and fresh. A lengthy sojourn on the lees endows it with concentration and intensity of flavors. Straw yellow with lively perlage, the bouquet is fresh, fruity and aromatic. Dry and persistent on the palate.



**(NON-VINTAGE) PROSECCO SUPERIORE DI CONEGLIANO VALDOBBIADENE**

**DOCG:** 100% Prosecco from vines in the superior, hilly area between Conegliano and Valdobbiadene. The grapes undergo fermentation using the Charmat process, which is repeated throughout the year in order to guarantee freshness and quality consistency. Soft butter yellow with fine, persistent perlage, fruity aromas of peach, apple, pear and citrus fruit, the palate gracefully balances zingy acidity and a subtle hint of sweetness, richness and silky-smooth texture. Only available in 187ml size.



**PROSECCO SUPERIORE DI CONEGLIANO VALDOBBIADENE "MILLESIMATO"**

**DOCG:** This year the Canella Family introduced a new vintage version of their Prosecco Superiore di Conegliano Valdobbiadene. 100% Prosecco from vines in the superior, hilly area between Conegliano and Valdobbiadene. The grapes undergo fermentation using the Charmat process, which is repeated throughout the year in order to guarantee freshness and quality consistency. Straw yellow in color with fine perlage, the nose is fruity and crisp with mellow floral flavors.

# East Facts

Owner:  
The Canella Family

Winemaker:  
Roberto Pivetta

Established:  
1988

Location:  
San Donà di Piave

Province:  
Venice

Canella Owners: Alessandra, Lorenzo,  
Nicoletta & Monica



The Canella family not only provides the world with fizz, fun and freshness from Canella Proseccos; they have also become masters at blending those zesty bubbles with succulent fruit in delectable, colorful cocktails – such as Bellini and Blood Orange Mimosa.

Bellini was first created in 1948. The original recipe calls for two thirds Prosecco sparkling wine from the hills north of Venice; one third white peach juice with fresh fruit pulp; a few drops of raspberry juice. For many years, the only true Bellini was sipped in Venice, where the authentic ingredients could be found – until one fine day in 1988, Canella founder Luciano decided he would be the first to successfully bottle Bellini. The Canellas decided to place an emphasis on freshness and

in 2004, the Canellas surpassed themselves and actually planted their own, proprietary peach orchards at San Donà. Not just any peaches: the delicate Maria Bianca variety, characterized by its white, flavorsome flesh and ripened to perfection. Personally cultivating the fruit has given the family even greater quality control. The Maria Bianca's combination of intense aromas and silky delicacy is maintained by means of gentle blending with Canella Prosecco and state-of-the-art technology and methods. This year Canella Bellini celebrates its 25 year anniversary.

Where the light, refreshing taste of Bellini represents Venice, the sultry blood oranges in Blood Orange Mimosa represents Sicily. This cocktail is a blend of Canella Prosecco and superb, Sicilian

blood oranges. The finest varieties are orchestrated to extract the best combination of flavors, fragrance and color: the darkest-hued, Moro; the tastiest and sweetest, Tarocco; and the tender Sanguinello. Jointly orchestrated by Empson and Canella, Blood Orange Mimosa is one of the most enjoyable wine cocktails to enjoy during the summer heat or add a delectable addition to any season and occasion.

**BELLINI:** Prosecco, white peaches & raspberries. The key to this cocktail is fresh, top-quality raw material such as their own superb Prosecco, rare white peaches picked when perfectly ripe, and carefully selected raspberries. They employ no artificial flavoring or chemical tampering. State-of-the-art technology is used to ensure product's ideal temperature and stability, and constant research serve to maximize quality. **Now Available:** Bellini in Aluminum, the same Bellini taste now in a 250ml unbreakable aluminum bottle.



**BLOOD ORANGE MIMOSA:** 80% Canella Prosecco and 20% juice and pulp of blood oranges from Sicily. The Mimosa cocktail was reportedly invented in Paris, France, in 1925. Sources do not say, but we are inclined to believe it was a fragrant morning in February, when the glorious, bright yellow explosion of mimosa flowers heralds the spring. Like the flower, this blend of three parts sparkling wine and two parts orange juice charms for its intense aromas and brilliant canary color. The bottled version by Canella enhances the original formula by employing the Mediterranean intensity of sun-ripened Sicilian oranges to complement the chilled zest of Pinot bollicine. Its wonderful balance of sugar content and acidity makes it an ideally refreshing aperitif; its low alcohol and calorie count are an added bonus, best enjoyed thoroughly chilled.

# Fast Facts

Vineyard surface:  
131 acres (53 hectares)

Owner:  
The Pieropan Family

Winemaker:  
Nino, Dario, & Andrea  
Pieropan

Established:  
1890

Location:  
Soave & Valpolicella

Province:  
Verona

Pieropan Owners: Nino & Teresita  
Pieropan with sons Dario & Andrea

# Pieropan



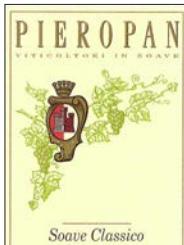
The home of the Pieropans, the historical Palazzo Pullici, was built in 1460 and purchased by amateur winemaker, Leonildo Pieropan, in 1890. Leonildo, Sr. had a talent for wine making and his cantina thrived. Today his grandson, Leonildo ("Nino") Pieropan, flanked by his wife, Teresita, and sons, Andrea and Dario, are showing the world just how great Soave can be in the right hands.

Terrain was Nino's first secret. After taking over the winery in

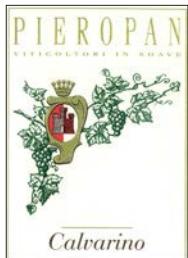
1970, young Leonildo purchased some of the finest terroirs in the appellation: beside Mount Calvarino and La Rocca, which he gradually increased, the property expanded to include other top hillside crus: Pigno, Becco, Boiolo, Tondo, Palestrello, La Santa. To all these, Nino devoted painstakingly vineyard management and the strict quality criteria.

Andrea and Dario, both with university degrees in viticulture and enology, are increasingly more active with the winery.

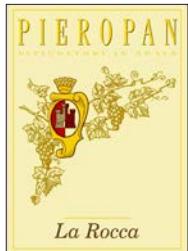
They were the inspiration behind the family's new venture into red wine, focusing on Valpolicella and Amarone. In Nino's words, "I wanted to allow my sons room for independent growth, as my father allowed me." The exact location is a hill called Monte Garzon, and has 19.8 acres under vine, in addition to the 111 acres in Soave. The vineyard is made up of clayey, chalky terrain and in the words of Andrea Pieropan, "We realized this soil could give the wines loads of elegance and finesse."



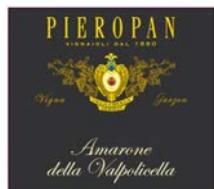
**SOAVE CLASSICO DOC:** 85% Garganega and 15% Trebbiano di Soave. The wine matures in glass lined cement vats and rest at least one month in the bottle before release. Brilliant straw yellow, ample, delicate nose of almond and cherry blossoms, elderberries and lilies of the valley; complex and structured on the palate, with good acidity, silky texture, almond finish.



**SOAVE CLASSICO "CALVARINO" DOC:** 70% Garganega and 30% Trebbiano di Soave. The wine ages in glass-lined cement tanks for a year followed by several months of bottle aging. Citron yellow, the bouquet is fresh, ample and floral with notes of elderberry, apple, pear and lemon verbena, elegant and balanced on the palate, with a long finish.



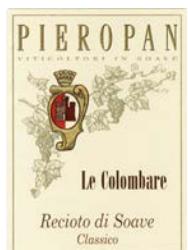
**SOAVE CLASSICO "LA ROCCA" DOC:** 100% late-harvested, single-vineyard Garganega. The wine ferments in 500-liter oak barrels sur lie prior to aging in 25-hl. barrels, for one year, followed by six months' bottle age. Brilliant, sunny yellow, the nose recalls exotic fruit and nuts; structured, layered, intense, velvety and persistent palate.



**AMARONE DELLA VALPOLICELLA "VIGNA GARZON" DOC:** 60% Corvina, 30% Rondinella, Corvinone and Croatina Veronese, and 5% ancient local varieties. The wine is aged in 500-liter oak casks (tonneaux) for 24-30 months, followed by one year in bottle before release. Deep crimson, the bouquet recalls cherries, blackberries and plums; on the palate there is great structure, firm tannins, and extraordinary freshness.



**VALPOLICELLA SUPERIORE "RUBERPAN" DOC:** 60% Corvina Veronese and 30% Rondinella, Corvinone & Croatina & 10% ancient local varietals. The wine then ages in cask (500 liter) and barrels (25 hl.) for 18-24 months followed by six months of bottle aging. Sumptuous, ripe fruit, subtle spice, firm minerality and perfect balance of structure and character with appealing, sweet tannins.



**RECIOTO DI SOAVE "LE COLOMBARE" DOCG:** 100% Garganega. This exquisite dessert wine comes from the top parts (recie or ears, in the Veneto dialect – hence Recioto) of each select Garganega bunch, with the ripest and best exposed berries, which are dried for about five months previous to fermentation and two years of aging in 25 hl oak barrels. The wine is then bottled aged for six months.

# Speri

## Fast Facts

Vineyard surface:  
125 acres (50 hectares)

Owner:  
The Speri Family

Winemaker:  
Alberto Speri

Established:  
1874

Location:  
Piedmonte Valpolicella

Province:  
Verona

Speri Owners: Five generations of  
the Speri Family



The Speris' presence in this heartland of fine winemaking goes back to 1874. Every one of the Speri vineyards is within the Classico area, totaling 124 acres. In spite of size and scope, the Speris personally deal with every detail: every grape going into their wines is estate-owned and estate-grown, personally sculpted by the Speris with just as much pride in the craft of viniculture, the manual, hard-working side to it, as in its art.

The four Speri brothers are a shining example of the values and strengths, of a timeless culture, rooted in the family and the soil. The fourth generation invested heavily in clonal selection, state-of-the-art equipment, and ever-higher quality criteria. These are watershed years, when the brothers have decided to vinify each vineyard individually for all wines and not just Amarone. The vineyards themselves are divided into distinct crus comprising La

Roverina, Sant'Urbano and La Roggia. Carlo Speri will tell you that the vineyard has always been foremost in the Speri philosophy: "the local heritage in terms of terroir is so exceptional, we have always and exclusively grown native Valpolicella clones. We believe that these alone constitute the appellation's most authentic expression. Our ultimate objective – a pretty ambitious one! – is that of achieving perfect harmony of the soil and its vines."



### AMARONE DELLA VALPOLICELLA CLASSICO “VIGNETI MONTE SANT’URBANO”

**DOCG:** 70% Corvina Veronese, 25% Rondinella, and 5% Corvinone from the estate's most prestigious cru, a single hillside vineyard Sant'Urbano. The wine is then aged three years in medium Slovenian oak casks and new Allier 500 l. tonneaux with an additional 12 months in bottle. An important wine of rare elegance.



**VALPOLICELLA CLASSICO SUPERIORE "LA ROVERINA" DOC:** 70% Corvina, 20% Rondinella, 5% Molinara, and 5% Oseleta. The wine is aged 10 to 12 months in 50-hl. barrels of Slavonian oak previous to a few months' bottle age. Ruby red, with intense, ample bouquet recalling vinous and almond notes; dry, flavorful and structured on the palate.



**VALPOLICELLA CLASSICO SUPERIORE "RIPASSO" DOC:** 70% Corvina Veronese, 20% Rondinella, and 10% from Molinara. 30% of the Amarone marc is used to referment the wine for eight days. Hence the term ripasso as the wine is repassed over the Amarone marc to add complexity. Aged 12 months in 20-hl. Slavonian oak barrels. The bouquet recalls red fruit, chocolate and spice, confirmed on a silky, well balanced, structured palate with appealing roundness.



**VALPOLICELLA CLASSICO SUPERIORE "SANT'URBANO" DOC:** 70% Corvina, 20% Rondinella, 5% Molinara and 5% other native varieties from the estate's most prestigious cru, Sant'Urbano. Aging in tonneaux of Allier oak (500 liters) for 18 to 24 months, previous to lengthy bottle age. Deep ruby with a rich, ample bouquet of spice and ripe red fruit confirmed on the full, layered palate.



**RECIOTO DELLA VALPOLICELLA CLASSICO "LA ROGGIA" DOC:** 70% Corvina Veronese and 30% Rondinella from a single vineyard in the cru of La Roggia. After vinification in February, the wine is aged 18-24 months in Allier barriques with 12 months of additional bottle-age. Intense garnet color, a superb bouquet of raisins, violets, jam, and a full, velvety, palate that pairs beautifully with chocolate!

# Friuli-Venezia Giulia

Capital: Trieste

Provinces: Pordenone (PN), Udine (UD), Gorizia (GO), Trieste (TS)

DOCG: Ramandolo

DOC: Aquileia, Carso, Colli Orientali del Friuli, Collio Goriziano/Collio, Friuli Annia, Friuli Aquileia, Friuli Grave, Friuli Isonzo, Friuli Latisana, Lison-Pramaggiore (shared with Veneto)

IGT: Alto Livenza, delle Venezie, Venezia Giulia



Politically speaking, the region is called Friuli-Venezia Giulia. However, 96% of this is made up of Friuli (from the Latin *Forum Iulii*): Venezia Giulia is merely a sliver of land wedged between Friuli and Slovenia, the remnant of a much larger area that was dismantled after World War II.

Friuli-Venezia Giulia is a multi-ethnic region whose minorities include Germans, Austrians and Slovenians. In fact, Friulian culture is surely more Mitteleuropean than Mediterranean, a crossroads of civilizations, alternatively conquered by this or that European power throughout history. It was only in 1975 that an Italian-Yugoslav treaty finalized its present boundaries. A year after that, a devastating earthquake wiped out most of the region, requiring all the proverbial strength, courage and determination of the Friulian people to pick up the pieces. From 1976 onwards, whenever a major geological blow hits this country (45% of which is at seismic risk), Italians inevitably think back to the uncomplaining efficiency and swiftness with which Friuli put itself back together.

In those same, eventful 1970s, Friulian winemaking made waves of an entirely different order, gradually becoming the number one region for Italian whites of unparalleled structure, character and aromas. All of the vineyards are found in the southern part of the zone which is surrounded in the North by the Alps. A temperate microclimate results from air currents between the shelter of the mountains and the Adriatic Sea. However, there are two DOC zones considered exceptional: Collio (Goriziano) and Colli Orientali. Most of the wines made are single varietal in nature, with all Collio wines required to be 100% of the named grape. Traditionally, it was thought the wines would not gain any benefit from wood aging and blending. But there have been a growing number of exceptions, as producers have recognized that the depth and complexity of wines already recognized to be quite rich and full-bodied could be enhanced further with malolactic fermentation, oak aging, and/or blending. White wine is of such importance in Collio that only 1/5 of the wine produced is red.

Reds are the minority, albeit also excellent, and the varietal map of both reds and whites reflects the multicultural tradition of the region. Flanking international grapes like Pinot Blanc, Chardonnay, Cabernet, Merlot are native varieties like the celebrated Friulano, formerly Tocai Friulano, or the rare, treasured Picolit and fragrant Ribolla Gialla (whites); or Franconia, Pignolo, Refosco dal Peduncolo Rosso, Schioppettino, Tazzelenghe (reds) – names that sound as coarse and harsh as the alluvial stones or “grave” of Friuli, yet stand for unique, mellow intensity and fruity appeal.

# Index of Empson Wines in Friuli-Venezia Giulia

## BIANCO

### CHARDONNAY IGT

Bortoluzzi Venezia Giulia  
Jermann Venezia Giulia  
Jermann “Dreams” Venezia Giulia

### FRIULANO DOC

Bortoluzzi Collio

### PINOT BIANCO IGT

Jermann Venezia Giulia

### PINOT GRIGIO IGT

Bortoluzzi Venezia Giulia  
Jermann Venezia Giulia

### RIBOLLA IGT

Bortoluzzi Venezia Giulia

### RIESLING IGT

Jermann “Afix Riesling” Venezia Giulia

### SAUVIGNON BLANC IGT

Bortoluzzi Venezia Giulia  
Jermann Venezia Giulia

### TRAMINER IGT

Bortoluzzi Venezia

### BLEND IGT

Jermann “Vinnae” Venezia Giulia  
Jermann “Vintage Tunina” Venezia Giulia

## ROSSO

### CABERNET FRANC IGT

Bortoluzzi Venezia Giulia

### CABERNET SAUVIGNON IGT

Bortoluzzi Venezia Giulia

### MERLOT IGT

Bortoluzzi Venezia Giulia

### PIGNOLO IGT

Jermann “Pignacolusse” Collio

### PINOT NOIR IGT

Jermann “Red Angel on the Moonlight” Venezia Giulia

### BLEND IGT

Jermann “Blau & Blau” delle Venezia

## DOLCE

### PICOLIT DOC

Jermann “Vino Dolce della Casa” Collio

# Fast Facts

Vineyard surface:  
101 acres (41 hectares)

Owner:  
The Bortoluzzi Family

Winemaker:  
Giovanni Bortoluzzi

Established:  
1982

Location:  
Gradisca d'Isonzo

Province:  
Gorizia

Bortoluzzi Owner: Giovanni  
Bortoluzzi and Family

# Bortoluzzi



In 1982, Giovanni Bortoluzzi, an enology graduate of the highly reputed school at Conegliano Veneto, founded his own winery after several years of consultancy work. “I recall my first harvest, when the children were still quite small,” says Giovanni with a smile. “There was a real sense of satisfaction in seeing that those vines, which had been cared for

so painstakingly and so long, had rewarded my efforts.”

The Bortoluzzi philosophy is “Wine is not just any product: in it we find the passion, love and dedication of the people who crafted it. The more you love a wine, the easier it is to transmit your message to the consumer: sensibility is very important, as is

tradition. We strive to be forward-looking in order to improve. At the same time, we never forget what history and experience have taught us. Most important of all, we focus on the quality and naturalness of the product, from vineyard to bottle: healthy grapes, genuine wines.”



**CHARDONNAY VENEZIA GIULIA IGT:** 100% Chardonnay. The grapes are soft pressed whole with a portion fermented in steel and a portion fermented in new Allier barriques and tonneaux. Deep golden yellow, intense bouquet of ripe fruit, with a very pleasing, never excessive vein of toasted oak. Mellow, structured palate with well integrated acidity.



**FRIULANO COLLO DOC:** 100% Friulano, formally known as Tocai. After having been cold-decanted, the must is fermented at a controlled temperature in stainless steel tanks. Straw yellow with green reflections, shows a delicate bouquet of almonds, exotic fruit and citrus fruit. Good structure and a pleasing, almond finish.



**RIBOLLA VENEZIA GIULIA IGT:** 100% Ribolla. Temperature-controlled fermentation in stainless steel tanks at 62°F. Straw yellow color, it has a pleasant and delicate bouquet recalling fresh fruit and spring flowers, with a characteristically dry, slightly citrus flavor.



**PINOT GRIGIO VENEZIA GIULIA IGT:** 100% Pinot Grigio. Fermentation is temperature controlled in stainless steel tanks with the wine "sur lie" until March. Wonderfully dry and structured, its bouquet is delicately tinged with almond and apricot aromas.



**TRAMINER DELLE VENEZIA IGT:** 100% Traminer. Temperature-controlled fermentation enables this wine to fully express its varietal character. Deep straw yellow with an ample, aromatic nose of floral and mineral notes. Long, lingering finish.



**SAUVIGNON VENEZIA GIULIA IGT:** 100% Sauvignon. Temperature-controlled fermentation enables this wine to fully express its varietal character. Light straw yellow. The bouquet has notes of bell pepper, peach and sage leaves endowing it with distinct elegance. Full on the palate, fresh, very appealing, with complex varietal flavors.



**CABERNET FRANC VENEZIA GIULIA IGT:** 100% Cabernet Franc. The grapes are harvested by hand before being soft-pressed and fermented. The wine is aged in stainless steel for 12 months. Bright ruby in color. Intense, herbaceous nose with notes of green peppers. The wine is smooth and elegant on the palate



**CABERNET SAUVIGNON VENEZIA GIULIA IGT:** 100% Cabernet Sauvignon. Harvest takes place the second week of October; after soft-pressing and fermentation, the wine is aged in oak for 12 months. Brilliant ruby in color. Intense, spicy and herbaceous nose with notes of wood, abundant fruit and brushwood; velvety and elegant on the palate.



**MERLOT VENEZIA GIULIA IGT:** 100% Merlot. The wine is aged in barriques and tonneaux, both new and used (maximum 3rd year) for 12 to 14 months then blended and left to rest in stainless steel for a month before bottling. Bright medium to deep purple. Beautifully aromas of mature plums and cherries are balanced by perfect acidity.

# Fast Facts

Vineyard surface:  
321 acres (130 hectares)

Owner:  
Silvio Jermann

Winemaker:  
Silvio Jermann

Established:  
1881

Location:  
Farra d'Isonzo and  
Ruttars

Province:  
Gorizia

Jermann Owner & Winemaker:  
Silvio Jermann

# Jermann



In 1881 Anton Jermann, came to Farra d'Isonzo from the Austrian winemaking region of Burgenland, where he had also grown grapes. Anton settled in the tiny Friulian village of Villanova di Farra, and founded the family winery.

Less than a century later, in the 1970s, Silvio Jermann revolutionized his forebear's winery and the entire world of Italian whites when he created Vintage Tunina. First released in 1975, this blend of Sauvignon, Chardonnay, Ribolla Gialla, Malvasia Istriana and Picolit launched Silvio's fame as a varietal genius with the magician's touch in orchestrating diverse white grapes, both native and international, and getting them to perform together as they had never performed before. On 7/7/07, Silvio inaugurated a

second Jermann winery, eight miles from Villanova and very close to the Slovenian border. This second location, Ruttars, is every bit as spectacular as the first. Both wineries are fully active and the newer site is exclusively devoted to such iconic Jermann items as Vintage Tunina and Dreams.

"The new winery and cellars," Silvio explained when he laid the foundation stone for the Ruttars winery, "are built like a rural village from the 1700s or 1800s, entirely in natural, local material such as stone and solid wood. They reflect a 19th-century respect for the terrain's natural slopes and cultivation levels."

Today, the range is comprised of three delightful reds and eight spectacular white wines. The vineyard surface is 370 acres, 321

of which are under vine while around 44 acres are organically cultivated and devoted to cereals (e.g. beans, corn) and the production of organic flour. This exciting new project is called BJO (bio is "organic" in Italian; the J is for Jermann) and is the logical consequence of Silvio's philosophy of authenticity and respect for the soil.

Silvio Jermann is now flanked by son Michele, General Manager Edi Clementin and agronomist Stefano Amadeo. Total production is 900,000 bottles per year.



**AFIX RIESLING VENEZIA GIULIA IGT:** 100% Rhine Riesling from vineyards on prevalent marls and sandstone originating in the Eocene's flyschoid formation, typical of the Collio area; exposure is Southwest and Northeast. Vinification takes place partly on the skins. Straw yellow in color, with slight greenish reflections. The bouquet is very intense and persistent, slightly aromatic and pleasingly fruity, fraught with varietal character. Dry and refreshing on the palate, and extremely well balanced. The wine is named after Silvio's youngest son, Alois Felix, Very Limited.



**CHARDONNAY VENEZIA GIULIA IGT:** 100% Chardonnay. Vines are southwesterly and northeasterly exposed. Terrain consists of marls and sandstone originating in the Eocene's flyschoid formation, which produced a rocky substratum. The wine does not undergo wood aging so as to enhance the variety's intrinsic freshness. Brilliant straw yellow with greenish reflections. An intense, fruity bouquet (bananas and ripe apples in youth), slightly aromatic; distinct varietal notes on nose and palate, excellent persistence. Stelvin screwcap closure to maintain freshness.



**"DREAMS" DELLE VENEZIA IGT:** 90% Chardonnay. The remaining 10% is a trade secret guarded by Silvio and his winemaking team. The vines are grown on marly/arenaceous soil, and guyot-trained with up to 3,200 vines per acre. This worldwide cult wine is a barrique-fermented Chardonnay aged for approximately 11 months in small French oak barrels (300 liters). Straw yellow in color, with a fascinating and complex bouquet of ripe exotic fruit, melted butter, vanilla and pastries. These are confirmed on the palate where their aromatic promises are kept and enhanced by a rich, long finish. Cellar life is 8-10 years.



**PINOT BIANCO VENEZIA GIULIA IGT:** 100% Pinot Bianco from vineyards with Southwest and Northeast exposures. It is the sister variety of Pinot Grigio, and is less widely grown. The wine is not aged in wood to enhance the grapes freshness. It has a golden, brilliant straw-yellow color. Its aroma is intense, very persistent, and pleasantly fruity with a distinct hint of melon. Its taste is dry, velvety, and well-orchestrated. Stelvin screwcap closure to maintain freshness.



**PINOT GRIGIO VENEZIA GIULIA IGT:** 100% Pinot Grigio, a grape particularly at home in northeastern Italy. The wine is vinified and aged in stainless steel. This Pinot Grigio sets the standard as an exceptional fine wine noted for complexity, impressive concentration, depth of flavor and quality. Reveals lovely, perfumed aromas (including hazelnut, citrus and tropical fruits on the nose) and notes of pear favored fruit on the palate. This is a wine that is fresh and lively, with depth, weight on the palate and round texture. This is a fine example of elegance and finesse. Stelvin screwcap closure to maintain freshness.



**"VINNAE" RIBOLLA GIALLA VENEZIA GIULIA IGT:** Predominantly Ribolla Gialla, with touches of Friulano and Rheinriesling. The soil is predominantly marl, with sandstone. The compacted substrata of Eocene flysch are responsible for the formation of Collio's characteristic terrain, locally known as "ponca." Part of the blend is aged in 750-liter Slavonian oak barrels for 6 months. Brilliant, light straw yellow in color; intense fruit aromas with mineral undertones; fresh, tangy and flavorful on the palate, it shows the unassuming elegance of an authentic country wine.



**"VINTAGE TUNINA" VENEZIA GIULIA IGT:** A special field blend of Chardonnay, Sauvignon, Ribolla Gialla, Malvasia and the rare native varietal Picolit. It is one of the world's veritable cult wines made from late harvest-fruit. The vineyard soil is marly/arenaceous and covers 39.5 acres in the area called Ronco del Fortino. Vine density is 2,430-2,840 per acre, yielding 1.6 to 2.4 ton crops per acre. Exposure is southwest and northeast. Part of the wine is fermented and aged in Slovenian oak (750 liter) for six months. Brilliant straw yellow in color, with golden reflections. Intense, ample, very elegant and persistent, with scents of honey and country flowers. Cellar life is 7-10 years.



**"BLAU & BLAU" DELLE VENEZIE IGT:** A blend of 90-95% Franconia a.k.a. Blaufrankisch and 5-10% Pinot Nero a.k.a. Blauburgunder from vines grown close to Monte Fortino, on Eocene colluvial soil, southwesterly exposed. Aged in French barriques 16 months. Intense ruby in color, the bouquet is well balanced, with underbrush and herbaceous notes; on the palate, it is elegant, medium-bodied, well balanced, with well integrated wood and firm tannins. Cellar life is 5-7 years.



VENEZIA GIULIA INDICAZIONE GEOGRAFICA TIPICA ROSSO

**"RED ANGEL ON THE MOONLIGHT" VENEZIA GIULIA IGT:** 100% Pinot Nero from vineyards close to Monte Fortino, on soil consisting of Eocene colluvium, with southwesterly exposure. Aged in small barrels and tonneaux of French oak for one year. The Pinot Noir grape's unique, elusive fragrance of plums, raspberries and cherries, its delicate, hard-to-get balance of sensuous richness and extreme finesse.



**"PIGNACOLUSSE" IGT:** 100% single-vineyard Pignolo red, from a rare indigenous grape with compact, pine cone-shaped bunches (hence the Italian name). This grape was saved from extinction by a handful of top producers. Fermented in wooden vats with manual punching-down, aged in small oak barrels and barriques for 18-24 months. The wine shows notes of prunes, leather, carob, cocoa and coffee. Powerful and structured, with decided character and firm tannins.



**"VINO DOLCE DELLA CASA" PICOLIT COLLI DOC:** 100% Picolit from berries that are naturally dried so as to enhance the grape's incredible concentration. The grapes are from the finest hillside locations, ideally exposed, low in organic components and especially well ventilated- there are very, few sites in the world suited to growing this incredible grape. The rich, fruity bouquet recalls apricots, peaches, honey and dried fruits, genista flowers and lime blossoms. Sweet on palate, incredible harmony and silky texture, very intense and persistent. Stelvin screw cap is used to preserve the wine's intrinsic qualities.

# Tuscany

Capital: Florence

Provinces: Arezzo (AR), Firenze (FI), Grosseto (GR), Livorno (LI), Lucca (LU), Massa Carrara (MS), Pisa (PI), Pistoia (PT), Siena (SI)

DOCG: Aleatico Passito dell'Elba (aka Elba Aleatico Passito), Brunello di Montalcino, Carmignano, Chianti, Chianti Classico, Montecucco Sangiovese, Morellino di Scansano, Rosso della Val di Cornia, Suvereto, Vernaccia di San Gimignano, Vino Nobile di Montepulciano

DOC: Ansonica Costa dell'Argentario, Barco Reale di Carmignano, Bianco dell'Empolese, Bianco di Pitigliano, Bolgheri, Bolgheri Sassicaia, Candia dei Colli Apuani, Capalbio, Carmignano/Barco Reale di Carmignano, Colli dell'Etruria Centrale, Colli di Luni, Colline Lucchesi, Cortona, Elba, Grance Senesi, Maremma Toscana, Montecarlo, Montecucco, Monteregio di Massa Marittima, Montescudaio, Morellino di Scansano (before '07), Moscadello di Montalcino, Orcia, Parrina, Pietraviva, Pomino, Rosso di Montalcino, Rosso di Montepulciano, San Gimignano, San Torpè, Sant'Antimo, Sovana, Terratico di Bibbona, Terre di Casole, Terre di Pisa, Val d'Arbia, Val d'Arno di Sopra, Val di Cornia, Valdichiana, Valdinievole, Vin Santo del Chianti, Vin Santo del Chianti Classico, Vin Santo di Montepulciano

IGT: Alta Valle della Greve, Colli della Toscana Centrale, Costa Toscana, Montecastelli, Toscano/Toscana, Val di Magra

Chianti is easily the most famous Italian wine, while Brunello is considered one of the most prestigious. Yet the wines of Tuscany have not always been recognized for quality and have just recently experienced a renaissance, after years of being focused on quantity. The initial movement that developed in Chianti in the early 1970s has become a region-wide effort that has brought forth serious focus on clonal selection, vineyard management, and winery technologies, allowing a progression in quality unmatched anywhere in the country. The growing success, while focused on the Sangiovese-based wines of Chianti, Brunello di Montalcino and most recently, Vino Nobile di Montepulciano, has spread to the entire region, incorporating areas not understood even 30 years ago for their potential.

This phenomenon of rapidly improving quality spread to incorporate wines that, while not DOC, were still considered of superior quality. The lack of an official status could not prevent the unofficial designation "Super Tuscan" from becoming part of the vernacular. As awareness increased, many of these wines achieved their own IGT or DOC status. Ironically, one does not generally realize that Cabernet and Chardonnay have a long history within Tuscany and were not introduced to satisfy international demand. Cabernet has been grown for over 250 years and Chardonnay dates back easily 150 years. Both grapes are geologically suited to fine viticulture on the Tuscan terrain. 66.5% of the region is hills and characteristic "galestro" soil terrain – rocky and shaly, with excellent draining properties. A good quarter of the region's surface is mountainous and a tiny 8.4% is flatlands. However,



top Tuscan winemaking is mostly associated with those same, breathtaking hillside landscapes we find in da Vinci paintings and modern art photography.

Roughly 70% of the wine production is red but one white wine holds its own in quality. The first Italian DOC in 1966, Vernaccia di San Gimignano was promoted to DOCG in 1993 and is better and more stylish than ever. A historical grape documented as far back as the 1200s, the wines today provide the perfect counterpart to the nobile reds of Tuscany.

# Index of Empson Wines in Tuscany

## BIANCO

### BLANC DE BLANCS TOSCANA IGT

Duca di Montemaggiore

### VERNACCIA DI SAN GIMIGNANO DOCG

Toscolo

## ROSSO

### BRUNELLO DI MONTALCINO DOCG & RISERVA

Costanti  
Fuligni

### CHIANTI DOCG

Toscolo

### CHIANTI CLASSICO DOCG

Il Molino di Grace (Panzano)  
Terrabianca "Scassino" (Radda)  
Toscolo

### CHIANTI CLASSICO RISERVA DOCG

Il Molino di Grace (Panzano)  
Il Molino di Grace "Il Margone" (Panzano)  
Terrabianca "Croce" (Radda)  
Toscolo

### PINOT NERO IGT

Marchesi Pancrazi "Villa di Bagnolo"  
Marchesi Pancrazi Ris. "Vigna Baragazza"

### ROSSO DI MONTALCINO DOC

Costanti  
Fuligni "Ginestreto"

### COLORINO IGT

Marchese Pancrazi "Casaglia"

### SANGIOVESE IGT

Terrabianca "La Fonte Quattro Stagioni"

### "SUPER TUSCANS" IGT

Boscarelli "Boscarelli"  
Boscarelli "De Ferrari"  
Cignale  
Fuligni "SJ"  
Il Molino Di Grace "Gratius"  
Il Molino Di Grace "Il Volano"  
Marchesi Pancrazi "San Donato"  
Monte Antico  
Supremus  
Tenute del Barone Toscana  
Terrabianca "Piano del Cipresso" Toscana  
Terrabianca "Ceppate" Toscana  
Terrabianca "Campaccio" Toscana  
Terrabianca "Campaccio Riserva" Toscana

### MERLOT IGT

Terrabianca "Il Tesoro" Toscana

### VINO NOBILE DI MONTEPULCIANO DOCG

Boscarelli & Boscarelli Riserva  
Boscarelli "Nocio dei Boscarelli"

## DOLCE

### BLEND IGT

Terrabianca "Il Fior di Fino"  
Toscolo "Dolce Toscolo"

## GRAPPA

Terrabianca "La Bomba"

# Fast Facts

Vineyard surface:  
44.5 acres (18 hectares)

Owner:  
The De Ferrari Family

Winemaker:  
Luca De Ferrari, Maurizio  
Castelli, Mary Ferrara

Established:  
1962

Location:  
Montepulciano

Province:  
Siena

Boscarelli Owners: Luca and Niccolò  
De Ferrari

# Boscarelli



The very “nobile” estate of Paola De Ferrari Corradi was founded in 1962 by her father, Egidio Corradi, though from day one, it was Paola who ran it; at first with her husband and after his premature passing (1983), alone.

"Managing the estate on my own, with two teenage children – Luca and Nicolò were respectively 16 and 13 years old at the time – was a real challenge: almost no-one thought I could make it without my husband's support," Paola recalls. "I have to admit I came from a background of great love and privilege; I'd been more than a little spoiled. Ippolito's accident uncovered abilities I didn't know I had, since I'd never needed to prove myself before."

Nearly half a century after the first Boscarelli vintage (1964), Paola

has passed the test with highest honors: an unbroken track record of vintage-to-vintage consistency and quality.

Today, Boscarelli includes 45 acres under vine, and a 97,000 total bottle production. Further acreage is planned for Paola, Luca and Nicolò, who purchased a second small homestead in Cortona, a few miles northeast of Montepulciano. This second property now has five acres under vine, including very recent plantings. The additional terrain is not yet productive, but the plan is to increase the total production area by an additional 7.5 acres.

Paola's elder sons Luca and Nicolò are now managing the vineyard, and together, they follow step by step all the phases of the production and

commercialization. The wines are styled by Paola's eldest son, Luca De Ferrari, together with in-house oenologist Mary Ferrara and renowned consultant Maurizio Castelli. Luca's younger brother, Nicolò De Ferrari, is in charge of vineyard management.

"What we look for in our wines," according to Luca, "is elegance, character and personality combined with a pleasing, approachable style. I believe our winery is one of the most innovative in Montepulciano. At the same time, we wish to maintain strong ties with the local and natural heritage, first and foremost with Cervognano, one of the finest Nobile crus, which is home to our winery."



**BOSCARELLI IGT:** 50% Merlot, 30% Cabernet Sauvignon, 10% Sangiovese, and 10% Carmenère. After maceration the wine is refined in barriques and tonneaux of French Allier and Nevers oak of different sizes from 225 to 500 liters for 12-18 months according to the character of the vintage. This wine is extremely limited and is solely produced in the finest years. Deep ruby color, with notes of cherry, cedar and spice with undertones of vanilla. Long finish.



**DE FERRARI IGT:** 90% Sangiovese, 5% Merlot, and 5% Canaiolo. The wine matures partly in casks of wood and partly in steel vats for around six to nine months. Plum and berry fruit shine through in this elegant offering that captures the grape's chewy, round, and silky essence. A beautiful wine with a nice finish.



**VINO NOBILE DI MONTEPULCIANO DOCG:** 90% Sangiovese, 10% Canaiolo, Mamulo, and Colorino. The wine matures in Allier and Slavonian oak barrels for 18-24 months. The resulting Nobile is structured and complex, with a lovely nose of dried herbs, leather, earth, vanilla and strawberry, jam and plenty of plummy, flavorful fruit on the palate.



**VINO NOBILE DI MONTEPULCIANO "NOCIO DEI BOSCARELLI" DOCG:** 100% select Sangiovese from the single vineyard, Nocio. The wine is aged in Allier and Slavonian oak casks (5 and 10 hl.) for 18-24 months, followed by three to six months of bottle aging. Garnet red, with well-orchestrated wood that is into the ripe, sweet fruit and layered complexity.



**VINO NOBILE DI MONTEPULCIANO RISERVA DOCG:** 90% Sangiovese, 5% Merlot, and 5% Cabernet Sauvignon. After its malolactic fermentation, the Riserva ages 24-30 months in barrels of Allier and Slavonian oak, varying in capacity from 5-35 hl. Ruby red with garnet hues, the bouquet recalls plums and blueberries, elegantly confirmed on the structured and complex palate.

# Fast Facts

Vineyard surface:  
7.5 acres (3 hectares)

Owner:  
Neil & Maria Empson/  
Alessandro & Antonietta  
François

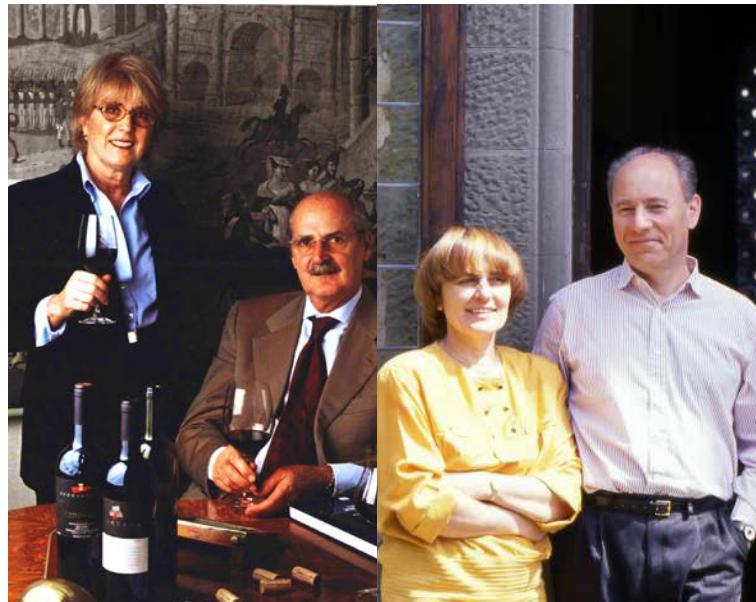
Winemaker:  
Franco Bernabei

Established:  
1981

Location:  
Greve in Chianti

Province:  
Florence

Cignale Owners: (left) Neil and Maria Empson  
(right) Alessandro & Antonietta François



Like all stories set in the world of fine wine, the tale of Cignale actually began long before production began. Nearly a decade earlier: it was 1980 when Neil & Maria Empson decided they would craft their own Super Tuscan. Vineyard location was their first concern: the Empsons have always believed great soil and microclimate are the prerequisites of great wines. Another keen preoccupation was finding a partner they could trust and work closely with. Their choice fell on a wonderful wine producer and friend, Alessandro "Sandro" François and his wife, Antonietta. The François' owned a historic estate in the northeastern portion of Chianti Classico, near Greve in Chianti – one of the region's finest sites. The property was superb: elevated hillsides rising 1,320 to 1,740 feet (400-

530 meters) above sea level, with a unique geological composition; Cretaceous-Eocenic polychrome schists, rich in manganese and alcaline-earth metals. The four friends entered into a joint venture agreement and in February 1981, they planted 5 acres with new, low-yielding clones of Cabernet Sauvignon from Bordeaux, and 1.25 acres of Merlot. Another 1.25 acres were planted with Cabernet Sauvignon grafted onto 20-year-old Sangiovese vines to give some extra depth to the new wine.

One of the first, experimental harvests (1983) incurred in a not-so-little contretemps when the entire crop was wiped out by wild boars. The silver lining was, the Empsons now had a name for their wine: Cignale, old Tuscan dialect for cinghiale or "wild boar". Cignale was finally released

in 1990, with the 1986 vintage. The wine had spent 2 years in 75% new barriques and 25% used ones; in February 1989, Neil made the final component blend with a small percentage of Sangiovese Grosso, then left the wine in stainless steel until bottling in July 1989, unfiltered. His artist wife, Maria Gemma Empson, designed the labels, which feature a series of six pen and ink drawings depicting Cignale's first, bristly fans.



**"CIGNALE" COLLE DELLA TOSCANA CENTRALE IGT:** 90% Cabernet Sauvignon and 10% Merlot. This extract-loaded wine expresses the power, concentration and longevity of its terroir to the fullest, fine-tuned by carefully orchestrated vinification and élevage. For the Cabernet Sauvignon, the harvest takes place towards the end of October. The Merlot is picked in early to mid-October. The grapes are collected in small boxes and transported to the winery for immediate de-stemming and pressing. Only 65% of the free-run juice is used, and parts of the press-run are then blended back into the mass. Fermentation takes approximately 21 days. The resulting wine goes through full malolactic and is racked six times over the first 12 months. New and 2nd year French barriques are employed, where Cignale ages for approximately 20 to 24 months. Finally the wine is clarified with egg whites and left unfiltered before bottle aging for six months. Altogether, the wine is not released until three to four years from harvest date. Quantities are minuscule, and cellar life is up to twenty years. Cignale has offered consistent quality from vintage to vintage, and met with correspondingly unbroken success. Deep, dark ruby in color; spicy bouquet of cedar wood, black cherry, wild strawberry, black currant, and subtle notes of well integrated new oak. On the palate, rich, harmonious, concentrated, powerful and intense, beautifully structured, with polished tannins and a long, silky finish.

# Costanti

Vineyard surface:  
25 acres (10 hectares)

Owner:  
Andrea Costanti

Winemaker:  
Vittorio Fiore

Established:  
1555

Location:  
Montalcino

Province:  
Siena

Costanti Owners: Andrea Costanti  
and his wife



The noble Costanti family goes back a long way – at least to Renaissance times. One of several famous counts, Costanti – Tito – was both a lawyer and a winemaker, and actually anticipated the present DOCG and DOC. Not only was he one of the very first to use the name Brunello for Montalcino red wines, but the methods he employed were strikingly similar to those used for Brunello and Rosso di Montalcino today.

Costanti Brunellos, however, were jealously guarded secrets until the early 1960s, circulating solely among the owners' friends and family. This changed with count Emilio Costanti, physician and grape-grower, who first put the family name on the wine map. Dr. Costanti had no children. After maximizing the winery's potential

and releasing the first "public" vintages, Emilio Costanti traced the sole living descendant of the ancient Sienese family, Andrea Costanti, a fresh graduate in geology at the University of Siena with no background in wine.

Andrea was appointed as the legendary count's heir and successor in 1983 and immediately proved himself well worthy of Emilio's trust. He not only coped with his huge new responsibilities, but actually upgraded and enhanced the family's reputation for making great Brunello. He achieved this by relying on his own fine instinct for wine, and an in-depth knowledge of the terrain's geological components. In time, these natural skills were perfected, so that he eventually styled the range together with winemaker, Vittorio Fiore.

The range has the unmistakable imprint of the Matricchese cru, yielding Brunellos of unparalleled elegance and complexity, with luscious, focused berry fruit, remarkable structure and exquisite balance. Today, the Matricchese terroir, which remains the heart of the estate and covers 25 acres or high-rising vines, at an altitude of 1,312-1,476 feet a.s.l., is flanked by a 10-acre vineyard at Montosoli (1,181 feet a.s.l.).



**BRUNELLO DI MONTALCINO DOCG:** 100% Sangiovese. Fermentation takes place on the skins in temperature-controlled, stainless steel tanks, lasting approximately two to three weeks. The wine sojourns 36 months in wood: 18 months in Slavonian oak barrels (from 30 hl) and 18 months in French tonneaux (3.5 to 6 hl). Once bottled, the wine rests at least 12 months before it is released. Brilliant ruby in color, the intense, ripe aromas of berry fruit prelude a lush and full-bodied palate, gorgeous tannins and nice structure, good longevity.



**BRUNELLO DI MONTALCINO RISERVA DOCG:** 100% Sangiovese. Fermentation takes place on the skins in temperature-controlled, stainless steel tanks, lasting approximately two weeks. The wine sojourns 36 months in wood: 18 months in Slovenian oak barrels (from 30 hl) and 18 months in French tonneaux (3.5 to 6 hl). Once bottled, the wine rested at least 24 months before it was released. Deep ruby red with aromas of plums, smoke, and coffee. Graceful tannins and a beautiful finish. This wine is complex and austere, and will undoubtedly benefit from further bottle age, peaking in 5-10 years' time. Top vintages will also have top longevity.



**ROSSO DI MONTALCINO DOC:** 100% Sangiovese. Fermentation takes place on the skins in temperature-controlled, stainless steel tanks, lasting approximately three weeks. The wine then ages in 3.5-hl. tonneaux of Allier oak for 12 months, and in the bottle six months prior to release. Rich, round, full-bodied, with gobs of beautiful red berries, light and lively, well integrated oak and firm tannins, and clean finish.

# Fast Facts

Vineyard surface:  
25 acres (10 hectares)

Owner:  
Maria Flora Fuligni &  
Roberto Guerrini Fuligni

Winemaker:  
Paolo Vagaggini

Established:  
1923

Location:  
Montalcino

Province:  
Siena

Fuligni Owner: Roberto Fuligni



Fuligni was founded in 1923 by the viscounts Fuligni, an ancient Venetian family who moved to Tuscany around 1770. The present owner is the exquisite Maria Flora Fuligni, who is flanked by nephew Roberto Guerrini Fuligni, enologist Paolo Vagaggini and agronomist Federico Ricci, in charge of vineyard management.

The property covers approx. 100 hectares (247 acres) east of Montalcino, historically the home to the most classic of Brunellos. Surface comprises almost 25 acres (10 hectares) under vine, principally located at I Cottimelli (hence "vigneti dei Cottimelli"). Most of these are devoted to Montalcino's own Sangiovese; the rest is planted with Merlot, which complements the Brunello grape in the SJ blend. The older vineyards are 380 to 450 meters above sea

level (around 1,250-1,480 feet), mainly easterly and southeasterly exposed on stony/clayey, hillside "galestro" marls. The soil is low in organic components – therefore conducive to minuscule yields. The most recent vineyards have been planted southeast on tuffaceous-clayey soil. Crops are further cut back by the vines' age (12 to 30-plus years), their density, severe pruning and green harvest. The recently added vineyards are even more densely planted, 10 to 12 years old and at a slightly lower altitude of 300 meters (984 feet), on predominantly clayey terrain better suited to Merlot.

Grapes are vinified separately according to cru, in a classically inspired international style characterized by a strong backbone of acidity and smooth, polished tannins. The Fuligni

range is a complete cross-section of Montalcino offerings, Rosso, Brunello, and Super Tuscan. The yearly production goes from an average 3,700 to 4,100 cases. All consistently judged among Tuscany's finest, they are aged in a restored convent, which was transformed into barrique cellar, tasting rooms and guest quarters. The former convent's cool, cloistered tranquility supplies ideal conditions for their élevage.



**BRUNELLO DI MONTALCINO DOCG:** 100% Sangiovese. The must remains on lees for 18 days in stainless steel vats. The wine is then aged two to three months in steel and 24 to 36 months in Slavonian oak barrels and Allier oak tonneaux. Finally, the wine is aged four months in bottle. Deep garnet color with orange hues, the bouquet shows red fruit and spice, confirmed on the palate. Soft tannins, firm structure and silky texture.



**BRUNELLO DI MONTALCINO RISERVA DOCG:** 100% Sangiovese, only issued in the finest years. The wine is then aged five months in steel and 36 months in Slavonian oak barrels. Finally, the wine is aged at least six months in bottle. The wine shows remarkable elegance and complexity, and a beautiful bouquet of marasca cherries, tobacco and mint, with a lovely, long finish.



**ROSSO DI MONTALCINO “GINESTRETO” DOC:** 100% Sangiovese from the Ginestreto cru. The harvest takes place in late September. Must remains on lees for 18 days in stainless steel vats. The wine is then aged four to five months in steel and six to seven months in Slavonian oak barrels and Allier oak tonneaux. Finally, the wine is aged two months in bottle. Layered depth and dimension, this wine has acquired a solid reputation in its own right, independent of Brunello.



**SJ TOSCANA IGT:** 60% Sangiovese and 40% Merlot. The must remains sur lie 18 days, in stainless steel vats. The resulting wine is fine tuned for four months in stainless steel before aging 4 to 12 months in Allier oak tonneaux. Finally the wine ages in the bottle for three months. Concentrated, voluptuously textured; rich, ripe, mellow, structured, packed with berry fruit, and intriguing nuances of underbrush, spices & incense.

# Fast Facts

## Il Molino di Grace

Vineyard surface:  
110 acres (40.5 hectares)

Owner:  
Frank Grace

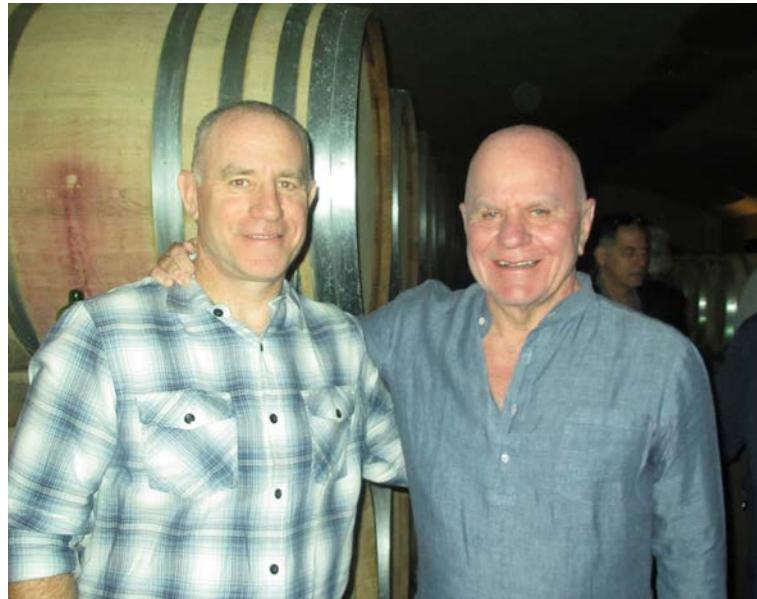
Winemaker:  
Franco Bernabei

Established:  
1995

Location:  
Panzano in Chianti

Province:  
Florence

Il Molino di Grace Owners: Tim &  
Frank Grace



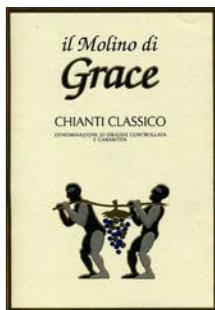
In 1995, Frank Grace purchased a 19th-century windmill ("molino") with adjacent vineyards, barn and villa. The location was carefully chosen in the heart of the Panzano area of Chianti Classico.

Mr. Grace restored the ancient barn close to the villa and turned it into a state-of-the-art winery that looks like an art gallery: sculptures, paintings, and artifacts hold their own beside the vats,

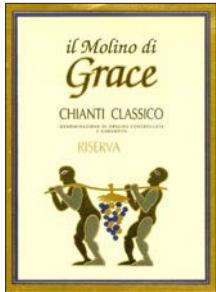
tanks and barrels, spilling out into the surrounding land. The winery was completed in 1998 and inaugurated in 1999, just in time for the new millennium. Surface under vine covers 109 acres, and consists of galestro, the local combination of marl and limestone — very friable calcareous rocks, soft and permeable to heat and water, thus ensuring superb drainage and maturation; perfect for the noble

Tuscan native, Sangiovese. The age of the vines vary from 25 to 7 years old, but the single vineyard that goes into Gratius is 55 to 70 years old.

Frank and Tim Grace are flanked by the estate director, Gerhard Hirmer, winemaker, Franco Bernabei, marketing manager Tiziano Vannoni and cellar master Giovanni Napolitano.



**CHIANTI CLASSICO DOCG:** 100% Sangiovese. The wine is aged 11 months in stainless steel, Slavonian oak barrels, and French barriques and tonneaux (2nd year). Finally, the wine is bottle aged for another 12 months. It is a perfect example of the elegance, aroma and character of its unique soil: full, round, with silky tannins, good structure and a lingering finish.



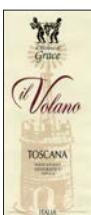
**CHIANTI CLASSICO RISERVA DOCG:** 100% select Sangiovese. The wine is aged 11 months in Slavonian oak barrels, French oak barriques and tonneaux (new and 2nd year), then aged for 24 months in bottle. Very complex and spicy bouquet recalling red fruit, cherry jam, white pepper; abundant earthiness confirmed on the full, rich, silky and persistent palate.



**CHIANTI CLASSICO RESERVA GRAN SELEZIONE "IL MARGONE" DOCG:** 100% select Sangiovese. The grapes are picked from dedicated riserva vineyards which are on average 20-30 years old. The vineyard's high elevation allow the grapes an extra week of hang time resulting in more concentration. 50% of the wine is aged in new French oak for 11 months and 50% of the wine is aged in 2nd year barriques for 11 months, the wine then spends 24 months in the bottle before release



**GRATIUS IGT:** 100% Sangiovese, single vineyard. The wine is aged 11 months in French barriques and tonneaux (new and 2nd year) and 24 months in bottle. The color is deep crimson, the bouquet is rich, complex and intense: ripe black cherries, black berry, chocolate, and tobacco on the palate. Great richness and complexity, exquisite balance and an everlasting finish.



**IL VOLANO IGT:** A blend of 75% Sangiovese and 25% Merlot. Il Volano matures in steel and bottle so as to maintain its freshness and fragrance. Its appealing bouquet of cherry fruit and wild flowers preludes the well balanced palate. Smooth tannins, zesty flavors of red currant and licorice.

# Fast Facts

Vineyard surface:  
51 acres (20.6 hectares)

Owner:  
Marchese Vittorio  
Pancrazi

Winemaker:  
Niccolò D'Afflitto

Established:  
1975/1989

Location:  
Montemurlo

Province:  
Florence

Marchesi Pancrazi Owner: Marchese  
Vittorio Pancrazi

# Marchesi Pancrazi



The story of Marchesi Pancrazi began in 1975, when the villa's owner, Marquis Vittorio Pancrazi, planted 3,300 "Sangiovese" vines on his property. The soil was made of clayey, schistose, serpentine, and particularly rich in iron – so much so, the low hill where the vines were planted was called Monte Ferrato. Then one day in 1989, an oenologist friend of the Marchese pointed out the "Sangiovese" was actually Pinot Noir — in fact, probably Tuscany's oldest Pinot Noir vines! At this point, Vittorio Pancrazi decided to vinify it on its own, and naturally put his Bordeaux-educated oenologist friend, Niccolò D'Afflitto, in charge of the experiment. After over a year's maturation in small oak barrels, Allier barriques, and six months' bottle age, the experiment not only succeeded, it exceeded all

expectations.

Today, the Pinot Noir vines on the estate, which are southerly exposed and cover 14 out of a total 173 acres, have been almost entirely renewed, albeit maintaining some 5% of the original, unidentified local clone, and planted even more densely than in the past, with different clones that come straight from Burgundy. The present number of new clones is eight (nos. 113, 114, 115, 521, 666, 667, 777, 943): top selections, some of which are so new there are very few specimens in Burgundy itself! Their painstaking orchestration adds dimension and complexity to the Pinot Noir of Villa di Bagnolo, and makes for an even more graceful, mellow style starting with the 2000 vintage.

Another innovation is the gravitational irrigation system for all vineyards, with natural water (very rich in iron, which is instrumental for Pinot Noir complexity) from a well in the hillside above the property, Monte Ferrato. Beside the Montemurlo property, the Marchesi Pancrazi also own a very large estate at San Donato: 1,285 acres, 37 of which are now under vine at 984-1,312 feet a.s.l., on Mount Calvana's alberese soil. Alberese soil is a variety of compact, very fine-grained limestone, which yield the San Donato and Casaglia reds.



**CASAGLIA COLORINO TOSCANA IGT:** 100% indigenous Colorino. The wine is barrique-aged for 12 months then bottle-aged a minimum of six months. The ensuing wine has a style and elegance well beyond ordinary Colorinos with clean, characteristic aromas, fine tannins, and good structure.



**PINOT NOIR "VILLA DI BAGNOLO" TOSCANA IGT:** 100% Pinot Noir almost exclusively from Burgundian clones. The wine is aged 12 months in French oak barriques followed by 12 months of bottle aging. Small crops and cru characteristics endow the wine with superb intensity, purple color, remarkable fruit aromas reminiscent of blackberries & plums, also mint nuances, coffee, licorice & vanilla; round, soft, luscious & lingering on the palate.



**PINOT NOIR RISERVA "BARAGAZZA" TOSCANA IGT (CELLAR RESERVE):** 100% Pinot Noir made only in special years from the 777 Clone. Malolactic fermentation in barriques, where the wine ages for 12 months, followed by another year's bottle age. Crimson with ruby hues, intense, persistent bouquet of red berries, balsamic notes and nuance of vanilla confirmed on the palate; characteristic aromas of the cru: blackberry, plums, subtle mint and tea; incredible concentration and voluptuousness. Very limited production.



**SAN DONATO TOSCANA IGT:** A blend of 50% Pinot Noir and 50% Gamay from the Pancrazis' San Donato property, the wine undergoes partial carbonic maceration, and is bottled the spring following harvest after bottle-aging for three to six months. Lively ruby red; a delightful bouquet of strawberries, cherries and flowers; good body, firm yet sweet tannins, very pleasing, youthful freshness and roundness.

# Fast Facts

Vineyard surface:  
494 acres (200 hectares)

Owner:  
Neil, Maria & Tara  
Empson

Winemaker:  
Franco Bernabei

Established:  
1977

Location:  
Santa Lucia

Province:  
Pisa

Monte Antico Owner: (right) Neil Empson  
and Winemaker (left) Franco Bernabei

# Monte Antico



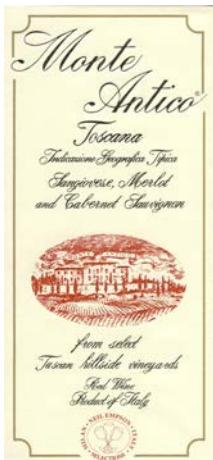
Monte Antico: Ancient Mountain in Italian. In the world of fine wines, a unique combination of quality, reliability and value since 1977. The label belongs to Neil and Maria Empson, who launched this Super Tuscan five years after founding Neil Empson Selections. It was their special affinity to the heartland of Italy that led them to make their very own mark on Tuscan soil: with the Maestro of Italian winemakers, Franco Bernabei, they have styled the Tuscan grape and expressed its ultimate potential, complementing it with Merlot and Cabernet Sauvignon.

The wine itself comes from a few of the region's finest vineyard sites, in the areas of Maremma,

Colline Pisane, and Colli Fiorentini. Soil type goes from compact, including a very fine-textured limestone at 1,300-1,500 feet a.s.l, a classic, clayey/calcareous, rocky galestro also at altitudes around 1,300 feet, and clayey/siliceous/calcareous soil at an altitude of 820-990 feet. The finest selections are cherry-picked according to harvest conditions in the individual terroirs and microclimates. This balanced orchestration of geological diversity makes for the wine's consistent excellence.

The characteristics of chosen locations and strict quality parameters make for the wine's depth, structure, character, and longevity. A cross-section of

Tuscany's best. Monte Antico is an ideal match to pasta, meat, fowl, and cheese. Its cellar life is excellent, and provides absolutely unbelievable value.



**MONTE ANTICO IGT:** 85% Sangiovese with 10% Cabernet Sauvignon and 5% Merlot. The best selections are perfectly blended, aged one year in oak: 80% in Slavonian oak barrels, five to six years old, and 20% in barriques. The barriques are 10-20% new and 90-80% 2nd year. As of the 2009 vintage the wine is bottle aged for 12 months, and styled to a graceful balance of voluptuous berry tones and flexible/sturdy backbone. Ideal quality in vineyard and winery yield a food-friendly red with all the classic Tuscan seductiveness including delicious fruit, velvety, extract-fraught texture, full body, beautiful finish and superb balance. Dark ruby in color, its bouquet of leather, earth, herbs, black cherries, licorice and plums is confirmed on the medium to full-bodied palate. Round, spicy, elegant, attractively fruity and extremely versatile - in others words food friendly and pocket friendly!

# Fast Facts

Owner:  
Neil and Maria Empson

Winemaker:  
Franco Bernabei

Established:  
2009

Location:  
Maremma, Colline  
Pisane, Colli Fiorentini  
and Chianti Classico

Provinces:  
Pisa, Livorno, Florence

Supremus Owners: Neil and  
Maria Empson

## Supremus

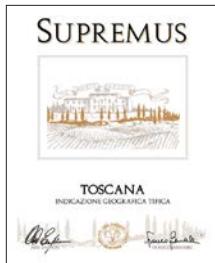


Launched in 2009, this project was over thirty years in the making...Its creators, Neil and Maria Empson, set up the Neil Empson Selections in 1972 and subsequently founded several proprietary brands from various Italian regions. Tuscany has always been a favorite and significantly, their wine maker of choice and close personal friend is Franco Bernabei, Maestro of Tuscan reds – aka “Mr. Sangiovese”.

The combined passion and experience of Neil Empson and Franco Bernabei epitomizes the harmony of Sangiovese, Cabernet Sauvignon and Merlot.

Grapes hail from a few of the region's finest vineyard sites, in the areas of Maremma, Colline Pisane, Colli Fiorentini and Chianti Classico. Vines are over 25 years old, yielding small, highly concentrated crops. The wine

itself is a top selection from the vinification of the three varieties. The ensuing blend is aged in barriques for 14 months previous to a further six in bottle (see following page for more details).



**SUPREMUS TOSCANA IGT:** 75% Sangiovese, 15% Merlot, and 10% Cabernet Sauvignon. Selected from choice, historical vineyard sites in Tuscany, ranging from the heart of Chianti Classico to Maremma, on the coast. They are orchestrated by Neil Empson and Franco Bernabei, who bring to bear more than thirty years' research and experience in the region. Vines are over 25 years old. Élevage is 14 months in Allier oak barrique (70% new), followed by six months' bottle age before release. Deep ruby red in color, with purple reflections. It's intense, persistent bouquet of violets, cherries and red berry fruit shows subtle, elegant notes of vanilla and toasted wood, minerally nuances and hints of leather, chocolate, black pepper, and cinnamon...an exquisite palate of aromas confirmed on the full, lush, flavorful palate characterized by sweet mellow tannins and velvety texture. Long, lingering finish.

# Fast Facts

Vineyard surface:  
11 acre (4.4 hectare)

Owner:  
Patrick de Ladoucette

Winemaker:  
Vittorio Fiore

Established:  
2009

Location:  
Maremma

Province:  
Siena

Tenute del Barone Owner:  
Baron Patrick de Ladoucette



The barone from whom Tenute del Barone takes its name is Baron Patrick de Ladoucette, heir to the Comtes Lafond of Sancerre/Vouvray/Pouilly-Fumé fame on the one hand, and of a noble Italian family on the other – the Vallombrosas. Centuries of civilization – in the vineyard and beyond – have gone into the Ladoucette name and what it's stood for, since the 1700s at least. Not content with excellence by birthright, the baron purchased one of the oldest and most prestigious Chablis properties in 1984, and took control of a major estate in Burgundy the following year. His French domains alone would suffice to make up wine heaven!

No heaven, however, would be complete without a substantial “tranche” of Tuscan terroir. Thus,

in 2009, Patrick de Ladoucette purchased two historic estates (“tenute”) in Upper Maremma – part homage to his Vallombrosa great-grandmother, part to his own affinity for Italian enology and culture. The properties’ exceptional microclimates and iron-rich, stony and mineral-rich terrain, ideally complement the baron’s severe quality criteria.

Ladoucette is not a man to steamroll local character into a stereotyped mold. The ultimate goal in all Ladoucette endeavors is, in the Baron’s own words, “producing the finest possible wines, each faithfully reflecting its region’s unique terroir.” His respect for the distinctive traits of individual wine regions allows him to express and enhance the accents of Maremma in a duo of wines that are both worthy of

their French cousins, and entirely Tuscan in personality.

Ladoucette’s Maremma vineyards are located between Massa Marittima and Suvereto, a little less than 19 miles south of Bolgheri and about 6 miles from the sea. Terrain is hilly, around 200 meters (656 feet) above sea level. The area fronts the gorgeous island of Elba, a noted source of iron, copper and other minerals as far back as ancient Roman times. In fact, the entire territory is known as Colline Metallifere, i.e. “Metalliferous Hills”, for their richness in minerals and metals.



**DUCA DI MONTEMAGGIORE TOSCANA IGT:** 100% Chardonnay. The vineyard covers a little over 4.9 acres, on fairly steep soil. The terrain is clayey-calcareous, with good levels of iron and magnesium and a near-shale structure conducive to good root penetration. Vines are north facing, which reduces exposure to the sun in an area that is extremely hot. The wine is aged in stainless steel followed by two months of bottle aging. Lemon chiffon yellow, the wine has aromas of exotic fruit and flowers. Dry and lively on the palate. Full bodied and well balanced.



**TENUTE DEL BARONE TOSCANA IGT:** A blend of 50% Cabernet Sauvignon, 40% Cabernet Franc and 10% Merlot. Vines cover six acres, with eastern and southeastern exposure on gently rolling, arenaceous and calcareous soil characterized by good levels of red clays and minerals. The latter endow the grapes with excellent balance between power, aromatic complexity and elegance. The varieties grown were chosen as the best suited to terrain and microclimate. The wine is barrique-aged two years and fine-tuned in bottle for a further year. Garnet red in color, the bouquet has notes of red fruit, pepper, spice, and hints of vanilla. A miraculous combination of richness and finesse, intensity and subtlety, depth and delicacy.

# Fast Facts

Vineyard surface:  
569 acres (230 hectares)

Owner:  
Patrick de Ladoucette

Winemaker:  
Vittorio Fiore

Established:  
1988

Location:  
Vagliagli

Province:  
Siena

Terrabianca General Manager:  
Francesco Russo



Terrabianca was founded in 1988, in an area characterized by strata of chalk, sand and clay, predominantly calcareous. The property covers 307 acres of vineyards, olive groves, and woodland at an altitude of 820-1,640 feet above sea level. A second estate with an additional 260 acres was added in recent years, 43 miles away and close to

Massa Marittima, in Maremma.

The second property is called "Il Tesoro," or "Treasure," and is located in the mineral-rich Maremma area. Alongside Sangiovese, the property is home to Merlot and Cabernet Sauvignon, which are particularly suited to this distinct terroir.

In tandem with the new owner, Baron de Ladoucette, Terrabianca continues to be steered at the hands of Francesco Russo, General Manager of Terrabianca. A resident of Tuscany, specifically the border of the Chianti Classico area, since the young age of six, Francesco is knowledgeable in agriculture and engineering.



**CAMPACCIO TOSCANA IGT:** 70% Sangiovese, 30% Cabernet Sauvignon. The wine is aged 12 months in French & American oak barriques, and 12 months in the bottle. The bouquet is ample, intense and elegant, with berry fruit, chocolate, and roasted almond notes that continue on the palate, sustained by superb structure and depth.



**CAMPACCIO RISERVA TOSCANA IGT:** 50% Sangiovese, 50% Cabernet Sauvignon. The reserve spends 24 months in French and American oak barriques and 12 months bottle age. Deep ruby with garnet hues, a superb nose, unbelievable richness, and complexity on the palate.



**CEPPE TOSCANA IGT:** 90% Cabernet Sauvignon and 10% Merlot. Aged 18 months in French and American barriques and one year in bottle. Extremely ample bouquet of dark berries, chocolate, tobacco and spices confirmed on the rich, full, silky-textured palate and long, finish.



**CHIANTI CLASSICO "SCASSINO" DOCG:** 97% Sangiovese and 3% Canaiolo. Aged eight months in Slavonian oak barrels of 50 hectoliters, followed by three months' bottle age before release. Brilliant ruby color with lively notes of raspberry, blueberry and subtle iris.



**CHIANTI CLASSICO RISERVA "CROCE" DOCG:** 97% Sangiovese and 3% Canaiolo. The wine is aged for 15-18 months in Slavonian oak barrels (50 hl.), and finally an additional six months of bottle aging. Brilliant ruby red, and a bouquet of cherries, plums, vanilla and licorice.



**IL TESORO TOSCANA IGT:** 100% Merlot. Aged one year in barriques of French and American oak, followed by an additional year of bottle aging before release. Structured, concentrated; with a bouquet of blueberries, blackcurrant, chocolate, licorice, vanilla, tobacco and toasted almonds.



**LA FONTE "QUATTRO STAGIONI" IGT:** 100% Sangiovese. The wine is aged six months in 50-hl. barrels of Slavonian oak, followed by two months' bottle age before release. Lively ruby color, the bouquet is fruity and floral, while the palate confirms Sangiovese's seductive berry fruit and immediate appeal.



**PIANO DEL CIPRESSO TOSCANA IGT:** 100% Sangiovese. Aged one year in barriques of French and American oak, then bottle-aged another year before release. The wine takes its name from the original vineyard, where an ancient cypress tree ("cipresso") had grown. Brilliant ruby color, the bouquet recalls blackberries, blueberries and pomegranate. Well-balanced.



**IL FIOR DI FINO IGT:** A partly Botrytised dessert wine made with 50% Trebbiano and 50% Malvasia, aged three to five years in barriques. (Available in half bottles)



**GRAPPA "LA BOMBA":** Made with different marcs from Terrabianca. Aged three months in cherry wood barrels. Slight straw yellow hues with hints of fruit and flowers.

# Fast Facts

Vineyard surface:  
62 acres (25 hectares)

Owner:  
Neil & Maria Empson

Winemaker:  
Franco Bernabei

Established:  
1988

Location:  
Santa Lucia

Province:  
Pisa

Toscolo Owner: (left) Neil Empson  
and (right) Franco Bernabei



Toscolo is a labor of love from Neil & Maria Empson's longtime passion for this extraordinary region. The name itself is a homage to Tuscany: a renaissance Italian word, meaning "Tuscan boy."

The Empsons chose their friend and star oenologist Franco Bernabei to style the wines with Neil himself. Nothing was left to chance in order to make an Empson proprietary brand with ideal Tuscan credentials. Availing itself of state-of-the-art facilities and teamwork, production derives from some of the region's major Chianti terroirs and finest vineyards. Terrain and microclimates are intriguingly diverse: from compact, very fine-textured limestone, at an altitude of 1,312-1,476 feet above sea level, to rocky, clayey/calcareous

areas, also at altitudes around 1,312 feet, and clayey/siliceous/calcareous soil, at an altitude of 820-984 feet. Neil is thus able to "cherry-pick" the best selections according to harvest conditions in the individual wine zones — allowing him to maintain consistency and the highest quality with each vintage.

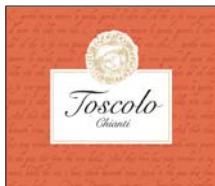
Attentive vineyard management, a high density of vines per acre and correspondingly low crop yields, achieve maximum quality results from Toscolo's fine locations. Vinification is traditional, with a well-balanced use of wood. The entire range combines fruit and finesse with that essential "bite" which makes these wines particularly food-friendly and versatile.

Toscolo's ultra-classic, ultra-

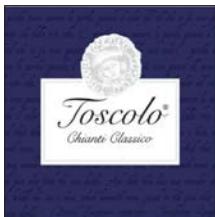
chic packaging was designed by Maria Gemma Empson. Maria is also an artist who went on to the Accademia di Belle Arti in Florence, Tuscany, right after college in the States: there could hardly be a better combination to inspire a distinctively Toscolo label. In 2008, touches of gold joined the brand's original Chianti palette: a Vernaccia di San Gimignano providing a Tuscan white, from one of Italy's oldest white grapes, and "Dolce Toscolo," whose label has been designed by Maria as well.



**VERNACCIA DI SAN GIMIGNANO DOCG:** 100% Vernaccia di San Gimignano. The resulting wine is bottle-aged for eight months. Luminous, straw yellow, leading to a delicately aromatic bouquet of white flowers, pears and honeysuckle and a full-flavored palate rich in citrus aromas, firm freshness and almond nuances.



**CHIANTI DOCG:** 100% Sangiovese. The resulting wine is aged six months in oak barrels. Brilliant ruby in color, this fruit forward Sangiovese is supple, fruity and flavorful on the palate, with appealing balance. This wine is extremely food friendly, but is best savored in its youth with pasta, risotto, or first courses in general, as well as with red or white meat.



**CHIANTI CLASSICO DOCG:** 95% Sangiovese 5% Cabernet Sauvignon. The resulting wine is aged 12 months in barriques, followed by six months' bottle age. Full ruby color with garnet hues. Ample, classic bouquet of berry fruit, violets, iris and vanilla. Chewy, abundant fruit, silky texture, good body, balance and extract. Best from two to seven years.



**CHIANTI CLASSICO RISERVA DOCG:** 90% Sangiovese, 5% Cabernet Sauvignon and 5% Merlot. The resulting wine is aged 24 months in barriques with a portion of the wine barrique-aged for six months, followed by six months' bottle age. Brilliant ruby color with garnet reflections; ample bouquet of marasca cherries, plums, violets and iris. Top vintages improve for well over a decade.



**"DOLCE TOSCOLO" IGT:** 70% Trebbiano and 30% Malvasia, partly from sun-dried grapes. The wine is aged for a minimum of 18 months in small oak barrels known as caratelli, 100 liters in size, and in Slavonian oak casks. Works ideally as a dessert wine, with appetizers or antipasti, or with spicy Asian cuisine.

# Marche

Capital: Ancona

Provinces: Ancona (AN), Ascoli Piceno (AP), Macerata (MC), Pesaro (PS)

DOCG: Castelli di Jesi Verdicchio Riserva, Verdicchio di Matelica Riserva, Offida, Rosso Conero Riserva, Vernaccia di Serrapetrona

DOC: Bianchello del Metauro, Colli Maceratesi, Colli Pesaresi, Esino, Falerio dei Colli Ascolani/ Falerio, Lacrima di Morro d'Alba, Terre di Offida, Pergola, Rosso Conero, Rosso Piceno, San Ginesio, Serrapetrona, Terreni di San Severino, Verdicchio dei Castelli di Jesi, Verdicchio di Matelica

IGT: Marche



Marche is quintessential Italy: sun and sea, mountain ranges draped in snow, hillside fortresses and walled medieval towns, beauty spread so thick over the ground that a region of 3,615 square miles (a little over two times the surface of Rhode Island) concentrates over 1,000 major monuments, thousands of ancient churches, 500 historic piazzas, 106 castles, 170 towers etc. The timeless quality of *marchigiano* landscape, its out-of-the-way geography, might prepare us for rustic simplicity. Instead, we have a thriving culture, mainly thanks to the Dukedom of Urbino (1443-1631). In fact, the Marches have the highest density of museums and picture galleries in Italy! Not to mention 315 huge libraries, such as the family *biblioteca* of Giacomo Leopardi, one of the greatest Italian poets of all time. Its 20,000+ volumes fed Giacomo's imagination from childhood, and can be seen to this day at the Leopardi *palazzo* in Recanati. This town in the province of Macerata is well worth a visit, both for the typically *marchigiano* scenery (like many local centers, it's a "balcony city" with a wide view of hills, mountains, and the Adriatic sea, some 6 miles east) and for its Leopardi-focused offerings, which make walking through Recanati a poetic time-traveling experience.

Vinicultural history is just as rich, going back to the 8th century B.C., when the Etruscans introduced grapegrowing by the characteristic method known as "vite maritata" or "married vine" – each vine being trained up a tall tree. The antiquity of winemaking in the region is testified by archaeological finds and documented by Pliny's *Naturalis Historia*, where the Latin writer praised the "generous" local wines. More detailed information has come down to us from Marche-born Andrea Bacci, whose *De Naturali Vinorum Historia* (1595) described and identified no less than 20 distinct *marchigiano* *terroirs*. As early as the 1200s, regional authorities strictly regulated which grapes could be planted, supervising quality and punishing transgressors. The region's most famous white grape, Verdicchio, is mentioned for the first time in a document dated 1579, in the area of Matelica. True enough, the historic Verdicchio appellations have remained Matelica and Castelli di Jesi Classico, the former in tiny quantities, with higher acidity. Our friend Ampelio Bucci produces astonishingly long-living Castelli di Jesi Classico, with a

depth of flavor and layered structure that have proven a benchmark to the DOC.

Another major player, white variety-wise, is Pecorino (documented since 1871), which had almost completely disappeared until the late Guido Coccia Grifoni – also an Empson grower – began the painstaking research to save it from extinction. Guido eventually located it in an old farm at Arquata del Tronto in September 1982. In February 1983, he obtained the first grafts and planted the “mother vineyard.” In 1991, a 100% Coccia Grifoni Pecorino was released. The winery’s in-depth clonal research – continued today by Guido’s daughters, Paola and Marilena – not only preserved this authentic marchigiano heritage; it was instrumental in achieving DOC status under the denomination Offida Pecorino, from the 2001 vintage. On the red varietal front, the leading grape is Montepulciano, which we might call Sangiovese’s cousin of the east, making some of the noblest wines on the Adriatic regions from Marche to Puglia. (The two varieties are ampelographically related.) When crops are kept low, Montepulciano combines great intensity, structure and elegance; round flavors, aromas of brushwood and fruit, and excellent cellar life.

# Index of Empson Wines in Marche

## BIANCO

### COLLE OFFIDA PECORINO DOCG

Coccia Grifoni Colle Vecchio

### VERDICCHIO CLASSICO DEI CASTELLI DI JESI DOC

Bucci

Bucci Riserva “Villa Bucci”

Coccia Grifoni "Tellus"

## ROSSO PICENO SUPERIORE DOC

Coccia Grifoni “Le Torri”

Coccia Grifoni “Vigna Messieri”

## ROSSO PICENO RISERVA DOC

Bucci “Villa Bucci”

## MARCHE ROSSO IGT

Coccia Grifoni "Tellus"

## ROSSO

### OFFIDA ROSSO DOC

Coccia Grifoni “Il Grifone”

### ROSSO PICENO DOC

Bucci “Pongelli”

# Fast Facts

Vineyard surface:  
71 acres (29 hectares)

Owner:  
Ampelio Bucci

Winemaker:  
Giorgio Grai

Established:  
1700s

Location:  
Ostra Vetere

Province:  
Ancona

Bucci Owner: Ampelio Bucci

# Bucci



The Buccis have owned land and made wine in the Castelli di Jesi area as far back as the 1700s, originating in one of the “castles” themselves-Montecarotto. Their impressive heritage might have daunted a lesser man than Ampelio Bucci who has succeeded in maintaining the best of tradition – old vines, wholly estate-grown fruit, the area’s own varieties; while revolutionizing quite a few of Italy’s traditional winemaking tenets – most notably, the old assumption that whites should be lighter, cooler, shorter-lived and reds steer clear of mellowness, liveliness, and fish.

His partner in excellence is an Italian genius of style and vision, oenologist Giorgio Grai. Not content with the estate’s longtime standing as the benchmark of

the appellation, Bucci and Grai have embarked on the arduous but rewarding course of officially certified, 100% organic farming which came to fruition in 2002. Total acreage under vine is 64-52 acres of Verdicchio and 12 acres of Montepulciano and Sangiovese yielding the Rosso Piceno DOC. Soil is mainly clayey/calcareous, and crops are kept very limited, less than half the permissible crop yields as established by DOC regulations. There are six vineyards at present, five of which are entirely devoted to Verdicchio and one, San Fortunato, is split into the two types of red grapes. The vines are very old. Together with the densely planted stock, green harvest, and severe selection of the grapes, only 2-2.4 tons per acre were produced for the Rosso Piceno Pongelli, and 2.4-2.8 tons

per acre for the other wines.

Vinification and élevage take place in the underground winery, which maintains a naturally cool temperature making refrigeration unnecessary: yet another example of Bucci’s devotion to being eco-friendly. Equipment is split into stainless steel, Slavonian oak barrels, and Allier oak barrels ranging from 25-40 hl. in capacity for Pongelli, and 50-75 hl for the white wines. The distinct Verdicchio vineyards are vinified separately, then blended before bottling, with the blend carefully orchestrated from vintage to vintage. Bucci Verdicchio is so complex and structured that bottling occurs very late, usually from June to August for the regular, thus ensuring great natural stability and longevity.

**VERDICCHIO CLASSICO SUPERIORE DEI CASTELLI DI JESI DOC:** 100% Verdicchio.

The wine is aged four months in oak before bottling. Deep straw yellow. Pleasingly fruity and persistent bouquet, with notes of Golden Delicious apples and almonds. Good body on the palate, well balanced, elegant, with silky texture and distinct finesse.



**VERDICCHIO CLASSICO RISERVA "VILLA BUCCI" DOC:** 100% Verdicchio, from the oldest (average 40-50 years) and best exposed vineyards, produced only in the finest vintages. The wine undergoes 18-24 months in Slavonian & French oak barrels, then at least 12 months in the bottle previous to release. Intense, complex, persistent bouquet of apricot compote and spice; full body, exceptional, layered richness. The structure and concentration of a red wine.



**ROSSO PICENO "PONGELLI" DOC:** 50% Sangiovese and 50% Montepulciano from a single vineyard with vines on average 40 years old with very small crop yields of 2-2.4 tons per acre. Aged 12 months in oak, followed by six months in the bottle. Very appealing and well balanced, intense plummy aromas, may also be served slightly cool, and pairs well with fish.



**ROSSO PICENO RISERVA "VILLA BUCCI" DOC:** 70% Montepulciano and 30% Sangiovese from old vines, only issued in the best years. Aged 12 months in large oak barrels and six months in the bottle. Intense aromas of fresh red plums, spices and coffee on the nose; lush, silky-textured palate with great concentration and notes of wild raspberry, dried herbs and porcini mushrooms.

# Cocci Grifoni

Fast Facts

Vineyard surface:  
124 acres (50 hectares)

Owner:  
The Cocci Grifoni Family

Winemaker:  
Paola Cocci Grifoni

Established:  
1970

Location:  
Ripatransone

Province:  
Ascoli Piceno

Tenuta Cocci Grifoni Owners: (right)  
Marilena & (left) Paola Cocci Grifoni



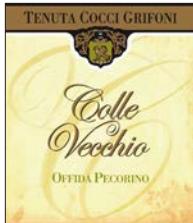
A good portion of the Marche hills, at the finest grape-growing altitudes and exposures, falls into the Rosso Piceno appellation, covering over one third of the region. Cocci Grifoni was founded in 1970, and is located in the southeastern most nook. It comprises the appellation's finest vineyards, between the medieval town of Offida and Ripatransone. Since May 2001, Offida is also the name of a distinct DOC in this area.

Cocci Grifoni founder, Guido Cocci Grifoni, was an inspirational force behind the creation of the new Denominazione. In fact, it is highly doubtful whether there has ever been any turning point in Piceno history for the past 40 years, which Guido did not have a part in. One such turning point was the recovery and rediscovery of

Pecorino, an ancient native white variety, documented as far back as 1871 that had almost completely disappeared until Guido began the painstaking research that would save it from extinction. Guido Cocci Grifoni eventually located it in an old farm at Arquata del Tronto in September 1982. In February 1983, he obtained the first grafts and planted the "mother vineyard." In 1991, a 100% Pecorino was released. The winery's in-depth clonal research not only preserved this authentic marchigiano heritage: it was instrumental in its achieving DOC status as Offida. That is not all: even the first ever Rosso Piceno Superiore DOC was released by Tenuta Cocci Grifoni: the appellation was issued in 1969 coinciding with their first vintage.

For the past several years, Guido's

daughters with wife Diana have been very much involved in the estate's work, philosophy and goals: the winemaker is Paola Cocci Grifoni, whose Master's dissertation in enology concerned marchigiano native varieties, while her sister, the ebullient, tireless Marilena, has long been the soul and spokesperson of the estate, after an MBA and initial career as certified business consultant. In recent years the Cocci Grifoni's invested 700,000 Euros into structural renovations in the winery and cellars. These comprise new barrique and tonneaux cellars, new equipment with computerized temperature control, more space, more stainless steel, a state-of-the-art quartz floor.



**COLLE VECCHIO OFFIDA PECORINO DOCG:** 100% indigenous Pecorino. Aged a minimum of four months in steel tanks, followed by refining in bottle for at least six months. Straw yellow, the bouquet shows notes of acacia flowers and jasmine, a round palate with a long, pleasing finish.



**"TELLUS" VERDICCHIO CLASSICO DEI CASTELLI DI JESI DOC:** 100% Verdicchio. The resulting wine is aged for four to five months in steel tanks and then refined in the bottle for two to four months. Straw yellow in color. Notes of herbs and flowers in the bouquet. Crisp with a good finish.



**OFFIDA ROSSO "IL GRIFONE" DOC:** 80% Montepulciano and 20% Cabernet Sauvignon. Aged 24 months in Slavonian oak barrels, six months in French oak tonneaux, and 12 months in the bottle. Very deep ruby color, great olfactory impact and structured, mellow palate. Fruity notes, mineral complexity, and zesty finish. *This wine will be DOCG from the 2011 vintage forward, with a blend of 85% Montepulciano and 15% Cabernet Sauvignon.*



**ROSSO PICENO SUPERIORE "LE TORRI" DOC:** 55-60% Montepulciano and 40-45% Sangiovese. The wine is aged 16-18 months in Slavonian oak barrels and minimum of six months in bottle. Ruby color, with a complex, bouquet of dried fruit, jam, spices and aromatic herbs; intense and persistent on the palate, with aromas of licorice and cocoa.



**ROSSO PICENO SUPERIORE "VIGNA MESSIERI" DOC:** 70% Montepulciano and 30% Sangiovese. The wine ages in Slavonian oak barrels (50 hl.) for 24 months, in bottle for, at least, six months. Shows a gorgeous bouquet of dried red fruit and spices, full, rich palate with distinct complexity.



**"TELLUS" MARCHE ROSSO IGT:** 60% Montepulciano, 40% Merlot and Cabernet Sauvignon. The resulting wine is aged for four months in steel tanks and then refined in the bottle for two to four months. Very intense ruby red color with purple hints. Fresh and intriguing bouquet. Cherry and red fruits in the mouth, with balanced tannins.

# Umbria

Capital: Perugia

Provinces: Perugia (PG), Terni (TR)

DOCG: Montefalco Sagrantino, Torgiano Rosso Riserva

DOC: Amelia, Assisi, Colli Altotiberini, Colli Amerini, Colli del Trasimeno, Colli Martani, Colli Perugini, Lago di Corbara, Montefalco, Orvieto, Rosso Orvietano, Spoleto, Todi, Torgiano

IGT: Allerona, Bettona, Cannara, Narni, Spello, Umbria



Three thousand, two hundred and sixty-four square miles. That's how small the region of Umbria is. As one of Italy's tiniest regions it is approximately twice the size of Rhode Island. Umbria's landscape is dominated by hills, making up 70% of the terrain, and the rest of the area is mountainous. It is easy to see why Umbria has earned the name "the green heart of Italy." The region is located at the geographic core of Italy. Its isolation combined with a temperate climate of cool, damp winters and warm, dry summers creates a winning combination for vines and their fruit.

Umbria's rolling, restful scenery has inspired some of the country's finest art, including poet, Giosuè Carducci, who wrote one of his masterpieces in praise of *Umbria verde* or green Umbria. The poem, *Alle Fonti del Clitunno*, describes another of the countless historic sites of the region, like Gubbio, Orvieto, Assisi, Todi, Spoleto, Norcia, Terni and countless more: a diminutive hillside temple by the sources of the Clitunno river that goes back to the 1st century A.D. In 2011, UNESCO inscribed this in its World Heritage List. In Italian, it is called the Tempio del Clitunno. Not only is the temple itself a little artistic gem; the placid lake and surrounding natural scenery, lush vegetation and sweeping view of the valley below are superb examples of Umbria's pristine sense of timelessness.

Bordering Tuscany, Lazio and Marche, midway between Florence and Rome, Umbria was once home to the Umbrian and Etruscan civilizations that forged Italy. What's more, the Etruscans were the first to master winemaking techniques in Orvieto two millennia before the golden, delicately sweet wine by the same name became a favorite of Renaissance artists.

Umbria features a wide range of varieties, some of which it shares with central Italy such as Sangiovese, Canaiolo, Ciliegiolo and Montepulciano as well as Trebbiano and Malvasia. It is also not uncommon to find international grapes like Chardonnay, Cabernet and Merlot in this region. One of the star varietals of this region is Sagrantino

from the Montefalco hills south of Perugia. Sagrantino's origin is uncertain though its name probably comes from the word sacro or sacred. The variety had almost become extinct, until modern research uncovered a few outstanding clones and developed one of Italy's most powerful and prestigious red wines, Sagrantino di Montefalco DOCG.

# Index of Empson Wines in Umbria

## ROSSO

### **MONTEFALCO SAGRANTINO DOCG**

Bellafonte "Collenottoco"

# Fast Facts

Vineyard surface:  
17 acres (7 hectares)

Owner:  
Peter Heilbron

Winemaker:  
Peter Heilbron & Beppe  
Caviola

Established:  
2007

Location:  
Bevagna

Province:  
Perugia

Tenute Bellafonte Owners:  
Sabina and Peter Heilbron

# Bellafonte



Peter Heilbron, a Milanese-born executive from the food & beverage sector, fell in love with Umbria's calm setting while he was working for Nestlé. After a few years as CEO of Martini & Rossi, then Heineken Italy, Peter decided to act on his passion for the unique terroir of Montefalco and Sagrantino di Montefalco DOCG, a powerful new star in Italian wine.

Peter Heilbron purchased 74 acres close to Bevagna, of which 17 acres were dedicated to growing Sagrantino which is easily recognizable in autumn thanks to the fiery color of the leaves. The vines grow at an altitude of 853-1,050 feet above sea level, and are planted on tough, sunny and stony soil comprised of the area's typical clay with marly and arenaceous formations.

The entire property aims at blending into the landscape, with an underground winery and cellars and minimal impact on the environment. The estate is energy independent and uses solar panels and a biomass boiler: no damage, no waste; even the residues of pruning are employed to produce energy. The winery itself rests on a stainless steel and stone structure in direct contact with the rocky soil, offering ideal ventilation thanks to underground conduits that circulate outside air and ensure naturally cool temperatures. Hot air exits the winery through two large chimneys.

This same, eco-friendly logic applies to the Heilbrons' viticultural practices. Fertilization is entirely natural, by means of manure. Chemical herbicides are

avoided and the trickiest work is performed manually: pruning, canopy management, green harvest and proper harvest, when fruit is hand-picked and placed in small boxes.

In Peter's words "We wish to create a great wine, which respects both nature and tradition, by interpreting the natural exuberance of the Sagrantino grapes in an elegant and refined way."



**MONTEFALCO SAGRANTINO "COLLENOTTOCO" DOCG:** 100% Sagrantino from vineyards in Bevagna. The vines are 12-15 years old and grow at 853-1,050 feet above sea level. The grapes are not crushed, but simply de-stemmed so as to make vinification as gentle as possible, then transferred to the stainless steel vats, where they begin fermentation with only naturally occurring yeast. Skin maceration lasts about two weeks. After a few weeks' rest and some decanting, the wine is transferred to the ageing cellars and placed in large Slavonian oak barrels of no less than 30 hectoliters. The resulting wine is aged in oak a minimum of 36 months. The wine is subsequently bottled, unfiltered, and undergoes another 10 months' bottle age previous to release. Bright ruby red color with notes of blackberries and wild berries. Spicy and mineral sensations, which gradually become more and more sophisticated and complex. The mouth has a great texture and energy.

# Abruzzo

Capital: L'Aquila

Provinces: L'Aquila (AQ), Chieti (CH), Pescara (PE), Teramo (TE)

DOCG: Montepulciano d'Abruzzo Colline Teramane

DOC: Controguerra, Montepulciano d'Abruzzo, Trebbiano d'Abruzzo

IGT: Alto Tirino, Colli Aprutini, Colli del Sangro, Colline Frentane, Colline Pescarese, Colline Teatine, del Vastese a.k.a. Histonium, Terre di Chieti, Valle Peligna



The Abruzzi is geographically isolated from the rest of Italy and not really known internationally for much other than the mountains and hills that define the area. Its one claim to fame is the Corno Grande within the Gran Sasso d'Italia ("Great Rock of Italy") range known by hikers and climbers since it is the highest point in the Apennines. The historical inability to easily travel and get around has led to a mountain culture known for being determined (stubborn being the less diplomatic term) and defiant to those who tried to conquer it. Yet, that culture has definite elements reflecting many years under Spanish rule. It should be noted that saffron is a specialty of the interior uplands.

Once out of the highlands, the region has a warm, sunny climate that is conducive to crops of all kinds. Vineyards line the river valleys running from the mountains toward the sea and have the sunshine and coastal breezes needed for abundant crops. Unfortunately, a poor economy and isolation have allowed cooperatives to dominate the region's viticulture and are responsible for 80-90 percent of all wine produced. With less than half the vineyard area of Tuscany, the Abruzzi continues to produce twice as much wine. If ever a region were to be defined as mass-produced, this would be it as they continue to have the highest average yields in Italy. The most famous wines produced are the white Trebbiano d'Abruzzo and the red Montepulciano d'Abruzzo.

However, the region is like the rest of southern Italy where there is a natural abundance and opportunity for premium wines to be developed. Of note are a few small producers who have begun to focus on the wines from the native red, Montepulciano d'Abruzzo, demonstrating the power, complexity yet finesse that can be achieved when yields are reduced and clones selected with care. The grape is generous in color and flavor and, when yields are severely reduced, reflects an opulent character that, when combined with modern vinification, results in truly remarkable, age-worthy wines.

As for white wines, it seems that producers focused on quality are favoring grapes other than Trebbiano d'Abruzzo. Many are working with Chardonnay, while others have put together interesting blends with varieties more commonly found in nearby regions such as Greco and Falanghina (of Greek origin) and Pecorino (typically found in diminishing use within the Marche).

# Index of Empson Wines in Abruzzo

## SPARKING

### SPUMANTE BRUT

Fantini Gran Cuvée Bianco

### ROSÉ SPUMANTE BRUT

Fantini Gran Cuvée

## BIANCO

### CHARDONNAY IGT

Fantini

### PECORINO IGT

Il Feuduccio Colline Teatine

### PECORINO TERRE DI CHETI DOC

Fantini "Casale Vecchio"

### TREBBIANO D'ABRUZZO DOC

Fantini

## ROSÉ

### CERASUOLO D'ABRUZZO DOC

Fantini

Il Feuduccio

## ROSSO

### MONTEPULCIANO D'ABRUZZO DOC

Fantini

Fantini "Casale Vecchio"

Il Feuduccio "Fonte Venna"

Il Feuduccio "Il Feuduccio"

Il Feuduccio "Margae"

Il Feuduccio "Ursonia"

### MONTEPULCIANO D'ABRUZZO RISERVA DOCG

Farnese Riserva "Opi" Colline Teramane

### SANGIOVESE IGT

Fantini

### BLENDS IGT

Farnese "Edizione Cinque Autoctoni"

# Fast Facts

Vineyard surface:  
9,884 acres  
(4000 hectares)

Owner:  
Farnese Group

Winemaker:  
Filippo Baccalaro &  
Mario Ercolino

Location:  
Ortona

Province:  
Chieti

Fantini Owner:  
Valentino Sciotti



The wines from Abruzzo became famous in the 16th century, thanks to Princess Margaret of Austria. Margaret of Austria and her husband Prince Farnese began producing wines of very high quality that were enjoyed at feasts all over Europe. Farnese has made sure that these wines from Abruzzo have kept their excellent reputation throughout the years with Fantini becoming the most recent example of Farnese's dedication to producing high quality wines.

Fantini (by Farnese) wines are a reflection of the colors of Abruzzo, painting wonderful landscapes of taste and living for the love of the endless vineyards that are protected by Mount Majella. The vineyards are located on the hillside and stretch down from the hills to the sea. The vineyards

enjoy optimum exposure and an excellent microclimate which explains why the grapes grow so well in this area.

The Fantini line is made from the best grapes from the mountainside vineyards. Once the wine has been produced it is then transferred to the cellars at Caldora Castle, a structure that Farnese resorted to insure that the wines are aged in a traditional fashion that is vital for Ortona.

Fantini employs the most advanced technology as it is absolutely necessary to (enable the features of the grapes to be transferred intact to the bottle). It is Farnese's belief that excessive enthusiasm while working in the vineyards is pointless if the winery is unable to maintain certain standards when bottling. In the

winery's words, "We believe we cannot produce a great wine without constant supervision on behalf of expert winemakers which is the reason why in each vintage six successful winemakers live in perfect harmony with the grapes that arrive at the winery and are turned into great wines."



**GRAN CUVÉE BIANCO VINO SPUMANTE BRUT:** 100% Cococciola from old vines in the district of Rocca San Giovanni, covering 20 acres. The fruit is picked when perfectly ripe, and undergoes a brief maceration on the skins, three months on the fine lees and the Charmat Method have enhanced the grapes' lively aromas. The brilliant hues and perlage introduce an ample, intriguing bouquet of green citrus fruit and flowers, zesty flavors on a mineral backbone, elegant balance and long, crisp finish. Non-Vintage.



**GRAN CUVÉE ROSÉ VINO SPUMANTE BRUT:** 100% Aglianico del Vulture. After the grapes are harvested they undergo brief maceration on the skins before fermenting for 20 day. The wine then undergoes the Charmat Method for 60 day in autoclaves. Pomegranate in color, with elegant and persistent perlage, its bouquet jumps out of the glass with ripe notes of cherry fruit, raspberry, red currant and wild strawberries confirmed on a fresh, flavorful and well balanced palate.



**CHARDONNAY IGT:** 100% Chardonnay from Ortona. The grapes are harvested at the end of August and undergo stalk-stripping and crushing. The grapes then undergo cold maceration for eight hours before pressing and fermentation. The wine has no wood aging. Lively straw yellow, the nose is intense and quite persistent, fruity, with notes of tropical fruit and peaches. On the palate, good balance, body, intensity and persistence.



**TREBBIANO D'ABRUZZO DOC:** 85% Trebbiano d'Abruzzo and 15% Malvasia from vineyards located within the township of Ortona and covering 40 hectares (99 acres). The grapes undergo soft pressing and de-stalking, static clarification, fermentation of the clean must for 20 days, at a controlled temperature of 53.6° F. Lively and intense straw yellow color; the nose is quite intense and persistent, fruity with notes of yellow fruit (peach and medlar), floral (white flowers, orange and lemon blossoms). Well balanced, with good structure and length.



**"CASALE VECCHIO" PECORINO TERRE DI CHIETI DOC:** 100% Pecorino from vineyards located in the environs of Ortona. The grapes undergo soft pressing and de-stalking. Static clarification. 80% of the juice is fermented in stainless steel while 20% is barrique-fermented in French oak. Spontaneous, partial malolactic with daily bâtonnage is interrupted by means of low temperatures so as to maintain freshness. Lively straw yellow in color with verdant hues, balsamic notes and aromas of apples and pears; excellent body, intensity and persistence.



**CERASUOLO D'ABRUZZO DOC:** 100% Montepulciano d'Abruzzo from vineyards within the township of Ortona. Harvest takes place in early October; after gentle de-stalking and pressing, the grapes undergo a brief six hour maceration to achieve the lovely rose hue, followed by racking and fermentation without the skins for 15 days at 53.6° F. The result is lively, light cherry color (the literal meaning of "cerasuolo", from Latin and dialect terms for "cherry"); bouquet is fruity, intense and persistent, showing strawberry notes confirmed on a medium-bodied palate with excellent intensity, balance and persistence.



**"CASALE VECCHIO" MONTEPULCIANO D'ABRUZZO DOC:** 100% Montepulciano d'Abruzzo from vineyards within the townships of Colonnella, Ancorano and Controguerra and covering a total of 25 hectares nearly 62 acres. The grapes are soft pressing and de-stalking, maceration on the skins and fermentation for 20 days. Malolactic in barrique and 6 months' maturation in these same barriques. The latter are 60% French and 40% American. Very deep, brilliant ruby with purple reflections, the bouquet shows excellent intensity and richness, with notes of ripe red fruit, macaroons, marzipan and sweet spices. Mellow, flavorful and complex on the palate, with smooth, velvety tannins, outstanding freshness and balance.



**SANGIOVESE TERRE DI CHIETI IGT:** 100% Sangiovese from vineyards within the townships of Ortona and San Salvo and covering a total of 939 acres. The grapes undergo soft pressing and de-stalking, before maceration on the skins and fermentation for 10 days. Garnet color, fruity bouquet of strawberries and black cherries with vinous notes and hints of wood, quite intense and persistent; medium-bodied, with firm tannins and good balance, immediate appeal.



**MONTEPULCIANO D'ABRUZZO DOC:** 100% Montepulciano from vineyards located within the townships of Ortona, San Salvo and Pollutri and covering a total of 825 acres. The grapes undergo soft pressing and de-stalking, before maceration on the skins and fermentation for 15 days. Ruby red with garnet reflections, the bouquet is fruity and quite persistent, reminiscent of red fruits, marasca cherries and plums with vanilla nuances; full-bodied, with good balance and firm tannins, flavorful and long on the palate, immediately appealing and versatile.

# Fast Facts

Vineyard surface:  
9,884 acres  
(4000 hectares)

Owner:  
Farnese Group

Winemaker:  
Filippo Baccalaro &  
Mario Ercolino

Location:  
Ortona

Province:  
Chieti

Farnese Winery



The name Farnese is one of Italy's most illustrious. In Renaissance times, this noble family's wines made scintillating appearances on the banquet tables of numerous European courts thanks to Princess Marguerite Farnese (née Marguerite of Austria, an Emperor's daughter). In gratitude to the Farneses, successive owners maintained the ancient name on local labels.

Farnese wines, encompassing an ample range of terroirs and microclimates throughout Abruzzi, instrumental in achieving complexity and consistency, are crafted in the heart of the Colline Teramane DOCG appellation, at state-of-the-art facilities covering 12.3 acres (3.2 of which is the actual winery). These were entirely refurbished in 2004 and now include ultramodern

equipment and vinification lines as well as over 1,000 barriques of the finest French and American oak, employed for a maximum of three years, and 50 Slavonian oak barrels of 25 or 50 hectoliters' capacity. Joint owners, Valentino Sciotto and the late Camillo de Iuliis, describe the Farnese philosophy in two words: Progetto Qualità, which is a stringent series of quality criteria that provides the framework of every single stage in the process from vineyard to bottle. No one on the Farnese team, no matter how small his role in the total picture, can stray from these demanding standards. The team itself comprises a large group of young, dynamic wine professionals. As Valentino explains, "the latest harvest alone saw us employ 6 highly experienced oenologists, all with a very solid reputation, four of whom had worked for some

of the top wineries in France and southern Italy." These six winemakers are led by Filippo Baccalaro and technical consultant Professor Mario Ercolino – not to mention top-notch agronomists like Remo di Giulantonio. Research and development go side by side with this impressive quality set-up. "On the one hand, we are firm believers in the future of native grapes and those of southern Italy in particular; on the other, we like new challenges and look to the international wine scene. For example, we have commenced experimenting with select clones of Australian Shiraz as well as varieties from Chile and South Africa."



**EDIZIONE 13 CINQUE AUTOCTONI:** A blend of five indigenous grapes from two regions, Abruzzi and Puglia: 33% Montepulciano, 30% Primitivo, 25% Sangiovese, 7% Negroamaro, and 5% Malvasia Nera. After 25 days' maceration on the skins, fermentation is in barrique, where the wine ages for 13 months. Deep garnet color, intense notes of cherry, plums, ripe currant, tobacco; great body, sweet tannins, velvety texture, followed by a rich, long finish. The vintage is undeclared on the label. The only numeric indication to appear is a progressive number that is not that of the vintage, merely the number of years since the wine's first release. The reason for this is that the blend's five grapes actually come from two different regions, Puglia and Abruzzi. Thus, labeling regulations require that this be an officially "non-vintage" wine.



**OPI MONTEPULCIANO D'ABRUZZO COLLINE TERAMANE RISERVA DOCG:** This is Farnese's pinnacle Montepulciano d'Abruzzo, from the Colline Teramane appellation. The grapes undergo soft pressing and de-stalking, maceration on the skins and fermentation for 25 days; malolactic in barrique Malolactic fermentation takes place in barriques and barrique élevage for 24 months. Ruby to garnet in color, the nose is well integrated with spice, tobacco, vanilla and licorice; full bodied, round, well balanced, rich, long palate.

# East Facts

## Il Feuduccio

Vineyard surface:  
133 acres (54 hectares)

Owner:  
The Lamaletto Family

Winemaker:  
Romano D'Amario

Established:  
1996

Location:  
Orsogna

Province:  
Chieti

Il Feuduccio Owners: Laura Lamaletto  
& her husband, Paolo Neri



Il Feuduccio was founded in 1996 by Gaetano and Maria Lamaletto. They purchased a vast tract of superb hillside vineyards in the region's premier appellation, Montepulciano d'Abruzzo. The property is southerly exposed at 1,480 feet a.s.l., and sits at the foot of Mount Maiella.

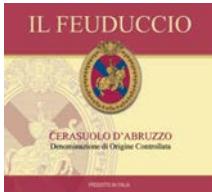
The winery itself is spectacular: built entirely underground, it consists of five floors that were dug into the rock. Each floor covers 16,146 square feet and the

heart of operations (vinification, barrel and barrique cellars and an area reserved for bottle aging) is 46 feet beneath the vineyards. Surface under vine totals 133 acres on sandy/clayey/silty terrain. Microclimate is ideal, with very cool nights and warm days, and the vineyards are very well drained. Density is 1,800-2,050 vines per acre, yielding maximum 1.8 kilograms (3.9 pounds) per vine and an average total of 100,000 bottles yearly.

Clones were selected after painstaking soil analysis, plot per plot. All phases of the preparatory work were supervised not only by Gaetano himself, but by the Lamalettos' eldest daughter, the very lively and lovely Laura who now follows the day-to-day business of Il Feuduccio, and whose family of six ensures the continuity of a project born to honor one's heritage and pass it on to the generations to come.



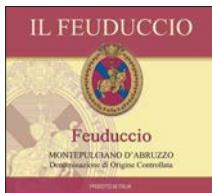
**PECORINO COLLINE TEATINE IGT:** 100% Pecorino. Vinified in stainless steel and aged in the bottle. This intriguing ancient variety had become near-extinct, and finds its ideal conditions in the cool hills of Abruzzi. This pure varietal shows great finesse, an elegant bouquet of genista, wild flowers and subtle pennyroyal, and a fresh, flavorful palate with notes of ripe fruit, licorice and honey.



**CERASUOLO D'ABRUZZO DOC:** 100% Montepulciano d'Abruzzo. The wine is aged in stainless steel for three months. This brilliant cherry-hued beauty takes its name from cerase, local dialect for "cherries." The latter's joyful aromas also characterize a bouquet laced with notes of plump yellow fruit, subtle musk and sun dried flowers, excellent structure and refreshing acidity.



**MONTEPULCIANO D'ABRUZZO "PONTE VENNA" DOC:** 100% Montepulciano. The wine briefly sojourns in oak, 50%, and in stainless steel, 50%, previous to some three months' bottle age. Intense ruby color, fruity, elegant bouquet showing zesty berry notes and spice; good body, persistence and varietal character on the palate.



**MONTEPULCIANO D'ABRUZZO "FEUDUCCIO" DOC:** 100% Montepulciano. Aged in oak barriques and barrels for 12 months, then bottle-aged at least 12 months. Intense ruby in color, the bouquet shows mellow, earthy notes and extraordinary aromas of black cherries. Raisins and licorice are confirmed on the palate. Unfiltered.



**MONTEPULCIANO D'ABRUZZO "MARGAE" DOC:** 100% Montepulciano, this wine is named after the owners, Maria and Gaetano, this is their pinnacle wine. Garnet red, with spicy nuances of vanilla and white flowers; sweet tannins sustain the wine's silky texture and mellow complexity. Élevage in new barriques of French oak lasts 24 months, and is followed by another 24 months' bottle age. It is unfiltered. Released after ten years from harvest.



**MONTEPULCIANO D'ABRUZZO "URSONIA" DOC:** 100% select Montepulciano. The wine is aged for 14 months in French oak barriques and barrels, followed by a minimum of 18 months' bottle age. The high-rising terrain and intrinsic varietal nobility yield majestic body and depth, mellow roundness, and layered flavors of spice and ripe fruit. Unfiltered.

# Puglia

Capital: Bari

Provinces: Bari (BA), Brindisi (BR), Foggia (FG), Lecce (LE), Taranto (TA)

DOCG: Castel del Monte Bombino Nero, Castel del Monte Nero di Troia Riserva, Castel del Monte Rosso Riserva, Primitivo di Manduria Dolce Naturale

DOC: Aleatico di Puglia, Alezio, Brindisi, Cacc'e Mmitte di Lucera, Castel del Monte, Colline Joniche Tarantine, Copertino, Galatina, Gioia del Colle, Gravina, Leverano, Lizzano, Locorotondo, Martina/Martina Franca, Matino, Moscato di Trani, Nardò, Negroamaro di Terra d'Otranto, Orta Nova, Ostuni, Primitivo di Manduria, Rosso Barletta, Rosso Canosa/Canasium, Rosso di Cerignola, Salice Salentino, San Severo, Squinzano, Tavoliere delle Puglie, Terra d'Otranto

IGT: Daunia, Murgia, Puglia, Salento, Tarantino, Valle d'Itria



Apulia is Italy's flattest region, with fertile plains home to vast olive groves, cereal crops, and vineyards planted in iron-rich soils. The region is the easternmost portion of Italy; in practice, the high heel of the Italian "boot": a land of extremes and dramatic beauty that is a world unto itself, with immense vinicultural and cultural potential. It stretches out between two seas, long and narrow, covering a total of 7,469 square miles, and of all Italian regions, is the least mountainous: mountains make up just 1.5% of its surface. Most of Apulia is flat, about 55%, while the remaining 45% is hilly. Rivers are very scarce, mostly in the northern portion, and so is water. Ironically, the region's coasts are the longest in mainland Italy, totaling 518 miles (834 kilometers). Apulian climate is typically Mediterranean: the coastal areas and the plains enjoy hot, dry and windy summers and mild winters. The scanty rainfall generally comes well after harvest, in late autumn and winter, when the Murge plateau sees some snow. The inland plains feature amazing differences in temperature between summer and winter: the Tavoliere ("lowland") can go from over 104° F (40° C) in summer to 28.4-26.6° F (-2/-3° C) on winter mornings. All of which add to the wine quality, concentration and aromas!

With figures suggesting that production ranges from 70 to 80% in favor of red wine, there are just three grape types to note: Negroamaro, Primitivo and Malvasia Nera, grown mainly on the Salento peninsula. The grapes were traditionally blended, when not sold in bulk, to create the wine Salice Salentino, known for its superb value. The primary varieties are usually Negroamaro, which provides the wine with depth of color, firm tannins and structure, and Primitivo, which lends rich fruit and soft, sweet tannins. However a standout for individual production has been the Primitivo, which has the added distinction of being genetically linked to Zinfandel found in North America, which is easy to understand given the number of southern Italian immigrants that found their ways to Northern California in the early 1900s. When combined with oak, the spicy fruit lends itself to an exceptional value.

With new winery standards and vineyard techniques demonstrating the region's potential, many major producers

from the north are rushing to buy vineyards. Along with Sicily, Apulia is likely to experience some of the most dramatic growth in premium wines over the next few years.

# Index of Empson Wines in Puglia

## ROSSO

### **PRIMITIVO IGT**

Matané Primitivo Puglia

### **PRIMITIVO DI MANDURIA DOC**

Matané "Il Matané"

### **NEGROAMARO IGT**

Matané Negromaro Puglia

### **BLEND IGT**

Matané Primitivo Merlot

# Fast Facts

Owner:  
Partnership of Maria,  
Neil and Tara Empson  
(hence Matané) and Valen-  
tino Sciotti and Filippo  
Baccalaro

Winemaker:  
Filippo Baccalaro

Established:  
2008

Location:  
Salento

Province:  
Lecce, Brindisi, Taranto

Matané Owners: Neil,  
Maria, and Tara Empson

# Matané



Salento is the southernmost portion of Puglia and Italy's easternmost area: a land of extremes and dramatic beauty, stretching out between two seas. Lush, dark red soil bathed in Mediterranean sunlight; historic native varieties and superb old vineyards, constantly windswept by the salty air currents of the Adriatic and the Ionian seas. The peninsula's amazing palette of colors and sensations endows salentino wines with a layered depth unique to the region. Needless to say, this new frontier of unexplored treasures is after the Empsons' own heart.

Neil, Maria, and Tara Empson had long been looking for the right terroir in the area, when they discovered—with friend Valentino Sciotti—some of its finest and oldest vineyards. After tasting

the silky, seductive, structured gems crafted by Filippo Baccalaro (third-generation enologist from a famous winemaking family), they set about finalizing the Matané project. A joint venture was decided between the Empsons, Valentino and Filippo, and the project was named after Maria, Tara and Neil.

When Neil and Maria began pioneering Italy's fine wine exports, the Italian potential had barely been recognized, much less explored. Today, something very like that is true of Apulia's treasure trove of varietals and blends, both all-indigenous and native/international.

The Matané mission consists in exploring, enhancing and exporting the richness and excellence of Salento viticulture

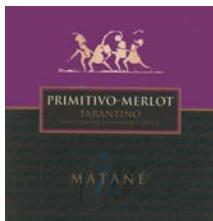
in the original Empson spirit. The Matané packaging correspondingly pays homage to Salento and depicts one of its symbols, a traditional local dance called pizzica. In ancient times, the pizzica was a ritual dance connected to Dionysus (a.k.a. Bacchus), the god of wine: a heritage from neighboring Greece and its settlers in Apulia.



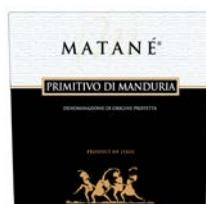
**NEGROAMARO PUGLIA IGT:** 100% Negromaro. The wine undergoes temperature-controlled maceration, followed by drawing off and soft-pressing at the end of fermentation. The wine rests in stainless steel. Purple red color with dark violet, almost black reflections; intense, persistent bouquet with plenty of fruit, particularly blackcurrant and red berries, integrated by spicy notes, notably thyme. On the palate, full, velvety and well balanced, with a long, flavorful finish. Pairs well with most hard cheeses and game dishes.



**PRIMITIVO PUGLIA IGT:** 100% Primitivo. The wine undergoes temperature-controlled maceration, followed by drawing off and soft-pressing at the end of fermentation. Very deep ruby red with violet reflections, fruity, spicy and intense bouquet. A full, mellow, well balanced wine showing immediate appeal. Pairs well with sturdy first courses such as red meats and seasoned cheeses.



**PRIMITIVO MERLOT IGT:** 70% Primitivo and 30% Merlot. The wine matures in French oak barriques for four months. Deep, dark red with a complex bouquet of red fruit, cherries, leather, and spices. Sweet, mellow tannins with a long finish. Perfect for game dishes and red meats. (Special Order)



**PRIMITIVO DI MANDURIA "IL MATANÉ" DOC:** 100% Primitivo from the Manduria appellation. The wine undergoes temperature-controlled maceration, followed by drawing off and soft-pressing at the end of fermentation. The wine sojourns in French oak barriques for four months. Ruby red in color with rich violet reflections; opulent bouquet, reminiscent of ripe cherries and plums, integrated by pleasing nuances of chocolate and vanilla. Remarkable structure, softened by the roundness and silkiness characteristic of Primitivo; long, velvet finish. Pairs well with lamb and game dishes.

# Campania

Capital: Naples

Provinces: Avellino (AV), Benevento (BN), Caserta (CE), Napoli (NA), Salerno (SA)

DOCG: Fiano di Avellino, Greco di Tufo, Taurasi

DOC: Aglianico del Taburno, Aversa, Campi Flegrei, Capri, Castel San Lorenzo, Cilento, Costa d'Amalfi, Falerno del Massico, Galluccio, Guardia Sanframondi or Guardiolo, Irpinia, Ischia, Penisola Sorrentina, Sannio, Sant'Agata dei Goti, Solopaca, Taburno, Vesuvio

IGT: Beneventano, Campania, Colli di Salerno, Dugenta, Epomeo, Irpinia, Monte di Grazia, Paestum, Pompeiano, Roccamontefina, Terre del Volturno



This southern Italian region, which is mainly made up of hills (50.8%) and mountains (34.6%), is ideal for grape-growing and fine winemaking. All the more so, thanks to the abundance of volcanic and calcareous terrain and of sedimentary rocks; not to mention the contrasts in temperature, which goes from scorching hot yet ventilated by the sea, to very cold in the mountains. The total surface is 5,249 square miles: slightly smaller than Connecticut.

"Campus," in Latin, means "field, countryside" hence Campania, a.k.a. "Campania Felix" or happy, fertile country, for it is characterized by great natural beauty and lush, fruitful soil. The area is older even than the Roman Empire, and several early Italian civilizations inhabited it from around the year 2000 BC. Subsequently, from the 9th century BC, Greek settlers streamed into Campania, like they did in much of southern Italy, settling mainly along the coasts, while the inland areas were Etruscan territory.

There are four general areas of Campania: the north, from which the wines of Falerno del Massico, Solopaca and Taburno are made; the central zone of Avellino, typically known for the wines Fiano di Avellino, Greco di Tufo, and Taurasi; the wines of the islands and coastal hills- Ischia, Capri and Vesuvius (known for the Lacryma Christi wines); and the wines of Cilento found to the southeast of Salerno.

Well before settlers founded Naples – about 3000 years ago – they established themselves on the lavic, mineral-rich slopes near Mount Massico and the volcano of Roccamontefina (northwestern Campania). Here, they reinvented viticulture (already a treasured aspect of Etruscan civilization), adjusting cultivation methods to the climate and soil of their adoptive home. Where vine shoots had originally lain directly on the ground, it was in northwestern Campania they were first supported by wooden poles ("falanga") above the soil. The resulting wine was to become the "immortal Falerno" sung by the great poets of ancient Rome. The name of the wines, incidentally, comes from

"falanga" rather than a particular variety of grape as there are three different types of grapes grown in the area.

# Index of Empson Wines in Campania

## BIANCO

### FALANGHINA ROCCA DEI LEONI CAMPANIA IGP

Villa Matilde

### FALERNO DEL MASSICO BIANCO DOP

Villa Matilde

Villa Matilde "Vigna Caracci"

### FIANO DI AVELLINO TENUTE DI ALTAVILLA DOCG

Villa Matilde

### GRECO DI TUFO TENUTE DI ALTAVILLA DOCG

Villa Matilde

## ROSSO

### AGLIANICO ROCCA DEI LEONI IGT

Villa Matilde

### TAURASI TENUTE DI ALTAVILLA DOCG

Villa Matilde

### FALERNO DEL MASSICO ROSSO DOP

Villa Matilde

Villa Matilde "Vigna Camarato"

### BLENDS IGP

Villa Matilde "Cecubo" Roccamontefina

## DOLCE

Villa Matilde Eleusi Campania IGT

# Fast Facts

Vineyard surface:  
166 acres (67 hectares)

Owner:  
Maria Ida & Salvatore  
Avallone

Winemaker:  
Riccardo Cotarella

Established:  
1960s

Location:  
Cellole

Province:  
Caserta

Villa Matilde Owners: Salvatore  
& Maria Ida Avallone



In the early 1960s Francesco Paolo, founder of Villa Matilde and lawyer, began researching ancient wine varietals and found that most had virtually disappeared after the advent of Phylloxera. In collaboration with the University of Naples, Francesco put together a research team and found the best surviving vines, patiently grafting cuttings onto new rootstock. His decade-long quest developed premier clones of Aglianico, Piedirosso (both red) and Falanghina (white). Today, 20 original clones of the three varieties are trademarked by Villa Matilde.

Francesco's children, Salvatore "Tani" & Maria Ida Avallone, uphold their father's legacy. The family has always considered the environment a top priority for Villa Matilde, and gradually reached an enviable goal: zero greenhouse

gas emissions on the estate. The original Villa Matilde nucleus was already split into two properties within the Falerno del Massico DOC appellation (province of Caserta): Tenuta di San Castrese, totalling 114 acres, and Tenuta di Parco Nuovo, closer to the coast with 52 acres under vine. Tani and Maria Ida further expanded the estate to include two additional properties, respectively in the Benevento and Avellino provinces: Tenuta Rocca dei Leoni, inaugurated in 2000 (74 acres of Campania IGT soil with distinct clones of Falanghina and Aglianico), and Tenute di Altavilla, inaugurated in 2004 and consisting of 62 acres within the DOCG appellations of Greco di Tufo, Fiano di Avellino and Taurasi. In all four properties, vines are Guyot trained with an average density, in the newer vineyards, of around 7,000 per hectare.

The principal Villa Matilde location is exceptionally favorable: volcanic, mineral-rich hills facing the Mediterranean sun and the sea, sheltered on three sides by the Massico mountain range. Vicinity to the sea combined with this mountainous amphitheater mean ideal ventilation, and maximum exposure to the sunrays, until late October. Terrain alternates with areas rich in potassium and phosphorus, volcanic soils with abundant, characteristic microelements, and tuffaceous zones. Rocca dei Leoni soil is volcanic, rich in phosphorus and potassium, and features lush vegetation. The vineyards have excellent hillside exposures, considerably steep, and very old vines. Tenute di Altavilla vineyards feature predominantly tuffaceous soil with a high percentage of clay and excellent exposures and gradients.



**FALANGHINA ROCCA DEI LEONI IGP:** 100% Falanghina from the Rocca dei Leoni property, on volcanic terrain with grey tuff, cinder and black pumice stone. Soft-pressed and fermented in stainless steel, without skin maceration, at a controlled temperature of 64.4-68° F for 20 days, followed by three months of aging in stainless steel. Light straw yellow in color, its bouquet is intense, floral and fruity, with fragrant nuances of banana, tropical fruit and white peach confirmed on a well-balanced, fresh, lively and appealing palate.



**FALERNO DEL MASSICO BIANCO DOP:** 100% Falanghina varietal (the ancient Romans' "vinum album Phalanginum") from the Falerna clone. The wine sojourns three months in steel before bottling. Straw yellow in color, the bouquet shows depth and elegance, with notes of ripe fruit such as pineapple, banana, and yellow peach. On the palate, this wine is rich, complex and well balanced, with a silky texture and remarkable persistence, finesse and personality.



**FALERNO DEL MASSICO BIANCO "VIGNA CARACCI" DOP:** 100% single-vineyard Falanghina from the Caracci vineyard planted in 1968. Fruit is cryomacerated so as to obtain maximum aromatic extraction and structure, then the must ferments in medium-toasted Allier oak barriques for around 20 days, fine-tuning the natural harmony and mellowness of this particular terroir. The wine is subsequently fine-tuned in stainless steel and bottle-aged at least eight months previous to release. An intense nose of pineapple, pears, and apricots with a lingering finish; silky yet fresh.



**FIANO DI AVELLINO TENUTE DI ALTAVILLA DOCG:** 100% Fiano from vine planted from 1968 to 1985. After cryomaceration at 41° F for maximum aromatic extraction and structure, soft-pressing and temperature-controlled fermentation, the wine sojourns in stainless steel for around four months. Deep straw yellow, elegant, floral, ripe citrus fruit and nuts evolve to exotic fruit and honey. Mellow, well balanced, and elegant.



**GRECO DI TUFO TENUTE DI ALTAVILLA DOCG:** 100% Greco from old vines, planted from 1956 to 1980 within the Tenute di Altavilla property, on tuffaceous terrain with marly clay and high levels of sulfur. Vinification and maturation takes place in stainless steel for four months. Straw yellow in color, with an ample, mineral and fruity bouquet of apricots, white peaches, almonds and citrus fruit, confirmed on the complex, rich palate showing good structure and freshness



**AGLIANICO ROCCA DEI LEONI IGT:** 100% Aglianico from the Rocca dei Leoni property, on soil rich in arenaceous clay, quartzitic sandstone and fossil layers. Vines were planted in various years starting from 1970. After complete malolactic, the wine rests in stainless steel then in traditional oak barrels and finally in the bottle for three months. Brilliant red; the bouquet exhibits notes of spice, blackberries, ripe red fruit. Full and velvety, with well-balanced tannins.



**CECUBO ROCCAMONFINA IGP:** 45% Abbuoto, 35% Primitivo and 20% Piedirocco, solely released in outstanding vintages and named after the ancient Romans' Caecubum. The wine is aged in Allier oak barriques for 12 months (33% new). The result is deep, dark red with a distinctive bouquet of plums, brushwood and berry fruit, intense licorice and tobacco aromas and delicate ones of vanilla, chocolate and dried figs



**FALERNO DEL MASSICO ROSSO DOP:** 80% Aglianico and 20% Piedirocco from vines grown on volcanic terrain with excellent levels of phosphorus, potassium and microelements. 50% of the wine is aged in Allier Barriques (a third are new) and 50% rests in traditional Slavonian barrels for 10 to 12 months. Deep ruby red in color, with notes of dark fruit, cherry, spices, nutmeg and chocolate. Round, well balanced, rich, and complex on the palate.



**FALERNO DEL MASSICO ROSSO "VIGNA CAMARATO" DOP:** 80% Aglianico and 20% Piedirosso from one of the estate's oldest and best exposed hillside vineyards on the slopes of the extinct volcano of Roccamonfina; exclusively issued in the finest years. The wine is aged in Allier barriques for 12-18 months. A third of the barriques is new, a third 2nd-year and the remaining third is 3rd-year. Finally, the wine is bottle-aged a further 12-18 months. Deep crimson, the bouquet is very intense with notes of dark berries, pepper, and chocolate. Concentrated with great structure.



**TAURASI TENUTE DI ALTAVILLA DOCG:** 100% Aglianico grapes from the Altavilla property and old vines, planted in 1968 to 1985. Malolactic fermentation in oak, followed by 18 months' aging in 35-hectoliter oak barrels and one year's bottle age. Deep purple, rich, complex bouquet with notes of licorice, brushwood, berry fruit and violets. Lush structure, and sweet, well-balanced tannins.



**ELEUSI CAMPANIA IGT:** A dessert wine from dried grapes of 100% Falanghina (Falerna clone). The wine sojourns five months in stainless steel and several more months in bottle. Amber with golden hues, the nose is intense and persistent, with fragrant notes of vanilla, apricots, ripe fruit, custard, dried figs, and roses. Superb structure, sensations of silk and velvet.

# Basilicata

Capital: Potenza

Provinces: Matera (MT), Potenza (PZ)

DOCG: None

DOC: Aglianico del Vulture, Matera, Terre dell'Alta Val d'Agri

IGT: Basilicata, Grottino di Roccanova



Basilicata – a.k.a. Lucania – is as fascinating as it is off the beaten track. Principally mountainous (46.8% of total surface), rich in untouched natural scenery and wedged between two seas of the Mediterranean basin, it is one of the country's least populated areas and the seventh smallest region, out of 20. In fact, it consists of just two provinces, Matera and Potenza, and measures a mere 3,857 square miles: roughly one and a half times the size of Delaware. Seismic in nature, the plateaus in the northern portion were devastated by the notorious "Irpinia earthquake" of November 1980. Hills make up another 45.13% of *lucano* surface, mostly clayey and easily erodible, thus subject to landslides; 8% is flatland, mainly alluvial in origin.

This is also one of Italy's most ancient regions: colonized by the Greeks around the 7th century B.C., the indigenous red grape of Aglianico (from Hellenico, "Greek") was first planted here at that time. Going even further back, Basilicata holds important relics of the Paleolithic and Neolithic eras and is studded with timeless hilltop villages, seemingly sculpted in the landscape; even literally sculpted in rock, like Matera's original settlements, I Sassi ("stones"), a World Heritage Site that supplied the stunning backdrop to films such as Mel Gibson's *The Passion of the Christ*.

Much of the quality in Basilicata results from the microclimate of Monte Vulture where most of the vineyards are located between Rionero and Barile. Situated around an extinct volcano, the slopes are rich in potassium, a vital nutrient for vines which, when combined with the extreme variations between day and night temperatures, good drainage, and extreme sunlight result in very intense wines with deep color, abundance of fruit and firm, structured tannins.

Aglianico del Vulture earned DOC status in 1971 and remained the only DOC wine until just recently when, in 2003,

an additional DOC was awarded to Terre dell'Alta Val d'Agri, a small territory in the province of Potenza, and the addition of Matera in 2005 within the province of Matera. While the number of serious producers remains quite small, with Gambero Rosso noting only 24 wineries, eight of these were new entries, demonstrating the region's growing importance within the Italian wine scene.

# Index of Empson Wines in Basilicata

## BIANCO

### **GRECO-FIANO IGT**

Vigneti del Vulture "Pipoli"

## ROSSO

### **AGLIANICO DEL VULTURE DOC**

Vigneti del Vulture "Pipoli"

Vigneti del Vulture "Piano del Cerro"

# Fast Facts

Vineyard surface:  
395 acres (160 hectares)

Owner:  
Farnese Group

Winemaker:  
Dennis Verdecchia &  
Alberto Antonini

Established:  
2009

Location:  
Acerenza

Province:  
Potenza

Vigneti del Vulture  
Winemaker: Dennis  
Verdecchia



Basilicata is one of Italy's most ancient regions: colonized by the Greeks around the 7th century B.C., its noble red grape of Aglianico was first planted here at that time. In fact, the name comes from Hellenico, "Greek". Rich in untouched natural scenery, ancient folklore and myths; principally hilly and mountainous and wedged between two seas of the Mediterranean basin, it is one of the country's least populated areas and enjoys a mostly continental climate.

Vulture is part of a large area that extends to the north of the Basilicata region, dominated by the austere profile of the Monte Vulture, a non-active volcano.

For centuries the volcanoes were thought of as a source of destruction and death, today farmers are compensated for the damage caused by the eruptions of the past centuries by being able to grow vines on the cooled lava which contains an incomparable wealth of minerals, which create

the grapes complexity.

To get the best wines, however, require not just great terroir, but it is important to have the grapes that best fit to these lands. Varieties such as Aglianico and Greco have been shown to be able to adapt to these beautifully unspoiled areas, producing wines of great complexity and depth.



**"PIPOLI" GRECO-FIANO BASILICATA IGT:** 60% Greco & 40% Fiano from 25 to 30 year old vines grown on volcanic soil rich in clay, calcium, nitrogen and tuff. The grapes are harvested by hand when perfectly ripe and is followed by cold maceration for 48 hours. The musts are decanted cold and are then allowed to ferment. The wine is aged in stainless steel and bottle to preserve freshness. Pale yellow in color, with fresh floral and spicy notes. On the palate it reveals a marked minerality that interacts in an intriguing manner with a slightly sweet finish.



**"PIANO DEL CERRO" AGLIANICO DEL VULTURE DOC:** 100% Aglianico del Vulture from 50-60 year old vines grown on volcanic soil rich in clay, calcium, nitrogen and tuff. Pre-fermentative maceration takes place at 41°F for 10 days and is followed by fermentation carried out using natural yeasts for 60 days at a maximum temperature of 79°F. The wine is put into new barriques for 24 months. Intense deep ruby while the nose is ample and complex, with dominant notes of cherry, aromatic herbs and distant hints of vanilla and thyme. The result is a wine with a marked personality with silky, highly persistent tannins. Hints of chocolate with a persistent creamy and fruity finish.



**"PIPOLI" AGLIANICO DEL VULTURE DOC:** 100% Aglianico del Vulture from 25 year old vines grown on volcanic soil rich in clay, calcium, nitrogen and tuff. After soft crushing, the grapes undergo pre-fermentative maceration at 41°F for 5 days was followed by alcoholic fermentation for 7-10 days at a temperature of 71°F. The wine is put into barriques for 10-12 months after malolactic fermentation. Bright ruby, the bouquet is ample, with dominant notes of cherry, candied fruit, aromatic herbs and distant hints of vanilla and thyme.

# Sicily

Capital: Palermo

Provinces: Agrigento (AG), Caltanissetta (CL), Catania (CT), Enna (EN), Messina (ME), Palermo (PA), Ragusa (RG), Siracusa (SR), Trapani (TP)

DOCG: Cerasuolo di Vittoria

DOC: Alcamo, Contessa di Sclafani, Contessa Entellina, Delia Nivolelli, Eloro, Erice, Etna, Faro, Malvasia delle Lipari, Mamertino di Milazzo, Marsala, Menfi, Monreale, Moscato di Noto, Moscato di Pantelleria, Passito di Pantelleria, Pantelleria, Noto, Riesi, Salaparuta, Sambuca di Sicilia, Santa Margherita di Belice, Sciacca, Sicilia, Siracusa, Vittoria

IGT: Avola, Camarro, Colli Ericini, Fontanarossa di Cerda, Salemi, Salina, Terre Siciliane, Valle Belice



Almost 10,000 square miles – Italy's largest region, the Mediterranean's largest island – of fiery, volcanic soil steeped in a sea of sunlight, color and fragrance, Sicily is earthily real yet as ineffably deep as myth; another Atlantis, lying on the seabed of history. One great Sicilian writer, Leonardo Sciascia, defined "the whole of Sicily" as "a sphere of the imagination".

One of the world's most ancient, complex and composite civilizations, marked by the Greeks, Phoenicians, Romans, Byzantines, Arabs, Normans and Spaniards (just to name a few), it is the second richest region of Italy in UNESCO World Heritage sites: amazing architecture set in breathtakingly beautiful landscapes – Greek temples that seem to sprout from the golden rocks of the valley near Agrigento; baroque cities like Palermo, sculpting darkness and sunlight in a way unique to Sicily; Byzantine mosaics that blend the eastern and western styles. Even geologically, Sicily is a land where continents and civilizations meld and metamorphose: northern Sicily belongs to the Eurasian tectonic plate, southern Sicily to the African plate; the two plates rubbing against each other have caused the island's abundant mountains, earthquakes and volcanoes.

Viticulturally, it is every bit as ancient and explosive, home to some of the world's first and finest wines and to a recent... quality quake that is finally tapping a portion of the island's immense potential, after an interval pursuing quantity. Both the historic native grapes like Nero d'Avola (red) and Inzolia, Catarratto (whites) and such international varieties as Cabernet, Merlot and Shiraz (Syrah) or Sauvignon, Pinot and Chardonnay, are showing superb results thanks to the combination of Sicily's unique soil and the new, quality-conscious, proudly Sicilian vineyard management and winery technology.

# Index of Empson Wines in Sicily

## BIANCO

### CARRICANTE DOC

Pietradolce Archineri Etna Bianco

### BLEND IGT

Carlo Hauner Salina Bianco  
Carlo Hauner "Carlo Hauner" Salina

## ROSÉ

### NERELLO MASCALESE DOC

Pietradolce Rosato

### BLEND IGT

Carlo Hauner Hierà Rosé Terre di Sicilia

## ROSSO

### CABERNET SAUVIGNON IGP

Musita Sicilia

### NERO D'AVOLA

Santa Anastasia Terre Siciliane IGP  
Vigneti Zabù Chiantari Sicilia IGT  
Vigneti Zabù Impari IGT

### NERELLO MASCALESE DOC

Piertadolce Archineri Etna Rosso  
Pietradolce Etna Rosso  
Pietradolce "Vigna Barbagalli" Etna Rosso

### BLEND

Carlo Hauner Hierà Terre di Sicilia IGT  
Carlo Hauner Rosso Antonello Salina IGT  
Carlo Hauner Salina Rosso IGT  
Santa Anastasia "Passomaggio" Terre Sicilia IGP  
Vigneti Zabù Il Passo IGT

## DOLCE

### MALVASIA DELLE LIPARI DOC

Carlo Hauner  
Carlo Hauner "Passito"

# Carlo Hauner

Fast Facts

Vineyard surface:  
49 acres (20 hectares)

Owner:  
Carlo Hauner, Jr.

Winemaker:  
Carlo Hauner, Jr.

Established:  
1968

Location:  
Isole Eolie

Province:  
Messina

Hauner Owner: Carlo Hauner, Jr. (left)  
Vineyard Manager: Stefano Mirenda (right)



Carlo Hauner, Sr. began traveling the world as a painter in the late 1940s. He lived in Brazil for a few years, but eventually returned to Italy and spent his holiday in the Aeolian Islands. It was there that Hauner fell in love with the beautiful scenery. He was also captivated by the ancient practice employed to dry Malvasia grapes where the grapes are allowed to dry for a couple of weeks on outdoor racks during the day, and

are taken in at sunset.

Hauner eventually purchased 49 acres of land to replant the vineyard terraces overhanging the sea, suspended between the dark volcanic soil and dazzling Tyrrhenian waters. He buried himself in research on Malvasia delle Lipari, reading ancient and modern texts, listening to local experts and eventually became an expert himself. He brought a

fresh perspective, creativity and intuition to the art of Malvasia.

In February 1996, Carlo Hauner, Sr. passed away and his son, Carlo Hauner, Jr., who is flanked by general manager Gianfranco Sabbatino took over the winery, and have worked together, carrying the winery from previous success to future success.

Hauner



Carlo Hauner

SALINA

Indicazione geografica tipica

Denominazione di Origine Controllata e Garantita Salina

Salina bianco



Indicazione geografica tipica

Denominazione di Origine Controllata e Garantita Salina

**CARLO HAUNER SALINA IGT:** 33% Inzolia, 33% Catarratto, and 33% Grillo. The wine is aged partially in stainless steel and partially in barriques before resting for six months in the bottle. Brilliant, golden color, with ripe peach and apricot notes, nuances of citrus blossoms, butter and vanilla confirmed on the fresh, well balanced palate.

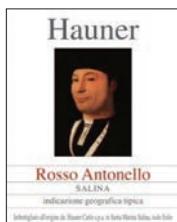
**SALINA BIANCO IGT:** 60% Inzolia and 40% Catarratto. The grapes are harvested in mid-September and aged in stainless steel. The wine rests for three months in the bottle. Brilliant straw yellow with flashes of deep gold, the elegant bouquet recalls strawberries, sage, and exotic fruit and citrus confirmed on a crisp, appealing palate.



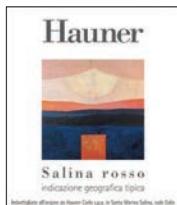
**HIERÀ ROSÉ TERRE DI SICILIA IGT:** 10% Nero d'Avola, 60% Alicante, and 30% Nocera. The wine is aged in stainless steel, followed by two months of bottle aging. Soft pink with copper hues and a bouquet of ripe red fruits with notes of balsamic and mineral notes.



**HIERÀ SICILIA TERRE DI SICILIA IGT:** 60% Nero d'Avola, 30% Alicante, 10% Nocera. The grapes undergo a lengthy maceration on the skins before aging in stainless steel and barriques. The wine rests for four months in the bottle. Deep ruby with an intense and fragrant bouquet of wild berries, sweet spice, and chocolate. Velvety, complex, and full-bodied.



**ROSSO ANTONELLO SALINA IGT:** 60% Calabrese, 30% Sangiovese, and 10% Corinto Nero. The grapes undergo a long maceration on the skins. The wine is aged in barriques before it rests in the bottle for six months. Deep ruby with garnet hues, an elegant bouquet of ripe berry fruit, blackberries and blueberries. Long finish.



**SALINA ROSSO IGT:** 60% Nero d'Avola and 40% Nerello Mascalese. The wine is aged in stainless steel, followed by three months of bottle aging. Ruby red with an ample bouquet of black cherries and blackberries, with notes of toasted vanilla.



**MALVASIA DELLE LIPARI DOC:** 95% Malvasia delle Lipari and 5% Corinto Nero. The grapes are harvested in late September to October before undergoing maceration on the skins and temperature-controlled vinification in stainless steel. The wine ages for eight months in stainless steel prior to six months in the bottle. Golden color with an aromatic nose of ripe apricots, figs and medlar fruit confirmed on a sweet yet fresh palate showing distinct depth and persistence.



**MALVASIA DELLE LIPARI PASSITO DOC:** 95% Malvasia delle Lipari and 5% Corinto Nero. Vineyards and grape varietals are identical to the regular Malvasia delle Lipari, though grapes are not only late-harvested, they are also dried on mats or racks for 15 to 20 days. The grapes undergo maceration on the skins and temperature-controlled vinification in stainless steel. The wine ages in stainless steel prior to six months of bottle aging. Amber with a bouquet that is reminiscent of dried figs, dates, ripe apricots, honey and sweet spice. The palate is velvety and complex, with a delicate sweetness on the finish.

# Fast Facts

Vineyard surface:  
125 acres (50 hectares)

Owner:  
The Ardagna Family

Winemaker:  
Giorgio Flessat

Established:  
Late 1800s

Location:  
Salemi

Province:  
Trapani

Mustia Winery



Set against the Musita hillside, in the district of Salemi, heart of the Belice Valley, is a winery founded by don Ignazio Ardagna five generations ago. Those were the late 1800s and don Ignazio planted his first, tiny vineyard on the Musita slopes – native, bush-trained Catarratto whose golden fruit would lead to further goals and to a dream come true.

Ignazio's son Domenico, then his grandson Giuseppe, in turn, cultivated this gorgeous land, though at first, they poured their fruit into the local cooperative. Giuseppe Ardagna, however, was not content with the cooperative's good wines. He dreamed that his children and grandchildren would one day tell the story of Musita as Ignazio had meant it to be told; expressing the hill's tremendous quality potential to its full extent.

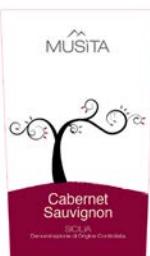
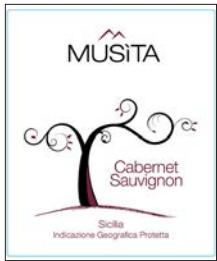
Today, Ignazio and Giuseppe's aspirations have been realized: the family has not only purchased the hillside winery that at one time belonged to the cooperative; they have also renovated and extended it, all the while expanding total Ardagna acreage under vine to nearly 125 acres (50 hectares).

These vineyards are partly located on the Musita hill itself and partly located in other hilly locations around Salemi, at varying altitudes, some as high as 1,640 feet above sea level. Besides the variety first planted by don Ignazio (Catarratto), the vines are comprised of Grillo, Chardonnay, Cabernet Sauvignon, Syrah, Nero d'Avola and Merlot.

The estate is entirely family-run and every stage of the process is supervised by expert agronomists

and enologists.

The Musita mission is to showcase the unique qualities of their terroir.



**CABERNET SAUVIGNON SICILIA IGP:** 100% Cabernet Sauvignon from vineyards located in Baronia. The vines grow at an altitude of 985 feet a.s.l. on clayey soil. The grapes are exclusively harvested by hand in small crates holding 33 lbs each so the grapes remain intact. The grapes, all estate-owned and grown, are de-stalked and soft-pressed, then fermented at a controlled temperature of 22-23° C (71.6-73.4° F), with subsequent malolactic. A portion of the wine is aged in French oak barrels for eight months previous to bottling. Brilliant crimson in color, the bouquet is fragrant and intense, showing abundant red fruit and berry aromas with lively notes of black pepper confirmed on the full, elegant and appealing palate. **With the start of the 2012 vintage this wine will be labeled DOC**

# Fast Facts

Vineyard surface:  
27.2 acres (11 hectares)

Owners:  
Michele & Mario Faro

Winemaker:  
Carlo Ferrini

Established:  
2005

Location:  
Solicchiata, Castiglione  
di Sicilia

Province:  
Catania

Pietradolce Owner: Michele Faro

# Pietradolce



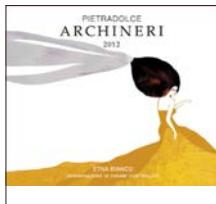
Pietradolce was established in 2005 and was founded in Solicchiata, an area within the district of the town of Castiglione di Sicilia, on the Northern slopes of Etna. There are little over 27 acres of vineyards that grow at a height of between 2,000 and 3,000 feet above sea level and are divided into three sections, two of which fall within the territory of Rampante and the other which falls in the territory of Zottorinoto.

The vineyards are composed of stony, light, sandy loam, with

abundant mineral elements. The soil is the result of the numerous eruptions by Mount Etna throughout the centuries, which gives the wines special characteristics, and makes them completely unique. Mount Etna enjoys a unique micro-climate that is cooler than other areas in Sicily. The temperatures in winter can be close to freezing point and in the summer, the heat is never excessive. There can also be a large swing between daytime and nighttime temperatures, sometimes up to 20°F. This

difference in temperature means extraordinary fragrance and finesse in the wines.

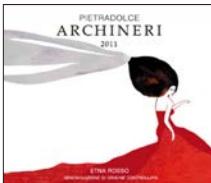
The Pietradolce philosophy, in the words of Michele Faro, owner of Pietradolce, "At the heart of our philosophy is a love for our land which is equaled by the respect with which we treat it. We look to the rich local traditions for all that is best in them and then combine these with a wise use of modern viticultural techniques to give life to our passion: the wines of Etna."



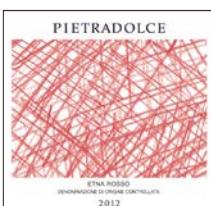
**ARCHINERI ETNA BIANCO DOC:** 100% Carricante from the eastern slopes of Mount Etna, 2,800 feet a.s.l. The vines are pre-phyllloxera and are between 100-120 years old. The grapes are harvested by hand in early October before being soft-pressed and aged in stainless steel. Straw yellow with notes of peaches, flowers, and spice. Excellent complexity.



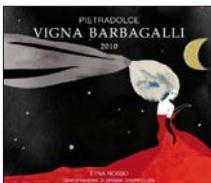
**ETNA ROSATO DOC:** 100% Nerello Mascalese from the northern slopes of Mount Etna, 2,000 feet a.s.l. The vines are bush and espalier trained and grown on stony/sandy soil. The grapes are hand harvested in early October before being soft-pressed and aged in stainless steel. Soft pink with coppery tones. The bouquet has lovely notes of citrus and a touch of spice. Excellent acidity on the palate.



**ARCHINERI ETNA ROSSO DOC:** 100% Nerello Mascalese from the northern slopes of Mount Etna, 2,000-3,000 feet a.s.l. The vines are bush trained and grown on stony/sandy soil. The grapes are hand harvested in early October before being soft-pressed. They are then left to macerate on the skins for 18 days before aging in lightly toasted French oak barrels for 14 months. Natural malolactic fermentation. Garnet red with a spicy nose containing notes of cherry and cedar. Balanced tannins with a long finish.



**ETNA ROSSO DOC:** 100% Nerello Mascalese from the northern slopes of Mount Etna, 2,000 feet a.s.l.. The vines are bush and espalier trained and grown on stony/sandy soil. The grapes are hand harvested in early October before being soft-pressed. They are then left to macerate on the skins for 18 days before aging in French oak barrels for three months. Ruby red, with notes of red berries and dark fruits. Excellent structure on the palate.



**"VIGNA BARBAGALLI" ETNA ROSSO DOC:** 100% Nerello Mascalese from the northern slopes of Mount Etna, 3,000 feet a.s.l.. The bush trained vines are pre-phylloxera and are between 80-100 years old and grown on mineral rich soil. The grapes are then left to macerate on the skins for 18 days before aging in lightly toasted French oak barrels for 20 months. Natural malolactic fermentation. Deep garnet. Wonderful notes of flowers and strawberries on the nose. Full-bodied with excellent depth and structure. Long complex finish.

# Fast Facts

Vineyard surface:  
150 acres (60 hectares)

Technical Director:  
Francesco Appiano

Winemaker:  
Gianfranco Cordero

Established:  
1980

Location:  
Castelbuono

Province:  
Palermo

Santa Anastasia Estate

# Santa Anastasia



In the 33 years that has elapsed since the Santa Anastasia vineyard was purchased in 1980, an extraordinary team of agronomists and wine technicians, orchestrated by winemaker Gianfranco Cordero and enologist Vincenzo Nicoli, has succeeded in crafting some of the new icons of Sicilian oenology from superb terroir and elevated, Guyot-trained vines. The villa, cellars and winery were renovated in 2003, implementing totally low-stress, gravitational flow management. The vineyards were gradually

expanded to cover 198 acres. The soil's exceptionally high potassium content is instrumental in the wines' outstanding balance and finesse of components, and uses organic practices. The winery is a firm believer in this authentic Mediterranean heritage, and in the interplay of Sicilian soil and international grapes such as Cabernet Sauvignon, Chardonnay, Sauvignon Blanc, and Merlot. Among these native grapes are white grapes such as Inzolia and Grillo, and Nero d'Avola, the noblest of the island's own reds.

In the words of the winery, "We wanted to express our sense of ancient native traditions that made us what we are now and 'at the same time' what we mean to be in the future; a sense of the past shining through the present, meeting the needs and tastes of today's world." Recently the winery has decided to go with the European Community-enforced version of IGT, IGP – Indicazione Geografica Protetta, simultaneously restyling its labels.



**NERO D'AVOLA TERRE SICILIANE IGP:** 100% Nero d'Avola. Harvest is in September and the Nero d'Avola fruit is macerated on the skins for 10-13 days at a controlled temperature of 75.2-82.4° F. The resulting wine is subsequently fine-tuned by three months in 2nd-year barriques of Allier oak and bottle age. Ruby red in color with violet hues, shows an intense, appealing, brambly nose reminiscent of berries and red fruit, confirmed on a full-bodied, concentrated, flavorful palate. Ripe and fresh at the same time, with spicy undertones.



**PASSOMAGGIO TERRE SICILIA IGP:** 70% Nero d'Avola, 30% Merlot. Maceration on the skins for 10-13 days at a controlled temperature of 75.2-82.4° F. The resulting wine is aged six to eight months in 2nd-year Allier barriques followed by six to seven months' bottle age. The result is deep ruby color with an intense nose of great finesse and fragrance; on the palate, supple and structured, rich, smooth and appealing, with excellent balance and persistence.

# Fast Facts

Owner:  
The Farnese Group

Winemaker:  
Filippo Baccalaro  
Giuseppe Alfano Burruano

Established:  
2007

Location:  
Sambuca di Sicilia

Province:  
Agrigento

Vigneti Zabù vineyard



Lying on a hill, Sambuca di Sicilia is located in the Belice Valley, where lush vegetation surrounds the town. The origin of the town's name comes from its founder, Al Zabuth the Charming, an Arab Emir. It was Al Zabuth who revived the town agricultural growth, which had been previously lagging.

Today, the surrounding area is strewn with archaeological artifacts that point to the generations of farmers who have lived here over the centuries. These men and women of the land have a strong tradition of

farming while maintaining respect for nature.

This respect for the land fits well with Farnese philosophy has led to the creation of Vigneti Zabù. In the winery's words, "The art of winemaking can create nothing more than what the grapes contain in nature." The vines that grow in the Sambuca region, are subjected to the hot Sicilian summer days and cool nights which help the grapes develop wonderful, layered, flavors. The heat of the summer is tempered by the generous water supply of Lake Arancio which helps to create

a microclimate ideal for the vines.

Zabù employs the most advanced winemaking technology which is critical to enabling the features of the grapes to be transferred intact to the bottle. It is Farnese's belief that excessive enthusiasm while working in the vineyards is pointless if the winery is unable to maintain certain standards when bottling.



**CHIANTARI NERO D'AVOLA SICILIA IGT:** 100% Nero d'Avola. The grapes undergo maceration at a controlled temperature for about 10-12 days. The must is reassembled every four hours. Vinification takes place in stainless steel at 77°F. The wine is aged in oak barriques for four to six months before being bottled. Intense ruby red with notes of red fruit, flowers, and plums. Well-balanced and warm on the palate with a spicy finish.



**CHIANTARI NERO D'AVOLA SICILIA IGT:** 100% Nero d'Avola. The grapes undergo maceration at a controlled temperature for about 10-12 days. The must is reassembled every four hours. Vinification takes place in stainless steel at 77°F. The wine is aged in oak barriques for four to six months before being bottled. Intense ruby red with notes of red fruit, flowers, and plums. Well-balanced and warm on the palate with a spicy finish.



**IMPARI IGT:** 100% Nero d'Avola. The grapes are vinified in stainless steel at 77°F, and kept on the skins for at least 15 days before being pressed. The wine is aged in oak barriques before four to six months before being bottled. The wine rests in the bottle 18 months before release. Deep ruby red with garnet highlights. The nose is intense and elegant, with spicy notes of liquorice, black pepper, tobacco, blackberry jam. Spicy long-lasting finish, with a slightly sweet hint.

# Sardinia

Capital: Cagliari

Provinces: Cagliari (CA), Carbonia-Iglesias (CI), Nuoro (NU), Olbia-Tempio (OT), Medio-Campidano (VS), Oristano (OR), Sassari (SS), Ogliastra (OG)

DOCG: Vermentino di Gallura

DOC: Alghero, Arborea, Cagliari, Campidano di Terralba/Terralba, Cannonau di Sardegna, Carignano del Sulcis, Girò di Cagliari, Malvasia di Bosa, Malvasia di Cagliari, Mandrolisai, Monica di Cagliari, Monica di Sardegna, Moscato di Sardegna, Moscato di Sorso Sennori, Nasco di Cagliari, Nuragus di Cagliari, Sardegna Semidano, Vermentino di Sardegna, Vernaccia di Oristano

IGT: Barbagia, Colli del Limbara, Isola dei Nuraghi, Marmilla, Nurra, Ogliastra, Parteolla, Planargia, Provincia di Nuoro, Romangia, Sibiola, Tharros, Trexenta, Valle del Tirso, Valli di Porto Pino



Sardinia is an island that feels like a continent, a mountainous wilderness set in the heart of the Mediterranean Sea. Thousands of years ago, a brave Phoenician warrior called Norax navigated to these shores, wed a beautiful local princess, and helped the proud, fearless inhabitants (then known as "Shardana") fend off invaders. Norax founded the island's first city, Nora, on the southern seaboard, a few miles east of Santadi. It was probably some time between 1000 and 1500 BC; the exact date is lost in the mist of history – prehistory, actually, for the first written word in Sardinia – AND the whole of western civilization – is dated 8th century BC, and consists of the... Nora Stone, carved in ancient Phoenician characters and found at Nora. Most of the latter's original nucleus was submerged by the sea over the centuries, as the coastline receded – feeding legends of a Sardinian Atlantis.

Sardinia is one of Italy's two largest islands; the other, of course, being Sicily. In fact, there are many similarities between them. Both islands enjoy significant natural conditions for viticulture – intense daytime sunlight and cooling maritime breezes. Both have diverse microclimates and both a history of cooperative wine production. But Sardinia has the least Italian feel, retaining an identity that is fiercely independent of the mainland. It is more rustic and rugged, with 85% of the land covered by mountains and rocks smoothed over by intense winds. The winds from Africa, known as scirocco ("sirocco" in English), are so intense that many vines have been allowed to grow in the untrained, low-to-the-ground style known as alberello ("little tree" or "bush-trained"), to prevent damage that would result with the off-the-ground training methods found in other regions. The cuisine is decidedly more focused on game and foods that could be cultivated on land rather than the sea. Despite having the longest coastline of all Italian regions, Sardinians historically have kept their distance from the sea – fear of malaria along with superstitions being the primary cause.

Other civilizations mostly came into peaceful contact with Sardinians, enriching this unique land and its culture. The Phoenicians and ancient Greeks, for example, introduced the forebears of such indigenous varieties as

Carignano, Monica and Vermentino. Sulcis, being in the south, closest to Africa, was one of the first areas the Phoenicians alighted on, and is one of the richest in history and vinicultural heritage.

And while Sicily has had dramatic developments, with intense investment contributing to its rise in quality, Sardinia has seen a more subtle evolution. In part, this is due to the minor role wine has in the local economy. Sardinian wine accounts for just 2% of all Italian wine produced (statistics vary but the split is fairly even between red and white). Interestingly, the result is that cooperatives like Santadi have been behind the drive for quality, with the assistance of renowned winemaker Giacomo Tachis. Another irony to note is, while relatively little wine is produced in Sardinia, cork is a major industry of the island.

# Index of Empson Wines in Sardinia

## BIANCO

### VERMENTINO DI SARDEGNA DOC

Santadi "Cala Silente"  
Santadi "Villa Solais"

### VERMENTINO DI GALLURA DOCG

Jankara Superiore

### BLEND IGT

Santadi "Villa di Chiesa"

### DOLCE

Santadi "Latinia"

## ROSÉ

### CARIGNANO DEL SULCIS ROSÉ DOC

Santadi "Tre Torri" Rosé

## ROSSO

### CARIGNANO DEL SULCIS DOC

Santadi "Grotta Rossa"

### CARIGNANO DEL SULCIS RISERVA DOC

Santadi "Rocca Rubia"

### CARIGNANO DEL SULCIS SUPERIORE DOC

Santadi "Terre Brune"

### CANNONAU DI SARDEGNA DOC

Santadi "Noras"

### MONICA DI SARDEGNA DOC

Santadi "Antigua"

### BLEND IGT

Shardana Valli di Porto Pino "Shardana"

# Fast Facts

Vineyard surface:  
11 acres (4.5 hectares)

Owner:  
Renato and Angela  
Spanu

Winemaker:  
Gianni Menotti

Established:  
2006

Location:  
Sant'Antonio di Gallura

Province:  
Olbia-Tempio

Jankara Owners: Renato and  
Angela Spanu



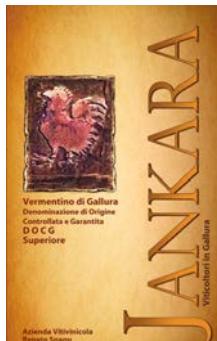
Renato was born in Gallura, the north-eastern most portion of the island. The area's crushed granite soils are ideal for draining and endow local wines with enriched complexity and minerality. Renato and Angela Spanu purchased 21 acres of virgin hillside soil in 2006, planting 11 acres entirely of Vermentino, in February 2008. The property is located between the towns of Luras and Sant' Antonio di Gallura, near lake Liscia. In Renato's words: "Our vineyard is in the highlands of Gallura, in the heart of a prestigious sub-zone called Vena di San Leonardo, which runs from Lake Liscia to the territory around the minuscule, medieval country church of San Leonardo. Within this "vein", our Vermentino vines lie on a particular cru called "Giannaghe" - "Jannaca" in the local dialect, facing another historic cru called

"Karana"-that, in fact, is how the name "Jankara" came to be: JAN-naca-KARAna. The micro climate is superb, influenced as it is by the vast lake and the island's second highest mountain, Limbara. Jankara is right in the middle, northeasterly exposed at 985 feet above sea level. It enjoys hot days and cool nights throughout the most important months of the growing season. Pair that with the winds that constantly clean the air, keep temperatures down and maintain the vineyard clear of pests and disease, and you have the perfect conditions to grow quality grapes!"

The Spanus are now flanked by winemaker Gianni Menotti, Gambero Rosso Enologist of the Year 2006. Gianni Menotti was crowned Best Wine Maker by Bibenda in 2012 and was

complimented in an article saying that, for thirty years he has been dedicated to respecting the identity and personality of the grapes from Italy. His skills come as part of a career that is unparalleled in excellence. Gianni could not be happier about receiving this most prestigious award, was very humble in saying, "This is the crown to all of the years of hard work and sacrifices that have made up my professional career."

After much sacrifice and very hard work, the couple along with the help of their new partners Angelo and Denise, have come to create Jankara; a true expression of their love of wine and the amazing ancient land called Gallura!



**VERMENTINO DI GALLURA SUPERIORE DOCG:** 100% single-vineyard Vermentino with a natural cork closure. Gallura's hallmark balance of alcohol, acidity and fruit, rich, intense aromas of white flowers and almonds, subtle tropical nuances lingering on the palate. Aged six months in stainless steel and two months in bottle. Best served chilled and paired with fresh seafood, including raw fish and shellfish, oysters in particular. This wine has the structure to accompany white meats such as rabbit, chicken, and pork.

# Fast Facts

Vineyard surface:  
1235 acres (500 hectares)

Owner:  
Antonio Pilloni

Winemaker:  
Umberto Trombelli  
Consultant: Giacomo  
Tachis

Established:  
1960

Location:  
Santadi, Sulcis

Province:  
Cagliari

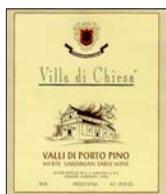
Santadi President:  
Antonello Pilloni



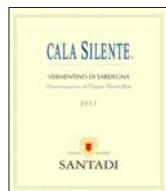
Santadi, from the southwestern coastal area known as Sulcis, is one of the finest wineries not merely of Sardinia but Italy. Founded in 1960 and closely watched over by cult winemaker Giacomo Tachis (of Sassicaia fame), its superb track record has confirmed it as a Mediterranean

star of rare brilliance. The operation counts 1,235 acres of prime, gently rolling land reaching right out to the sea, where pre-phylloxera rootstock survives and thrives due to the sandy nature of the soil. The winery is run under strict, quality-based criteria by a team of top professionals such as

general manager Raffaele Cani, winemaker, Umberto Trombelli, and consultant enologist, Dr. Giacomo Tachis.



**VILLA DI CHIESA IGT:** 60% Vermentino and 40% Chardonnay. Barrique-fermented and barrique-aged for seven to eight months in entirely new 100% French oak. Pale yellow with delicate aromas of exotic fruit on the nose, simultaneously round and fresh.



**VERMENTINO DI SARDEGNA "CALA SILENTE" DOC:** 100% Vermentino. The wine sojourns in vitrified cement vats on the lees for several months to impart greater complexity, roundness and flavor. Straw yellow, intense bouquet of apples, peaches, and citrus fruit confirmed on the persistent palate, particularly elegant and well balanced.



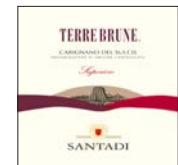
**VERMENTINO DI SARDEGNA "VILLA SOLAIS" DOC:** 85% Vermentino and 15% Nuragus. The wine matures sur lie for a few months previous to bottling. Straw yellow with intriguing freshness and mineral notes on the nose and palate.



**CARIGNANO DEL SULCIS "TRE TORRI" ROSÉ DOC:** 100% Carignano. The grapes macerate on the skins for 14 to 16 hours previous to white vinification brilliant pink, with cherry-colored reflections; elegant, fruity bouquet recalling brushwood, berry fruit and strawberries.



**CARIGNANO DEL SULCIS "GROTTA ROSSA" DOC:** 100% Carignano. Matured in cement vats before bottling. Ruby red with intense aromas of fruit. Lovely, fruity bouquet with a licorice finish, elegant palate, good depth, structure and texture.



**CARIGNANO DEL SULCIS SUPERIORE "TERRE BRUNE" DOC:** 95% Carignano and 5% Bovaleddu. Maceration on the skins for about 15 days, élevage in Allier and Tronçais oak barriques lasts 16-18 months with an additional year in bottle.



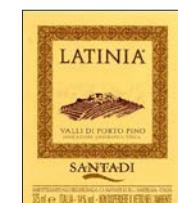
**CARIGNANO DEL SULCIS RISERVA "ROCCA RUBIA" DOC:** 100% Carignano. Aged in small 1st and 2nd passage French oak casks for 10-12 months with several months in bottle. Ruby red with notes of blueberries, and vanilla. Full-bodied, with wonderful structure.



**CANNONAU DI SARDEGNA "NORAS" DOC:** 90% Cannonau and 10% Carignano racked into 2nd-year barriques, where it matures for six months, previous to a further six months' bottle age. Ruby red, with notes of ripe blackberries, blueberries, and mellow spices.



**MONICA DI SARDEGNA "ANTIGUA" DOC:** 85% Monica di Sardegna and 15% Carignano. The wine is aged in cement vats to reflect the pure aromas of blackberry & blueberry. A mellow, structured wine with a pleasant mouth feel.



**"LATINIA":** 100% Nasco. A late harvested dessert wine with repeated visits into the vineyards to select each grape at the desired level of maturity and ripeness. Slow fermentation in steel until it ends naturally, then aged four months in 3rd passage barriques.

# Fast Facts

## Shardana

Vineyard surface:  
12 acres (5 hectares)

Owner:  
Neil & Maria Empson

Winemaker:  
Neil Empson with the  
Santadi winemaking team

Established:  
1996

Location:  
Santadi

Province:  
Cagliari

Shardana Owners: Neil  
and Maria Empson



Neil and Maria Empson chose this ancient word for their own tribute to beautiful Sardinia: a full-bodied, voluptuous red from indigenous, pre-phylloxera, Carignano grapes, with a small percentage of Shiraz. This wine was an ongoing rumor long before its release, for the Empsons wanted perfection, and were ready to wait for it. The style was inspired by Sulcis' exceptional terroir and reflects the region's power-packed, layered complexity; the depth of its seas, the spicy fragrance of its Mediterranean winds. The label is as striking as the wine — stark, simple graphics, the enigmatic Phoenician emblem and slate-colored nuraghe (Sardinia's giant, prehistoric stone tower) that tell us so much about this island, and the wine's unique story.

Sulcis includes some of the

hottest, driest, and wildest areas on the island which provides the perfect groundwork for high-quality viticulture, and an ideal home to Carignano. This sturdy indigenous grape is extremely ancient, probably originated in Carifera (Spain). Through the centuries, the Sardinian version acquired an identity of its own, distinct from its genetic cousin, French Carignan. Today, Carignano shows the richness and nobility in the skilful hands of winemakers Davide Pera and famous friend/consultant Giacomo Tachis.

When the Empsons began the SHARDANA project, in 1996, they chose the Santadi team as their ideal partners, selecting the winery's seafront vineyards for their outstanding terroir, microclimate, and ampelographic history. Their dedication was

rewarded in June 1999 when the wine was finally released, and the Empsons found the wine to be everything they dreamed of. SHARDANA captured the spirit of the Emerald Island in all its bewitching complexity, and spoke for this incredible soil in its own, unique accent.



*Left's cognac Mediterranean island, Sardinia, was once colonized by the ancient Phoenicians. The mysterious symbol depicted above is an "U" from their alphabet and therefore can bear same for the native Sardines. The wine is named after the Sardinian island where it is produced. Carignano variety. Now, the sun-drenched soft grapes can almost touch the emerald waters. The aged, well-weathered vines and hot dry climate make this wine will correspond to its complex and elegant structure.*

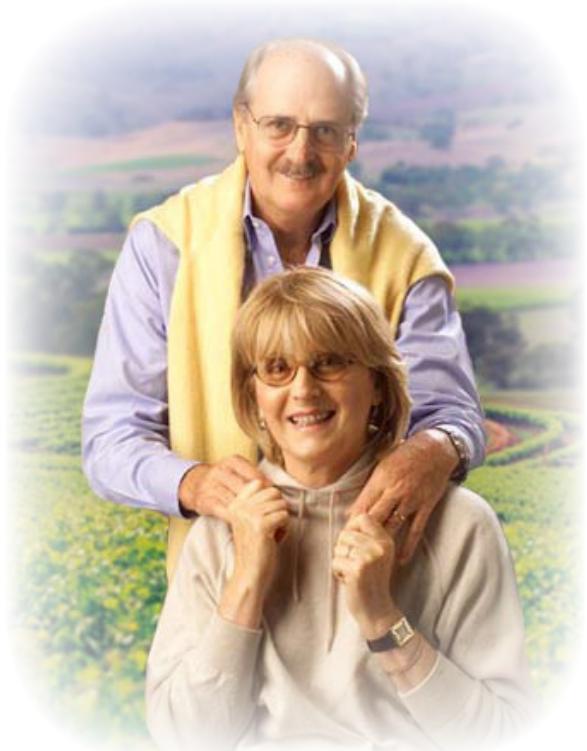
**VALLI DI PORTO PINO "SHARDANA" IGT:** 85% Carignano (partly pre-phylloxera) and 15% Shiraz. One of the most fascinating details about SHARDANA resides in the vines: some are over 100 years old, from rare pre-phylloxera stock. Their roots grow in finely textured, wind-swept sand that naturally prevents phylloxera from depositing its eggs! This exceptional circumstance, together with state-of-the-art quality standards and 12 months' careful élevage in Allier and Tronçais barrique, produce an extract-packed, luscious, full bodied Carignano varietal, with just a touch of Shiraz. The color is a deep, purple with ruby reflections indicating concentration, intensity, and complexity. Its black cherry notes are confirmed on the nose, where fruit, leather and game are laced with subtle spice. On the palate, there are lingering aromas of overripe cherries, well integrated oak and spices. Soft, smooth texture and layered structure, very long finish.



# New Zealand

Seat: Wellington

Regions: Northland, Auckland, Waikato, Bay of Plenty, Gisborne, Hawke's Bay, Taranaki, Manawatu-Wanganui, Wellington, Tasman, Nelson, Marlborough, West Coast, Canterbury, Otago, Southland



In 1852, on the South Island of New Zealand, Neil Empson's great grandfather, Charles Empson, planted some of the first vineyards in the Marlborough region on a farm known as "Meadowbank." The vineyards were located on the homestead. Neil Empson himself was born in the famous agricultural district of Waikato in 1939 and educated at Auckland's Sacred Heart College. His gentleman farmer forebears passed on a legacy of respect for the soil and dedication to excellence. The charisma, humor and unique talent for understanding fine wine were his own. Neil Empson has always been connected to his "Kiwi" roots and Meadowbank Estates represents his commitment to import the finest offerings from his native country.

A native kiwi, Neil Empson takes pride in both his heritage and the evolution of Kiwi wines in recent years. He has carefully cultivated a portfolio inclusive of only the top estates and winemakers from select wine regions of New Zealand. Several of these estates produce limited quantities; hence allocations for the USA are sometimes less than 200 cases. Other estates have larger volumes with the ability to grow while always ensuring the consistency of quality.

New Zealand is a country of contrasts with dense, native forest, snow-capped mountains and spectacular coastline. With wine growing regions spanning the latitudes of 36 to 45 degrees and covering the length of 1000 miles, grapes are grown in a vast range of climates and soil types, producing a diverse array of styles. The northern hemisphere equivalent would run from Bordeaux (between the latitudes of 44 and 46 degrees) down to southern Spain.

# Hawke's Bay

Seat: Napier

Territorial Authorities: Napier City, Hastings District, Wairoa District, Central Hawke's Bay District, Taupo District (part), Rangitikei District (part)

Major Wine Varieties: Cabernet, Merlot, Syrah, Sauvignon Blanc, Chardonnay

Hawke's Bay produces over 80% of New Zealand's Cabernet, Merlot, and Syrah. The region also contains 30% of New Zealand's growing area for Chardonnay



Located at 39.4° South (the same as Madrid in the North), Hawke's Bay is the second-largest region and is one of the hottest and sunniest areas of New Zealand. Sheltering inland ranges and a maritime influence provide a perfect balance. Hawke's Bay's warm maritime climate provides a long growing season, low rainfall, and abundant sunshine hours.

With more than twenty-five soil types, from clay loam to limestone to sands and gravel, the region offers a tremendous diversity for wine styles. Add to that a choice of sites from coastal to inland foothills, altitudes from virtually sea level to several hundred meters and Hawke's Bay is a region with limitless grape growing opportunities.

Although the maritime influence of the Pacific Ocean extends into much of Hawke's Bay, the two grape growing areas located directly on the coast enjoy the most dramatic effects of the temperate climate and long growing season. On the Southern curve of the bay, the gravelly soils of Te Awanga (where Clearview Estate Winery is located) have achieved recognition for premium Chardonnay and full flavored reds.

Hawke's Bay has consistently produced leading examples of Chardonnay and has 30% of New Zealand's total plantings for this variety. Hawke's Bay's Chardonnays are rich, complex wines with distinctive flavors of citrus and ripe stone fruit.

History, consistency, diversity and innovation continue to provide the foundation for Hawke's Bay's reputation as a fine wine-producing region. Of the 172 vineyards in the region, 70% are SWNZ accredited. Hawke's Bay is committed to this independently audited sustainability program and these numbers will increase.

# Index of Empson Wines in Hawke's Bay

## WHITE

### RESERVE CHARDONNAY

Clearview

# Fast Facts

Vineyard surface:  
48 acres (19.5 hectares)

Owner:  
Tim Turvey and Helma  
van den Berg

Winemaker:  
Tim Turvey

Established:  
1989

Location:  
Hastings

Region:  
Hawke's Bay

Clearview Owner and Winemaker:  
Tim Turvey

# Clearview



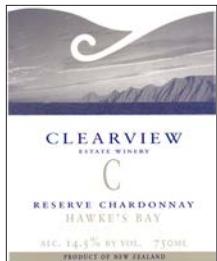
Situated on the coastline of Hawke's Bay, the Te Awanga sub-region enjoys a warm extended growing season with cleansing sea breezes. The unique proximity to the Pacific Ocean offers an excellent microclimate for producing wines with great fruit intensity. In 1986, when Tim Turvey and partner, Helma van den Berg, purchased a property in Hawke's Bay, they were told it was "too cold to grow wine grapes." Tim and Helma ignored this advice and planted 2,500 trees, including avocados, olives, bay trees, lavender and citrus. They also grafted and planted the vines, rammed the posts, ran the wires and trained young vines themselves.

The winemaking philosophy of Clearview Estate is to make fruit driven wines, representative of

the terroir of Te Awanga, Hawke's Bay style. Reserve whites and reds are infused with the complexity of barrel ferments and French oak influence. Complexities are achieved from skin contact, whites, extended maceration, reds, lees stirring and contact, malolactic fermentation and SUPER ripe fruit. With over 40 soil types within the kilometer of land that the vineyard straddles, it ranges from shingle through silt loams to clay pan and well-drained loams.

Tim Turvey has been working on the land in Hawke's Bay for thirty-five years. Grape growing and winemaking for twenty-five years, he is the trophy holder of many gold medal wines. He set up Clearview from the start on bare land and manages all aspects of grape growing, winemaking and

distribution for this small hands-on winery. Quality and passion are his hallmarks with a vision of continued excellence for the future.



**RESERVE CHARDONNAY:** Hand harvested at 24-25 brix, 40% of grapes was given 6-10 hours skin contact, the rest were whole bunch pressed before the free run juice is fermented in 56% new French oak with the rest in one year and older French oak barriques. The wine is aged for 11 months with weekly stirring of the lees. Balance of fruit, acid, oak and flavors are impeccable, whilst maintaining the trademark power. The result is a big, bold and luscious wine, with loads of stone fruit characters and a delicious creamy caramel nose. Well integrated oak with a balanced yet complex palate.

## “House of Blockbuster Chardonnays”

# Martinborough

Seat: Wellington

Territorial Authorities: Wellington City, Lower Hutt City, Upper Hutt City, Porirua City, Kapiti Coast

Major Wine Varieties: Pinot Noir, Sauvignon Blanc, Chardonnay, Riesling

Martinborough produces only 4% of New Zealand's wine, but the region is well known for its excellent Pinot Noir and Sauvignon Blanc



Located in the southern end of the North Island of New Zealand, across Cook Strait from Marlborough, Martinborough is a tiny wine region with an impressive reputation. This tiny wine region is located in South Wairarapa, a district in the Wellington region.

Martinborough is the oldest and best-known wine area within the Wellington region, one and a half hour's drive from the capital city of Wellington. Martinborough is the capital city's "wine country." Only 4% of the country's vines are planted in the Wairarapa. The Martinborough wineries are typically family owned and operated and relatively small. The consistency of the region's autumn provides the balance of warm days (for ripeness) and cool nights (for elegance) resulting in top quality Pinot Noir and other early ripening varieties such as Sauvignon Blanc, Chardonnay, Riesling and Pinot Gris. Pinot Noir is the most widely planted varietal and has given the region its highest international accolades. Dynamic and quality focused, it is still only the 6th largest wine-producing region in New Zealand.

The climate and soil conditions of Martinborough are similar to Burgundy, and typically produce well-structured Pinot Noir with strong, ripe plum flavors, intense complexity and good cellaring potential. Martinborough has three distinct soil types: two are alluvial (stoney and silt loams over gravel) and one is clay loam. Most of the region's vineyards are situated on the alluvial river terraces. The soil on these terraces is identified as either Martinborough loam or Tauheranikau stony silt loam. The hills surrounding the town of Martinborough are made of older clay loams.

# Index of Empson Wines in Martinborough

## WHITE

### CHARDONNAY

Escarpment

### PINOT GRIS

Escarpment

Over the Edge

## RED

### PINOT NOIR

Escarpment

Escarpment "KUPE"

Escarpment "KIWA"

Escarpment "TE REHUA"

Escarpment "PAHI"

Over the Edge

# Fast Facts

Vineyard surface:  
59 acres (24 hectares)

Owner:  
Larry & Sue McKenna

Winemaker:  
Larry McKenna

Established:  
1999

Location:  
Martinborough

Region:  
Martinborough

Escarpmment Owner and  
Winemaker: Larry McKenna



In 1999, Escarpment was established as a joint business venture with famed winemaker Larry McKenna spearheading the operation. The winery is located on terraced land along the banks of the Huangarua River. Overlooking the vineyard are the Aorangi Ranges. According to Maori legend, the great Polynesian explorer who discovered New Zealand, Kupe, left his three canoes, Nga Waka, on top of the range, giving rise to the now familiar landmark of the district, the three flat-topped hills on top of the range, which resemble unturned canoes. This warrior and his story provide the inspiration for the vineyard's distinctive brand and logo. The ESCARPMENT comes from the kilometer long escarpment (cliff) just behind the winery, which drops sharply down to the river.

The Escarpment soils are alluvial gravels laid down over 20,000 years ago by the Huangarua River. With alluvial loams layered over the gravels, this composition ensures exceptional drainage - one of the key prerequisites for nurturing and producing premium quality, healthy grape vines.

The climate is cool with summer days rarely exceeding 86°F, allowing grapes to ripen very slowly and to develop pure, powerful fruit characters with finely textured tannins. The rainfall is the lowest in the North Island and provides very stable weather patterns during autumn, the all-important harvest period.

A name well-recognized for Pinot Noir, Larry McKenna made the Pinots at Martinborough Vineyards famous in the 90s and

received the moniker "Godfather of Pinot Noir" and "Maestro," to name a few. Known for his relaxed and unassuming nature, Larry applies this same approach to his winemaking. Rather than force a wine into doing something out of character, he works with the grapes to develop distinctively superior wines that are true to character, quality and vintage.

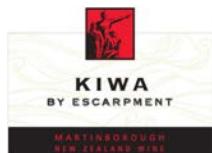
Escarpmment's aim is simple: to continually produce the very best of tomorrow's definitive New World wines. "Complexity" "texture" and "structure" are key words and motivators. Under Larry's leadership, the team aims to reward wine lovers with progressive and suggestive wines that encourage them to venture to the edge of wine loving and appreciation.



**CHARDONNAY:** 100% Chardonnay. The favorable growing season allowed fruit to ripen wonderfully, producing powerful opulent flavors and a flinty mineral backbone which combine beautifully with barrel fermentation. Partial malolactic fermentation and lees stirring has enhanced the texture. Golden yellow hues, the flavors of this wine are reminiscent of white stone fruit with delightful soft texture ensuring a long commanding finish.



**PINOT GRIS:** 100% Pinot Gris. Hand harvested from Escarpment's Te Muna Road vineyard and McCreanor Vineyard, this wine is inspired by the classic French approach to Pinot Gris. Fermented in aged barrels for 12 months. Beautiful straw yellow the flavors of this wine are reminiscent of ripe pears and white stone fruit with delightful soft texture ensuring a long commanding finish.



**KIWA:** 100% Pinot Noir from the Cleland Vineyard. The wine was open topped fermented in traditional wooden cuves, hand plunged every 12 hours, with a total vat time of 17 days. After pressing it was matured in 30% new French oak barriques for 12 months. A savory, complex, spicy wine.



**KUPE:** 100% Pinot Noir. Released only in optimal years, this wine comes from the Escarpments Vineyard's close planted vines on Te Muna Road, Martinborough. Fermented in new wooden French cuves, hand plunged and aged in 50% new French Oak barriques for 12 months. Very limited production and only produced in exceptional years.



**PAHI:** 100% Pinot Noir from the Barton Vineyard with deep alluvial gravels. The wine was open topped fermented in traditional wooden cuves, hand plunged every 12 hours, with a total vat time of 19 days. After pressing it was matured in 30% new French oak barriques for 12 months. A classic example of New World Pinot Noir.



**PINOT NOIR:** 100% Pinot Noir. Traditional open topped fermentation combined with intensive hand plunging and gentle pressing has all combined to ensure a most arresting wine. Aged in 100% French oak (25% new) for 11 months. Structured with elegant ripe tannins and an appealing length of flavor, the ripe berry fruits combine beautifully with hints of fennel and feral forest floor flavors.



**TE REHUA:** 100% Pinot Noir from the McCreanor Vineyard with deep alluvial gravels. The wine was open topped fermented in traditional wooden cuves, hand plunged every 12 hours, with a total vat time of 12 days. After pressing it was matured in 30% new French oak barriques for 12 months. Pure fruit-forward expression.

# Fast Facts

Vineyard surface:  
59 acres (24 hectares)

Owner:  
Larry & Sue McKenna

Winemaker:  
Larry McKenna

Established:  
2007

Location:  
Martinborough

Region:  
Martinborough

Over the Edge Owner and  
Winemaker: Larry McKenna



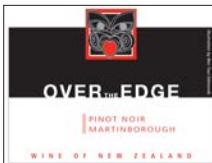
The Over the Edge brand, a delicious second label by the "King of Pinot Noir", Larry McKenna. It champions New Zealand through the use of indigenous iconography. It draws on the Kupe narrative of the Escarpment range and

encompasses full flavored, high quality wines at mid-price point. The 'edge' refers both to New Zealand's position on the edge of the world and to the Escarpment vineyards being on the edge of the sloping escarpment on the

Huangarua River. New Zealand characteristics of bold innovation are hailed by this brand that invites you to join in their venture to the edge.



**PINOT GRIS:** 100% Martinborough Pinot Gris made from grapes grown on the alluvial gravel terraces for which the district has become famous. Aged 100% in steel. The style is off dry (7gms/L residual sugar) with a soft ripe backbone and long lingering finish. Currently the wine shows the pear/white stone fruit flavors this variety is renowned for. Enjoy over the next two years. This wine will make a great aperitif or combine beautifully with light fish or pasta dishes.



**PINOT NOIR:** 100% Pinot Noir. Clones: Bernard Dijon 777, 667, and Wadensvil 10/5 clone. This Martinborough Pinot Noir is made from grapes grown on the alluvial gravel terraces for which the district has become famous. Harvest: The season was exceptionally warm allowing high quality, fully ripe fruit to be harvested early with brilliant ripe cherry/plum flavors. Aged 50% in 100% French Oak & 50% aged in steel. A full-bodied style with great backbone and a long lingering finish. An immediately accessible wine, which will improve over the next two years. Enjoy with full flavored fish dishes, lamb or vegetarian dishes.

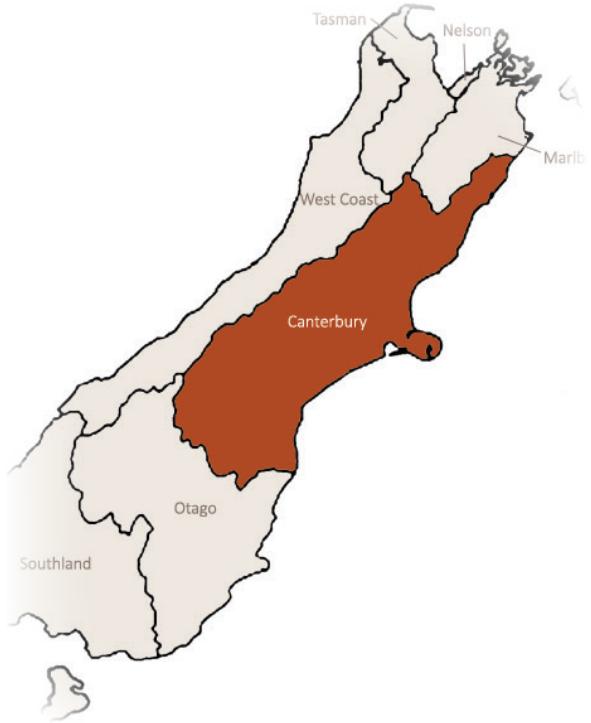
# Waipara Valley

Seat: Christchurch

Territorial Authorities: Kaikoura District, Hurunui District, Selwyn District, Waimakariri District, Christchurch City, Ashburton District, Mackenzie District, Timaru District, Waimate District, Waitaki District

Major Wine Varieties: Chardonnay, Pinot Gris, Pinot Noir, Riesling, Sauvignon Blanc

Chardonnay and Pinot Noir are the most widely planted grapes in the Canterbury region and make up 60% of the region's output.



Canterbury is made up of two major wine areas: The Plains and the Waipara Valley. Waipara, an exciting viticultural sub-region of Canterbury in the South Island of New Zealand, is located 45 minutes north of the city of Christchurch. Its latitude equates to that of the south of France in the northern hemisphere. To the east, the Waipara Valley is separated from Pegasus Bay by a range of hills, which protect it from the cooling winds of the Pacific. To the west lie the Southern Alps (Main Divide), from where the region's hot northwest winds derive. Its sheltered position, but proximity to the sea, gives it warm days, cool nights and a dry autumn, resulting in a very prolonged ripening period. This promotes intense flavor development and optimal ripeness, while retaining good natural acidity. The soil in this area includes gravelly deposits, limestone and alluvial subsoil which are ideal for growing grapes.

Canterbury is the fourth largest wine-producing region in New Zealand. It is also one of the newest, exciting, rapidly expanding wine regions with considerable international investment.

# Index of Empson Wines in Waipara Valley

## WHITE

### CHARDONNAY

Pegasus Bay  
Pegasus Bay "Virtuoso"  
Main Divide

### RIESLING

Pegasus Bay  
Pegasus Bay "Aria"  
Pegasus Bay "Bel Canto"  
Main Divide

### SAUVIGNON BLANC

Main Divide

### SAUVIGNON SEMILLON

Pegasus Bay

## RED

### PINOT NOIR

Pegasus Bay  
Pegasus Bay "Prima Donna"  
Main Divide

# Fast Facts

## Pegasus Bay

Vineyard surface:  
120 acres (48.5 hectares)

Owner:  
The Donaldson Family

Winemaker:  
Matthew Donaldson

Established:  
1985

Location:  
Amberley

Region:  
Waipara Valley

Pegasus Bay Founders: Ivan and  
Christine Donaldson



The Donaldson family have been seriously involved in wine since the early 1970s and were pioneers of local grape growing and wine making. Associate Professor and Consultant Neurologist, Ivan Donaldson was also a wine writer and wine judge. He oversees viticulture and wine styles. His wife Christine is still involved in the business though directs most of her energy into maintaining the winery's extensive grounds. She is a passionate opera lover and has been heavily involved with Opera in Canterbury for many years. She has organized a number of operatic concerts at the winery's natural amphitheater. A reserve range of wines have been dedicated to Christine's passion for opera.

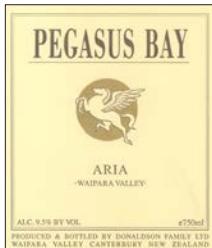
Their eldest son, Matthew, graduated with an oenology

degree and a postgraduate diploma in viticulture from the Roseworthy College in Australia. Matthew is the winemaker at Pegasus Bay and has worked many vintages in other parts of the world, with a particular focus on Burgundy.

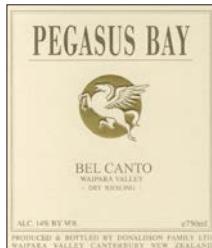
Another son, Edward Donaldson, is Marketing Manager and his wife Belinda supervises the Pegasus Bay Winery Restaurant. Paul Donaldson, the youngest son, has an MBA degree and works as General Manager for the company. Pegasus Bay is an entirely family-owned and operated enterprise.

Winemaking philosophy: the aim of Pegasus Bay is to grow grapes of the highest quality which fully express the features of the vineyard, and to handle these with the utmost respect. Natural

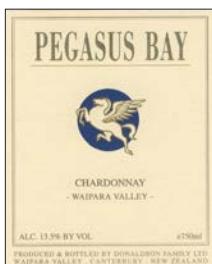
methods and as little intervention as possible at all stages from vine to bottle typify their approach. They believe in sustainable viticultural management, organic techniques, low crop levels, minimal handling of fruit during processing and gentle pressing. They allow wines to go through natural malolactic fermentation and clarify by settling. Their red wines are bottled without filtration. They aspire to capture the unique flavors of the vineyard in their wine.



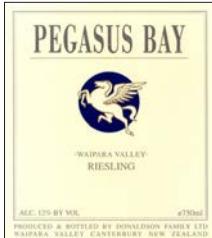
**"ARIA" RIESLING:** 100% Riesling. The wine shows ripe stone fruit characters suggestive of yellow fleshed peaches and apricots intertwined with hints of berries, loquats and fresh figs. Honeysuckle and comb honey characters come from the botrytis. Underneath there are citrus impressions of lemons, limes and mandarins, which are supported by a core of tingling acidity and minerality, drawing out the length and acting as a perfect foil to its luscious sweetness. Careful cellaring should result in a range of additional fascinating nuances. While ready to drink on release it should continue to improve over the next 5-7 years and live 15 years or more.



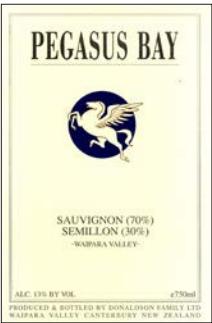
**"BEL CANTO" DRY RIESLING:** 100% Riesling. This dry Riesling is a very different style from the classic. The most golden bunches are selected, some shriveled and some botrytic. The average degree brix of the juice is 25.5. On release the aromas and flavors suggest lemons, limes, apples, and nectarines. On entry it seems deceptively light, but quickly expands to fill the mouth with impressive fruit concentration and depth.



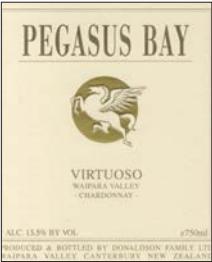
**CHARDONNAY:** 100% Chardonnay. Made from 25 year old, ultra-low cropping Mendoza clone this Chardonnay has power and intensity. Barrel fermentation with natural yeasts and some solids is followed by 12 months aging in French oak barriques of which 30% were new. The resulting wine is a multilayered, full bodied Chardonnay that also displays focus and restraint. Impressions of peaches, yellow plums, greengages and citrus fruits blend with those of lightly buttered toast, wood smoke and liquorice.



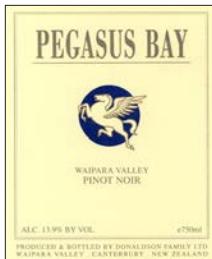
**RIESLING:** 100% Riesling. The Waipara Valley has the ideal growing conditions for this variety. Low cropping levels, warm days and cool nights enables the fruit to ripen fully while retaining excellent natural acidity. Tank fermentation at cool temperatures helps retained purity and focus to this off-dry style. The wine's bouquet and flavor suggests citrus fruit, especially limes, along with peaches, nectarines, pineapple and tropical spices.



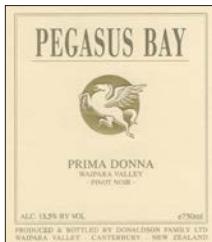
**SAUVIGNON SEMILLON:** This classical blend is made up of 70% tank fermented Sauvignon Blanc and 30% barrel fermented Semillon. Natural fermentation by indigenous yeast is followed by six months ageing on lees. The resulting wine has a mid palate richness, texture and length not usually associated with New Zealand Sauvignon Blanc. The exotic aromas and flavors of this wine suggest tropical spices, Turkish musk, and passion-fruit supported by an array of citrus fruits and wild thyme. The wine has good concentration in the mouth but is refined and elegant with a spine of tingling minerality and crisp acidity which complement its lingering, dry finish.



**"VIRTUOSO" CHARDONNAY:** 100% Chardonnay. The wine is aged in large oak barrels where it undergoes fermentation for 12 months, this is followed by six months in stainless steel. There is a core of aromas and flavors derived from the fruit, giving impressions of lemons, limes, peaches, greengages and loquats. These are interwoven with savory nuances of barbequed sweet corn, grilled bacon, wood-smoke and toast.



**PINOT NOIR:** 100% Pinot Noir made from 25+ year old vines on limestone soil. The Waipara Valley has ideal conditions for producing complex and full bodied Pinot Noir. Over 40 individual batches from more than 10 clones have been fermented separately aiming to extract only the velvety tannins. The wine was subsequently aged in French oak barriques for 18 months, 30% new. Bright crimson in color, the wine has vibrant aromas and flavors suggest black cherries, blackberries, raspberries and mulberries. A spine of ripe tannins flows through the wine and helps draw out its lingering aftertaste.



**"PRIMA DONNA" PINOT NOIR:** 100% Pinot Noir. Pinot Noir is the flagship red and PRIMA DONNA, is the top Pinot Noir. It is produced solely in the finest years, and it is a selection of the best barrels and made only if the growers feel the estate Pinot Noir will not be compromised by doing so. It is a tribute to the ultimate quality but somewhat temperamental nature of Pinot Noir. The wine has a vibrant crimson hue. The unfolding aroma is multi-layered and complex, suggesting bright red fruits, blackberries, raspberries, black cherries and purple plums.

# Main Divide

## Fast Facts

Vineyard surface:  
200 acres (81 hectares)

Owner:  
The Donaldson Family

Winemaker:  
Matthew Donaldson

Established:  
1994

Location:  
Amberley

Region:  
Canterbury

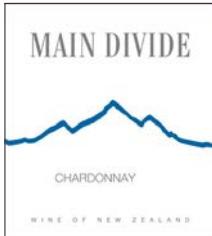
Main Divide Owners: The  
Donaldson Family



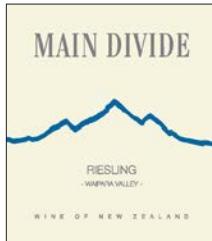
Main Divide is another label of the Donaldson family of Pegasus Bay. Main Divide, the range of mighty Alps which form the backbone of New Zealand's picturesque South Island, are a symbol of its unique freshness, purity and vigor. In keeping with this ideal, the grapes are sourced only from selected top vineyards and growers in many of the South Island's

viticultural areas. It is produced by the same winemaking team that makes the world-class wines of Pegasus Bay. Their aim is to produce harmonious, well-integrated wines, which reflect the uniqueness and diversity of the vineyards. Emphasis is on lively fruit flavors, complexity and drinkability. Natural methods and minimal intervention from vine

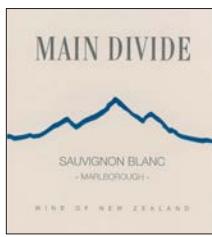
to bottle typify their approach. Main Divide's philosophy includes the use of sustainable viticultural management, organic techniques, low crop levels, minimal handling of fruit during processing and gentle pressing. Wines go through natural malolactic fermentation and clarify by settling. The value for money ratio of these wines is perhaps the best in New Zealand.



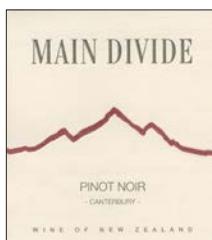
**CHARDONNAY:** 100% Chardonnay. The unclarified juice is fermented in oak barriques (20% new) and undergoes natural malolactic fermentation. It is kept in barriques on its yeast lees to help develop extra flavor and nuances and give it a creamy mid-palate. During this time, it has regular battonage or stirring of the lees, to maintain freshness. The wine has a bright, straw, lemon hue. The aromas and flavors suggest zesty citrus fruits, yellow plums and peaches.



**RIESLING:** 100% Riesling. The wine is fermented at cool temperatures to help retain its fruity characters and vibrancy. Ripe apples and a variety of citrus fruits are suggested by the bouquet and flavor, particularly lemons, limes and mandarins. While there is good fruit concentration in the mouth, the wine is lithe and lively with a seam of minerality and a well-balanced tangy, off-dry finish.



**SAUVIGNON BLANC:** 100% Sauvignon Blanc. The grapes are picked in separate batches over several weeks in April, the exact timing in each patch being determined by regular tasting of the berries, from this Wairau Valley vineyard in Marlborough. The wine is kept sur lie for a short while before bottling. The enticing bouquet and flavors suggest passion-fruit, guavas and berry fruit, supported by crushed herbs and ripe gooseberries.



**PINOT NOIR:** 100% Pinot Noir. After pressing, the wine is matured in Burgundian cooperers for 18 months and allowed to go through natural malolactic fermentation in the spring following harvest. The wine has a bright ruby hue. Its vibrant aromas and flavors suggest black cherries, blackberries and raspberries, intertwined with vanilla pod, and dark chocolate.

# Chile

Capital: Santiago

Regions: Arica y Parinacota, Tarapacá, Antofagasta, Atacama, Coquimbo, Valparaíso, Metropolitana de Santiago, Libertador General Bernardo O'Higgins, Chile Libertador General Bernardo O'Higgins Maule, Bío Bío, La Araucanía, Los Ríos, Los Lagos, Aysén del General Carlos Ibáñez del Campo, Magallanes y la Antártica Chilena



All things Chilean seem to bear an indelible mark imprinted upon them by the omnipresence of the ice-capped mountains that tower over the valleys below. In recent years, more and more vineyards creep closer and higher to the peaks, where the sun is slow to appear over the eastern peaks and makes up for its late arrival with the intensity that comes with altitude. Currents of wind climb and descend over the course of the day to create a large daily temperature swing.

Chile's climate is highly influenced by the cooling effect of the Pacific Ocean and the Humboldt Current that begins in the icy waters near Antarctica and flows up the western coast of South America. Curiously, when the effect of the Humboldt's cold current hits Chile's northern coastline, it produces clouds and fog, but little or no precipitation, which contributes to making the Atacama Desert the driest on Earth. Even better, the interaction between the effects of the sea and those of the Andes result in a growing season that revels in bright sunny days and temperatures that take a dramatic dip each night to create the broad daily temperature oscillation that wine grapes need to develop fresh fruit flavors, crisp acidity, and in the case of red wines, ripe tannins, deep color, and high levels of antioxidants and flavonols.

Chile's geographic barriers—the Atacama Desert to the north, the Andes Mountains to the east, the Patagonian ice fields to the south, and the Pacific Ocean to the west—make Chile a veritable agricultural island. Together they help maintain healthy conditions and protect vineyards against pests and disease. And with a geography as diverse as Chile's, you can be sure that the climate will have terrific variation.

The combination of beneficial natural barriers and a benevolent Mediterranean climate make sustainability and organics a logical choice in Chilean winegrowing. In fact, Chile has some of the largest organic vineyards in the world.

# Elqui Valley

Major Wine Varieties: Cabernet Sauvignon, Carménère, Syrah, Sauvignon Blanc, Chardonnay, Pinot Noir



The Elqui Valley is located between La Serena and Vicuña, 323 miles (520 km) to the north of Santiago and it is at present Chile's northernmost wine region. Chile is isolated geographically, with the long high ridge of the grandiose Andes acting as a barrier to the east, and the deep and immense Pacific Ocean to the west. The vast Atacama Desert to the north and a long chain of rocky islands reaching south to the Antarctic complete the protective ring.

The soils in the vineyards are composed partly of rubble which has eroded from the Andes mountains and deposited by glaciers and wind, and partly of alluvial sand and silt deposited by the river. While stony, gravelly soils are regarded as poor for most crops, their excellent drainage qualities make them perfect for wine growing. The climate is semi-arid, the average annual rainfall is 3.15-3.9 inches (80-100 mm), making drip irrigation indispensable during the spring and summer months. Climatic factors have a crucial influence on the quality and flavor of the wines. With the majestic Andes as a backdrop, their peaks gleaming white all through the summer, the vineyards benefit from currents of cold air which descend from the high mountains at night. They cool the vineyards, causing a dramatic contrast between day and night time temperatures during the ripening season, from 80.6-89.6°F (27-32°C) to 50-53.6°F (10-12°C). This furthers the accumulation of sugar in the grapes as well as the synthesis of polyphenols (tannins and coloring matter) along with aroma and flavor substances. There is no haze, clouds or rainfall during the growing season and the sun shines from a clear blue sky.

# Fast Facts

Vineyard surface:  
1050 acres

Owner:  
Aldo Olivier Granola

Winemaker:  
Giorgio Flessati

Established:  
1995

Location:  
El Tambo

Commune:  
Vicuña

Viña Falernia Owner: Aldo  
Olivier Granola



Viña Falernia was founded in 1998 after Aldo Olivier Granola realised the potential for producing superb wines in this semi-arid valley. Aldo settled with his family in the Elqui Valley in 1951 and has been producing wine there since 1975. The Falernia project was born after he met Giorgio

Flessati, an oenologist. This is an innovative venture given that Viña Falernia is Chile's most northerly wine estate, a considerable distance from the country's main winegrowing areas. The driving force has been a passion for the wine and the challenge of transforming a tract of desert into

a green vineyard with enormous potential for producing premium wines, availing themselves of the latest technology, the support of agronomists from Chile's universities and of world renowned oenologists.



**PEDRO XIMENEZ:** 100% Pedro Ximenez. At the end of the fermentation the wine has been racked and aged in stainless steel tanks at low temperature. No malolactic fermentation. Pale yellow color, brilliant, a very attractive nose with floral and aromatic notes, nice medium body with balance of acidity, minerality and fruity character.



**SAUVIGNON BLANC RESERVA:** 100% Sauvignon. Fermented in stainless steel tanks (95%) and in French oak barrels (5%) at 16-18° C of temperature. Aging on the fine lees for six months with battonage and then blended. Ripe gooseberry, citrus and apple fruit flavors and crisp acidity.



**CARMENERE RESERVA:** 100% Carmenere. Fermentation takes place in stainless steel with pistons to extract soft tannins, color and aromas of over ripe fruits. Aged in American oak, for six to eight months, similar to Amarone aging. Deep red color, intense nose, fruitful palate and a very long finish.



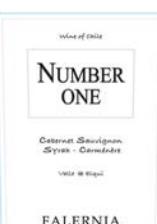
**CARMENERE-SYRAH RESERVA:** 60% Carmenere & 40% Syrah. 50% of the wine is aged in French oak barrels per six months. Good fruit concentration and on the nose black pepper, red fruit, dark chocolate. Soft tannins on the palate.



**PINOT NOIR RESERVA:** 100% Pinot Noir. The grapes are fermented in stainless steel and undergo full malolactic. Aged in French oak for ten months. An old world Pinot Noir from New World fruit. Elegant nose with black cherry notes and well integrated oak character. Medium body, elegant tannins.



**MALBEC RESERVA:** 100% Malbec. Fermentation in stainless steel followed by aging in French and American oak barrels. Dark ruby color, with aromas of red berries with a hint of spice, juicy on the palate, full bodied with round tannins, well integrated oak character



**NUMBER ONE:** 50% Cabernet Sauvignon, 25% Syrah, & 25% Carmenere. Fermentation takes place in stainless steel with pistons to extract soft tannins. Aged entirely in oak, the Cabernet and Syrah are aged in French oak and the Carmenere is aged in American oak. Aging lasts for 12 months. Deep ruby red color, clear aromas of red berries and hints of vanilla plus white chocolate and pepper. Full bodied structure on palate.



**SYRAH RESERVA:** 100% Syrah from three different vineyards with dominance from the Titon area (cool climate), with a very low production per vine. Cold maceration, full malolactic fermentation and aging in barrels (60% of the wine for six to eight months). Very bright red color; elegant nose with black pepper notes. Medium to full bodied with very soft tannins and good balance.

# Special Formats: Small Formats

Subject to availability. Please contact [orders@empsonusa.com](mailto:orders@empsonusa.com) for more information.

## PERSONAL SIZES:

Canella Bellini	250 ml
Canella Bellini	187 ml
Canella Mimosa	187 ml
Canella Prosecco Superiore di Conegliano Valdobbiadene DOCG	187 ml

## SPLIT SIZES:

Boscarelli Vino Noblie di Montepulciano DOCG	375 ml
Bucci Verdicchio Classico Superiore Dei Castelli Di Jesi DOC	375 ml
Costanti Brunello di Montalcino DOCG	375 ml
Einaudi Barolo "Terlo" DOCG	375 ml
Ferghettina Franciacorta Brut DOCG (Non-Vintage)	375 ml
Jermann Chardonnay IGT	375 ml
Jermann Dreams IGT	375 ml
Jermann Pinot Grigio IGT	375 ml
Jermann Red Angel on Moonlight IGT	375 ml
Marcarini Barolo "Brunate" DOCG	375 ml
Pieropan Soave Classico DOC	375 ml
Santadi Carignano del Sulcis Superiore "Terre Brune" DOC	375 ml
Santadi Carignano del Sulcis Riserva "Rocca Rubia" DOC	375 ml
Santadi Vermentino di Sardegna "Cala Silente" DOC	375 ml
Speri Amarone dell'Valpolicella Classico "Sant'Urbano" DOCG	375 ml
Tenute del Barone Duca di Montemaggiore IGT	375 ml
Terrabianca Campaccio Toscana IGT	375 ml
Terrabianca Campaccio Riserva Toscana IGT	375 ml
Terrabianca "Ceppate" Toscana	375 ml
Terrabianca Chianti Classico "Scassino" DOCG	375 ml
Terrabianca Chianti Classico Riserva "Croce" DOCG	375 ml
Terrabianca "Piano del Cipresso" Toscana	375 ml

# Special Formats: Large Formats

Subject to availability. Please contact [orders@empsonusa.com](mailto:orders@empsonusa.com) for more information.

Bellafonte Montefalco Sagrantino DOCG	1.5 L
Bongiovanni Barolo "Pernanno" DOCG	1.5 L
Boscarelli Vino Noblie di Montepulciano DOCG	1.5 L
Bucci Verdicchio Classico Riserva "Villa Bucci" DOC	1.5 L
Ca' Rome' Barolo "Rapet" Gold Label DOCG	1.5 L
Ca' Rome' Barbaresco "Maria di Brun" DOCG	1.5 L
Ca' Rome' Barbaresco "Chiaramanti" DOCG	1.5 L
Ca' Rome' Barbaresco "Sori Rio Sordo" DOCG	1.5 L
Ca' Rome' Barolo "Cerretta" DOCG	1.5 L
Canella Prosecco Superiore di Conegliano Valdobbiadene DOCG	1.5 L
Canella Prosecco Superiore di Conegliano Valdobbiadene DOCG	3 L
Carlo Hauner Hierà Sicilia Terre di Sicilia IGT	1.5 L
Carlo Hauner Rosso Antonello Salina IGT	1.5 L
Cignale "Cignale" Colli Della Toscana Centrale IGT	1.5 L
Cignale "Cignale" Colli Della Toscana Centrale	3 L
Conterno Fantino Barolo "Sori Ginestra" DOCG	1.5 L
Conterno Fantino Barolo "Sori Ginestra" DOCG	3 L
Conterno Fantino Barolo "Vigna del Gris" DOCG	1.5 L
Conterno Fantino Barolo "Vigna del Gris" DOCG	3 L
Conterno Fantino Rosso dell Langhe "Monpra" DOC	1.5 L
Costanti Brunello di Montalcino DOCG	1.5 L
Costanti Brunello di Montalcino DOCG	3 L
Costanti Brunello di Montalcino Riserva DOCG	1.5 L
Costanti Brunello di Montalcino Riserva DOCG	3L
Costaripa "Rosamara" Valtènesi Chiaretto DOC	1.5 L
Costaripa "Rosamara" Valtènesi Chiaretto DOC	3L
Einaudi Barolo "Cannubi" DOCG	1.5 L
Einaudi Barolo "Cannubi" DOCG	3 L
Einaudi Terlo Vigna "Costa Grimaldi" DOCG	1.5 L
Einaudi Terlo Vigna "Costa Grimaldi" DOCG	3 L
Einaudi Rosso Delle Langhe "Luigi Einaudi" DOC	1.5 L

Einaudi Rosso Delle Langhe "Luigi Einaudi" DOC	3 L
Enrico Gatti Franciacorta Brut DOCG (Non-Vintage)	1.5 L
Enrico Gatti Franciacorta Satén Brut DOCG	3L
Farnese Edizione 13 Cinque Autoctoni	1.5 L
Farnese Edizione 13 Cinque Autoctoni	3 L
Fantini Montepulciano d'Abruzzo DOC	1.5 L
Fantini Trebbiano d'Abruzzo DOC	1.5 L
Ferghettina Franciacorta Brut DOCG	1.5 L
Ferghettina Franciacorta Brut DOCG (Non-Vintage)	3 L
Ferghettina Franciacorta Satén DOCG	1.5 L
Ferghettina Franciacorta Milledi Brut DOCG	1.5 L
Ferghettina Franciacorta Rose Brut DOCG	1.5 L
Franz Haas Pinot Nero DOC	1.5 L
Franz Haas Manna Vigneti delle Dolomiti IGT	1.5 L
Fuligni Brunello di Montalcino Riserva DOCG	1.5 L
Fuligni Brunello di Montalcino DOCG	1.5 L
Il Feuduccio Montepulciano d'Abruzzo "Fonte Venna" DOC	1.5 L
Il Molino di Grace Chianti Classico DOCG	1.5 L
Il Molino di Grace Chianti Classico DOCG	3 L
Il Molino di Grace Gratius IGT	1.5 L
Jankara Vermentino di Gallura Superiore DOCG	1.5 L
Jankara Vermentino di Gallura Superiore DOCG	3 L
Jermann Pinot Grigio Delle Venezia IGT	1.5 L
Jermann Dreams Delle Venezia IGT	1.5 L
Jermann Dreams Delle Venezia IGT	3 L
Lagaria Chardonnay Vigneti Delle Dolomiti IGT	1.5 L
Lagaria Pinot Grigio Delle Venezie IGT	1.5 L
Lagaria Merlot Sicilia IGT	1.5 L
Marcarini Barolo "Brunate" DOCG	1.5 L
Marcarini Barolo "Brunate" DOCG	3 L
Marcarini Barolo "Brunate" DOCG	5 L
Marchesi Pancrazi Pinot Noir "Villa di Bagnolo" IGT	1.5 L
Monte Antico Toscana IGT	3 L
Monte Antico Toscana IGT	1.5 L
Pieropan Soave Classico "La Rocca" DOC	1.5 L

Pieropan Soave Classico "Calvarino" DOC	1.5 L
Santadi Carignano del Sulcis Riserva "Rocca Rubia" DOC	3 L
Santadi Carignano del Sulcis Riserva "Rocca Rubia" DOC	1.5 L
Santadi Carignano del Sulcis Sup "Terre Brune" DOC	3 L
Santadi Carignano del Sulcis Sup "Terre Brune" DOC	1.5 L
Shardana Valli di Porto Pino "Shardana" IGT	3 L
Speri Amarone Della Valpolicella Classico "Sant'Urbano" DOCG	1.5 L
Speri Amarone Della Valpolicella Classico "Sant'Urbano" DOCG	3 L
Speri Amarone Della Valpolicella Classico "Sant'Urbano" DOCG	5 L
Supremus Toscana IGT	1.5 L
Supremus Toscana IGT	3 L
Tenute del Barone Toscana IGT	1.5 L
Terrabianca Campaccio Toscana IGT	1.5 L
Terrabianca Campaccio Toscana IGT	12 L
Terrabianca Campaccio Art Collection	3 L
Terrabianca Campaccio Art Collection	18 L
Terrabianca Campaccio Riserva Toscana IGT	1.5 L
Terrabianca Campaccio Riserva Toscana IGT	5 L
Terrabianca Ceppate Toscana IGT	1.5 L
Terrabianca Ceppate Toscana IGT	5 L
Terrabianca Chianti Classico "Scassino" DOCG	1.5 L
Terrabianca "Piano del Cipresso" Toscana IGT	1.5 L
Terrabianca Il Tesoro Toscana IGT	1.5 L
Terrabianca Il Tesoro Toscana IGT	5 L
Toscolto Chianti DOCG	1.5 L
Toscolto Chianti DOCG	3 L
Villa Matilde Aglianico Rocca die Leoni IGT	1.5 L
Villa Matilde Falerno Del Massico Rosso DOP	1.5 L
Pegasus Bay "Aria" Riesling	1.5 L
Pegasus Bay "Bel Canto" Riesling	1.5 L
Pegasus Bay Chardonnay	1.5 L
Pegasus Bay Riesling	1.5 L
Pegasus Bay Pinot Noir	1.5 L
Pegasus Bay Pinot Noir	3 L
Pegasus Bay Prima Donna	1.5 L



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