

# VENETO



*This region, once one of the poorest and from which many people had to migrate in order to find work, is now one of the wealthiest. When one visits Veneto nowadays it is incredible to think that in the past scurvy was rampant in some areas as “polenta” was the staple diet.*

*As in most Italian regions viticulture and winemaking are an ancient tradition: the Romans improved the techniques of the Etruscans and of the Raeti (another ancient population that inhabited Veneto) and the wines of the Colli Euganei and of the area of Vicenza were famous. In the following centuries viticulture was abandoned due to the barbaric invasions and it flourished again starting from the XI Century and under the “Serenissima Repubblica di Venezia” (the Most Serene Republic of Venice). In 1709 an extremely cold winter destroyed the major part of the vineyards and at the end of 1800s Phylloxera, Oidium and Peronospora annihilated many indigenous grape varieties. Consequently grape varieties were introduced from France and from other regions of Italy and were grown together with the autochthonous varieties that survived. In Veneto viticulture and winemaking are extremely important, but it is also the first region in Italy for wine consumption.*

*This region rightly attracts the largest amount of tourists in Italy each year due to its impressive historical and artistic sites and its places of interest. There is much more to see apart from Venice and Verona (although even after numerous visits to these fantastic cities there is always something new to discover) and each town is a jewel. And when you are tired of sightseeing you can relax in one of the spas in the Colli Euganei or on the lake of Garda where there are many hot springs.*

*The cuisine is extremely varied and, as Veneto was dominated by the “Serenissima” for over three centuries till 1797, the influence of this powerful Republic is still felt for example in the use of spices, reminiscent of the trade with the East. Otherwise you can try a vast array of sea and fresh water fish dishes, seafood, meat dishes (horse and even donkey meat is traditional in Verona), pork products, incredible risotto (try a risotto made with “Vialone nano” a typical rice variety), home made stuffed pasta and so on. Many vegetables are typical of Veneto such as the delicious “radicchio Trevigiano” cut in half and grilled.*

*The producers of our selection mainly make wine with autochthonous varieties grown in the best areas of Soave, Valpolicella, Valdobbiadene and Custoza. They are all family run wineries with a long tradition and make it possible for you to taste “the real thing” in the glass!* ♦





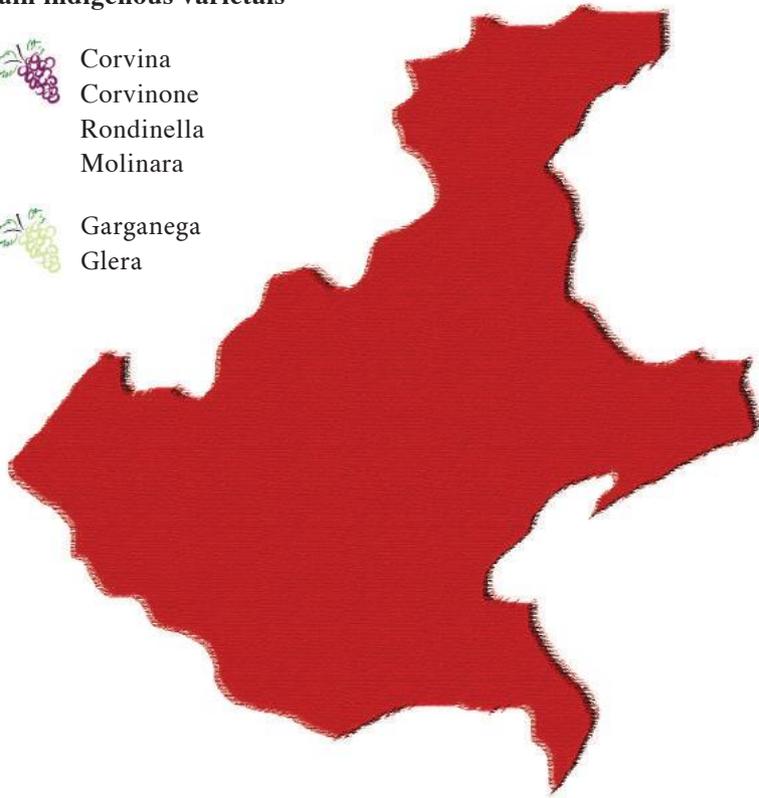
**Main indigenous varieties**



Corvina  
Corvinone  
Rondinella  
Molinara



Garganega  
Glera





The Gini family is one of the oldest of the area going back as far as the 1500s. Documents of the 1600s and 1700s were found stating purchases of land and of vineyards (the cru Contrada Salvarenza is mentioned) confirming that this has always been a family of vigneroni. Claudio and Sandro now manage the estate after their father Olinto left us a few years ago, and Matteo, Sandro's son, is working full time at the estate, mainly in the cellar.

All of the 25 hectares of vineyards planted with Garganega grapes of the estate stand within the Soave Classico appellation. The historical vineyards of La Frosca and of Contrada Salvarenza have always belonged to the family. Other vineyards, with an excellent position and with old vines, were purchased in the 1980s: these are the vineyards of Foscarino, Montegrande, Casanova (all three with volcanic topsoil) and of Volpare.

La Frosca is the name of the hill where the crus of La Frosca (on the top of the hill) and of Contrada Salvarenza (in the central-middle part of the hill) are located. The topsoil is volcanic while the deeper part of the soil is calcareous. The oldest vines are in Contrada Salvarenza (from 60 to 100 years old), one third of the vines are prephylloxera and consequently ungrafted. The hills of Monteforte boast the highest vineyard density in Europe, in fact it reaches 95-96%. The cru of Col Foscarin, 4 hectares of Soave Classico from which the grapes for the homonymous Recioto are selected, is at the back of the La Frosca hill.

Only natural practices are followed in the vineyards and in the cellar.

The Soave Classico, far from being a "base" wine, is the result of a careful selection of 5 or 6 crus of Garganega all in exceptional positions. The vines are all 60 or more years old (bear in mind that Claudio and Sandro never planted a vineyard of Garganega in their life!). The soil of these crus varies from volcanic to calcareous so that this wine has an exceptional complexity.

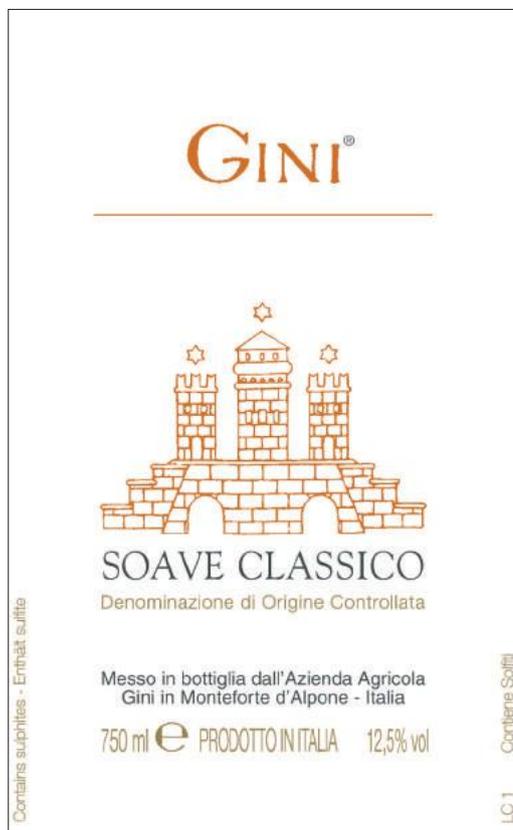
The Soave Classico Contrada Salvarenza is made exclusively from grapes grown in the vineyard of the same name. The clones were selected by Claudio and Sandro's great grandparents from their best vines in order to make high quality wine. This wine is still wonderful after many years: at the dinner that the Gini family has every year during Vinitaly, 1990 and 1999 bottles were opened and they were fantastic!

The single vineyard La Frosca Soave Classico is another masterpiece. The same grapes are responsible for Gini's splendid Grand Cuvée Brut Millésimé (48 months on the yeasts!).

The vineyards of the estate do not only stand within the Soave Classico, but other 33 hectares (now all certified organic) were planted in a wonderful area on the hill of Mirabello, on the border of the Soave area, surrounding the village of Campiano, at 600 meters above sea level and which includes the appellations of Monti Lessini DOC and of Valpolicella DOC. This is an incredible and uncontaminated zone and it originally was a tropical sea: the calcareous, smooth and stratified rock which is seen in the vineyards and at the side of the dirt roads is in reality the primordial barrier reef!

Campo alle More (100% Pinot Noir), Maciete Fumè (100% Sauvignon Blanc) and a Monti Lessini DOC white are produced here and soon the Gini family will delight and surprise us with a Valpolicella and an Amarone wine vinified in the impressive new cellar they are building!





**Soave Classico DOC  
Salvarenza**  
 Zone: *Monteforte d'Alpone*  
 Cru: *Salvarenza*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *5 hectares*  
 Average Prod.: *12,000 bottles*

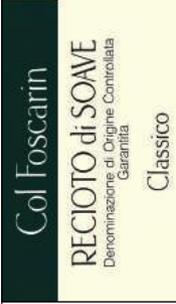
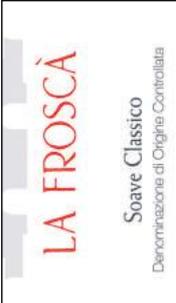
**Soave Classico DOC  
La Frosca**  
 Zone: *Monteforte d'Alpone*  
 Cru: *La Frosca*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *6 hectares*  
 Average Prod.: *20,000 bottles*

**Soave Classico DOC**  
 Zone: *Monteforte d'Alpone*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *12 hectares*  
 Average Prod.: *110,000 bottles*

**Recioto di Soave Classico DOPG  
Col Foscarin**  
 Zone: *Monteforte d'Alpone*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *2 hectares*  
 Average Prod.: *5,000 half-bottles*



*Type of Viticulture: Certified Organic*

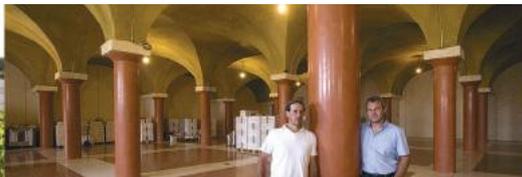




Azienda Agricola

Not represented by Marc de Grazia Selections in the USA

Veneto



When Gaetano Tamellini contacted me through a common friend, bringing me a superlative bottle of Recioto he had bottled for family use, I was interested to hear that he wanted to start bottling, instead of selling grapes to the Co-op. He came to see me for advice. So we talk, reciprocally visit, build a relationship, and we begin. Having furnished the cellar from scratch with state of the art equipment just in time for the 1998 harvest, I send in Paolo Caciorgna, the best white wine maker I know, to follow each step of the vinification. In the meantime Gaetano and his brother Pio Francesco work beyond any call of duty in order that the difficult harvest may yield the loveliest of wines. The members of the Tamellini family have been vigneroni for three generations. Gaetano, an agricultural technician, and Pio Francesco, a chemical engineer, make wonderful Soave DOC and Soave Classico DOC from 26 hectares of Garganega. Gaetano manages the work in the vineyards and Pio Francesco is in charge of the cellar. The Garganega grape finds its natural habitat on the hills of Costeggiola and of S. Vittore (in the province of Verona) due to the calcareous and volcanic soil, the excellent exposure and the mild climate. The major part of the vines is over 40 years old, while the vines standing on a surface of about 9 hectares are now 10 year old. The practices in the vineyards are strictly environment friendly: integrated insect and disease control is followed. Copper and sulphur base products are utilised in prevalence. No fertilizers are used. Natural cover crops (grass cover) are left on the aisles between the rows of vines. The soil is not tilled and the turf is left in place. The use of insecticides is substituted by the “sexual confusion” practice. The harvest is manual and the workers carefully select the clusters. The bins, used to carry the grapes from the vineyards to the cellar, are meticulously washed with a jet cleaner. The cellar, initially in the basement of Pio Francesco’s home, was enlarged in 2003. The equipment is modern, steel vats with temperature control (all the wines are vinified and matured in steel), the clusters are pressed whole in a pneumatic press which is saturated with nitrogen in order to prevent oxidation. The SO<sub>2</sub> used in the wines is below the limit set for organic wines. The philosophy of the Tamellini brothers is to make extremely natural wines, with minimum interventions in the vineyards and in the cellar. Every year small adjustments are made in order to reach this aim. Gaetano and Pio firmly believe in Garganega as proved by the 26 hectares planted with this grape variety. For this reason they have made a delicious Spumante with the traditional method to show how versatile this grape can be and how well the wine can age. ♦



### Soave DOC

Zone: *Soave*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *20 hectares*  
 Average Prod.: *200,000 bottles*

### Soave Classico DOC Le Bine de Costiola

Zone: *Soave*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *3 hectares*  
 Average Prod.: *20,000 bottles*



### Millesimato Extra Brut

Zone: *Soave*  
 Varietals: *100% Garganega*  
 Vineyard Ext.: *2.5 hectares*  
 Average Prod.: *20,000 bottles*





This estate is located on the hills of Negrar, one of the five municipalities of the historical area for the production of Valpolicella and Amarone wines within the province of Verona.

The Mazzi family has a long tradition in viticulture and wine making (wine was produced here since the early 1900s) and in 1960 Roberto Mazzi, a trained agronomist, started bottling the wines of the vineyards standing on the hills of Calcarole, Castel, Poiega and Villa. The estate was initially called “Sanperetto” after the district where the farmstead was built in the 1800s.

The two sons of Roberto, Antonio and Stefano, are now at the helm and continue the tradition of making excellent Valpolicella Classico, Amarone and Recioto della Valpolicella.

The vineyard extension is 7 hectares, all within the Negrar valley and within the Valpolicella Classico zone, and it is divided into five vineyards, which are among the best crus of the appellation. The exposure is south-west, and the grape varieties are the traditional ones: 70% of the vines are Corvina and Corvinone, 20% are Rondinella and 10% are Molinara. The vine training system is guyot and the age of the vines varies from 10 to 35 years. Natural viticulture has always been pursued and grass is left on the aisles between the rows of vines.

The Poiega vineyard stands at 220 meters above sea level, the loamy-clayey soil is of alluvial origin and it is rich in limestone. The Corvina, Rondinella and Molinara grapes, that go into the blend of the homonymous Valpolicella Superiore, dry for 40 days before being crushed.

The Calcarole vineyard stands at 240 meters above sea level on the highest part of the Poiega hill. In the best vintages Recioto is made from these grapes that are dried till the end of February.

The Mazzi family consider the grapes of the Villa vineyard more suitable for the production of Amarone, called Punta di Villa due to the shape of the vineyard. The age of the vines varies from 5 to 20 to 30 years and the altitude is 250 meters above sea level. The grapes are dried till the first-second week of January.

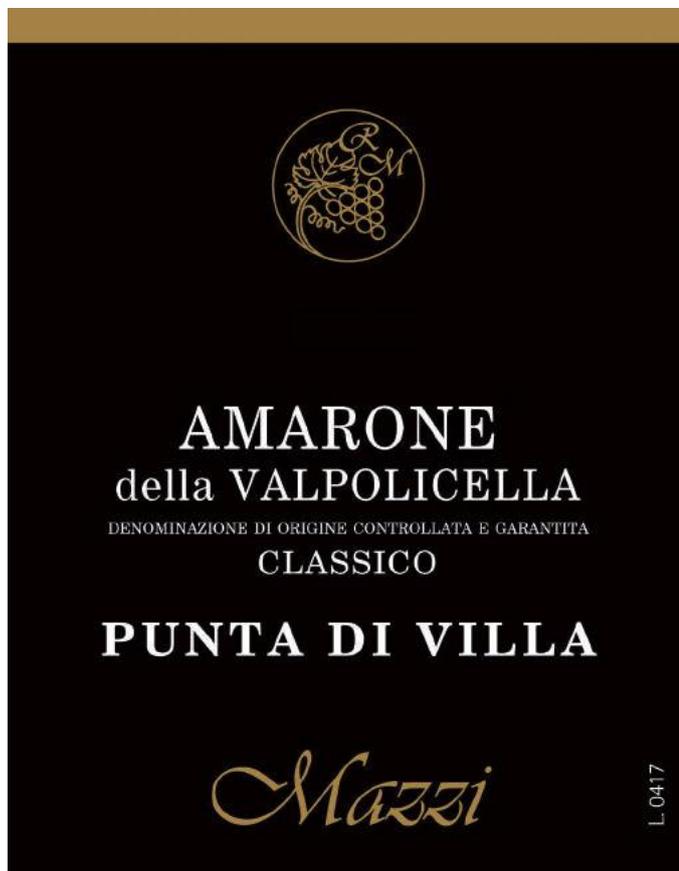
The Castel vineyard has been recently purchased and it stands above the Villa vineyard at 350 meters above sea level. Stefano and Antonio decided to bottle a second Amarone, made from the Corvina, Corvinone and Rondinella grapes, with different characteristics in comparison to the Punta di Villa Amarone as, due to the different position, the grapes have a higher sugar content and particular balsamic notes. The clusters are dried till the first-second week of January.

The Valpolicella Sanperetto is made from a small vineyard next to the farmstead, together with the grapes from the other vineyards that are not dried.

The wines of the Mazzi family reflect the best characteristics of this wonderful terroir, finesse and fruit are enhanced rather than structure, they are extremely pleasant and drinkable even after many years.

Since the end of the 1980s, Roberto together with his wife Fiorella, has been dedicating himself to cooking, a great passion of his. If you are in the Valpolicella stop at the family’s “eno-agriturismo” and experience a wonderful dinner, with a delightful family and with lovely wines!





### Amarone della Valpolicella Classico DOCG Punta di Villa

Zone: *Negrar*  
 Cru: *Villa*  
 Varietals: *70% Corvina and Corvinone,  
 20% Rondinella, 10% Molinara*  
 Vineyard Ext.: *3 hectares*  
 Average Prod.: *9,000 bottles*

### Recioto della Valpolicella Classico DOCG Le Calcarole

Zone: *Negrar*  
 Cru: *Calcarole*  
 Varietals: *70% Corvina and Corvinone,  
 20% Rondinella, 10% Croatina*  
 Vineyard Ext.: *1 hectare*  
 Average Prod.: *5,000 half-bottles*



*Type of Viticulture: Integrated / Sustainable*

### Valpolicella Classico Superiore DOC Sanperetto

Zone: *Negrar*  
 Crus: *Poiega, Villa, Sanperetto, Castel*  
 Varietals: *70% Corvina and Corvinone,  
 20% Rondinella, 10% Molinara*  
 Vineyard Ext.: *7.5 hectares*  
 Average Prod.: *15,000 bottles*

VALPOLICELLA  
 DENOMINAZIONE DI ORIGINE CONTROLLATA  
 CLASSICO SUPERIORE  
 SANPERETTO

### Valpolicella Classico Superiore DOC Poiega

Zone: *Negrar*  
 Cru: *Poiega*  
 Varietals: *70% Corvina and Corvinone,  
 25% Rondinella, 5% Molinara*  
 Vineyard Ext.: *4 hectares*  
 Average Prod.: *8,000 bottles*

VALPOLICELLA  
 DENOMINAZIONE DI ORIGINE CONTROLLATA  
 CLASSICO SUPERIORE  
 POIEGA

RECIOTO  
 della VALPOLICELLA  
 DENOMINAZIONE DI ORIGINE CONTROLLATA  
 CLASSICO  
 LE CALCAROLE



The estate was established in 1930, but the grapes started being vinified in 2011. Ettore Righetti, the owner and manager, was the Director and President of Cantina di Negrar, a cooperative. Ettore is supported by his grandson Gabriele, who will shortly finish his studies in oenology.

The 5 hectares of vineyards stand on the hills of Negrar, within the Valpolicella Classico zone, at an altitude between 250 and 400 meters above sea level. The vineyards are divided into two plots, on the western slope and on the eastern slope of the valley of Negrar, one with a south-west exposure and one with a south-east exposure. The soil is quite varied: alluvial, basaltic tuff of volcanic origin and clayey. All the soils are skeletal, a characteristic that makes the wines very flavourful, fresh and elegant. The vineyards are planted with the traditional and indigenous varieties of Valpolicella: Corvina, Corvinone, Rondinella, Croatina, Molinara, Pelara, Oseleta. The vines are between 15 and 40 years old.

The total average production is 40,000 bottles and the complete range of Valpolicella wines is produced: Amarone della Valpolicella Classico DOCG, Recioto della Valpolicella Classico DOCG, Valpolicella Classico DOC, Valpolicella Ripasso Classico Superiore. A Rosso Veronese IGT - a blend of 60% Corvina, 30% Croatina, 10% Rondinella – completes the range.

The harvest is carried out by hand, the grapes are placed in boxes of a capacity of 6.5 kilograms. At first the grapes for Valpolicella Ripasso, Amarone and Recioto are picked, then the grapes for Valpolicella and the Rosso Veronese are picked.

The vineyard management is strictly environment friendly and the estate is in the conversion phase to be certified organic.

The aim of this estate is to produce “classical” wines that can express the character of these indigenous varieties and of this very special zone. Therefore, the practices in the cellar are not invasive and with a very careful use of wood. Ettore and Gabriele prefer wines that are fresh, with a right amount of acidity which makes them pleasant to drink and able to age for a long time. They like clean, well balanced and elegant wines.



## Recioto della Valpolicella Classico DOCG

Zone: *Negrar*

Varietals: 40% *Corvinone*, 35% *Corvina*,  
15% *Rondinella*, 10% *Croatina*

Vineyard Ext.: 0.7 hectares  
Average Prod.: 4,000 bottles



## Amarone della Valpolicella Classico DOCG

Zone:

*Negrar*

Varietals:

50% *Corvina*, 25% *Corvinone*,  
10% *Croatina*, 10% *Rondinella*,  
5% *Oseleta*

Vineyard Ext.:

1.3 hectares

Average Prod.:

4,500 bottles

*Type of Viticulture: in the conversion phase  
to Certified Organic*



## Valpolicella Classico DOC

Zone: *Negrar*

Varietals: 35% *Corvina*, 30% *Corvinone*,  
25% *Rondinella*, 5% *Dindarella*, 5% *Molinara*

Vineyard Ext.: 0.6 hectares  
Average Prod.: 6,500 bottles

## Valpolicella Ripasso Classico Superiore DOC

Zone: *Negrar*

Varietals: 45% *Corvina*, 30% *Corvinone*,  
15% *Rondinella*, 10% *Croatina*

Vineyard Ext.: 1.8 hectares  
Average Prod.: 15,000 bottles

RECIO  
TO  
DELLA  
VALPOLICELLA  
CLASSICO

ETTORE  
VALPOLICELLA  
CLASSICO

ETTORE  
VALPOLICELLA  
RIPASSO  
CLASSICO SUPERIORE

## Veneto and Lombardia



Luciano Piona is an old friend and a sailor like me. He took me to the Ristorante “Al Ponte” in Sommacampagna (that since then has become a “must” during the Vinitaly Fair) for the first time and there I tasted the excellent wines that he produces together with his brother Franco. I am now very happy to include the three estates of the Piona family in our selection.



**Azienda Agricola** (Custoza, a district of Sommacampagna, province of Verona)

The estate was established at the beginning of the 1900s, when the first vineyards were purchased. The cellar was built later and part of it was used as a distillery of grape marc till 1967. In 1962 Cavalchina was the first winery to call the white wine of this area (a blend of Fernanda, Trebbiano and Garganega grapes) “Custoza” and to sell it in Rome and in Milan, the most important markets of the time. Only the grape varieties that are most suited for the area are grown, yields are kept low and only the best clusters go into the wine that is bottled. Modern technology is used in the cellar, but tradition is also respected. The wines produced are: Bianco di Custoza DOC, Bianco di Custoza Superiore DOC, Bardolino DOC, Bardolino Chiaretto DOC, Bardolino Superiore DOCG.

Vineyard extension: 40 hectares - Total average production/year: 373,500 bottles. ◇



### **Bardolino DOC**

Zone: *Custoza, Sommacampagna (Verona)*  
Varietals: *60% Corvina, 30% Rondinella, 10% Molinara*  
Vineyard Extension: *7 hectares*  
Average Prod.: *65,000 bottles*



*Type of Viticulture: Integrated / Sustainable*



## PRENDINA Azienda Agricola (Monzambano, province of Mantova)

This estate was purchased by the Piona family in 1958 and vineyards were planted. The origins of La Prendina go back to the times of the Gonzaga, Lords of Mantova (XIV century). In the beginning the wines were released with the label of La Cavalchina and the first wine with the label of La Prendina was a Merlot bottled in 1980 for the famous chef Gualtiero Marchesi. As of 1990 the wines of this estate have their own brand. Environment friendly practices are followed in the vineyards in order to favour the concentration in the wines, without altering but enhancing the main characteristics of the different grape varieties. The wines produced are: Merlot Garda DOC, Alto Mincio Pinot Grigio IGT.

Vineyard extension: 50.33 hectares - Total average production/year: 360,000 bottles. ◇



*Type of Viticulture: Integrated / Sustainable*



### Provincia di Mantova Pinot Grigio IGT

Zone: *Monzambano (Mantova)*

Cru: *Casina, Prendina*

Varietal: *100% Pinot Grigio*

Vineyard Extension: *25 hectares*

Average Prod.: *240,000 bottles*



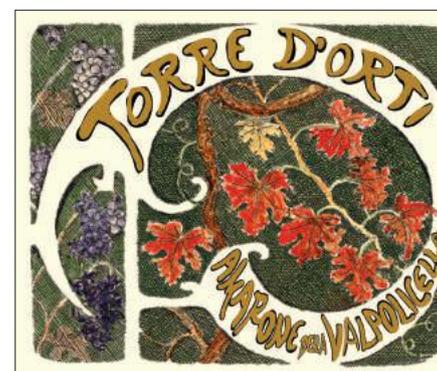
## Azienda Agricola (Marcellise, in the Valpolicella zone, province of Verona)

The estate, in the Valpolicella area, is named after the ancient watchtower of the Castle of Montorio. Terracing where the farmers used to grow olives, grain and vines can still be seen. The Piona family recently purchased this land and planted vineyards with the indigenous varietals of Valpolicella. The soil here is the typical red soil of the area mixed with white chalk. This type of soil combined with the altitude gives great elegance to the wines and makes them suitable for a long ageing. As in the other two estates, natural practices are followed in the vineyards, the grape yield is kept low and only the best clusters are vinified. Modern technology is used in the cellar bearing tradition in mind. The wines produced are: Amarone della Valpolicella DOCG, Valpolicella Superiore DOC, Valpolicella Superiore Ripasso DOC, Rosso Provincia di Verona IGT.

Vineyard extension: 10.61 hectares - Total average production/year: 71,500 bottles. ◇



*Type of Viticulture: in the conversion phase to Certified Organic*



### Amarone della Valpolicella DOCG

Zone: *Marcellise (Verona)*

Varietals: *75% Corvina and Corvinone,*

*15% Rondinella, 10% Oseleta*

Vineyard Extension: *4.67 hectares*

Average Prod.: *15,000 bottles*



It was not easy to find a Prosecco that could satisfy our requirements, but finally we came in contact with Cantine Umberto Bortolotti and the wines are a great addition to our portfolio. The average production, although approximately 900.000 bottles a year, is by no means large in comparison to other wineries in the Valdobbiadene area.

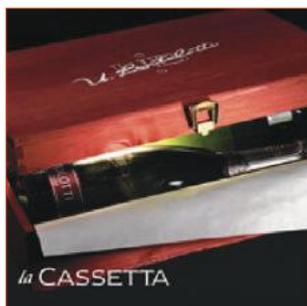
The Cantine was established in 1947 by Umberto Bortolotti who had a real passion for Prosecco; together with a group of friends he founded the “Consorzio di Tutela del Prosecco” (Consortium for the safeguarding of Prosecco), the Prosecco brotherhood and he also set up the National Fair of sparkling wines in 1963.

The cellars have been at their present location since 1954 and have recently been completely renovated. The business is now run with much enthusiasm by Umberto’s son Bruno together with his nephew Daniele and this winery is a perfect blend of extremely modern technology and respect for tradition. A small group of grape growers within the Valdobbiadene appellation has been carefully selected over the years, together with oenologist Enrico Baratto and Marika Zanatta today, ensuring that only grapes of the highest quality are vinified. All of the wines are made by the Charmat production method.

There are two main lines of wines; the Linea UB where the Valdobbiadene Prosecco DOCG is predominant along with a few other grape varieties and the Linea Codice Bortolotti that includes 3 millésimé sparkling wines.

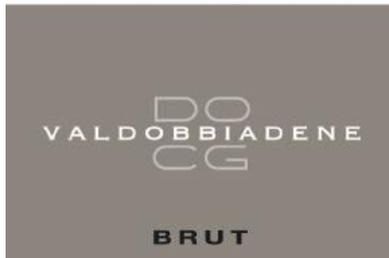
Four DOCG single vineyard wines have been released: Valdobbiadene Prosecco Superiore Rive di Rolle “Piai Alto”, Valdobbiadene Prosecco Superiore Rive di S. Stefano “Montagnole”, Valdobbiadene Prosecco Superiore Rive di Col S. Martino “Vigneto Castel de Donà” and Valdobbiadene Prosecco Superiore Vigneto Àltena. “Rive” means “steep hill” in local dialect. This indication on the label is only allowed for sparkling wines that represent the essence of the terroir they derive from. The wines are produced from vineyards located in a single village where the maximum allowed grape yield is reduced to 13 tons per hectare. The harvest from these old vines has to be manual and the vintage *must* be shown on the label.

All wines will satisfy even the most discerning customers and are ideal not only as an aperitif or with desserts, but also for unusual and interesting food matches. Apart from the delicious Prosecco, the sparkling Nosiola and Lagrein are definitely worth a try. ◇



**Valdobbiadene Prosecco Sup.  
Extra Dry DOCG 47**

Zone: *Valdobbiadene*  
Varietals: *90% Glera*  
*(previously called Prosecco),*  
*10% Pinot Bianco*  
Average Prod.: *39,500 bottles*



**Valdobbiadene Prosecco Sup. Brut DOCG**

Zone: *Valdobbiadene*  
Varietal: *100% Glera (previously called Prosecco)*  
Average Prod.: *128,000 bottles*

**Valdobbiadene Prosecco Sup.  
Extra Dry DOCG**

Zone: *Valdobbiadene*  
Varietal: *100% Glera*  
*(previously called Prosecco)*  
Average Prod.: *218,000 bottles*



**Rosato Lagrein Brut VSQ**

Zone: *Casteller, Ravina (Trento)*  
Varietal: *100% Lagrein*  
Average Prod.: *24,000 bottles*



*Type of Viticulture: Integrated / Sustainable*

