ENOTEC IMPORTS

We do Italy like the Italians.

Since 1985.



Family estates. Regional wines.
Abruzzo at the winter table.

PORTFOLIO MAGAZINE · WINTER 2026–2027

ONE COUNTRY. HUNDREDS OF WINE CULTURES.

Italy offers a lifetime of discovery. We help people find their next favorite.

Curious wine drinkers want new experiences. Italy's extraordinary native-grape diversity offers a natural place to explore. Since 1985, Enotec has selected regional wines for their character, quality and value. Through producer relationships and clear education, we help American buyers guide consumers toward unfamiliar wines they can choose with confidence and enjoy at the table.

CONSUMERS HAVE AN APPETITE FOR DISCOVERY

58% of regular US wine drinkers enjoy exploring new or different wine styles regularly. Among Millennials, 73% do.

Source: IWSR, Key trends for the US wine market in 2024, March 25, 2024.

Based on IWSR's 2023 data release. Figures refer to regular US wine drinkers.

ITALY'S WINE ROOTS

New to your glass. Rooted in a place.

A 2025 study traces Italy's gradual transition from wild grapes to cultivated vines. D'Agata brings the story forward: growers and researchers helping overlooked varieties find a new audience.

"Long forgotten, these vines and wines still have their best days ahead."

Ian D'Agata, Native Wine Grapes of Italy, Chapter 2, Kindle display p. 33

Ucchesu et al., PLOS ONE (2025), e0321653. doi.org/10.1371/journal.pone.0321653

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WINTER 2026–2027

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OUR PORTFOLIO PHILOSOPHY

Curated with a point of view.

> “It is therefore inevitable that native grapes, with their intimate links to specific areas, also speak of traditions and of identity.”

Ian D’Agata, Native Wine Grapes of Italy, Introduction, p. 4

We select for deliciousness, regional character and value, then make unfamiliar wines easier to choose through clear tasting guidance and food pairings.

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01 PLACE

Place before fashion.

We favor wines that make their region easier to understand—from Alpine freshness to volcanic depth.

02 PEOPLE

People behind the wine.

Grower knowledge shapes the wine. We value vineyard and cellar choices that express local character, and give sales teams specific stories they can share.

03 PRACTICE

Farming with a light hand.

Everyone we work with farms with respect for nature and minimal inputs, whether formally certified or simply committed to the practice.

04 TABLE

Discovery at the table.

Native grapes and distinctive regional wines give curious drinkers more to enjoy. We explain how each wine tastes and what to serve with it, helping people find another favorite.

Italy’s diversity. Enotec’s guidance. Your next favorite wine.

The Italian portfolio roadmap

Familiar categories, regional character and clear choices for everyday placement.

01 Top Seller-Core Items

Palladino

PIEMONTE



Gavi di Gavi

FOB $155/12pk
SRP $26.99



Barbera d'Alba

FOB $132/12pk
SRP $22.99



Barolo Serralunga

FOB $371/12pk
SRP $62.99

Degani

VENETO



Valpolicella Classico

FOB $123/12pk
SRP $20.99



Amarone Classico

FOB $177/6pk
SRP $60.99

Terra d'Aligi

ABRUZZO



Pecorino

FOB $39/6pk
SRP $14.99



Montepulciano d'Abruzzo

FOB $39/6pk
SRP $14.99

Ca' del Sarto

FRIULI / ABRUZZO / TOSCANA



Pinot Grigio Friuli DOC

FOB $68/12pk
SRP $12.99



Montepulciano d'Abruzzo

FOB $75/12pk
SRP $13.99



Ardente (Super Tuscan)

FOB $75/12pk
SRP $13.99

Naonis

FRIULI



Prosecco Brut

FOB $96/12pk
SRP $16.99



Prosecco Rosé Extra Dry

FOB $96/12pk
SRP $16.99

Rodano / Pozzesi & Figlie

TOSCANA



Chianti Classico

FOB $161/12pk
SRP $27.99

Vivace!

PIEMONTE



Sweet White Moscato

FOB $94/12pk
SRP $16.99



Sweet Red Brachetto

FOB $94/12pk
SRP $16.99

Badia al Colle

UMBRIA / TOSCANA



Orvieto Classico

FOB $82/12pk
SRP $14.99



Chianti

FOB $82/12pk
SRP $14.99

Casalfarneto

MARCHE



Fontevecchia Verdicchio

FOB $113/12pk
SRP $19.99

FOB: stateside case price / listed pack. SRP: suggested retail per 750ml bottle. Prices: 7/28/26 book, B revision.

Rondels show reviewed vintages, which may differ from the offering. Best Buy takes priority. Availability varies by market.

WE Wine Enthusiast PG Planet Grape JS James Suckling WA Wine Advocate
V Vinous IWR International Wine Review WRO Wine Review Online TP Tasting Panel

The Italian portfolio roadmap

Next steps for broader lists, deeper selections and regional discovery.

02 TRADE-UP OPTIONS

Caldaro

ALTO ADIGE



Pinot Grigio

FOB $125/12pk
SRP $21.99



Pinot Nero

FOB $146/12pk
SRP $25.99

Marchesini

VENETO



Chiaretto di Bardolino

FOB $102/12pk
SRP $17.99



Bardolino Classico

FOB $102/12pk
SRP $17.99

Marchesi / ColdiSole

TOSCANA



Rosso di Montalcino

FOB $179/12pk
SRP $30.99



Brunello di Montalcino

FOB $196/6pk
SRP $66.99

Roberto Sarotto

PIEMONTE



Barbera d'Asti

FOB $62/6pk
SRP $22.99



Barbaresco Riserva

FOB $184/6pk
SRP $62.99

Poggio alle Sughere

TOSCANA



Morellino di Scansano

FOB $137/12pk
SRP $23.99

Le Perle della Campagna

SICILIA / PUGLIA



Nero d'Avola

Pricing on request



Primitivo di Manduria

FOB $105/12pk
SRP $18.99

03 SOMM FAVORITES & DISCOVERY

Kaltern

ALTO ADIGE



Pinot Grigio Soll

FOB $107/6pk
SRP $37.99



Schiava

FOB $130/12pk
SRP $22.99



Pinot Nero Saltner

FOB $136/6pk
SRP $46.99

Fanetti

TOSCANA



Vino Nobile Riserva

FOB $202/12pk
SRP $34.99

Terra d'Aligi

ABRUZZO



Tatone Montepulciano

FOB $60/6pk
SRP $21.99

Grimaldi

PIEMONTE



Nebbiolo d'Alba

FOB $80/6pk
SRP $28.99



Barbaresco Manzola

FOB $153/6pk
SRP $52.99

Russo Taurasi

CAMPANIA



Grele Greco di Tufo

FOB $80/6pk
SRP $28.99



Donnaceleste Fiano di Avellino

FOB $80/6pk
SRP $28.99



Macrì Irpinia Aglianico

FOB $80/6pk
SRP $28.99

Bosco de' Medici

CAMPANIA



Pompeii Bianco

FOB $125/6pk
SRP $43.99



Pompeii Rosso

FOB $125/6pk
SRP $43.99

FOB: stateside case price / listed pack. SRP: suggested retail per 750ml bottle. Prices: 7/28/26 book, B revision.

Rondels show reviewed vintages, which may differ from the offering. Best Buy takes priority. Availability varies by market.

WE Wine Enthusiast PG Planet Grape JS James Suckling WA Wine Advocate
V Vinous IWR International Wine Review WRO Wine Review Online TP Tasting Panel

A Tavola con Enotec

ABRUZZO

Abruzzo, between mountain and sea.



The Apennines · Abruzzo



Abruzzo · Central Italy, on the Adriatic

WHY ABRUZZO, WHY NOW

"Abruzzo brings together what we look for: distinctive wines, a deep connection to the table and exceptional value. In my view, few regions anywhere offer a more compelling combination of quality, character and price—and we're seeing buyers and consumers respond. Our launch of Terra d'Aligi makes this the right moment to explore Abruzzo more deeply, alongside the region's wines from Ca' del Sarto, through the people, food and traditions that give these wines their identity."

MICHAEL · PRESIDENT, ENOTEC IMPORTS

A LAND SHAPED BY MOVEMENT

The Apennines, vineyard hills and Adriatic coast connect Abruzzo's mountain villages, farms and fishing towns. For centuries, shepherds followed the tratturi between high summer pastures and warmer lowlands. Flocks and trade shaped a resourceful kitchen built on bread, cheese, lamb and patient cooking.

War and migration reshaped rural Abruzzo in the twentieth century. Cooperatives helped growers rebuild; later, producers refocused on individual sites and regional identity. Today, Montepulciano anchors the reds, with Trebbiano and Pecorino among the whites: local grapes made for the table.

NEXT: LA RICETTA · 7 — PALLOTTE CACIO E OVA →

An Abruzzo classic for cold-weather tables.



PALLOTTE CACIO E OVA

Makes about 15 pallotte · serves 4

75 g (2⅔ oz) stale bread crumb
200 g (7 oz) aged Abruzzo Pecorino, grated
2 large eggs
10 g (2 tbsp) chopped parsley
1 garlic clove, lightly crushed
300 g (1¼ cups) tomato passata
2 tbsp extra-virgin olive oil + 4 basil leaves
¼ tsp black pepper; salt to taste
Sunflower oil, enough for 5 cm / 2 in depth

THE METHOD

1 MAKE THE SAUCE
Warm the olive oil and garlic for 2 minutes. Add passata and simmer for 20 minutes.

2 MIX + SHAPE
Mix fine bread crumbs, Pecorino, eggs, parsley and pepper. Shape into 15 small balls.

3 FRY + SIMMER
Fry in batches at 160–170°C / 320–340°F for 2–3 minutes until golden. Drain, then simmer in the sauce for 10 minutes. Remove garlic, season and add basil.

ABRUZZO IN THE GLASS



CA' DEL SARTO CHARDONNAY
Abruzzo · fresh, unoaked white



TERRA D'ALIGI PECORINO
Abruzzo · bright, herbal white



CA' DEL SARTO MONTEPULCIANO D'ABRUZZO
Abruzzo · savory, easygoing red



TERRA D'ALIGI TATONE MONTEPULCIANO
Abruzzo · fuller winter red



UN BRINDISI

BRINDIAMO ALL'AMORE, ALLA VITA E A NOI.

"Let's toast to love, to life, and to us."

Our Italy.

Relationships built over four decades. From the Alpine vineyards of the north to the volcanic soils of Sicily, we seek producers whose wines reveal the character of their place — and whose values, craft and long-term potential earn a place in our portfolio.



Meet our portfolio.

Explore Italy, one region at a time.

Travel from the Alpine north through central Italy to the south and islands. Within each section, brands appear in alphabetical order so you can find an estate or collection quickly.

Familiar grapes and everyday values sit alongside native varieties and distinctive sites. For collections that span several regions, each wine's origin remains visible on its brand page.

01

NORTHERN ITALY

Alpine precision. Historic hills.
Wines with lift, shape and energy.



ALTO ADIGE · FRIULI · VENETO · LOMBARDIA · PIEMONTE

ANTICA FRATTA
FRANCIACORTA

LOMBARDIA

FRANCIACORTA DOCG · LOMBARDIA

Franciacorta, from the family that helped create it.



Franco Ziliani, founder



Antica Fratta, Franciacorta · Lombardia

THE STORY

Antica Fratta's nineteenth-century villa and cross-vaulted cellars—known locally as el cantinù, 'the great cellar'—were rescued in the late 1970s by Franco Ziliani, the Berlucchi pioneer who helped establish modern Franciacorta. Today the estate turns that legacy into precise traditional-method wines: Cuvée Real for fine mousse and freshness; Essence Rosé for vintage depth and table-ready elegance.

AT A GLANCE

PLACE	Franciacorta, Lombardia
CELLARS	Historic vaults built in 1850
METHOD	Traditional method
PAIR	Brut + vintage rosé

SELECTED ACCLAIM

94 **TASTING PANEL**
Cuvée Real Brut NV

94 **TASTING PANEL**
Essence Rosé 2019

OUR WINES



CUVÉE REAL BRUT

Fine mousse · fresh · classic



ESSENCE ROSÉ

Vintage · textured · table-ready

CA' DEL SARTO

ITALIA

FRIULI · ABRUZZO · CLASSIC ITALIAN REGIONS

Authentic wines. Exceptional value. Stronger operator profits.



Lake Barrea · Abruzzo

THE STORY

Created with Enotec for restaurants and retailers, Ca' del Sarto pairs familiar grapes with clear Italian origins. From Friuli Pinot Grigio to Abruzzo reds and whites, the range brings breadth, dependable quality and practical value to by-the-glass programs and everyday tables.

AT A GLANCE

PLACE	Classic Italian regions
PROFILE	Classic regional wines, sharp value
PROGRAM	Eleven versatile wines
ROLE	A credible BTG profit center

SELECTED ACCLAIM

BEST BUY — **WINE ENTHUSIAST**
BARBERA D'ALBA 2023

BEST BUY — **WINE ENTHUSIAST**
PINOT GRIGIO FRIULI 2025

OUR WINES



PROSECCO DOC



PINOT GRIGIO TERRE DI CHIETI



TREBBIANO D'ABRUZZO



PINOT GRIGIO FRIULI DOC



UNOAKED CHARDONNAY



ROSATO TERRE DI CHIETI



SANGIOVESE



BARBERA D'ALBA



MONTEPULCIANO D'ABRUZZO



CABERNET SAUVIGNON



ARDENTE
(Super Tuscan)

CANTINA DI CALDARO

ALTO ADIGE

LAKE CALDARO · ALTO ADIGE

Alto Adige prestige, without the prestige price.



Lake Caldaro · Alto Adige

THE STORY

Rooted around Lake Caldaro, this concise range makes Alto Adige approachable. Pinot Grigio brings Alpine texture and freshness, Sauvignon Blanc adds aromatic lift, and Pinot Nero offers a bright, silky red. Together, the three wines introduce the region's white and red styles at an accessible price.

AT A GLANCE

PLACE	Lake Caldaro, Alto Adige
POSITION	Prestige neighborhood, accessible price
PRACTICE	Hand-worked vineyards
PORTFOLIO	Two Alpine whites + Pinot Nero

SELECTED PROOF

90 **WINE ENTHUSIAST · BEST BUY**
PINOT GRIGIO

3 **TIGHTLY CHOSEN WINES**
Two whites + one Alpine red

OUR WINES



PINOT GRIGIO

Textured · crisp · Alpine white



SAUVIGNON BLANC

Aromatic · fresh · Alpine white



PINOT NERO

Bright · silky · food-friendly red

FRATELLI
DEGANI
AZIENDA AGRICOLA

VENETO

VALPOLICELLA CLASSICA · VENETO

Historic Valpolicella. Serious Amarone, honestly priced.



Aldo Degani



Valpolicella Classica hillsides · Veneto

THE STORY

Since the early 1900s, the Degani family has kept harvest, appassimento, winemaking and bottling in family hands. Corvina's vivid cherry character links the fragrant Valpolicella with traditionally styled Amarone and La Rosta. Its raven-derived name makes a memorable introduction, while grape drying explains the richer styles. Compare the family's actual blends and maturation across a ladder operators can pour and sell.

AT A GLANCE

PLACE	Valpolicella Classica
PEOPLE	Degani family, early 1900s
PRACTICE	Estate grown, made + bottled
LADDER	Classico to La Rosta

SELECTED ACCLAIM

92
JAMES SUCKLING
VALPOLICELLA CLASSICO 2023

BEST BUY
WINE ENTHUSIAST
91 POINTS · VALPOLICELLA 2022

OUR WINES



VALPOLICELLA CLASSICO

Fragrant · traditional · opening red



AMARONE CLASSICO

Appassimento · rich · classic



AMARONE LA ROSTA

Selection · depth · flagship

GRIMALDI

PIEMONTE

DIANO D'ALBA · TREISO · PIEMONTE

Legendary Piemonte family. Nebbiolo, vineyard by vineyard.



The Grimaldi family at work in the cellar

THE STORY

Four Grimaldi generations continue a traditional Langhe approach. Nebbiolo from Diano d'Alba and Sinio offers the regional introduction, while Manzola, a named site in Treiso, gives Barbaresco more structure and patience. D'Agata emphasizes Nebbiolo's cherry and rose perfume, with tar-like complexity developing in bottle. Two wines make place and maturity easy to explore through the family's own interpretation.

AT A GLANCE

PLACE	Diano d'Alba + Treiso
PEOPLE	Four Grimaldi generations
GRAPE	Nebbiolo in varietal purity
LADDER	Nebbiolo d'Alba to Barbaresco

SELECTED ACCLAIM

93 — **PLANET GRAPE**
BARBARESCO MANZOLA 2020

EDITOR'S CHOICE — **WINE ENTHUSIAST**
93 POINTS · MANZOLA 2019

OUR WINES



NEBBIOLO D'ALBA

Fragrant · savory · immediate



BARBARESCO MANZOLA

Treiso cru · structured · cellar-worthy

CALDARO · ALTO ADIGE · SÜDTIROL

A mountain village quite literally made of wine.



The Kaltern Leadership Team

THE STORY

On the shore of Lake Caldaro, 530 grower families farm vineyards rising from 200 to 850 meters. Alpine air meets Mediterranean warmth, giving familiar varieties unusual freshness, texture and definition. Kaltern turns a whole wine village into a journey from Pinot Grigio and Pinot Bianco to Sauvignon and Pinot Nero.

AT A GLANCE

PLACE	Lake Caldaro, Alto Adige
PEOPLE	530 wine-growing families
CLIMATE	Alpine air + Mediterranean sun
PORTFOLIO	Four-variety regional ladder

SELECTED PROOF

92 **WINE ENTHUSIAST**
PINOT BIANCO 2024

92 **WINE ADVOCATE**
SAUVIGNON 2020

OUR WINES



PINOT BIANCO VIAL

Floral · mineral · regional classic



CHARDONNAY

Fresh · precise · Alpine white



PINOT GRIGIO SOLL

Textured · savory · step-up white



SCHIAVA

Lifted · delicate · chillable red



PINOT NERO SALTNER

Silky · bright · mountain red



LAGREIN

Dark-fruited · savory · Alpine depth

BARDOLINO CLASSICO · LAKE GARDA

Bardolino with more soul and presence.



Marcello Marchesini with his daughter Giorgia

THE STORY

The Marchesini family's roots around Lazise stretch back two centuries. Plinio bought the vineyard, Marcello carried it forward, and Giorgia now leads the cellar. Corvina's cherry-fruited thread helps introduce two Lake Garda styles: dry Chiaretto and juicy Bardolino. Hand-harvested fruit and a family's long regional knowledge give both wines their own character. Taste them with food to explore color, texture and occasion.

AT A GLANCE

PLACE	Bardolino Classico, Lake Garda
PEOPLE	Erika + Giorgia Marchesini
VINEYARDS	12 hectares across four sites
PAIR	Dry rosé + chillable red

WINE ENTHUSIAST · 2025

BEST BUY — **WINE ENTHUSIAST**
91 · CHIARETTO CLASSICO 2025

BEST BUY — **WINE ENTHUSIAST**
91 · BARDOLINO CLASSICO 2025

OUR WINES



CHIARETTO DI BARDOLINO

Dry rosé · citrus · lake freshness



BARDOLINO CLASSICO

Juicy · low-tannin · lightly chilled

FRIULI GRAVE · VENETIAN WINE CULTURE

Made by Masi. Loved worldwide. New to America.



The Boscaini family, owners of Masi

THE STORY

The Boscaini family's Masi brings its Amarone expertise to Modello. Head winemaker Andrea Dal Cin oversees every Masi wine, including this range. From the Strà del Milione estate in Friuli Grave, Pinot Grigio is crisp and gently fruity; the red blends Merlot, Raboso and Refosco for bright, savory versatility. Modello puts the same winemaking leadership behind wines made for everyday Venetian tables.

AT A GLANCE

PLACE	Strà del Milione, Friuli Grave
WINEMAKER	Andrea Dal Cin
PROFILE	Fresh, generous + versatile
PAIR	Pinot Grigio + Venetian red

SELECTED ACCLAIM

BEST BUY — **WINE ENTHUSIAST**
89 · MODELLO PINOT GRIGIO

BEST BUY — **WINE ENTHUSIAST**
88 · MODELLO RED

OUR WINES



MODELLO PINOT GRIGIO

Crisp · gently fruity · Friuli white



MODELLO RED

Bright · savory · Venetian blend

Naonis

FRIULI

PROSECCO DOC · PORDENONE

The crisper side of Prosecco.



Palazzo Comunale, Pordenone · Friuli

THE STORY

Naonis takes its name from Pordenone's Roman past, where La Delizia is based. Its Friuli origin gives Prosecco a clear regional identity. Glera supplies delicate fruit and floral character, with freshness central to its appeal. The crisp Brut opens aperitivo and meal occasions; Rosé adds its own fruit and color. Explain each wine's actual blend and sweetness when choosing the pour.

AT A GLANCE

PLACE	Pordenone, Friuli-Venezia Giulia
PROFILE	Drier, crisper, table-ready
PORTFOLIO	Brut + Rosé Extra Dry
IN ITALY	A familiar, widely enjoyed name

SELECTED ACCLAIM

BEST BUY

WINE ENTHUSIAST
89 · PROSECCO DOC BRUT

90

VINOUS
PROSECCO DOC ROSÉ

OUR WINES



PROSECCO DOC BRUT NV

Core · crisp · aperitivo + BTG



PROSECCO DOC ROSÉ EXTRA DRY

Everyday celebration · brunch · aperitivo

PALLADINO

PIEMONTE

SERRALUNGA D'ALBA · PIEMONTE

Serralunga, in its most traditional voice.



The Palladino family

THE STORY

The Palladino family is rooted in Serralunga d'Alba, with Veronica Santero continuing a traditional cellar style. Barbera opens the red range through vivid fruit and freshness. Nebbiolo brings perfume and firmer structure, with D'Agata's regional account explaining the importance of Serralunga's varied exposures. Compare Barolo Serralunga and the named crus through each wine's own origin, texture and development.

AT A GLANCE

PLACE	Serralunga d'Alba
FAMILY	Palladino family
PORTFOLIO	Gavi to cru Barolo
WINEMAKER	Veronica Santero

SELECTED ACCLAIM

97 **DECANTER**
BAROLO SERRALUNGA 2021

93 **WINE ENTHUSIAST**
BAROLO ORNATO 2022 · JS 96

OUR WINES



GAVI DI GAVI

Fresh · mineral · opening white



DOLCETTO D'ALBA

Juicy · bright · trattoria red



BARBERA D'ALBA

Food-driven · vibrant · core red



NEBBIOLO D'ALBA

Fragrant · structured · Barolo bridge



BAROLO SERRALUNGA

Estate anchor · classic Serralunga



BAROLO ORNATO

Cru · depth · cellar selection

pavan

VENETO

VENETO · ITALIAN CARAFE WINE

Northeastern Italy's favorite carafe wines.



The Pavan family estate · Veneto

THE STORY

Bacco's Bianco and Rosso bring northern Italy's bright, dry carafe wines to the table in twenty-liter kegs. Sfizzio adds a gently sparkling Glera with apple, pear and citrus notes, balanced acidity and a dry finish. Moscato rounds out the range with a sweet, lightly sparkling bottle for brunch and dessert.

AT A GLANCE

PLACE	Veneto
PEOPLE	Pavan family, since 1919
FORMAT	Still + frizzante kegs; Moscato in bottle
RITUAL	Carafes, aperitivo + dessert

SELECTED PROOF

112 **SIX-OUNCE POURS**
APPROXIMATELY · PER 20L KEG

BEST BUY **WINE ENTHUSIAST**
87 · MOSCATO DOLCE

OUR WINES



SFIZZIO GLERA FRIZZANTE

100% Glera
Dry · gently sparkling



BACCO'S BIANCO 20L

70% Chardonnay
30% Pinot Bianco



BACCO'S ROSSO 20L

50% Cabernet Sauvignon
50% Merlot



MOSCATO DOLCE

Sweet · gently sparkling
Brunch + dessert

ROBERTO SAROTTO

PIEMONTE

GAVI · NEVIGLIE · NEIVE · NOVELLO

A new generation opens Piemonte wider.



The Sarotto family

THE STORY

The Sarotto family has farmed Piemonte since 1820. Enrico and Elena work alongside Roberto and Aurora, continuing a generous, polished style. Barbera adds vivid fruit and fresh acidity, while the Barolos introduce Nebbiolo's cherry and rose perfume with firm structure. Gavi and Langhe blends broaden the selection. Compare the named vineyard Barolo and Audace through their own origins and maturation.

AT A GLANCE

PLACE	Four key Piemonte zones
PEOPLE	Sarotto family, since 1820
PROFILE	Generous, polished, approachable
PORTFOLIO	Gavi to Barolo

SELECTED ACCLAIM

91 **DECANTER**
GAVI MANENTI 2023

91 **WINE ENTHUSIAST**
BAROLO AUDACE 2019

OUR WINES



GAVI MANENTI

Crisp · mineral · opening white



BARBERA D'ASTI

Juicy · generous · table red



BARBARESCO RISERVA

Neive · elegant · cellar depth



ENRICO I LANGHE ROSSO

Rich · modern · next-generation red



BAROLO AUDACE

Nebbiolo · polished · cellar step



BAROLO BERGERA–PEZZOLE

Single vineyard · prestige step

RONCHI DI PIETRO

FRIULI

COLLI ORIENTALI · FRIULI

Friuli's native sons, estate grown and priced to pour.



Ponte del Diavolo, Cividale del Friuli · Friuli

THE STORY

Three generations of the Anselmi family farm outside Udine. Pinot Grigio opens the door, while Friulano recalls the local tajut, a small glass shared in Friuli's osterie. Refosco adds cherry and herbs, and Schioppettino brings peppery fragrance. Rare Picolit, whose sparse bunches help explain its scarcity, supplies a sweet finale. Estate fruit and practical pricing make these discoveries accessible at the table.

AT A GLANCE

PLACE	Estate vineyards outside Udine
PEOPLE	Anselmi family
PROFILE	Handcrafted, native + food-friendly
PORTFOLIO	Friulano through indigenous reds

SELECTED ACCLAIM

91 **PLANET GRAPE**
Pinot Grigio 2023

91 **PLANET GRAPE**
Friulano 2023

OUR WINES



PINOT GRIGIO

Fresh · textured · familiar entry



SAUVIGNON

Aromatic · crisp · Friuli white



FRIULANO

Almond · saline · regional signature



SCHIOPPETTINO

Peppery · lifted · distinctive



REFOSCO

Savory · dark-fruited · native red



PICOLIT

Sweet · honeyed · 500ml

VALPOLICELLA CLASSICA · VENETO

Valpolicella with a racer's heart.



Vanni Pasquali · Vantorosso

THE STORY

Former Ferrari test driver Vanni Pasquali founded Vantorosso with his friend Franco Allegrini. Seven hillside hectares in Valpolicella Classica underpin a focused range. Corvina's cherry character opens the regional red story. Ripasso and appassimento then help explain the greater depth of Ripasso and Amarone. Taste the estate's own blends and maturation to discover how fresh and dried-grape wines serve different occasions.

AT A GLANCE

PLACE	Valpolicella Classica
PEOPLE	Vanni Pasquali
VINEYARDS	7 hectares at 350–450 meters
LADDER	Valpolicella to Amarone

SELECTED ACCLAIM

93 **PLANET GRAPE**
Valpolicella Classico 2023

95 **TASTING PANEL**
Amarone Classico 2016

OUR WINES



VANNI BIANCO

Fresh · textured · Veronese white



VALPOLICELLA CLASSICO

Vivid · hillside · opening red



VALPOLICELLA RIPASSO

Rich · polished · momentum



AMARONE CLASSICO

Power · precision · luxury expression



AMARONE RISERVA

Selection · depth · flagship step

PIEMONTE

PIEMONTE · LIGHTLY SPARKLING SWEET WINE

A little bit of bubble. A whole lot of joy.



Italian life · Piemonte

THE STORY

Vivace! celebrates Piemonte's lightly sparkling tradition with two native grapes: Moscato for the Sweet White and Brachetto for the Sweet Red. The white is floral and golden-fruited; the red brings fresh berries and gentle fizz. Enjoy both well chilled, from brunch and spicy dishes to fruit desserts, aperitivo and uncomplicated celebrations.

AT A GLANCE

PLACE	Piemonte
STYLE	Sweet + lightly sparkling
SERVE	Well chilled
OCCASION	Brunch, parties + casual tables

A SIMPLE CHOICE

90 **PLANET GRAPE**
SWEET RED

CHILL **RED OR WHITE**
LIGHTLY SPARKLING

OUR WINES



VIVACE! SWEET WHITE MOSCATO

Floral · peachy · lightly sparkling



VIVACE! SWEET RED BRACHETTO

Berry-led · colorful · celebratory



DETTO POPOLARE

SIAMO TUTTI MORTALI FINO AL PRIMO BACIO E AL SECONDO BICCHIERE DI VINO.

“For we are all mortal until the first kiss or second glass of wine.”

02

CENTRAL ITALY

Sangiovese country—and the Adriatic regions that keep discovery moving east.



TOSCANA · UMBRIA · MARCHE · ABRUZZO · LAZIO

ANTICO FORTE

CENTRAL ITALY

UMBRIA · TOSCANA · CENTRAL ITALY

Central Italy for the everyday table



Rocca di Castellina · Vignaccia76 · CC BY 3.0 · cropped



Harvest in Chianti · dog4aday · CC BY 2.0 · cropped

THE STORY

The Rocca di Castellina, a stone keep built in the 1400s, still looks out over the Chianti hills. In quieter years, farmers came through the gates with produce for the market, and local wine found its way to the table.

Angiolo Piccini began making wine in nearby Poggibonsi in 1882. Five generations on, Antico Forte brings together wines from Tuscany and Umbria with a simple idea: honest people doing honest work, making honest wines to go with the food of their region.

A beautiful bottle of wine belongs with a Tuesday supper as much as a Sunday roast, and it shouldn't have to cost a fortune.

AT A GLANCE

PLACE	Umbria + Toscana
RANGE	Three central Italian classics
LADDER	Orvieto to Chianti Riserva
OCCASION	Weeknight tables + trattorie

OUR WINES



ORVIETO CLASSICO DOC

Citrus and acacia · grilled fish



CHIANTI DOCG

Red fruit and herbs · tomato-based pasta



CHIANTI RISERVA DOCG

Ripe cherry and spice · aged pecorino

UMBRIA · TOSCANA · CENTRAL ITALY

Central Italy for the everyday table.



The Piccini family · Badia al Colle

THE STORY

The Piccini family brings Tuscan wine experience to Badia al Colle. Orvieto opens the white side, while Chianti, Riserva and Chianti Classico explore Sangiovese. Cherry fruit, violet and savory detail give the grape a clear place beside pasta and roast meats. Compare the wines by their own origins and maturation: Sangiovese responds to site, and familiar regional names do not promise identical styles.

AT A GLANCE

PLACE	Umbria + Toscana
FAMILY	Piccini family
LADDER	Orvieto to Chianti Classico
OCCASION	Weeknight tables + trattorie

SELECTED ACCLAIM

90 **PLANET GRAPE**
Orvieto Classico 2025

89 **WINE ENTHUSIAST**
Chianti Classico 2022

OUR WINES



ORVIETO CLASSICO

Fresh · floral · easy white



CHIANTI

Bright cherry · everyday Toscana



CHIANTI CLASSICO

Classic zone · Sangiovese depth



CHIANTI RISERVA

Savory · polished · step-up red

CASALFARNETO
il gusto del tempo

MARCHE

CASTELLI DI JESI · MARCHE

Verdicchio, six ways from Sunday



The Togni family · Casalfarneto

THE STORY

Verdicchio's name evokes verde, or green, while Castelli di Jesi recalls historic fortified towns around Jesi. At Casalfarneto, the Togni family explores the grape's citrus freshness and almond-like finish through Fontevecchia, sparkling Primo and cellar-worthy Crisio Riserva. Quirico Pecorino adds texture and citrus-herbal character. This is a Marche white-wine range with history, variety and several reasons to return to the table.

AT A GLANCE

PLACE	Castelli di Jesi, Marche
PRACTICE	Mostly organic farming
FOCUS	Verdicchio: still, sparkling + Riserva
BEYOND	Celebrated artisanal vermouth

SELECTED ACCLAIM

91 **PLANET GRAPE**
Fontevecchia 2023

92 **VINOUS**
Primo Brut

OUR WINES



PRIMO BRUT

Verdicchio · bubbles · aperitivo



FONTEVECCHIA VERDICCHIO

Mineral · classic · regional white



QUIRICO PECORINO

Aromatic · bright · regional white



CRISIO RISERVA

Cellar selection · depth · age-worthy



PÀO ORANGE

Skin contact · texture · exploratory



VERMOUTH BIANCO

Botanical · artisanal · beyond wine

MONTEPULCIANO · TOSCANA

One family. Five sites. A singular Vino Nobile voice.



Caterina Dei



Dei estate, Montepulciano · Toscana

THE STORY

Caterina Dei draws on five Montepulciano sites for Vino Nobile, whose local Sangiovese name is Prugnolo Gentile. The town's name identifies the origin, while the Montepulciano grape belongs to a different wine story in Abruzzo. Bossona supplies the Riserva. Martiena and Rosso open the estate, and the geothermal-powered travertine cellar adds a memorable connection between place and family vision.

AT A GLANCE

PLACE	Montepulciano, Toscana
PEOPLE	Caterina Dei
PROFILE	Elegant, modern Vino Nobile
LADDER	White + Rosso to cru Nobile

SELECTED ACCLAIM

TOP 100
WINE SPECTATOR
VINO NOBILE 2019

#13
WINE ENTHUSIAST TOP 100
VINO NOBILE 2016

OUR WINES



MARTIENA

Fresh · Tuscan white · entry point



ROSSO DI MONTEPULCIANO

Bright · restaurant-ready Sangiovese



VINO NOBILE

Estate anchor · refined classic



BOSSONA RISERVA

Cru · depth · collector step



MADONNA DELLA QUERCE

Single site · rarity · cellar selection



SANCTA CATHARINA

Structured · polished · Tuscan red

VINO NOBILE DI MONTEPULCIANO · TOSCANA

The OG Vino Nobile family.



Elisabetta Fanetti at the estate · Toscana

THE STORY

Adamo Fanetti helped establish Vino Nobile's modern name and reputation with estate bottlings in the 1920s. Today Elisabetta continues the third generation's savory, traditional style. Prugnolo Gentile, the local name for Sangiovese, anchors the regional identity. Rosso introduces the family's wines, while Vino Nobile Riserva rewards a closer look at structure and development. Here, Montepulciano names the Tuscan town.

AT A GLANCE

PLACE	Montepulciano, Toscana
PEOPLE	Three Fanetti generations
STYLE	Traditional, savory Sangiovese
LADDER	Rosso to Vino Nobile Riserva

SELECTED ACCLAIM

93 — **WINE ENTHUSIAST**
VINO NOBILE RISERVA

DOCG — **A FOUNDING FAMILY**
Historic leadership in Vino Nobile

OUR WINES



ROSSO DI MONTEPULCIANO

Savory · open · table-ready



VINO NOBILE RISERVA

Traditional · structured · historic

TOSCANA

CASTELLINA IN CHIANTI · TOSCANA

Chianti Classico the locals call a legend.



Enrico Pozzesi · Pozzesi & Figlie

THE STORY

The Pozzesi family has stewarded historic Rodano in Castellina since 1958. Enrico continues a traditional approach shaped with Giulio Gambelli, using organic vineyards, cement fermentation and large neutral botti. D'Agata describes Castellina's best Sangiovese as combining power with perfume and balancing acidity. Taste Poggialupi beside Chianti Classico and the named selections to explore the family's interpretation of this varied territory.

AT A GLANCE

PLACE	Castellina in Chianti
PEOPLE	Pozzesi family
PRACTICE	Certified organic vineyards
LADDER	Everyday Toscana to cru Classico

SELECTED ACCLAIM

93 **VINOUS**
CHIANTI CLASSICO 2024

ORGANIC **CERTIFIED ORGANIC**
A locally respected Castellina benchmark

OUR WINES



POGGIALUPI TOSCANA

Generous · organic · opening red



CHIANTI CLASSICO

Estate core · savory Sangiovese



BOTTESOLA 49

Selection · structure · local character



VIGNA VIACOSTA

Old vines · cru depth · cellar-worthy



MON NENÈ

Cabernet · depth · estate flagship

ARDEA · ROMA · LAZIO

Organic Roman wines bringing real value.



Gabriele Gaffino



Rome · Lazio

THE STORY

Gabriele Gaffino and his family organically farm volcanic-soil vineyards in Ardea, just south of Rome, and bottle only estate fruit. Cabernet and Merlot offer a familiar introduction; Sospiro and Roma invite a deeper look at Lazio. The wines bring regional character and generous quality to the table, giving operators an authentic Italian story and the value to build a profitable pour.

AT A GLANCE

PLACE	Ardea, just south of Rome
PEOPLE	Gabriele Gaffino + family
PRACTICE	Organic estate vineyards
PORTFOLIO	Familiar grapes + Lazio discovery

SELECTED ACCLAIM

90 **JAMES SUCKLING**
SOSPIRO 2025

90 **JAMES SUCKLING**
TUBBO MERLOT 2024

90 **JAMES SUCKLING**
ROMA ROSSO 2024

OUR WINES



SOSPIRO BIANCO

Regional white · fresh discovery



TUBBO MERLOT

Supple · savory · restaurant red



CABERNET SAUVIGNON

Familiar · polished · easy entry



ROMA DOC

Place-led · organic · premium step

CHIANTI CLASSICO · MONTALCINO · MAREMMA

One visionary. Three estates. Tuscany in full view.



Lionello Marchesi



Montalcino · Toscana

THE STORY

Lionello Marchesi connects three Tuscan estates through Sangiovese. Castello di Monastero introduces Chianti Classico, ColdiSole explores Montalcino, and Poggio alle Sughere brings coastal Maremma. Brunello and Morellino are regional Sangiovese names, useful clues to place rather than promises of identical flavor. Compare the wines' own blends, maturation and texture to discover how one grape can serve several roles at the Tuscan table.

AT A GLANCE

PLACE	Three complementary Tuscan zones
ESTATES	Monastero, ColdiSole + Le Sughere
GRAPE	Sangiovese across distinct places
LADDER	Morellino to Brunello

SELECTED ACCLAIM

93 **JAMES SUCKLING**
COLDISOLE BRUNELLO 2020

91 **JAMES SUCKLING**
MORELLINO DI SCANSANO 2024

OUR WINES



POGGIO ALLE SUGHERE MORELLINO

Maremma · bright · coastal red



MONASTERO CHIANTI CLASSICO

Classic zone · savory Sangiovese



COLDISOLE ROSSO

Montalcino · bright · open



POGGIO ALLE SUGHERE INSIEME

Coastal depth · polished blend



COLDISOLE BRUNELLO

Structured · age-worthy · prestige



LUNANUOVA VIN SANTO

Monastero · Vin Santo del Chianti

CHIETI · MAIELLA TO ADRIATIC · ABRUZZO

Two Abruzzo classics, rooted in a shared past.



Mezzadro label illustration



The Apennines · Abruzzo

THE STORY

Mezzadro takes its name from mezzadria, the sharing of land and work that shaped Abruzzo's hills. Its labels honor farming families and their ties to the land. The range pairs Pecorino's texture and citrus-herbal freshness with Montepulciano's cherry fruit and savory character. Two native grapes make the Chieti hills easy to introduce at the everyday table.

AT A GLANCE

PLACE	Chieti hills, Abruzzo
HERITAGE	Mezzadria, shared land and work
TERRAIN	Clay-limestone hills · ~230 m
WINES	Pecorino + Montepulciano

THE TWO WINES

01 **PECORINO**
Fresh yellow fruit and florals

02 **MONTEPULCIANO**
Ripe red fruit and spice

OUR WINES



PECORINO TERRE D'ABRUZZO

Fresh · floral · seafood white



MONTEPULCIANO D'ABRUZZO

Soft · savory · versatile red

MONTALCINO · TOSCANA

North + South = Montalcino balance.



Montalcino · Toscana

THE STORY

Poggio Castagno joins cooler Montesoli north of Montalcino with sunny Lavacchio to the southwest. The sites bring structure and ripe breadth to one Brunello. D'Agata's account of Montalcino explains why exposure and climate matter to Sangiovese, without making one compass point a guarantee of quality. A restrained cellar approach keeps the estate's two-site balance and vintage character clear in the glass.

AT A GLANCE

PLACE	Montalcino, Toscana
PEOPLE	Piccini family wine roots, since 1882
GRAPE	Sangiovese
WINE	Brunello di Montalcino

SELECTED PROOF

96
TASTING PANEL
Brunello di Montalcino 2018

NORTH + SOUTH
TWO VINEYARD SITES
One balanced Brunello.

OUR WINES



BRUNELLO DI MONTALCINO

North + south sites · balanced · cellar-worthy

TERRA D'ALIGI

ABRUZZO

ATESSA · CHIETI · ABRUZZO

Crisp Whites. Expressive reds. Incredible Abruzzo Value.



Vincenzo Spinelli · Terra d'Aligi

THE STORY

The Spinelli family's Terra d'Aligi gives Abruzzo's native grapes a clear place at the table. Pecorino combines generous texture with citrus and herbal freshness. Montepulciano opens the red selection with cherry fruit and savory character. Taste the entry wines beside Zite and Tatone to explore greater texture and depth.

AT A GLANCE

PLACE	Atessa, Val di Sangro
PEOPLE	Spinelli family
PROFILE	Native grapes, classic to cru
PORTFOLIO	Four-wine white + red ladder

THE LADDER

ENTRY — **PECORINO + MONTEPULCIANO**
Fresh, regional, ready for the table

CRU — **ZITE + TATONE**
More texture, depth and trade-up

OUR WINES



PECORINO TERRE D'ABRUZZO

Fresh · mineral · native white



BIANCO TERRE DI CHIETI 'ZITE'

Layered · distinctive · step-up white



MONTEPULCIANO D'ABRUZZO

Savory · versatile · everyday red



MONTEPULCIANO 'TATONE'

Flagship · depth · cellar-worthy

03

SOUTHERN ITALY & THE ISLANDS

Ancient grapes. Volcanic landscapes.
Italy at its most elemental.



CAMPANIA · PUGLIA · SICILIA

POMPEII · VESUVIUS NATIONAL PARK

Pompeii, in the glass.



Palomba and Monaco family life



Bosco de' Medici winery · Pompei

THE STORY

The Palomba and Monaco families farm Bosco de' Medici in the volcanic sands of Vesuvius National Park. Ancient, own-rooted vines preserve a living connection to this landscape. Caprettone and Piedirosso carry that character into the glass; terracotta amphorae and extended skin contact build texture while preserving saline, mineral fruit. A family story with Pompeii and Vesuvius at its heart.

AT A GLANCE

PLACE	Pompeii, Vesuvius National Park
FAMILIES	Palomba + Monaco
CELLAR	Amphora + extended skin contact
GRAPES	Caprettone + Piedirosso

SELECTED ACCLAIM

95 **WINE REVIEW ONLINE**
Pompeii Bianco 2023

94 **TASTING PANEL**
Pompeii Rosso 2023

OUR WINES



POMPEII BIANCO

Caprettone · volcanic · saline white



POMPEII ROSSO

Piedirosso · lifted · volcanic red

LE PERLE
DELLA CAMPAGNA

SOUTHERN ITALY

PUGLIA · ABRUZZO · SICILIA

The generous, welcoming side of southern Italy.



Trulli of Alberobello · Puglia

THE STORY

Le Perle della Campagna brings southern Italy's native grapes to the everyday table. Pecorino offers citrus freshness with texture; Montepulciano adds cherry fruit and savory character. Primitivo di Manduria anchors Puglia, while Nero d'Avola brings Sicily into the range. Four approachable wines for pizza, pasta and the grill.

AT A GLANCE

PLACE	Puglia + Abruzzo + Sicilia
PROFILE	Generous, dry + approachable
LEAD	Primitivo di Manduria
OCCASION	Pizza, pasta + the grill

SELECTED PROOF

91 **PLANET GRAPE**
Pecorino 2022

DOC **PRIMITIVO DI MANDURIA**
The new Puglia-led centerpiece

OUR WINES



PECORINO

Citrus · crisp · southern white



NERO D'AVOLA

Sicilia · native red



MONTEPULCIANO

Savory · supple · everyday red



PRIMITIVO DI MANDURIA

Ripe · dry · generous red

IRPINIA · CAMPANIA

A family returns to the grapes of Irpinia.



Marcella and Elettra Russo



Russo Taurasi vineyards · Irpinia, Campania

THE STORY

The Russo family has owned La Carazita in Taurasi since 1800. Ermanno returned in 1999, replanted the vineyards and built a modern estate around Irpinia's native grapes. Grele Greco and Donnaceleste Fiano open the white selection. Macrì introduces Aglianico, whose cherry, violet and substantial structure give staff a clear red-wine conversation for the table. Explain its own Irpinia designation when presenting the wine.

AT A GLANCE

PLACE	Taurasi + Irpinia
PEOPLE	Russo family, land since 1800
VINEYARD	La Carazita Aglianico site
GRAPES	Fiano, Greco + Aglianico

SELECTED ACCLAIM

91 **PLANET GRAPE**
Donnaceleste Fiano 2023

90 **PLANET GRAPE**
Grele Greco 2023

OUR WINES



GRELE GRECO

Mineral · direct · seafood white



DONNACELESTE FIANO

Aromatic · dry · poised white



MACRÌ AGLIANICO

Savory · structured · Irpinia red

ETNA NORD · SICILIA

Etna's oldest vines, restored for a new generation.



Sofia Ponzini · Tenute Bosco



Tenute Bosco beneath Etna · Sicilia

THE STORY

Sofia Ponzini restored Piano dei Daini and Santo Spirito on Etna's northern slope. Carricante gives the white-wine story lemony freshness and savory detail. Nerello Mascalese adds perfume and firm structure to the red conversation, despite its relatively pale color. Organically farmed sites define the estate's range. Piano dei Daini introduces its vineyard character, while Vico's late-nineteenth-century vines create a rare expression for collectors.

AT A GLANCE

PLACE	Etna's northern slope
VINEYARDS	12 hectares in distinct contrade
GRAPES	Carricante + Nerello Mascalese
RARITY	Vico pre-phylloxera vines

SELECTED ACCLAIM

TOP 100
WINE ADVOCATE DISCOVERIES
94 · VICO ETNA ROSSO 2016

90
WINE ADVOCATE
PIANO DEI DAINI BIANCO 2021

OUR WINES



PIANO DEI DAINI BIANCO

Carricante · volcanic · precise



PIANO DEI DAINI ROSSO

Nerello · polished · estate red



VICO ETNA ROSSO

Pre-phylloxera · rare · collectible

CAMPANIA · FAMILY LIQUEURS · SINCE 1899

The Mediterranean in every sip.





Valentina Russo · copper distillation equipment at Russo 1899

THE STORY

The Russo family's story began on Ischia in 1899 and grew through Campania, from the Amalfi Coast to the inland towns of Naples and Salerno. Third-generation siblings Vincenzo and Valentina carry forward family recipes built around local citrus and botanicals. Limoncello d'Amalfi and Amaro Panorama bring those Mediterranean traditions to after-dinner pours and cocktails.

AT A GLANCE

PLACE	Campania + the Amalfi Coast
FAMILY	Vincenzo + Valentina Russo
ROOTS	Family recipes since 1899
OCCASION	After dinner + cocktails

SELECTED ACCLAIM

92 **PLANET GRAPE**
Limoncello d'Amalfi

92 **PLANET GRAPE**
Amaro Panorama

OUR LIQUEURS



LIMONCELLO D'AMALFI

Amalfi lemon · bright citrus



AMARO PANORAMA

Botanical · bittersweet · digestivo

OUR PROMISE

ROOTED IN ITALY. CURATED WITH PURPOSE. DIFFERENT BY DESIGN.

That's Enotec.

We seek out real regional wines—the bottles Italians drink, families are proud to share, and American tables deserve to discover. One country. Hundreds of wine cultures. Chosen one family, one place and one bottle at a time.

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