ENOTEC IMPORTS

We do Italy like the Italians.

Since 1985.



Family estates. Regional wines.
Alto Adige 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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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.

On Premise Roadmap

Build the list around the way your guests drink.



01 A better by-the-glass start

Ca' del Sarto · Modello · Gaffino · Badia al Colle

OPEN Pinot Grigio or Cabernet / STEP UP Terra d'Aligi Zite or Roma Rosso

02 Make aperitivo an occasion

Naonis · Antica Fratta · Casalfarneto · Vivace!

OPEN Naonis Brut / STEP UP Antica Fratta Cuvée Real or Essence Rosé

03 Give the list a sense of place

Ronchi di Pietro · Marchesini · Casalfarneto · Russo Taurasi · Rodano

OPEN Friulano or Chiaretto / STEP UP Rodano Chianti Classico

04 Build a reserve worth exploring

Palladino · Dei · Vantorosso · Fanetti · Poggio Castagno · Tenute Bosco

OPEN Nebbiolo or Rosso / STEP UP Barolo, Brunello, Amarone or Etna

05 Bring back the carafe

Pavan Bacco's Bianco and Rosso

LEAD WITH carafe, quartino or terzo service; freshness and keg economics

Off Premise Roadmap

Turn a shelf position into a reason to take a bottle home.



01 Cold box, ready to go

Naonis · Marchesini Chiaretto · Caldaro · Kaltern · Vivace!

FEATURE Prosecco, Lake Garda rosé and Alpine whites

02 Everyday value with a story

Terra d'Aligi · Ca' del Sarto · Gaffino · Badia al Colle · Modello

START with a familiar grape; explain the place and the quality

03 The staff's next favorite

Palladino · Dei · Rodano · Tenute Bosco · Antica Fratta

HANDSELL family, vineyard and craft; trade up to a special selection

04 A display with a clear purpose

Ca' del Sarto · Terra d'Aligi · Modello · Naonis · Le Perle

BUILD an occasion-led stack or a mixed case of whites and reds

05 A gift with something to say

Antica Fratta · Barolo · Brunello · Amarone · Vino Nobile · Etna

GIVE the buyer one memorable story to share at the table

Winter 2026/2027 Roadmap

Holidays and Special Occasions



01 Thanksgiving: many dishes, one table

Marchesini Chiaretto or Bardolino · Ronchi Friulano · Terra d'Aligi Pecorino

CHOOSE freshness and moderate structure for a generous spread

02 Christmas: bring out the classics

Dei Vino Nobile · Palladino Barolo · Degani or Vantorosso Amarone

CHOOSE reds with depth and ceremony for the main event

03 Holiday aperitivo and New Year

Naonis · Antica Fratta · Casalfarneto Primo · Vivace!

CHOOSE an easy welcome glass or traditional-method centerpiece

04 Cold nights and comfort food

Terra d'Aligi Tatone · Russo Aglianico · Gaffino · Modello Red

CHOOSE savory reds for braises, ragù, roasts and the grill

05 Host gifts and cellar treasures

Tenute Bosco Vico · Palladino cru Barolo · Dei Bossona · Vantorosso Riserva

CHOOSE a place-driven bottle whose story outlasts the occasion

A Tavola con Enotec

ALTO ADIGE

Alto Adige, where north meets south.



Lake Caldaro · Alto Adige



Cantina Kaltern · Alto Adige

WHY ALTO ADIGE, WHY NOW

"At the winter table, Alto Adige offers something rare: reds with enough freshness to move through a meal, and whites with the shape to stand up to it. The wines feel Alpine and unmistakably Italian."

MICHAEL · PRESIDENT, ENOTEC IMPORTS

A MOUNTAIN TABLE, MADE FOR WINTER

Alto Adige sits where Alpine air meets Mediterranean sun. Vineyards climb from 200 to 1,000 meters, so crisp whites and lifted reds carry both ripeness and freshness. Around Lake Caldaro, the Ora wind from Lake Garda helps define a landscape where each grape finds its own altitude and exposure.

Schiava is the region's native everyday red: floral, berry-scented and low in tannin, often served lightly chilled. At the table it can move from speck and cheese to pasta, roast poultry and sausages. Pinot Nero offers a deeper step, while Pinot Bianco and Pinot Grigio bring mountain clarity to winter seafood and richer pastas.

NEXT: WINTER FAVORITES · 9 →

Four wines for the winter table.



THE SEASON IN THE GLASS

The best winter wine selection follows the table, not a color rule. Begin with something bright and sparkling, keep freshness for seafood and mixed plates, then give the main course a red with enough structure for the room. These four bottles carry the evening from welcome glass to long dinner without losing their sense of place.

AT A GLANCE

OCCASIONS	Thanksgiving + holiday parties
SEAFOOD	Feast of Seven Fishes
MAIN TABLE	Christmas + winter dining
RETAIL	Cold box, gifting + mixed cases

HOW TO USE THEM

1 **OPEN THE NIGHT**

Naonis Brut or Chiaretto for the first glass

2 **STAY AT THE TABLE**

Friulano with seafood; Vino Nobile for the main course

FOUR WINTER FAVORITES



NAONIS
PROSECCO BRUT

Aperitivo · parties · cold box



MARCHESINI
CHIARETTO CLASSICO

Thanksgiving · poultry · rosé



RONCHI DI PIETRO
FRIULANO

Seven Fishes · seafood pasta



DEI
VINO NOBILE

Christmas · braises · gifting



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.

Start broad. Then go deeper into place.

The opening collections span several regions. That matters because they let you build an accessible Italian list or shelf around familiar grapes, styles and price points, while keeping each wine's origin visible.

Then we travel through Northern Italy, Central Italy, and the South and Islands. Brands appear alphabetically within each region. Each page gives you the people, place, selected acclaim and wines to help turn discovery into a confident recommendation.

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

92 **PLANET GRAPE**
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

FRIULI · ABRUZZO · CLASSIC ITALIAN REGIONS

Authentic wines. Exceptional value. Stronger operator profits.



Lake Barrea · Abruzzo

THE STORY

Ca' del Sarto was created with Enotec for restaurants that need familiar grapes and clear Italian origins. Regional partners in Friuli and Abruzzo give the range practical breadth. Montepulciano adds an indigenous Abruzzo red with cherry fruit and savory character, a useful bridge from familiar reds to regional discovery. Build a credible by-the-glass program around taste, food and value.

AT A GLANCE

PLACE	Friuli + Abruzzo
PROFILE	Classic regional wines, sharp value
PROGRAM	Four versatile restaurant SKUs
ROLE	A credible BTG profit center

SELECTED ACCLAIM

BEST BUY

WINE ENTHUSIAST
87 POINTS · CABERNET SAUVIGNON

BEST BUY

WINE ENTHUSIAST
87 POINTS · MONTEPULCIANO D'ABRUZZO

OUR WINES



PINOT GRIGIO FRIULI DOC

Crisp · familiar · BTG white

UNOAKED CHARDONNAY

Fresh · versatile · crowd-pleasing

CABERNET SAUVIGNON

Best Buy · supple · easy red

MONTEPULCIANO D'ABRUZZO

Best Buy · savory · Italian red

PUGLIA · ABRUZZO · SOUTHERN ITALY

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, while Montepulciano brings cherry fruit and savory character. Primitivo di Manduria anchors Puglia; the new Nero d'Avola adds Sicily, with ripe fruit and balanced structure. Regional stories and upgraded labels give accounts a clear introduction for pizza, pasta and the grill.

AT A GLANCE

PLACE	Puglia + Abruzzo
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



MONTEPULCIANO

Savory · supple · everyday red



PRIMITIVO DI MANDURIA

Ripe · dry · generous red

02

NORTHERN ITALY

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



ALTO ADIGE · FRIULI · VENETO · LOMBARDIA · 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

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

96 **JAMES SUCKLING**
BAROLO ORNATO 2022

OUR WINES



GAVI DI GAVI	DOLCETTO D'ALBA	BARBERA D'ALBA	NEBBIOLO D'ALBA	BAROLO SERRALUNGA	BAROLO ORNATO
Fresh · mineral · opening white	*Juicy · bright · trattoria red*	*Food-driven · vibrant · core red*	*Fragrant · structured · Barolo bridge*	*Estate anchor · classic Serralunga*	*Cru · depth · cellar selection*

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	BARBERA D'ASTI	BARBARESCO RISERVA	ENRICO I LANGHE ROSSO	BAROLO AUDACE	BAROLO BERGERA–PEZZOLE
Crisp · mineral · opening white	*Juicy · generous · table red*	*Neive · elegant · cellar depth*	*Rich · modern · next-generation red*	*Nebbiolo · polished · cellar step*	*Single vineyard · prestige 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

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

CANTINA DI CALDARO

ALTO ADIGE

LAKE CALDARO · ALTO ADIGE

Alto Adige prestige, without the prestige price.



Lake Caldaro · Alto Adige

THE STORY

Caldaro is a tightly edited entry into one of Alto Adige's most celebrated neighborhoods, positioned at an accessible price. Pinot Grigio delivers Alpine texture and freshness; Pinot Nero brings lift and finesse. Together, the two wines give a concise white-and-red introduction to Lake Caldaro.

AT A GLANCE

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

SELECTED PROOF

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

2 **TIGHTLY CHOSEN WINES**
Pinot Grigio + Pinot Nero

OUR WINES



PINOT GRIGIO

Textured · crisp · Alpine white



PINOT NERO

Bright · silky · food-friendly red

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



CHARDONNAY
Fresh · precise · Alpine white

PINOT BIANCO VIAL
Floral · mineral · regional classic

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

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.

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

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

pavan

VENETO

VENETO · ITALIAN CARAFE WINE

Northeastern Italy's favorite carafe wines.



The Pavan family estate · Veneto

THE STORY

Bacco's Bianco and Rosso are the bright, dry wines northern Italians expect when they order a carafe or terzo with local food. There is no sugar and no oak to get in the way—just freshness, clean fruit and effortless table compatibility. Pavan puts that trattoria ritual into a twenty-liter keg; Moscato adds a gently sparkling bottle for brunch and dessert.

AT A GLANCE

PLACE	Veneto
PEOPLE	Pavan family, since 1919
FORMAT	20L Bacco's Bianco + Rosso
RITUAL	Carafe, quartino + terzo

SELECTED PROOF

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

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

OUR WINES



BACCO'S BIANCO 20L

70% Chardonnay
30% Pinot Bianco



BACCO'S ROSSO 20L

50% Cabernet Sauvignon
50% Merlot



MOSCATO DOLCE

Sweet · gently sparkling · chilled

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

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

PROSECCO DOC · PORDENONE

FRIULI

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

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	SAUVIGNON	FRIULANO	REFOSCO	SCHIOPPETTINO	PICOLIT
Fresh · textured · familiar entry	*Aromatic · crisp · Friuli white*	*Almond · saline · regional signature*	*Savory · dark-fruited · native red*	*Peppery · lifted · distinctive*	*Sweet · honeyed · 500ml*



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.

03

CENTRAL ITALY

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



TOSCANA · MARCHE · ABRUZZO · LAZIO

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	ROSSO DI MONTEPULCIANO	SANCTA CATHARINA	VINO NOBILE	BOSSONA RISERVA	MADONNA DELLA QUERCE
Fresh · Tuscan white · entry point	*Bright · restaurant-ready Sangiovese*	*Structured · polished · Tuscan red*	*Estate anchor · refined classic*	*Cru · depth · collector step*	*Single site · rarity · cellar selection*

FANETTI

TOSCANA

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

LIONELLO MARCHESI

TOSCANA

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

LUNANUOVA VIN SANTO
Monastero · Vin Santo del Chianti

COLDISOLE ROSSO
Montalcino · bright · open

POGGIO ALLE SUGHERE INSIEME
Coastal depth · polished blend

COLDISOLE BRUNELLO
Structured · age-worthy · prestige

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

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	FONTEVECCHIA VERDICCHIO	QUIRICO PECORINO	PÀO ORANGE	CRISIO RISERVA	VERMOUTH BIANCO
Verdicchio · bubbles · aperitivo	*Mineral · classic · regional white*	*Aromatic · bright · regional white*	*Skin contact · texture · exploratory*	*Cellar selection · depth · age-worthy*	*Botanical · artisanal · beyond wine*

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

CABERNET SAUVIGNON
Familiar · polished · easy entry

TUBBO MERLOT
Supple · savory · restaurant red

ROMA DOC
Place-led · organic · premium step

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

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

04

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 vineyard · Campania

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

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

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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