

We do Italy like the Italians do.

Family estates. Regional wines.
A fall and winter field guide.

ONE COUNTRY. HUNDREDS OF WINE CULTURES.

*That complexity is why we specialize.
Making it accessible is what we do.*

Since 1985, Enotec Imports has built its portfolio around a simple belief: Italy becomes more compelling when its regional differences remain visible. This issue turns that diversity into a practical field guide—what to present, when to present it, and which family story makes the wine matter.

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FALL/WINTER 2026–2027

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OUR PORTFOLIO PHILOSOPHY

Curated with a point of view.

We look for real regional wine bottles that Italians actually drink, and that these families are proud to share with us in America because they represent the best of their regions.

01 PLACE

Place before fashion.

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

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.

02 PEOPLE

People behind the wine.

Families, growers and winemakers matter when their choices give the wine a voice—and when their history helps a sales rep make the place memorable.

04 TABLE

Typical grapes. Traditional methods.

The wines showcase their type, preserve regional character and are made to live naturally beside the cuisine of the place.

Authenticity is the sourcing discipline. Usability is the commercial test.

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 Chiacetto / **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

HANDELL 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

Fall/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



ABRUZZO

A Tavola con Enotec

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 • 9 — PALLOTTE CACIO E OVA ➔



An Abruzzo classic for cold-weather tables.



PALLOTTE CACIO E OVA

An authentic Abruzzese cucina povera dish: day-old bread, grated cheese and eggs become tender, meatless dumplings. Garlic and parsley add fragrance; a brief fry and a gentle simmer in tomato sauce bring everything together. Serve hot in generous bowls, with bread for the sauce.

AT A GLANCE

CORE	Bread, eggs + grated cheese
AROMATICS	Garlic, parsley + black pepper
SAUCE	Tomato, olive oil + basil
SERVE	Hot, saucy + family style

THE METHOD

1

MIX + SHAPE

Combine until tender; roll into small balls

2

FRY + SIMMER

Brown, then finish gently in tomato sauce

ABRUZZO IN THE GLASS



**CA' DEL SARTO
CHARDONNAY**

Abruzzo • fresh, unoaked white



**CA' DEL SARTO
MONTEPULCIANO D'ABRUZZO**

Abruzzo • savory, easygoing red



**TERRA D'ALIGI
PECORINO**

Abruzzo • bright, herbal white



**TERRA D'ALIGI
TATONE MONTEPULCIANO**

Abruzzo • fuller winter red

UN BRINDISI

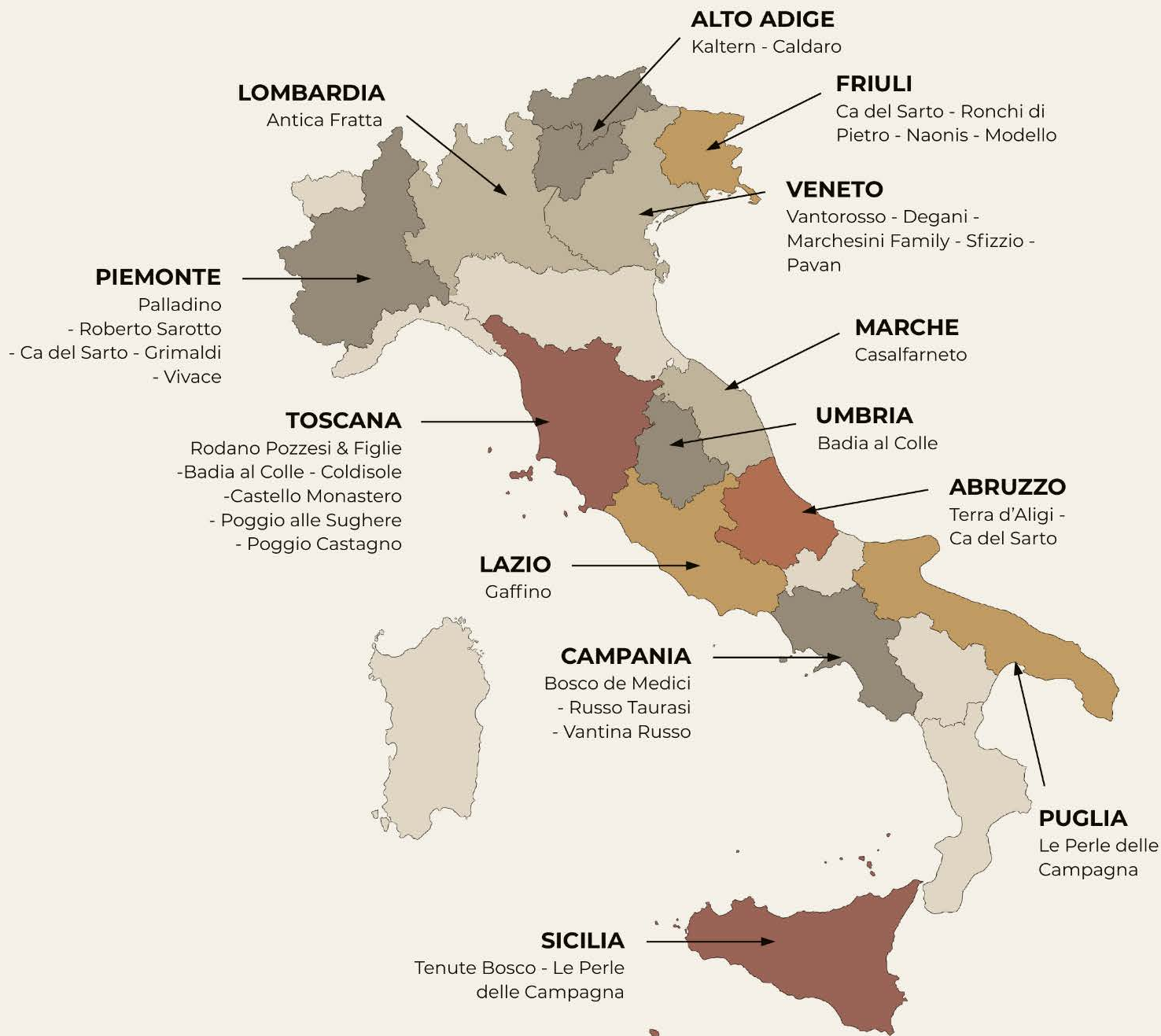
BRINDIAMO ALL'AMORE, ALLA VITA E A NOI.

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

ALBERGO

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.



CENTRAL ITALY

UMBRIA • TOSCANA • CENTRAL ITALY

Central Italy for the everyday table.



The Piccini family · Badia al Colle

THE STORY

The Piccini family brings generations of Tuscan wine experience to Badia al Colle, uniting familiar central Italian names with dry, food-friendly character. Orvieto opens the white-wine side; Chianti, Riserva and Chianti Classico offer a natural Sangiovese progression from an easy weeknight bottle to a more defined Tuscan table wine. These are recognizable wines with a real family behind them.

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



CA' DEL SARTO



ITALIA

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 without anonymous wine. Sourced from strong regional partners in Friuli and Abruzzo, the wines are classically made, immediately useful and exceptional for the price. They give operators a credible Italian BTG program—and the margin to make it a durable profit center.

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

The generous, welcoming side of southern Italy.



Trulli of Alberobello - Puglia

THE STORY

Le Perle della Campagna brings together the grapes and styles that make southern Italy immediately inviting. Crisp Pecorino, savory Montepulciano and a newly packaged Primitivo di Manduria deliver regional character without complication. The wines are dry, generous and priced to turn pizza, pasta and grill placements into repeatable business.

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

NORTHERN ITALY

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

ALTO ADIGE • FRIULI • VENETO • LOMBARDIA • PIEMONTE

Legendary Piemonte family. Nebbiolo, vineyard by vineyard.



The Grimaldi family at work in the cellar

THE STORY

The Grimaldi name is woven deeply into the Langhe, and four family generations continue that history in an unmistakably traditional style. Their sourcing makes the difference: Nebbiolo from Diano d'Alba and Sinio is fragrant and immediate, while Manzola—a named site in Treiso—gives Barbaresco more structure, detail and patience. Two wines make terroir easy to explain.

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

SERRALUNGA D'ALBA • PIEMONTE

Serralunga, in its most traditional voice.



The Palladino family

THE STORY

The Palladino family is rooted in Serralunga d'Alba, where limestone and clay give Nebbiolo structure and longevity. Winemaker Veronica Santero carries that identity into an unhurried, traditional cellar style: native grapes, long aging and wines that reveal their place over time. Gavi, Barbera and Nebbiolo lead naturally to Serralunga Barolo and the estate's distinctive crus.

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

*Fresh · mineral · opening
chile*



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



ROBERTO SAROTTO

GAVI • NEVIGLIE • NEIVE • NOVELLO



PIEMONTE

A new generation opens Piemonte wider.



The Sarotto family

THE STORY

The Sarotto family has farmed Piemonte since 1820. Today Enrico and Elena work alongside their parents, Roberto and Aurora, carrying that heritage into a new generation. Gavi, Barbera, expressive Langhe blends and a modern pair of Barolos reveal the breadth of the family's vineyards. The style is generous, polished and built to welcome drinkers into more of Piemonte.

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*



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

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

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*

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 every stage—from hand harvest and appassimento through vinification and bottling—within the family. That continuity shapes fragrant Valpolicella and traditionally styled Amarone, including the focused La Rosta selection, with savory detail, dried-cherry depth and classic structure. The unusual commercial advantage is value: authentic Valpolicella Classica across a ladder operators can actually 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

BARDOLINO CLASSICO • LAKE GARDA

Bardolino with more soul and presence.



Marcello Marchesini with his daughter Giorgia

THE STORY

The Marchesini family's farming roots around Lazise stretch back two centuries. Plinio bought the vineyard the family still farms; his son Marcello carried it forward, followed by daughters Erika and Giorgia. Today Giorgia leads the cellar, shaping dry, gastronomic Chiaretto and Bardolino with juicy red fruit and real presence. Hand-harvested fruit and generations beside Lake Garda give both wines their character.

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

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 lifelong friend and Valpolicella master Franco Allegrini, bringing precision and patience to seven hillside hectares in the Classica zone. Vanni Bianco and Valpolicella open the range; Ripasso adds depth; Amarone and Amarone Riserva bring concentration without heaviness. A focused estate with a racer's drive and a winemaker's respect for place.

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

The crisper side of Prosecco.



Palazzo Comunale, Pordenone • Friuli

THE STORY

Naonis takes its name from the ancient Roman name for city of Pordenone, which is where the La Delizia winery is located. Made on the Friuli side of Prosecco DOC and widely enjoyed in Italy, it reflects Enotec's bias toward real regional wines Italians drink and are proud to pour. The Brut is crisp and precise; Rosé adds a colorful expression for the table and celebration.

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

Trade-up • brunch • celebration

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



Ponte del Diavolo, Cividale del Friuli • Friuli

THE STORY

From the Anselmi family's stone house and vineyards outside Udine, Ronchi di Pietro carries three generations of Friulian farming into the glass. Estate fruit and hands-on cellar work give Pinot Grigio a credible entry point, while Friulano, Refosco and Schioppettino deliver the native flavors that make Friuli distinct—all at pricing that lets restaurants build a serious regional section.

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



REFOSCO

Savory • dark-fruited • native red



SCHIOPPETTINO

Peppery • lifted • distinctive



DETTO POPOLARE

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

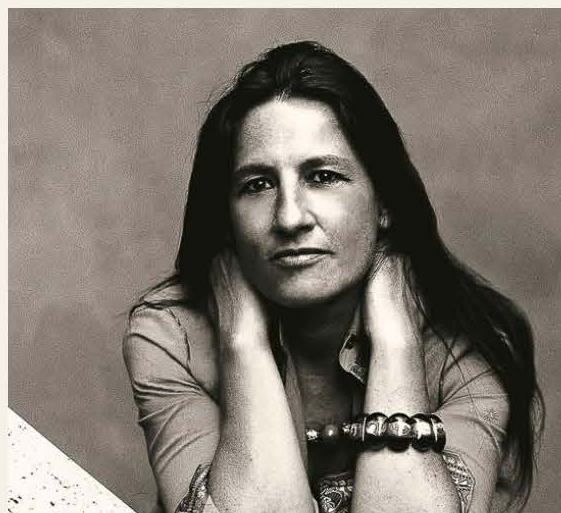
*For we are all mortal until the first
kiss or second glass of wine.*

CENTRAL ITALY

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

TOSCANA • MARCHE • ABRUZZO • LAZIO

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



Caterina Dei



Dei estate, Montepulciano • Toscana

THE STORY

From five prized Montepulciano sites, Caterina Dei brings modern clarity to Vino Nobile while preserving the appellation's Sangiovese soul. The family's sixty hectares include Bossona, source of the Riserva, and a travertine cellar shaped like a fossil shell and powered by geothermal energy. Martiena and Rosso open the ladder; Vino Nobile and Bossona deliver benchmark depth.

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

SANCTA CATHARINA
Structured • polished • Tuscan red

VINO NOBILE
Estate anchor • refined classic

BOSSONA RISERVA
Cru • depth • collector step

**MADONNA DELLA
QUERCE**
Single site • rarity • cellar selection

The OG Vino Nobile family.



Elisabetta Fanetti at the estate • Toscana

THE STORY

Adamo Fanetti helped give Vino Nobile its modern name and reputation, bottling estate-grown 'Nobile' in the 1920s and earning international medals by the 1930s. The family carried the wine around the world and helped lead its consortium. Today Elisabetta continues the estate's third generation, making savory, traditionally styled Rosso and Vino Nobile Riserva with the patience of a benchmark.

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

Locally legendary in Castellina, Fattoria di Rodano occupies a medieval farm on the Via Francigena that has made wine since the sixteenth century. The Pozzesi family has stewarded it since 1958; former consortium president Vittorio worked for years with Giulio Gambelli, and Enrico now leads. Certified-organic vineyards, cement ferments and large neutral botti keep Poggialupi, Bottesola 49, Chianti Classico and Viacosta unmistakably traditional.

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

CHIANTI CLASSICO • MONTALCINO • MAREMMA

One visionary. Three estates. Tuscany in full view.



Lionello Marchesi



Montalcino • Toscana

THE STORY

Before modern cellar practice was common in Montalcino, Lionello Marchesi introduced temperature-controlled fermentation and new French barriques to the appellation. He then assembled estates across Tuscany's great Sangiovese zones. Today Castello di Monastero, ColdiSole and Poggio alle Sughere express Chianti, Montalcino and coastal Maremma through one pioneering point of view—from Poggio alle Sughere Morellino to ColdiSole Brunello.

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 two complementary Montalcino sites: eight hectares at cooler Montesoli, north of town, bring acidity and structure; four hectares at sunny Lavacchio to the southwest contribute ripe fruit and breadth. In the cellar, the goal is simplicity, balance and tradition—not maximum extraction—so Sangiovese and vintage remain clear. The result is classic Brunello with both backbone and generosity.

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

Verdicchio, six ways from Sunday



The Togni family • Casalfarneto

THE STORY

Casalfarneto sits in the hills of Ancona, where the Vallesina and Adriatic influence define Verdicchio's most important landscape. Verdicchio is not an add-on here—it is the home grape, explored as mineral Fontevicchia, sparkling Primo, skin-contact wine and cellar-worthy Crisio Riserva. Mostly organic farming and acclaimed artisanal vermouth extend the same regional curiosity beyond the classic still wine.

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
Fontevicchia 2023

92

VINOUS
Primo Brut

OUR WINES



PRIMO BRUT

Verdicchio • bubbles • aperitivo



Fontevicchia VERDICCHIO

Mineral • classic • regional white



QUIRICO PECORINO

Aromatic • bright • regional white



PÃO ORANGE

Skin contact • texture • exploratory



CRISIO RISERVA

Cellar selection • depth • age-worthy



VERMOUTH BIANCO

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

ATESSA • CHIETI • ABRUZZO

Crisp Whites. Expressive reds. Incredible Abruzzo Value.



Vincenzo Spinelli • Terra d'Aligi

THE STORY

Terra d'Aligi is the Spinelli family's forward-looking Abruzzo project, linking native grapes and classic methods to the categories gaining momentum now. Pecorino offers a crisp, mineral alternative to familiar Italian whites; Montepulciano delivers savory fruit and exceptional value as the region's reds gain attention. Zite and Tatone complete a four-wine ladder that trades up in texture and depth without leaving accessibility behind.

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

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 Piediroso 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 + Piediroso

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

Piediroso • 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. In 1999, Ermanno Russo returned to the land of his birth, replanted the vineyards and built a modern estate around Irpinia's native grapes. Grele Greco is mineral and direct; Donnaceleste Fiano is aromatic and poised; Macrì introduces Aglianico without requiring a leap straight to Taurasi.

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

On Etna's northern slope, Sofia Ponzini restored two historic estates—Piano dei Daini and Santo Spirito—and built Tenute Bosco around Carricante, Nerello Mascalese and the mountain itself. Organically farmed vineyards span distinct contrade; the polished Piano dei Daini wines introduce the estate, while Vigna Vico's late-nineteenth-century, pre-phyloxera vines deliver the rarest, most collectible expression.

AT A GLANCE

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