

ENOTEC'S ABRUZZO

Classic Authenticity, Modern Crafting. From Our Families, To Yours.



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LOCATION/CLIMATE

- ❑ 65% Mountains, including Corno Grande, the highest point on mainland Italy
- ❑ Relatively few flat plains
- ❑ Higher Altitude = Cooler, Leaner, Mineral Styles
- ❑ Lower Altitude/Closer to Adriatic = Warmer, Riper, Fruity Styles

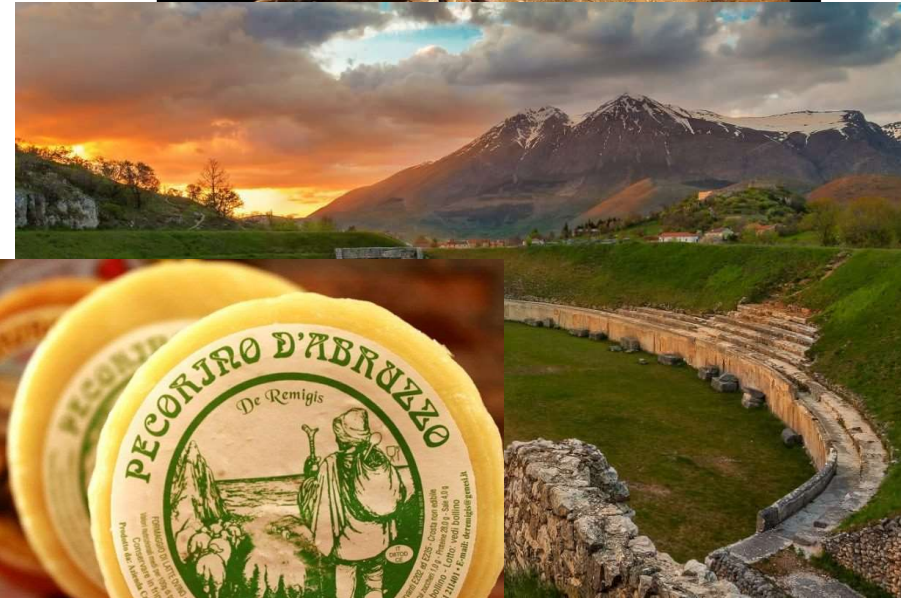


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ABRUZZO'S PAST

- ❑ Mountainous nature of Abruzzo has always supported nomadic cultures—settlement/farming more difficult
- ❑ 600 BC: Etruscans introduce winemaking to region
- ❑ 400-300 BC: Romans conquer Abruzzo, but remote nature of region keeps population low
- ❑ Fishing, Farming, and Shepherding primary industries...from this time until modern day (Abruzzo famous for lamb dishes and Pecorino—sheep's milk—cheeses)



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ABRUZZO'S PAST

- ❑ 1000 AD: Arrival of the Norman's and French Rule
- ❑ 1526-1706: Spanish rule of Abruzzo and Southern Italy
- ❑ 1706-1796: Spanish rule gives way to Austrian rule
- ❑ 1796-1829: Napoleonic rule
- ❑ 1829-1871: Unification and creation of modern country of Italy

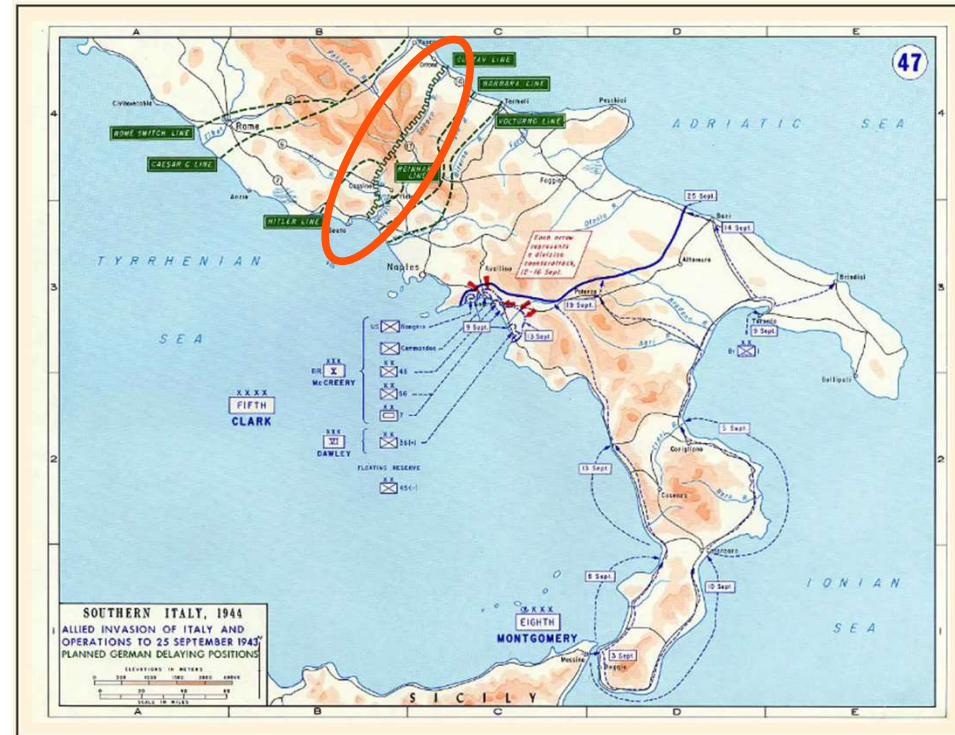


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ABRUZZO'S PAST

- ❑ Following the fall of the Roman Empire, Abruzzo ruled by a succession of foreign powers, resulting in erratic/limited economic development in region
- ❑ First Industrial Revolution (1760-1840) creates population exodus from Abruzzo to larger cities in the north and west of Italy
- ❑ World Wars (I and II) further drain population of able-bodied men to work in factories and serve in military
 - ✓ Abruzzo on the front lines of World War II (Gustav Line--German attempt to prevent Allies from reaching Rome)
 - ✓ Battle of Ortona (1943) considered one of the fiercest Italian campaigns of the War, inflicting tremendous damage to Abruzzo cities/countryside



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ABRUZZO'S PAST

- ❑ Post World War II: Famine/Unemployment as most Marshall Plan benefits don't reach Abruzzo until 1960's
- ❑ Second Italian Industrial Revolution creates exodus from Italy's countryside in late 1960's/early 1970's, hitting Abruzzo particularly hard
- ❑ To survive, Abruzzo (and other regions) focuses on:
 - ✓ Formation of Winery Coops (Cantine Sociali)
 - ✓ Planting higher yielding/lower quality grape clones
 - ✓ Use of "Tendone" training system
 - ✓ Overly large DOC areas with excessively generous production limits
- ❑ Result: Variable quality and "Cheap Wine" image—NOT unique in Italy, but Abruzzo slower to evolve/recover from



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ABRUZZO'S PRESENT

- ❑ Nearly half of Abruzzo's land area is designated as National Park or Nature Preserve
- ❑ Four (4) Administrative Provinces:
 - ✓ Chieti—75% of Abruzzo wine production
 - ✓ Pescara
 - ✓ Teramo
 - ✓ L'Aquila
- ❑ High yielding/lower quality grape clones planted in 1960's/70's have largely now been replaced with higher quality versions on modern trellising
- ❑ Abruzzo now 5th largest wine producing region in Italy, with slightly less than 6% of total production
 - ✓ 35 million cases per year
 - ✓ 250 wineries of which only 40 are Coops



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ABRUZZO'S FUTURE

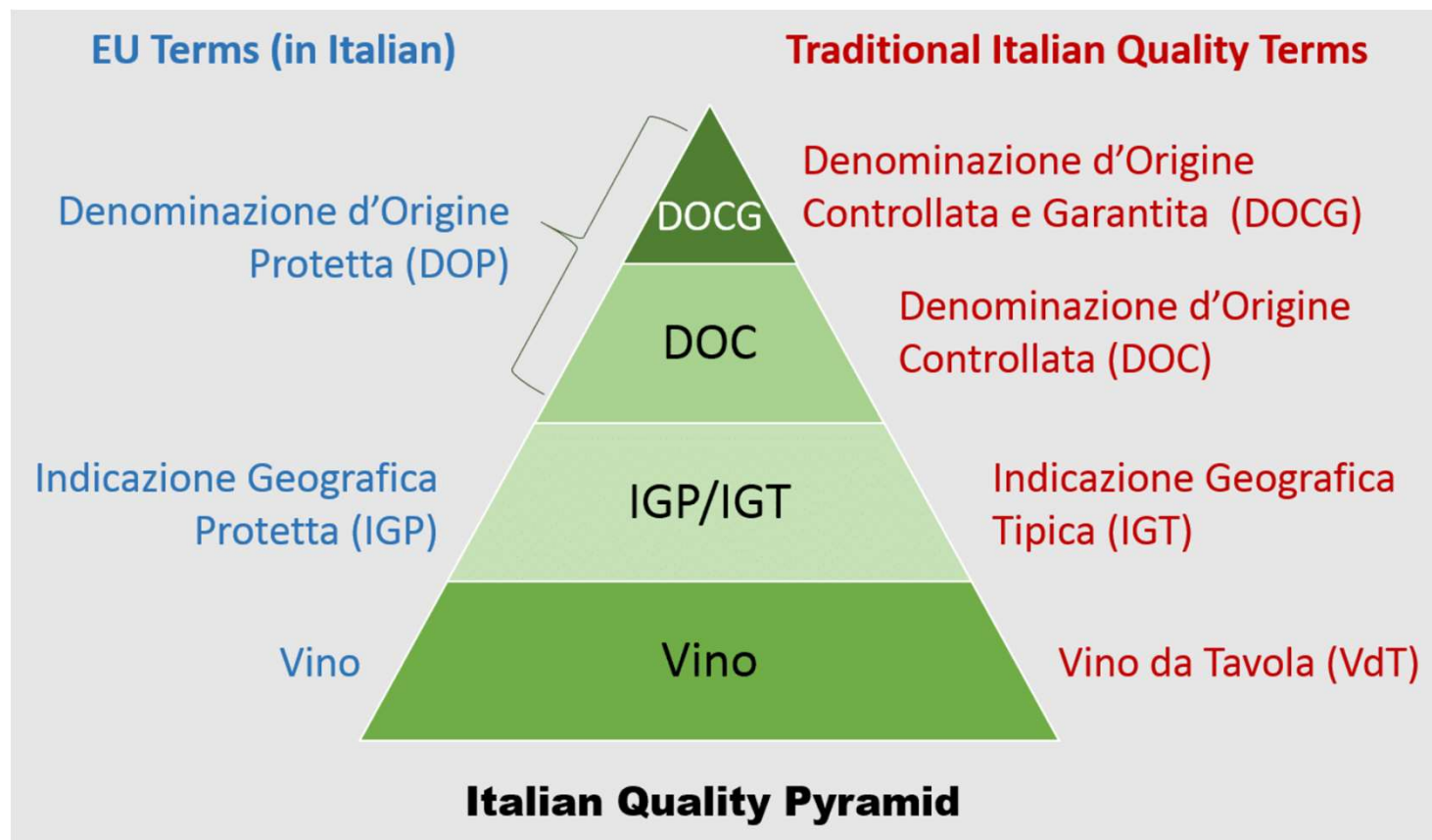
- ❑ Abruzzo currently in a phase of “Repositioning”
- ❑ In past 15-20 years, focus has turned:
 - ✓ From Coops to Family Estates pursuing Ultra Premium wines
 - ✓ To Sustainable, Organic, and Bio-Dynamic Farming Methods
 - ✓ To longer oak aging of reds, batonage of whites, return to clay vessels
 - ✓ From Varietal Minded to Terroir Focused winemaking, leading to...
- ❑ Updates to Abruzzo Appellational System starting with 2023 Vintage



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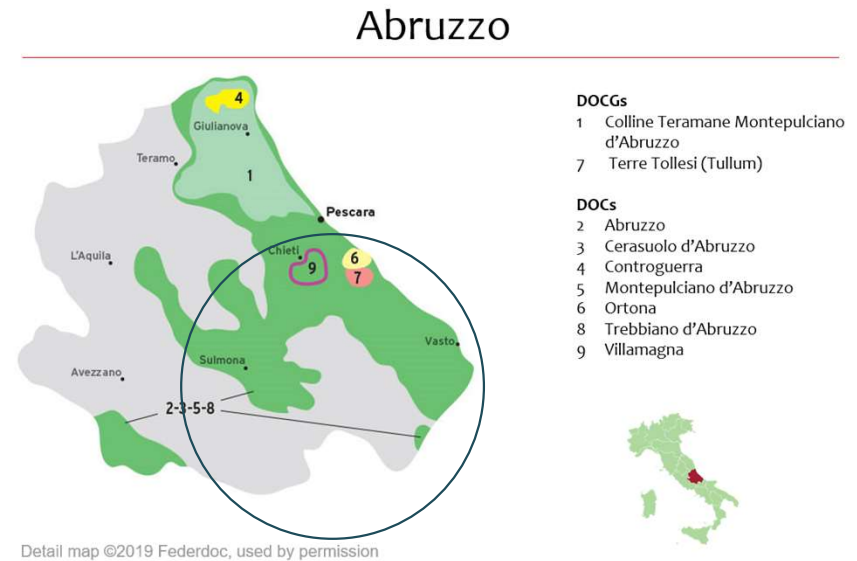


ITALY'S REGIONS/APPELLATIONS



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ABRUZZO'S REGIONS/APPELLATIONS



- ❑ Currently 7 DOC's, and 2 DOCG's
- ❑ In addition, Varietal names can be added to Abruzzo DOC—e.g. Pecorino d'Abruzzo DOC
- ❑ Currently 8 IGT/IGP's, but all will be combined into just 1 (Terre d'Abruzzo) starting in 2023
- ❑ "Superiore" elevated to DOC status (e.g. Montepulciano d'Abruzzo Superiore) in 2023
- ❑ Additional updates being considered at this time



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GRAPES

- ❑ Montepulciano (57% of Abruzzo plantings)
 - ✓ One of Italy's most respected reds
 - ✓ Widely planted throughout Central/Southern Italy—second only to Sangiovese in total acres planted in Italy for red grapes
 - ✓ Light to full bodied, deeply colored, soft tannins, moderate acidity. Aromas & flavors of red cherry, plums, herbs, and earth
 - ✓ Produces Red, Rose, Sparkling Rose, and Red Passito Dessert wines
- ❑ Trebbiano Abruzzese (29% of Abruzzo plantings)
 - ✓ Highest quality clone of the Trebbiano family—not to be confused with Trebbiano di Toscana
 - ✓ Light to medium bodied, high acidity. Aromas & flavors of white flowers, peach, citrus, and minerals
 - ✓ Produces White, Sparkling, and White Passito Dessert wines
- ❑ Other prominent varieties planted
 - ✓ Autochthonous: Bambino Bianco, Cococciola, Passerina, Pecorino, Sangiovese
 - ✓ International: Chardonnay, Merlot, Cabernet Sauvignon



ENOTEC'S ABRUZZO



PREMIUM ABRUZZO PINOT GRIGIO

ADJACENCIES

Top selling Pinot Grigio Wines



CA DEL SARTO

SRP 10.99



ZACAGNINI

SRP 17.99



BENVOLIO

SRP 11.99



PIGHIN

SRP 15.99



CITRA

SRP 10.99



ENOTEC'S ABRUZZO



PREMIUM ABRUZZO MONTEPULCIANO

ADJACENCIES

Top quality-focused Montepulciano Wines



CA DEL SARTO

SRP 10.99



SPINELLI

SRP 11.99



ZACAGNINI

SRP 17.99



MASCIARELLI

SRP 11.99



UMANI RONCHI

SRP 12.99



ENOTEC'S ABRUZZO



SUPER/ULTRA PREMIUM PECORINO

ADJACENCIES

Top quality-focused Super Premium Pecorino Wines



LE PERLE

SRP 15.99



BATTAGLIA

SRP 19.99



UMANI RONCHI

SRP 17.99



LA PIUMA

SRP 15.99



VILLA ANGELA

SRP 19.99



ENOTEC'S ABRUZZO



SUPER/ULTRA PREMIUM/LUXURY MONTEPULCIANO

ADJACENCIES

Top quality-focused Montepulciano Wines



LE PERLE

SRP 19.99



BATTAGLIA

SRP 19.99



ZACCAGNINI

SRP 17.99



VALLE REALE

SRP 18.99



TIBERIO

SRP 27.99



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