

families of wine

2023/2024



Extraordinary stories about successful families working together
in wine from the world's most famous viticultural regions • Of pioneering
spirit, generations and visions, of passion and pleasure

Love Wine Love Chile

"I was attracted to the duality...
roots and traditions,
with an evolutionary spirit."
Alexis, USA.

Chile 

Wines of Chile 
love wine. love Chile

Editorial

*M*any internationally recognised wine estates and producers are family-owned and operated. Most of these are medium-sized businesses that came into being thanks to the pioneering spirit of special individuals, and as companies still perpetuate the same spirit today. Their wines make them special ambassadors for their regions and terroirs, both driving the economy and providing steady employment.

We are placing these special families front-and-centre in this issue of Families of Wine. They are distinguished by notably value-based philosophies geared to the long term. They run their businesses in the spirit of their ancestors while looking forward toward subsequent generations. Nature and individuals both play central roles in this, their health being regarded as essential elements of working capital in the best sense. Especially in turbulent times, these estates represent continuity – be it as an employer or as part of the economic foundation of a country. Awareness that their success is based on hard work, coupled with innovative vision and sensible actions, runs like a bright thread through their corporate histories. They place great value on the family itself and they readily acknowledge the strength found in cohesiveness.

For us – as a family-run publishing house – it is both a pleasure and a matter of import, to dedicate a separate issue to these Families of Wine, especially as we, as a medium-sized company, also recognise many parallels. Meininger was founded in 1903 by our great-grandfather Daniel Meininger, and is today one of the oldest media houses in Germany as well as one of the leading wine-sector publishers in Europe. As a brother and sister duo, we represent the fourth generation. The accomplishments of our forebears provide us with the motivation to continue leading the company toward a successful future, balancing a sense of purpose with sound judgement.

In this spirit, we hope you enjoy getting to know the outstanding families of wine portrayed on the following pages.

With our best wishes,
Andrea Meininger-Apfel & Christoph Meininger

A. Meis-Apfel C. Meininger





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Buglioni



Mariano Buglioni
between his organically
farmed vines

Amarone in Amphoras

For two decades now, the Buglioni family has been impressing tasters and critics alike with a nicely varied range of wines that sometimes reaches beyond the classic notions of Valpolicella Ltd.

At the foot of the Monti Lessini, where the Valpolicella hills gradually fade into the plain north of Verona, the Buglioni family owns some 50 hectares of vineyards. There, they produce a handful of red wines from a sextet of autochthonous grape varieties – boldly and unabashedly vinified – that cover all the regional styles while simultaneously setting the quality bar very high. These are complemented by two white wines, a Lugana DOC and a Bianco Trevenezie IGT, and two sparkling wines that are unusual for the region but nonetheless formidable. All in all 280,000 bottles, 20% of which are sold on the domestic market with the rest destined for elsewhere in Europe, the USA and Asia.



Teste dure – focussed & persistent

The history of the Buglioni estate began in 1993 and is as young as it is amazing. That was when Alfredo Buglioni bought the farmhouse he had dreamed of all his life. The contract also included 3,5 hectares of vineyards planted with the region's typical grape varieties Corvina, Corvinone, Molinara and Rondinella.

Alfredo, however, had no idea about vines and certainly none about how to make wine. Instead, he came up with a concept. Together with his son Mariano, he cared for the vineyard as best he could and in autumn delivered his harvest to the top wineries in the region – free of charge, but with the request to teach the two of them how to make wine. In the years that followed, father & son persevered in learning how to produce top-class Valpolicella and Amarone. And just in time for the turn of the millennium, they felt ready to strike out on their own and built a wine cellar.

Their personal signature

Over the next 22 years, Alfredo and Mariano explored the realm of possibilities in Valpolicella. They studied the complex production methods behind Amarone, Recioto and Ripasso in detail, becoming more and more confident and innovative. They combined fundamental quality principles such as modest yields, meticulous hand-harvesting and organic farming with an increasingly experimental approach in the cellar. There, especially for the maturation of Amarone, the large wooden casks native to Valpolicella were partially replaced by amphorae. The idea here is, on the one hand, to express the terroir and the precise aromas of their already brilliant interpretations even more clearly and, on the other hand – approaching sacrilege in the baroque world of Amarone – to bring the latent elegance of the wines to the fore. An endeavour, by the way, that will be pursued even more uncompromisingly after they're done building their new modern cellar at the end of 2023.



© Marco Di Donato

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TO EU REG. NO. 1308/2013

Bodegas Riojanas Group

Santiago Frías, President of Bodegas Riojanas S.A.



More than 130 years of innovation

Passion for viticulture and conscientious respect for nature have been at the heart of Bodegas Riojanas' philosophy ever since their founding in 1890. Their commitment to quality has always been based on the conviction that only sustainable activities that preserve their vineyards and the environment – as well as the wellbeing and development of their community – provide the guarantee for their own future.

More than 130 years of history and still going strong: this is the best proof of Bodegas Riojanas' successful philosophy. Today, Bodegas Riojanas are counted among the most renowned Spanish producers. The story began in the town of Cenicero, in the heart of the winegrowing region Rioja Alta, still home to their headquarters. This origin has developed into a dynamic company, a group with estates in Rueda, Rías Baixas, Ribera del Duero, Bierzo, Toro and Monterrei. The stabilising factor in a history of constant change has been the Frías-Artacho family of owners. Santiago Frías has been at the helm of the company since 2009. He is assisted as technical director by the expert winemaker Emilio Sojo, another member of the founding family.

Iconic Riojas: Monte Real & Viña Albina

Bodegas Riojanas own 200 hectares of vineyards in the DOCa Rioja, and grapes from a further 600 hectares are purchased from long-term contract growers, supplying Bodegas Riojanas primarily with Tempranillo, Mazuelo and Graciano. Their focus on the vineyard as an important guarantee for the quality and authenticity of their wines is reflected in ranges such as Monte Real, created in 1933 and Viña Albina, whose first bottles were released to the market as far back as in 1901. Maintaining a firm commitment to this philosophy has allowed these wines to remain true to their essence even while they have adapted to society's concerns and evolving tastes. For instance, both brands are suitable for Vegans, likewise Puerta Vieja wines, another well-known brand of Bodegas Riojanas.

Toro, Rueda, Ribera del Duero, Bierzo & Rías Baixas

The group has applied their respect for the vineyard and the distinctive nature of each terroir to every denomination of origin where they have estates. This is true in Toro, Rueda & Bierzo with their brand Viore, as well as with the Peñamonte wines that all come from Toro. High-elevation vineyards in Ribera del Duero provide the Alacer wines and Rías Baixas yields the Veiga Naúm Albariño.

Bodegas Riojanas' century-long quest for sustainability attained new heights in October 2022 with the Wineries for Climate Protection certification bestowed by the Spanish Wine Federation (FEV), recognising Bodegas Riojanas' outstanding work on the reduction of their carbon footprint, energy efficiency, efficient water management and waste reduction.

30 November 2021 was an important date for BODEGAS RIOJANAS, when they were chosen as Spain's BEST WINERY OF THE YEAR by the professional 'Vivir el Vino' Wine Guide, 2022 edition.



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Domäne Baumgartner



Weinviertel Gourmet Cinema

Tradition – Passion – Innovation – since 1725

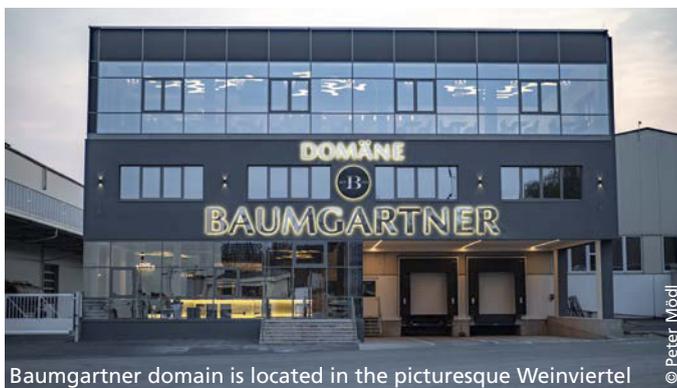
In this age of 'start-ups', businesses with a rich tradition behind them have become rare and often face the problem of generational succession. Domäne Baumgartner, located in the Pulkatal district of the Austrian region Weinviertel, is a remarkable exception and is without a doubt one of the great classic producers on the contemporary Austrian wine scene.

*D*o you know which grape variety is the most widespread in the world? Can you name the country that has the second greatest area under vines after Spain? Do you know the name of the biggest Austrian wine estate?

These questions could have come from the Millionaire Show, but they were posed by Professor Dr Walter Kutscher, one of the most highly regarded Austrian wine authors and wine critics, in the business magazine Gewinn, and then answered as follows: 'The last answer lands you in the northern Weinviertel at Domäne Baumgartner, a massive estate in Untermarkersdorf. When Wolfgang Baumgartner took over three hectares of vineyards from his parents in 1968, he probably did not think that little more than 50 years later he would have 200 hectares of vineyards at his disposal and be running the largest viticultural enterprise in all of Austria. So it was not a matter of acceleration from zero to 100, but from three to 200!'

Outstanding Quality, Impressive Volume

It is not only the area under vines that is extraordinary at Domäne Baumgartner in the northern Weinviertel. One can rightly marvel at this modern operation's capacity of more than 15 million litres of wine and the capability to process twelve million kilograms of grapes.





The cellar of the Baumgartner domain also holds numerous reserve wines

Today, the entire family is involved in various aspects of the business at the estate in Untermarkersdorf, with Katharina Baumgartner, Wieland Baumgartner's daughter, in particular, bringing innovation and a breath of fresh air to PR and marketing. The export share of the Domäne is 80% percent and is broadly diversified. And the winegrowing family is definitely proud that there is not only good quality resplendent in every bottle, but also a satisfying volume of wines that show a remarkable relationship of price to performance. The Baumgartner family not only runs one of the largest wineries in Austria, but is also one of the most important producers of Grüner Veltliner Reserve wines and the Weinviertel DAC Veltliner.

From New York to Moscow

The wines of Domäne Baumgartner have won awards for their exceptional quality at numerous international blind tastings and competitions, from New York to Moscow. In 2022, in addition to the recent 'Austrian Winery of the Year' award at the New York International Wine Competition, the special prize 'Best of Show Austria red in retail Markets' for their Blauer Zweigelt at the Mundus Vini Spring Tasting 2022, and the 'Best Producer Austria' award at the Mundus Vini Summer Tasting 2022 were particularly satisfying. Domäne Baumgartner received the crowning accolade at the International Wine & Spirit Competition in London for Katharina's Orange Wine. With a score of 96 points, this was not simply chosen as the best Austrian wine in the competition, but also internationally lauded as the best wine overall in the Orange Wine category.

Taste the Music – The 'Singing' Wine

The next generation is already an important part of the business. Daughter Katharina – equipped with a solid education as an oenologist and attorney, high ambitions and many ideas – has established a new series of wines that immediately found international acclaim.



State-of-the-art technology in one of the largest wineries in Austria

These innovative wines can best be described as 'music in a bottle' or 'bâtonnage en musique'. Inspired by the frequencies of musical notes emanating from the speakers in the tanks, the lees are kept in gentle motion after fermentation, creating a natural bâtonnage. The wines in this series have not only won numerous medals, but have also earned Katharina Baumgartner the 'Liese Prokop Women's Prize for Business and Entrepreneurship' and, in October 2022, the 'Universal Grand Prize Universe for Business and Innovation'.

The Next Generation – Inspired by Lorenz

In addition to Katharina, her brother Lorenz has also become responsible for oenology at the estate this year and could appropriately be described as a 'wild young man'. His own wine line for the trade will be unveiled in the near future, and is consistently impressive for its freshness and taut youthful nature.

Tradition and Continuity

Looking ahead, Katharina Baumgartner says: 'The beauty of a family winery lies in the fact that knowledge and experience are always passed on from one generation to the next. Innovations are always welcome and necessary in order to survive in a constantly changing market – and now also in a greatly changing climate. Domäne Baumgartner is "Sustainable" and certified "BIO"; part of our vineyards and our cellar are managed according to organic guidelines.'

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Domaines Bonfils

The Bonfils Family



Chosen as the Best!

Selected as Best Producer in France in the 2022 Mundus Vini spring tasting, this is just the latest in a long line of awards and accolades. The seeds of this marvellous success story were sown in 1870 when Joseph Bonfils was forced into exile in Algeria, where he met his future wife Honorine Doveaux.

It was Honorine who established the farm in the region of Oran and began cultivating grape vines, which she planted without knowing that she was growing the Bonfils' legacy. It took her a mere five years to become

one of the first women to earn France's «Mérite Agricole» medal. The estate that she founded has remained under private ownership since the beginning, and is now the largest independent winegrower in France, cultivating some 1600 hectares certified as having High Environmental Value (the top level of ecological certification available in French agriculture). They now control 17 estates and châteaux spread among the most renowned appellations of the region: Languedoc, Corbières, Côtes du Roussillon, La Clape, Minervois, Muscat de Rivesaltes, Rivesaltes and Pays d'Oc – plus Bordeaux Supérieur. Their wines are exported to 35 countries, top markets being China, Belgium, Germany, Canada and Ireland. Annual volume is some seven million bottles, 22.5 million Euros.



Back in France

Jean-Michel Bonfils' repatriation from Algeria to France in 1962 provided a turning point: Honorie's great-grandson began working in Béziers at the Domaine du Lirou. He started his career

as vigneron there with six hectares left to him by the departing owners. ‘In love with the terroirs of the Languedoc, with wine, and aware of their potential, I chose to settle on the hillsides and slopes. We made a bet on the authenticity of a terroir, and today, 60 years later, I am proud that this love has become a family tradition.’ Jean-Michel’s sons Laurent and Jérôme – with Laurent at the helm – continue to build on his legacy and in turn have brought their own children, the sixth generation, into the fold.

A wide range

Bonfils now controls 17 estates and châteaux spread among the most renowned appellations of the region: Languedoc, Corbières, Côtes du Roussillon, La Clape, Minervois, Muscat de Rivesaltes, Rivesaltes and Pays d’Oc. A full 50 percent of their production is exported, to some 35 countries – top markets include China, Belgium, Germany, Canada and Ireland – becoming a benchmark for Languedoc in the wide world of wine. And Laurent Bonfils celebrates the diversity that he has created within the region, saying ‘No single estate is more prestigious than another. Each château is a marquee player in its appellation and a standard-bearer for its terroir.’

The best of the best

It is difficult to choose highlights among their various properties, but these three stand out:

Château Vaugelas, Corbières:

The valley where the estate is located is composed of terraces shaped during the formation of the Montagne Noire and Mount Alaric, the keystones of the Corbières. At its centre, 140 metres beneath the surface, the subterranean fault line which crosses the land at Vaugelas provides natural irrigation for the vines.

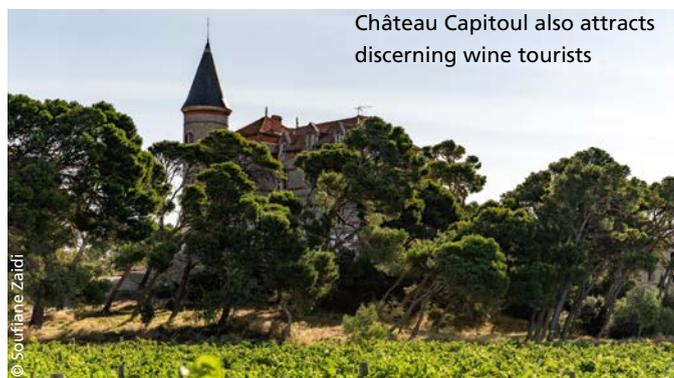
Château l’Esparrou, Côtes du Roussillon:

Vines have been grown at Château l’Esparrou for eight hundred years, where they flourish in the natural elements. A rock stemming from the fragmentation of the Pyrenees landed on the shores of the Mediterranean. The nearby sea, just a few metres away, is beneficial for winegrowing with its cooling maritime breezes.

Château Capitoul, La Clape:

The area was recognised and promoted to La Clape appellation status in 2015 – the first in Languedoc to be granted village designation, for both reds and whites – thereby joining the most prestigious French appellations. The 62 hectares of Grenache noir & blanc, Syrah, Mourvèdre, Marsanne, Roussanne, Bourboulenc and Cinsault vines in soils of argillaceous limestone and pebbles surround this iconic property. Under the appellation La Clape, it offers six reds and five whites along with three Languedoc rosés.

Château Capitoul now features a complex devoted to luxury wine tourism – Laurent Bonfils puts it best: ‘Being a wine tourism impresario means creating an emotional bond and becoming a



Château Capitoul also attracts discerning wine tourists



Château l’Esparrou in the Côtes du Roussillon

region’s ambassador. With Capitoul, we have reached the critical size that allows us to aim for 35,000 visitors a year, who then become ambassadors for our wines in the Languedoc. This is the ultimate step into regional wine tourism. We will henceforth be selling emotional experiences in Languedoc.’

Preserving biodiversity

Biodiversity and viticulture are inextricably linked, since natural elements are constantly interacting with human activities. It is therefore important to seek more effective integration of biodiversity into systems of production by limiting any side-effects that agricultural practices can have on biodiversity (fertilisation, tillage, plant protection products, homogenisation of crops, etc.) and thus optimise the benefits it can provide (regulation of the water balance, filtering of pollutants, erosion control, pollination, etc.). In order to contribute to this functional biodiversity, Bonfils ensures that the condition of agro-ecological infrastructures (watercourses, wooded areas) is maintained and developed. These receive neither input nor human action, and thus ensure the survival and reproduction of most beneficial organisms.

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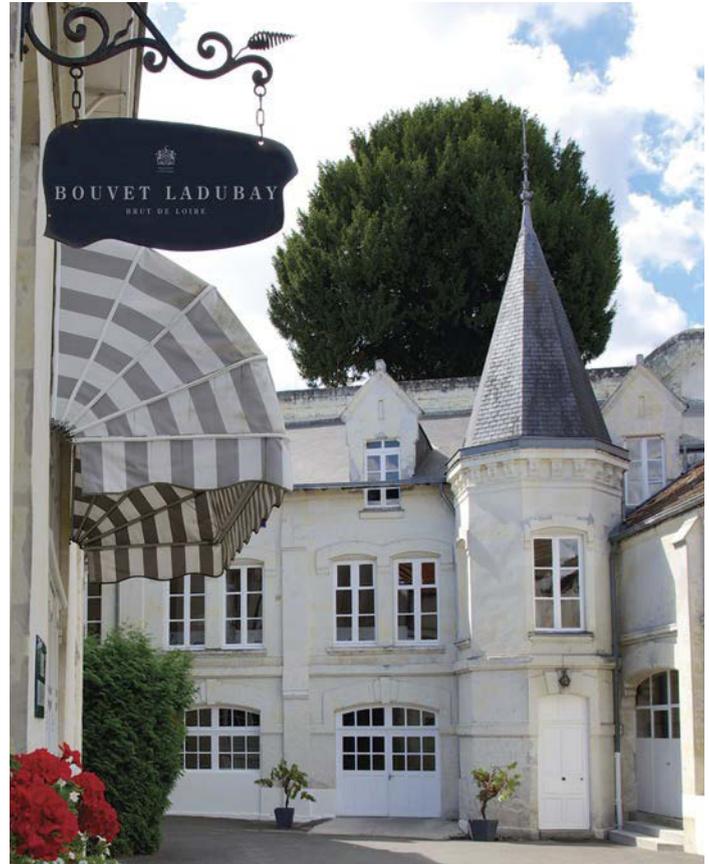


Bouvet Ladubay



Juliette Monmousseau

© Leif Carlsson



The perfect combination of wine, pleasure & art

In the world of *crémant*, there is no getting around the name Bouvet Ladubay. Founded in 1851 at Saumur on the Loire, the house has been managed by the Monmousseau family since 1932, producing excellent Loire Valley sparkling wines that are highly prized all over the world, winning many awards.

*É*tienne Bouvet was only 23 years of age when he bought a cellar in Saint-Hilaire-Saint-Florent and, together with his wife Célestine Ladubay, launched the house Bouvet Ladubay. Above all, the young entrepreneurial couple brought energy to their venture, along with courage and the vision of creating something great. Soon, their sparkling wine made its way to many far-flung corners of the world. The rise of Maison Bouvet Ladubay manifested itself in the construction of a chateau and various elements of infrastructure, including an electric power station and its own theatre. The latter still houses performances on a regular basis and is also available as a multifunctional event

venue. The house suffered greatly from the economic crisis of the 1930s, at which point Bouvet Ladubay came under the ownership of the Monmousseau family, who were already involved in sparkling wine production.

Dynamic daughter-father team

In the course of a varied career, Juliette Monmousseau took the helm of Bouvet Ladubay in 2012 and represents the fourth generation. She can still count on the support of her father Patrice – now president of the company – who had managed the business



View over the river Thouet to Bouvet Ladubay



© Marion Gambin

from the 1970s onward and driven its development. Here, a strong family team has remained close to the people around them and near to nature. They obtain the musts and base wines for their sparkling wines from some 80 winegrowers cultivating around 900 hectares of vineyards. Throughout the year, they maintain close contact with these important suppliers of raw materials, and in keeping with the founders' self-image of close collaboration, a big luncheon for all involved is celebrated once a year.

Focus on Blanc de Blancs

Over the years, the Monmousseau family has passionately developed vast knowledge concerning the art of assemblage and bottle fermentation, as well as a keen familiarity with the region and its grape varieties. This is an important asset on which Juliette Monmousseau knows how to build both dynamically and thoughtfully. Juliette and Patrice spend a great deal of time establishing the base wines, which are each blended from a single vintage. They concentrate exclusively on Blanc de Blancs vinified from Chenin and Chardonnay, and rely on Cabernet Franc for their rosé. Twelve different cuvées from two AOPs are currently marketed: Saumur Brut and Crémant de Loire. Particular importance is attached to élevage in barrique, especially for the top cuvées. A staggering 1,200 of these small wooden casks are utilised for this purpose, most likely a record among the world's sparkling wine producers.

In harmony with nature

The actions of the Monmousseau family are always moulded by thoughtfulness. This is also practised in management of the vineyards. 'Although we do not own any vineyards ourselves, we must be considerate of future generations and of the landscape, but also of consumers. Today, 100 percent of our contract growers are classified HVE for sustainability (High Environmental Value),' says Juliette Monmousseau. The basic parameters for this certificate require careful protection of natural resources and include a

holistic system of biodiversity, fertilisation and plant protection strategies as well as the protection of groundwater.

Saphir & Trésor – expressions of pleasure and art

Bouvet Ladubay combines the art of sparkling wine production with the fine arts like no other producer in the category. In cooperation with world-famous contemporary artists, the Brut de Loire house presents their 'Bouvet Saphir Saumur Brut Vintage' every year as a limited edition, for which an artist designs a unique muselet. The base wine for this prestigious Saumur Brut is vinified from Chenin and Chardonnay, which reach perfect ripeness in the chalky tuffeau soil on the hills of Saumur. The blend for the barrique-aged 'Bouvet Trésor Saumur Brut Vintage' is also composed from the same varieties. The inspiration for this wine arises from a legend, according to which Étienne Bouvet once came across a treasure (Fr: trésor) in his extensive cellar and thus possessed the wherewithal to launch himself on the road to success.

Number One nine times!

'Bouvet Trésor Saumur Brut Vintage', for example, has already been voted number one among the top 100 wines of the year nine times by the trade magazine *Weinwirtschaft*, and the 'Bouvet Excellence Crémant de Loire Brut' was voted sparkling wine of the year for 2021! Only recently, six of its products were awarded at least 90 out of 100 points in the 'Sparkling Special 2022' of *Falstaff* magazine.

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González Byass



Victoria
González-Gordon
López de Carrizosa

The Soul of the Solera

González Byass is a family business founded in 1835 by Manuel Maria González in Jerez de la Frontera, Andalusia, and remains in family hands today – now in the fifth generation, a company that has expanded to include estates throughout Spain’s most important winegrowing regions, from Rioja to Rías Biexas to Barcelona.

T heir Tío Pepe needs no introduction – the world’s top-selling fino, sold in more than 100 markets. González Byass’ sherry portfolio also includes the Superior and the VORS ranges, aged for over 30 years. The sunshiny triangle – Jerez de la Frontera, El Puerto de Santa Maria & Sanlúcar de Barrameda – enjoys a distinctive microclimate where production is dominated by the grape variety Palomino, planted in the white Albariza soil with its moisture-retentive high chalk content. Many diverse styles of sherry are produced via the traditional Solera system, all exhibiting distinctive personalities depending on whether they have been matured under the influence of flor (a layer of natural yeast) or as an oloroso (in contact with oxygen). Today, organic cultivation is practised in 11.3 hectares of their vineyards, which will yield a Solera of organic sherry.

Sustainability

‘5 + 5 Caring for the Planet’ is the all-encompassing sustainability initiative that includes all of González Byass’ production in Spain, Chile & Mexico. This foresightful commitment to care for the environment via the responsible use of natural resources is paramount in the company’s progress and balanced growth, benefiting the environment both locally and globally. Family member Victoria González-Gordon López de Carrizosa, formerly the head of marketing, has now become Chief Sustainability Officer, heralding an even deeper level of engagement with this all-important factor in 21st century winemaking.

In less than a decade, their Jerez winery has reduced its direct carbon dioxide emissions by more than 60%, equalling some 2,125 tonnes of CO₂ not emitted.

González Byass has achieved great success in Rioja with the Beronia Reserve wines, vinified at their brand-new winery, designed specifically to house Beronia’s Reservas and Gran Reservas and one of the first in Europe to achieve the LEED certification, confirming its status as one of Europe’s Leaders in Energy Efficiency and Sustainable Design.

Vineyard Angel

Today, many old vineyards are in danger of being forgotten. González Byass launched its initiative ‘Vineyard Angel’ in 2021, aimed at reclaiming and preserving Spain’s ancient vineyards. Last year a 74-year-old vineyard owned by the municipality of Madrigal de las Altas Torres (Ávila) in the DO Rueda was restored. González Byass’ second Ángel de Viñas project has the goal this year of restoring two Xarel.lo and Macabeo vineyards – 30 & 50 years old respectively – in Espiells, a historic winegrowing area in Alto Penedes.



Bodega Tío Pepe, Cathedral
of Jerez de la Frontera

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Monte Zovo



The Sustainable Experience on Lake Garda

The Cottini family paints a highly nuanced picture of one of the most tradition-blessed wine regions in northern Italy with their Monte Zovo estate, located quite close to Verona and Lake Garda. There, they focus on carefully developed and sustainably produced wines that tell the detailed story of their terroirs.

The foundation for today's winery was laid four generations ago by Carlo Cottini. In 1925, he established a mixed farm in Valpolicella that was typical of the region. Subsequently, his son Carlo and his grandson Raffaele specialised in wine, and in 1965 they added the first vineyards in Bardolino to the family holdings. The current proprietor Diego Cottini and his wife Annalberta then made the leap into the elite class. With the construction of the new facility in 1995, they looked to the future. They integrated the building harmoniously



into the landscape and used the hillside setting to replace energy-consuming and harmful pumping with the natural wonder of gravity.

Biodiversity in Focus

Biodiversity is a central theme in the mission statement of the Cottini family, in which the two sons Michele and Mattia also play leading roles. It is understood and regarded as cultural heritage. Monte Zovo was one of the first wine estates in the world to begin closely observing its ecological fingerprint – including in the vineyards – in accordance with the guidelines of Biodiversity Friend. And it has since kept its finger on the pulse with innovative research and sustainable viticultural practices. Together with the Edmund Mach Wine Research Institute, for example, they are working on developing climate change-resistant grape varieties and cultivation methods on a ten-hectare site.

Pure Terroir

The precise communication of his terroirs is a top priority for Diego Cottini. Monte Zovo cultivates 140 hectares of vineyards at three locations in Valpolicella and on Lake Garda. The elevation of the parcels is of fundamental importance, and some vineyards reach as high as 950 metres. Monte Zovo uses them to open up new worlds in old wine country and realises their enormous potential with impressive vinifications. Each of the three zones is represented by a wine: Calinverno from the east side of the lake, a multi-layered single-vineyard interpretation made partly from grapes dried on the vine; Amarone from Valpolicella, in which grapes grown at an elevation of 550 metres are transformed into a deeply elegant and complex wine. And from the southern shore of the lake, the delicate and mineral-driven Lugana Le Civaie, moulded by glacial rock, articulately expresses the nature of its terroir.

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Delicato



An American Success Story

In 1924, twelve years after immigrating to the United States from Sicily, Gaspare Indelicato planted his first vineyard in Manteca, California. In doing this he laid the foundation for one of the most innovative ventures in American viticulture: Delicato Family Wines. With brands like Bota Box and wineries like Black Stallion and the Francis Ford Coppola Winery, their portfolio includes outstanding and globally renowned labels.

Three generations have left their fingerprints on the evolution of Delicato. Founding father Gaspare Indelicato was followed by Tony, Vince and Frank Indelicato, who successively expanded the area under vines. Their 13,000 litres of bulk wine produced in 1935 grew into 280,000 litres twenty years later and 1.525 million litres ten years after that. According to current CEO Chris Indelicato, the winery started to make a name for itself in the late 1960s' when it began making wine for well-known wineries and became a reliable producer. Fast forward 50 years, by embracing change and fostering a highly entrepreneurial environment, the evolution of the family winery has emerged as a case good company with a diversified portfolio of leading popular, luxury, imports, and agency brands.

The third generation

With Chris, his brother Jay and four of their cousins holding senior positions, Delicato set a new course from the beginning of the millennium. All six had gone through the family's 'successor system', which is still practised today. This includes performing various tasks

at the winery during the teenage years, a college education after finishing high school, followed by at least five years of professional work in the industry outside the family winery. The latter is intended to broaden their view, encourage new approaches and subsequently benefit the business. After the third generation took the helm, they redefined Delicato's fundamental direction in the years that followed.

Into high gear

The goal was then set to conquer the market with the company's own brands. The launch of Bota Box, a bag-in-box concept, in 2003 brought a turning point for the company, an essential step along the way to becoming one of the five leading wineries in the USA.

With the acquisition of the Black Stallion Winery – and its excellent and already established wines – they positioned themselves securely in the high-end quality sector in 2010. In 2016, the family expanded its holdings southward with the purchase of the River Road Vineyard in the Santa Lucia Highlands, and a year later acquired Alba Coast Vineyards in the Central Valley. The two greatest coups, however, were yet to come...

Three Finger Jack

In 2018, Delicato created a ground-breaking new brand with its Three Finger Jack series. The myth-enshrined character Three Finger Jack was one of its most notorious desperadoes in the olden days when the Wild West was truly wild and prospectors combed its river valleys for gold nuggets. His territory of activities was Lodi, an area with extremely hot days and cool nights. With this history in mind, Delicato conceived a handful of wines that, individualistic & uncompromising like their namesake, would reveal the full potential of the region. Powerful and profound, in specially designed bottles, wines like the Old Vine Zinfandel, the Rum Barrel Aged Red Blend or the East Side Ridge Cabernet Sauvignon have since enjoyed worldwide success.

An Oscar-nominated portfolio

In 2021, Delicato acquired the Francis Ford Coppola Winery. With the star director's winery, the family killed several birds with one stone. For one, Delicato acquired an ultra-modern estate in Sonoma County – next to Napa the most important source for premium wines in Northern California. Additionally, the portfolio was augmented



Francis Ford Coppola Winery, Wine of California

with sparkling wines, which had heretofore been missing. Above all, however, with Coppola's extremely successful Diamond Collection, Delicato was able to add to their portfolio another must-have brand. Francis Ford Coppola himself became a member of the Board of Directors, a council of experts that includes Michael Mondavi and supports the family in strategic decisions. At Delicato, they recognise the importance of external opinions, but they also rely on the many years of experience – often spanning generations – of the winemakers, suppliers and merchants who work with them. The company's continuous growth in all areas is securely based on this collegial cooperation, and the confirmed essential knowledge that quality wine, trust and long-term partnerships can move Delicato forward.

Core values and the future

Beyond social principles, the Indelicato family is guided by other imperatives. One essential maxim, for example, is quite simply 'it takes hard work'. Another reminds members that one must 'grow in the wine industry so as not to fall behind'. A third tenet suggests that as a far-sighted family business one is obliged to 'pass things on in better shape than they received them'. For this reason, a sustainability concept has been developed in recent years in which the impact of production on air, soil and water is to be minimised and energy consumption is to be fed at least in part from self-generated and renewable sources. The family has also invested in a state-of-the-art, \$100 million vinification, bottling and storage facility and, thanks to international collaborations, has successfully introduced lines of German, New Zealand and Australian wines to the American market. Even though most of the fourth generation is currently still in Delicato's far-sighted training system, the course for their future already seems to be securely set.



Delicato Family Wines 2022 Mundus Vini Summer Tasting Highlights, Wine of California

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**WINE BUSINESS
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De Wetshof Estate



Peter and Johann
de Wet

The Conservation Champion

One of the latest initiatives on De Wetshof which caught the eye of the WWF Conservation Champions, has been the conservation of indigenous flowers growing between the vineyards. Here the rich indigenous fynbos has become a welcome ally with wild fynbos plants left to grow between the vines, offering various viticulture benefits as well as contributing to De Wetshof's commitment to sustainable agriculture. "With our famous fynbos plant kingdom, we Cape wine farmers might just be sitting with the most unique cover-crops in the world," says De Wet. "The Cape fynbos incorporates a mass of wild shrubs, bushes and flowers – over 9 000 different species. On De Wetshof we are committed to conserving this majestic natural occurrence – not only by putting an area of our farm aside as wild, uncultivated veld to conserve the natural environment, but to make the fynbos plants a part of our viticulture." This natural integration between vine and veld is evident on the steep slopes of De Wetshof where young Chardonnay vineyards are planted alongside fynbos, including the famous vygie flowering shrub which is endemic to the Cape.

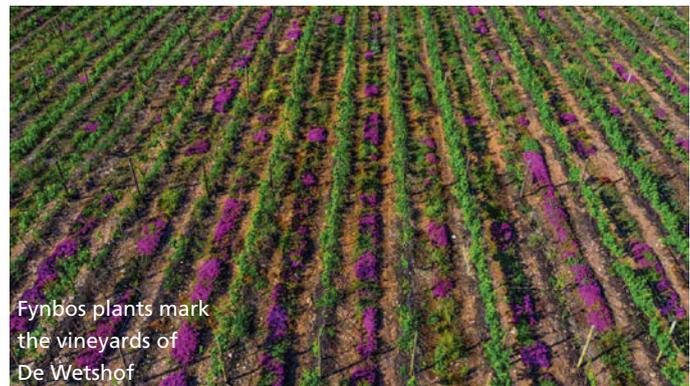
Cape Wine Conservation Pioneers

With sustainability currently dominating the agenda of the wine world, De Wetshof believes that South African wine-farmers' commitment to conservation, regenerative agriculture and general awareness of sustainability has the potential of further capturing global attention on Cape wine. "South Africans are sons and daughters of the soil," says De Wet. "Respect for the land and our environment is part of our DNA and dominates our approach to viticulture and winemaking. This leads to our terroir-expressive wines, superb sustainability credentials and, of course, wines to delight the palates of the world through a true taste of South Africa's wine provenance, legacy and uniquely diverse geography."

Sustainability in Wine through Three Generations

De Wetshof Wine Estate in the Robertson wine region in the Western Cape is mostly known for being the pioneer of Chardonnay in South Africa, helping introduce this noble Burgundian grape to the Cape in the 1970s.

However, the ethos of conservation and sustainability in viticulture and winemaking has been a hallmark of the estate throughout its 70 year-old history, an aspect that has seen De Wetshof recently being recognised as a leader of sustainability in South Africa's wine industry. Besides being one of the first WWF Conservation Champions, a collection of wineries recognised by the World Wide Fund for Nature (WWF) for its work in sustainable wine-farming, De Wetshof last year became the first recipient of the WWF Conservation Pioneer Award. Johann de Wet, CEO of De Wetshof, says receiving this award is recognition for the ethos of conservation and sustainability that runs through all of De Wetshof's operations.



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Luigi Sgarzi, Cantine dal 1933[®]

© Adrian Lungu

Sgarzi's Family (from left): Irene, Anna, Nadia, Stefano, Francesca and Luigi Leonardo Sgarzi



he purchased his grapes and with whom he often collaborates to this day – in Tuscany as well as in Sicily, Piedmont and Veneto. In addition, he cultivates his own organic vineyards in Abruzzo and Puglia. And he sought, in the meantime supported by his wife Nadia, the way abroad – above all eastward to China, where he opened his first sales office almost twenty years ago.

Looking across the border

Over the years, eighty additional export destinations were added. The estate currently sells 99 percent of its 450,000 hectoliters of wine outside the borders of Italy. And especially in the area of packaging, the family takes advantage of the open-minded attitude of its clientele – who often live far away from the classic winegrowing countries – with regard to innovative and sustainable materials. In addition to lightweight glass, the company confidently and successfully uses tetra-pak[®], bags-in-box and aesthetically pleasing cans, of which fifteen million were sold last year alone. Having long since established itself internationally with a wide-ranging and ever-growing selection of wine brands (among them Ciao[®] and Luigi Leonardo[®]), Cantine Luigi Sgarzi is now opening up to Italian compatriots with the recently conceived series SL[®] 'Selezione di Famiglia'. The focus here is on authentic wines from Romagna, Abruzzo and Puglia that are characterised by their terroir and in which the qualitative demands of Stefano and his family find their ultimate expression.

Ambassadors of Italy

The Luigi Sgarzi winery is situated at a point where the Apennines of Emilia Romagna gradually give way to the plains around Castel San Pietro Terme. At its centre is the family's ancestral home, built in 1933, around which are gathered a complex of buildings designed in a contemporary & sustainable manner.

This marriage of tradition with the modern perfectly symbolises the philosophy of the company, which is managed by Stefano Sgarzi, his wife Nadia and their four children Anna, Luigi Leonardo, Francesca and Irene. The foundations were laid by Stefano's grandfather Luigi, who planted the first grape vines with horse and plough.

Wines for every occasion

Stefano graduated from his studies in agriculture in the late 1970s and shortly thereafter came to the estate with his head full of ideas. In short, his aim was to bit-by-bit represent the enormous spectrum of Italian wine culture in his portfolio and to show the world this immense diversity – today, the Sgarzi family's programme includes Sangiovese, Pignoletto, as well as Primitivo, Montepulciano d'Abruzzo & Prosecco. The winemaker established relationships with producers throughout the country, from whom



Cantine Sgarzi Luigi Srl headquarters in Castel S. Pietro Terme (BO), Italy

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Planeta

Family Business: Santi, Alessio and Francesca Planeta



Telling the Tale of Sicily

The Planeta family is deeply rooted in the Sicilian soils. Since 1525, seventeen generations have left their footprints in it. And although vines & wine have not played a decisive role for very long, Planeta has nevertheless fundamentally changed wine culture and its perception on the island.

Diego Planeta is largely to thank for this. In the 1950s, his father Vito set the first viticultural landmark by founding a large cooperative in Menfi, the family's ancestral home. Diego became its president in 1972 and remained so for the following thirty-eight years. At the same time, he worked for several years as president of the regional Institute of Vines & Wine, along with the then-most important oenologists in Italy, addressing sustainable concepts of quality and the renaissance of Sicilian viticulture. Even occupied with these ambitious projects, the idea of his own winery also took concrete shape. In 1985, he convinced his siblings to plant the first vines for Planeta's now legendary Chardonnay on the family lands in Ulmo. Success was not long in coming, and with it Diego, successively supported by his nephew Alessio, his daughter Francesca and other family members, began to turn his visions into reality.

An island of great diversity

Today Planeta owns 370 organically cultivated hectares of vineyards in five thoughtfully selected regions of the island – in addition to Menfi, there are vineyards in Vittoria, in Noto, on Etna and at Capo Milazzo, where the family has revived the nearly-

vanished DOC thanks to the reclamation of old parcels. Authenticity, cultural identity and ecological & social sustainability have become elementary key words articulating the family's self-image. Unlike in 1985, the focus has long been placed on the regions' indigenous grape varieties. From these, nearly thirty wines – all deeply influenced by their terroir – are vinified, holding a mirror up to the island's vinous culture and retelling its story in detail.

Wine means culture

Although wine is the common thread, Planeta offers much more. Opportunities for tourism & holidaymaking allow those interested to immerse themselves in the gastronomic universe of Sicily. Festivals and cultural events put the island's art and history in the spotlight. With 'Planeta Terra' the family has also developed a concept for ethically responsible agriculture, with which they plan to meet the challenges of the future – all in line with the goal defined by the cousins Alessio, Francesca and Santi, as board members of the company: 'to put back Sicily on the world's winemaking map'.

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Domaine Faiveley



Erwan and Eve Faiveley –
7th generation

A beacon in the heart of Burgundy

Domaine Faiveley is headquartered in Nuits-Saint-Georges, in the heart of Burgundy, a vinous dynasty of the highest order. During their impressive history, the family has expanded their holdings to include vineyards that are among the most valuable in the region.

With twelve sites classified as Grand Cru and 25 as Premier Cru, Faiveley can lay claim to a remarkable spectrum of great terroirs. These include six monopole sites such as Mercurey 'La Framboisière' or Corton 'Clos des Cortons Faiveley' Grand Cru. These illustrious names rank among the world's premiere vineyards for Pinot Noir and Chardonnay. Some of today's famous sites came into the possession of the Domaine as early as the 1870s, including parcels in the Côte de Nuits and Côte de Beaune such as Corton 'Clos des Cortons' Grand Cru or Nuits-Saint-Georges 1er Cru 'Les Porêts-Saint-Georges'.

Clos des Cortons Faiveley

A look at the history of the Faiveley family shows that each of the now-seven generations has initiated significant innovations,

benefitting both the estate and the region. Obviously, great importance has always been attached to the place of origin in general, which is expressed, for example, by the foundation of the prestigious brotherhood 'Chevaliers du Tastevin' in 1934. Georges Faiveley (fourth generation) was responsible for this, as well as bestowing the family name on what was formerly called 'Clos des Cortons', which has been known since 1937 as 'Clos des Cortons Faiveley', quite rare in Burgundy.

A cask cellar for even greater precision

Erwan and Eve Faiveley now manage the estate as a brother and sister team and have already written two significant entries in its chronicle. First, they gave the historic cask cellar in Nuits-Saint-Georges a comprehensive facelift, completed in 2018. The impressive Eiffel-style architecture is inspired by the industrial era – a modern



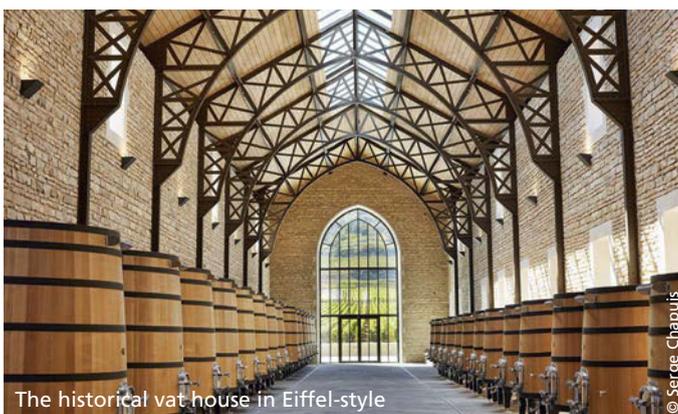
Domaine Faiveley cultivates some of the most outstanding terroirs in Burgundy

© Serge Chapuis



Head Winemaker Jérôme Flous

© Christophe Fouquelin



The historical vat house in Eiffel-style

© Serge Chapuis

vaulted cellar, bright and well ventilated. Here, wines from the best appellations of the Côte d'Or such as Mazis-Chambertin Grand Cru, Corton-Charlemagne Grand Cru or Musigny Grand Cru mature under optimal conditions. For Erwan and Eve Faiveley, this is the ideal way to realise their very personal and contemporary concept concerning the distinctive character of their wines.

Organic viticulture

The vineyard work is every bit as intricate as it is important, and there are many small parcels requiring detailed attention. The family's dedication is based on a deep respect for the environment, a constant striving for the best – and a sense of responsibility

towards the region and the family tradition. So, their conversion to organic viticulture is the logical and conclusive consequence of this philosophy. 'We strive to produce good wines that pay tribute to their terroir. We are proud to contribute to the preservation of biodiversity in Burgundy,' says Erwan Faiveley. In general, the strategy of this house is focussed upon the care of the vines, with manual labour being a very decisive factor. Faiveley continues: 'We practice "terroir viticulture", harvesting 100 percent by hand. From the work in the vineyards to the bottling of the wines, we pay scrupulous attention to every aspect of the process. It is important to us that each bottle presents a perfect reflection of its provenance. For seven generations, we have dedicated ourselves to uncompromising work in the vineyards and precise vinification, achieving wines that are already accessible in their youth while at the same time showing great ageing potential. Our Pinot Noirs are lively and distinctive, combining power, finesse and elegance. Our Chardonnays are fresh with good structure; they are balanced, clear and aromatic.'

120 hectares, 60 appellations

Like hardly any other house in Burgundy, Domaine Faiveley knows how to articulate the expression of these myriad sites with their distinctive soils and microclimates in the individual wines. To achieve this objective, 120 hectares of vines spread over 60 appellations must be painstakingly cultivated. This is a huge challenge transformed into great results by trying all the harder to bottle the distinctive nature of each of these sites as authentically as possible. 'We strive for excellence, from the work in the vineyards to the bottling of our wines. Our desire is to refine these outstanding Burgundian terroirs with a style that combines power, finesse and elegance,' explains Head Winemaker Jérôme Flous.

Trade press and top restaurants

All decisions or innovations at Domaine Faiveley consistently look towards the long term. The vitality of the vineyards and the strength of Burgundy as a region are paramount. A contribution to the preservation of architectural heritage is made by renovating some 'cabottes' – the small stone huts in the vineyards – or by restoring a villa in the middle of the Clos des Issarts site in Gevrey-Chambertin. Domaine Faiveley is also one of the main promoters of the classification of the „climats" in the UNESCO World Heritage List. A great deal of commitment and prudent action has cemented Domaine Faiveley's reputation over the decades as an outstanding producer of Burgundy. The wines are rightly featured in the international trade press and highlighted on the wine lists of the finest restaurants worldwide.

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Ferrari Trento

The Lunelli Family: Alessandro, Matteo, Camilla & Marcello



The Formula One of Metodo Classico

Vineyards and vines reign supreme in the mountainous region where Ferrari Trento, the estate of the Lunelli family, explores and celebrates the cool terroir with its award-winning sparkling wines.

It is not every day that the Italian postal service dedicates a stamp to a winery. But the Trentino sparkling wine producer Ferrari Trento was indeed thusly honoured in the summer of 2022. The reasoning was, on the one hand, to commemorate the founding of the house 120 years ago. On the other hand, the postage stamp underlines the immense importance of the company for the region and for the sparkling wine world in general. Its exceptional position is exemplified by the fact that it has been awarded the title of best in the world no fewer than five times since 2015 at the Champagne and Sparkling Wine World Championships.

120 years of history

The enterprise was founded by Giulio Ferrari in 1902. Not far from the heart of Trento, he inaugurated the bold project of offering a real alternative to champagnes with handcrafted sparkling wines. He knew about the possibilities offered by his terroir and

did not shy away from being the first winegrower in Italy to plant Chardonnay vines on a grand scale. Over the next 50 years, his bubbles laid the qualitative foundation that still characterises the winery today: precise and expressive wines that faithfully reflect the environment where they grow. After decades of successful work, he looked for a successor and found him in 1952 in Bruno Lunelli, a local wine merchant who perpetuated Ferrari's legacy in the same spirit. Creatively and exclusively interested in the highest quality, Lunelli expanded the company, and in the 1970s, he and his sons launched such pioneering labels as Ferrari Rosé, Ferrari Perlé and the legendary Giulio Ferrari Riserva del Fondatore.

The past decade

Today, Ferrari Trento is run by a third-generation quartet that has firmly established the company at the top of the Italian sparkling wine pyramid. All four share the fact that they did not join the family

business directly, but first took on other professional tasks, often abroad. Matteo Lunelli holds a degree in economics, was awarded the ‘Entrepreneur of the Year Award’ in 2015, and heads Ferrari Trento. He is assisted by Marcello Lunelli as the winery’s most important oenologist. Camilla Lunelli, who has worked for UNICEF, UNDP and various NGOs in Africa for many years, is responsible for communications and public relations, while Alessandro Lunelli oversees the operational areas of Ferrari Trento and, together with Matteo, the many ventures of Gruppo Lunelli – the latter includes the Tenute Lunelli estates in Trentino, Tuscany and Umbria, the Bisol1542 Prosecco Superiore and the natural mineral water Surgiva.

Much more than merely sustainable

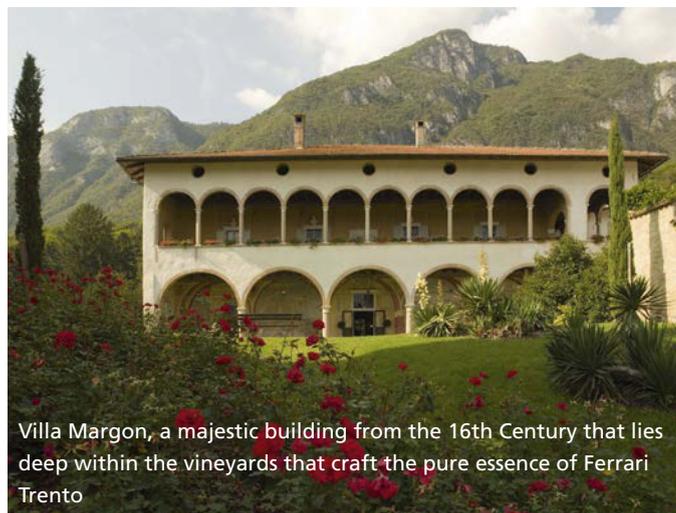
The family pursues a philosophy that is difficult to summarise in a few words, because of its wide-ranging ideas and complex interlocking approaches. Keywords such as excellence, quality, experimentation and tradition define both their vision of wine and their vision of sustainability. This encompasses all areas of production and is considered in every action: in the vineyards, where every parcel of the family’s land is cultivated organically. On a social level, where employees are well protected, continuously trained and consistently promoted. Or with the energy supply of the estate, where renewable sources are utilised and at the same time attempts are made to work in a way that conserves resources. In addition, other aspects include the use of the latest techniques in precision viticulture and Ferrari Trento’s own well which covers water needs.

Trentodoc – Metodo Classico at the highest level

All the measures just mentioned are component stones in their mosaic of great sparkling wines. The Ferrari Maximum Blanc de Blancs is an excellent example of the brilliant and diversified range. Harvested from mountain vineyards up to 600 metres in elevation, this monovarietal Chardonnay captures in detail the cool terroir characterised by barren subsoil. Harvested by hand – as are all Ferrari Trento sparkling wines – it is fermented a second time in the bottle after its initial fermentation in tank, where it remains on its lees for at least 30 months, developing subtle aromas evocative of hazelnuts, brioche and citrus fruits.

Formula One & Villa Margon

The superior character of its wines recently earned Ferrari Trento a connexion to Formula 1®. Since 2021, it is no longer only Ferrari race cars that bless the world’s Grands Prix™ tracks, but also Ferrari “bollicine”. Unlike Enzo’s stallions from Maranello, however, the sparkling wines from Ferrari Trento always make it to the podium, where the winners celebrate their triumphs with a special edition. While a childhood dream came true for Matteo Lunelli – a great lifetime fan of the sport – it was further confirmation for the winery itself to have established itself among the finest exponents of the sparkling wine guild worldwide. Those who feel like visiting Ferrari Trento can do so in several ways. Tours of the estate tell of its history



Villa Margon, a majestic building from the 16th Century that lies deep within the vineyards that craft the pure essence of Ferrari Trento

and that of the Trentodoc. At Villa Margon, one of the most beautiful Renaissance buildings in the area, the programme revolves around art and culture. And at the Locanda Margon, all those who want to enjoy the excellent sparkling wines of the Lunelli family with Michelin-starred cuisine are certain to get their money’s worth.



Sparkling Wordclass:
Ferrari Maximum Blanc de Blancs

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Gerstacker-Group

Power Couple Stefanie Gerstacker and Jörg Toller



*Fine flavours &
high-volume variety*

The Gerstacker-Group is not only the world market leader in German specialty beverages Glühwein and Federweisser, but also offers a far more extensive range of products. Their traditional specialities and trendy drinks have become customer favourites on all continents, bringing the company recent laudable recognition in being named Top Brand 2022.

*T*he name GERSTACKER is primarily associated with the world-renowned Nürnberger Christkindles® Markt-Glühwein (their fabled mulled wine from Nuremberg), numerous punches and the distinctive wine-in-progress known as Federweisser. Their broad and deep assortment includes some 600 bestselling products including cream cocktails, sparkling wines, cider (and french cidre), punches, sangria, berry wines,

spritzers and many more, including wines and iced teas, along with various spritzes and Bellinis.

Secret family recipes

Founded in 1945 by Friedrich Gerstacker, then managed and expanded by his son Hans-Friedrich from 1973–2013, the company



is now in its third generation with husband and wife Jörg Toller and Stefanie Gerstacker at the helm. GERSTACKER's original Nürnberger Christkindles® Markt-Grühwein is still produced today according to an old family recipe. This secret formula was developed generations ago with a well-known Nuremberg gingerbread baker using the classic Nuremberg gingerbread. For this, a special mixture of more than 25 rare spices is marinated in select red wine for at least 36 hours. Brand new and by popular demand, they now offer a version of this classic made from white wine. Both red and white mulled wines are easily identified by the house's specially developed, trademarked bottle.

Brand portfolio & innovations

Other bestsellers include blueberry, cherry and apple mulled wines, egg and chocolate punches, an Albrecht Dürer® mulled wine made from white wine, plus baked apple, apricot, elderberry and rosé punches. There is also hot mead, Heinz Rühmann® »Fire tongs punch«, organic mulled wines, single-grower mulled wines and Glögg (the Swedish classic). Another speciality is their vegan organic premium »Nürnberger Sterne® Glühwein« made from spanish red wine from the variety Tempranillo, developed in collaboration with 2-stars Michelin chefs from the restaurant Essigbrätlein in Nuremberg. The well-known Christkindles® children's punch and non-alcoholic mulled punch round out the extensive winter range. But GERSTACKER's success is not limited to its winter specialities! In addition to Hugos, spritzers, sangria and berry wines, their range also includes many other beverages – containing alcohol or without – some of which satisfy organic or vegan standards.

Collaboration

GERSTACKER has been working with the cult restaurant Sansibar on the German island of Sylt for many years and has jointly developed interesting and successful products for the international comestibles trade. 'The same applies to our collaboration with FC Bayern, where we have jointly launched new products of excellent quality and noteworthy design,' explains Stefanie Gerstacker. GERSTACKER has also been working for years now with the last descendant of the Tuscan de' Medici dynasty, jointly creating two top-quality wine series «LORENZO de' Medici».

A promise of quality

For almost 80 years and three generations, GERSTACKER has continually earned the trust of its customers. The name GERSTACKER stands for absolute quality awareness and reliability, as well as distinctive products and recipes. The companies and factories that make up the consortium are certified IFS as well as organic. In order to meet national and international requirements, the Gerstacker family invested in a modern factory in Crossen, Thuringia in 1995, with significant expansion in the following years. In addition, a new plant housing their head office was built in Nuremberg in 2007, greatly expanded in 2019 and a new, modern logistics centre was completed in 2022. Further growth is planned for 2023/2024. At the instigation of the Gerstacker family, both the Schutzverband Nürnberger Glühwein and the Schutzverband Thüringer Glühwein were founded to represent the interests of the two protected European geographic indications (PGI).

Recipe for success

'Customer service is always our top priority. We make the greatest efforts to ensure rapid and ongoing delivery of our popular products. Our size enables us to competitively source top grade raw materials on the international market and to offer our products the same way. In addition to classic retail, wholesale and discount businesses, we supply restaurants, hotels, festivals and Christmas markets all over the world,' explain the two owners. Today, the family business is one of the largest wine bottling concerns in Germany. 'We always live seeking the "perfect" product; we love what we do and are always striving to become even better at it,' confirms Stefanie Gerstacker.

In addition to the Gerstacker Weinkellerei, the consortium also includes the Sankt Lorenz Weinkellerei, Weico Weinkellerei, Nürnberger-Wein-Kellerei and the Meistersinger Weinkellerei.

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Domaines Paul Mas



Paul Mas is committed to biodynamic vineyard management

The New Look of the Ancient Languedoc

The story began in 2000 when Jean-Claude Mas founded Domaines Paul Mas, which in twenty-couple years has grown into an unstoppable force in the world of wine. The enterprise currently features 16 estates and some highly regarded and famous brands (for example, Côté Mas, Arrogant Frog, Jardin de Roses, ...) known all over the globe, and has reinforced and reanimated the vinous heritage of Languedoc, with its more than two thousand years of history.

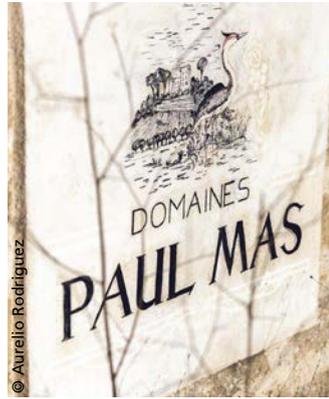
This handsome collection of properties adds up to an annual production of more than 25 million bottles, with export connexions to more than 80 countries. Out of the family's vineyard holdings, nearly 30 percent are certified Agriculture Biologique (AB), while 100 percent of their vineyards are certified High Environmental Value, farmed according to biodynamic principles. Today, Domaines Paul Mas cultivates more than 50 different grape varieties, in a mosaic of terroirs enjoying different microclimates across 16 estates in the Languedoc-Roussillon, within which Jean-Claude Mas has identified 17 terroirs which impart their distinctive character to each one of these varieties.

Information about the company's current roster of estates can be found on their website. The parent property, Château Paul Mas, offers particular interest, where the gravelly argillaceous limestone on the slopes of the Hérault valley and the fossil limestone soils of the slopes descending to the Etang de Thau marshes yield robust red wines of notable charm.

The innovator at the heart of «Luxe Rural»

Jean-Claude Mas tells us: 'Inspired by the open-mindedness of the New World, I am proud to work the terroirs of the Languedoc. In

Château Paul Mas,
the cradle of the winery



the constant search for authenticity and character, creativity is our driving force. Today, it is in fact modernity that allows us to preserve our environment and manifest respect for our rural roots. Here, innovation and tradition are combined and complement each other wonderfully to nourish a philosophy that we define as Rural Luxury: we want to create great wines capable of stimulating actual emotions, solely from the senses. Isn't that what luxury is all about these days?'

Trained at university in economics and advertising, and devoted to motor racing, Jean-Claude Mas always made wine an intimate element in his life. In the early 1990s, Mas spent four years working in Bordeaux. This experience in the wine world amounted to a determining factor in his future career, as did his encounter in 1992 with one of the most highly regarded Italian winemakers, Giorgio Grai, who taught him the art of blending and the trick of creating wines with style.

Vine growing and business growth

To build on the initial vineyard inherited from his father Paul, a third-generation grape grower who devoted his life to the vineyard, Jean-Claude Mas has pursued an active strategy of land acquisition. His choices are made favouring those sites capable of yielding wines that offer a particularly favourable relationship between price and quality. This is the case for example at Domaine de La Ferrandière: 100 hectares of vineyards acquired in 2013 in the region Aigue-Vives. Situated on the dried Marseillette lake, this site is planted with 18 different grape varieties, all perfectly acclimatised to these clay-based soils seated upon a bed of salt. This ensures good quality grape material at yields offering both value and flavour.

Organic winegrowing as a value

Chemical products have been banned from his vineyards for many years. Parcels are managed with minimal intervention at the

very least, with most of them cultivated using organic methods, even if not all are claimed as such. For Jean-Claude Mas, organic vine growing is a value, not a commercial argument. Robust and resistant grape varieties, which do not need treatments, constitute a core part of this strategy.

Awards & accolades

Domaines Paul Mas won the 2020 Winestar European Winery of the Year award from highly regarded US magazine Wine Enthusiast – and then there were the 20 wines with 90+ points given out in June 2022 by Decanter magazine. More recently, James Suckling rated 39 of Jean-Claude's wines with 90 points or higher in October 2022, including scores of 93 for Château Paul Mas 'Clos des Mûres' 2021 and Astelia 'Le Grand Vin' 2019. And recently, Domaines Paul Mas has won a different sort of award: one for bottle design, an aspect of the business which cannot be overlooked in our brand-driven wine culture. The Flûte Gothic – which is produced by Verallia and presents the Jean-Claude Mas line – was nominated in July and crowned by Luxe Packaging Insight magazine in the category of Wine & Spirits Bottles on Tuesday 4 October. It will be featured in the winter issue of Formes de Luxe magazine!

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Masciarelli Tenute Agricole

Marina Cvetic Masciarelli,
Chiara Ludovica Masciarelli
& Miriam Lee Masciarelli



The Vision Behind the Vines

Marina Cvetic Masciarelli and her daughter Miriam Lee Masciarelli have led this pioneering estate since 2008 – and can be credited to a great extent with putting the region of Abruzzo on the world map of wine. Gianni Masciarelli established the estate in 1979, with the first vintage coming in 1981 – and his vision continues to inspire.

Marina Cvetic, in charge of vineyards and managing marketing since before the turn of the millennium, has been joined in her efforts by daughter Miriam Lee Masciarelli. After graduating from university with her degree in Economics and Management, Miriam worked abroad, for a wine importer and a PR agency in New York City. She has recently been quoted in *Forbes*, saying: ‘The Abruzzo region is very rich and has some of the greatest biodiversity in the landscape of all Italy. It is therefore essential to first communicate the qualities of the place where a particular wine is born and only then to discuss individual characteristics or different personalities based on producers.’ A significant element that renders Masciarelli special is their innate

ability to accentuate this biodiversity in the wines, to each province its appropriate character, the essential expression.

Biodiversity

Masciarelli cultivates vineyards in all four provinces of Abruzzo – Chieti (where the estate has its headquarters in the tiny village of San Martino sulla Marrucina), L’Aquila, Pescara and Teramo, with more than sixty parcels under vines in thirteen municipalities, with an annual production of some two million bottles spread out over twenty-two labels in seven different series: Villa Gemma, Iskra, Marina Cvetic, Castello di Simivicoli, Gianni Masciarelli, Linea Classic & La



Castello di Semivicoli

© Marco Svizzero

Botte de Gianni. Their lines specialise in the indigenous varieties Montepulciano, Trebbiano and Pecorino, which yield the estate's most highly acclaimed bottlings, while other bestsellers are vinified from the international vines Cabernet Sauvignon, Merlot, Syrah, Malvasia and Chardonnay. And speaking of international, Masciarelli now exports their wines to more than forty countries worldwide. In the spirit of constant and renewed work in the name of innovation while respecting both the environment and tradition, Masciarelli has opened, after a long and conservative restoration, the Castello di Semivicoli, a seventeenth-century baronial palace – today a marvelous hostelry set among the vineyards, and a driving force of wine tourism in the area.

Piling Praise Upon Praise

The first crowning glory for the estate came in 2000 when lauded Italian publication Gambero Rosso declared the 1995 vintage of Masciarelli's Montepulciano d'Abruzzo Villa Gemma to be the best wine in Italy. Glory not just for the estate, but for the entire region. The second major accolade arrived in 2004 when Masciarelli was chosen as the Best Winery in Italy. With Marina Cvetic and her daughter



© Franco Cogoli

Cask/barrique cellar

Miriam Lee Masciarelli firmly in charge, the estate has only enhanced its reputation in recent years, developing its international outreach.

Land & Climate

Abruzzo is frequently referred to as the Green Region of Europe. Here, the terrain is quite distinctive, a rugged landscape running from the mountains through the hills and on down to the Adriatic. The weather is characterised by wide swings in temperature – sometimes as much as 15°C – between day and night, refreshed by the sea breezes and cooling mountain winds. The soils range in character from the limestone of Chieti through the clay & silt of L'Aquila to the argillaceous red soils of Teramo.

Sustainable Efforts Achieving Excellence

The activities of Masciarelli are inextricably connected with the land, geared to the rhythms marked by the changing of the seasons and the delicate balance of nature. For this reason, the protection of the non-replicable ecosystem in which the company is integrated, and which gives uniqueness and value to its productions, is of strategic importance. This has led Masciarelli Tenute Agricole to take an active role in the constant improvement of its environmental performance. In addition to having its own environmental management and protection system certified in accordance with the ISO 14001:2015 standard, Masciarelli has obtained EMAS (Eco- Management and Audit Scheme) certification, the instrument created by the EU that can be voluntarily joined by companies or organisations wishing to evaluate and improve their environmental performance.

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Messias Family Wines & Estates



The 3rd, 4th and 5th generations of the Messias Family

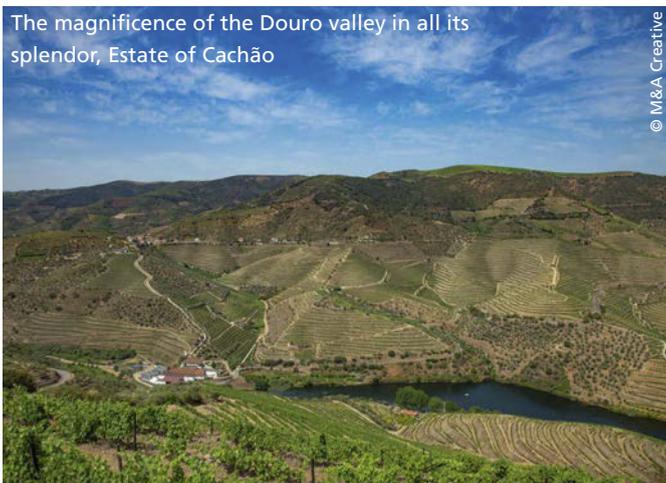
A single source for the best of Portugal

Some 100 years ago, Messias Baptista built one of Portugal's largest and most prestigious wine estates by means of diligence and uncompromising attention to quality, and did so practically from the ground up, leading to laudable international success.

Today, the family business is run by the founder's grandchildren and great-grandchildren, and comprises several quintas as well as vineyards in Portugal's best winegrowing regions. Even though the estate – with approximately 350 hectares of its own vineyards – is quite expansive, it gives the impression of a boutique winery run with conspicuous dedication. Despite the wide-ranging portfolio, the estate focuses on uncompromising quality, in the spirit of its founder Messias Baptista, and cultivates its vineyards with comprehensive respect for nature. The congenial duo of oenologists Ana Urbano and João Soares collaborate to consistently bring first-class quality to the wines.

Entry-level & prestige wines

Messias has its headquarters in Mealhada, approximately 20 kilometres north of the university city of Coimbra, with branches in Vila Nova de Gaia as well as wineries – known as quintas – in the regions Bairrada, Douro and Dão, where the wines 'Quinta do Valdoeiro', 'Quinta do Cachão' and 'Quinta do Penedo' originate. Their portfolio ranges from easy-drinking entry-level 'volume movers' to award-winning prestige wines and ports, along with a selection of sparkling wines in various segments – as well as fine brandies. Due to the excellent price-performance relationship of all the wines and its easily remembered name, Messias is greatly



appreciated in its native land and is prominently represented in the hospitality industry, a circumstance that also makes Messias well known in the home countries of many holiday visitors.

Quinta do Cachão

The port wines of Caves Messias are produced at Quinta do Cachão, located in the border between Cima Corgo and Douro Superior, in one of the most inaccessible parts of the Douro region. The vines, some of which are very old, are deeply rooted on the steep slopes and can thus withstand the heavy sunlight and frequent drought conditions. For the Messias team, this means hard work in cultivation, but they are rewarded with excellent grapes. Each parcel is subject to the official classification for port wine, in which the six criteria of elevation, slope and soil type, sun exposure, grape varieties and age of the plants (along with plantation density) are applied. The quinta is justifiably proud of the fact that most of its holdings rank in the highest level of classification, the Douro 'A'. The greater part of the harvest at Quinta do Cachão comes from Portugal's finest varieties, including Tinta Roriz, Touriga Nacional, Touriga Franca and Tinta Barroca.

Quinta do Valdoeiro

This estate is located in Vacariça in the district of Mealhada on the western slope of the Serra do Buçaco, and is considered one of the most beautiful wineries in the Bairrada region. 70 hectares are planted with vines, primarily Baga, Touriga Nacional, Cabernet Sauvignon and Syrah, growing predominantly on sandy loam with compact argillaceous limestone subsoil. Due to the proximity to the Atlantic Ocean, the climate is comparatively cool, which – together with soils that are not very fertile but are rich in minerals – favours production of particularly complex wines. Bairrada is known as the sparkling wine region of Portugal, offering ideal conditions for growing the base wines. Messias Family Wines & Estates has long been known for its sparklers, all of which are matured according to the traditional method. The Messias Bruto label, for example –

vinified from Arinto, Bical, Chardonnay and Baga – is a wonderful alternative to crémant and scores top points for its attractive price. The Messias Blanc de Blancs Grande Cuvée (100% Chardonnay), and the Messias Blanc de Noirs Grande Reserva, whose base wine comes from a selection of the best plantings of Baga, can easily compete in the upscale sector of international sparkling wines.

Honourable mentions

While on the one hand recognition among demanding international markets speaks for itself and about 65 percent of Messias' production is exported to five continents, impressive awards provide important confirmation for their customers as well as great satisfaction for the Messias family and their team. The Porto Messias Colheita 1963, for example, was awarded an outstanding 97 Parker points, and both the Porto Messias Colheita 1968 and the Porto Messias Colheita 1952 scored 96. In addition to other similarly high ratings, the Decanter World Wine Awards gold medal stands out with 96 points for the Porto Messias 20 Anos and 95 points for the Porto Messias 30 Anos. The company also achieves regular success in the still wine sector, such as 95 Parker points for the Triunvirato nº 7 or their gold medal for the Quinta do Valdoeiro Syrah 2007 at the Syrah du Monde competition. As mentioned above, Bairrada is the Portuguese region most renowned for sparkling wines. In this genre, Messias relies entirely on the traditional method and impresses both critics and the juries of important competitions: for example, with 91 Parker points for the Messias Blanc de Blancs Brut 2011 or the gold medal at the Portugal Wine Trophy and the Asia Wine Trophy for the Messias Brut sparkling wine.

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Piccini 1882

Ginevra, Benedetta and Michelangelo with their father Mario Piccini



© Valerio Colantino

Entrepreneurial vision with a love of the homeland

Striving for continuing development and maintaining a family-oriented corporate culture have always been part of Piccini 1882's mission statement. For 140 years, the estate has been producing wines that are highly regarded for precisely transmitting their character of origin and qualities of organic viticulture while conveying the best of Italian joie de vivre.

The winegrowing tradition of the Piccini family was inaugurated in 1882 by Angiolo Piccini with a small vineyard in Castellina in Chianti. Today, his great-grandson Mario is in charge, and his children Ginevra, Benedetta and Michelangelo are already on board. Under the aegis of the new generation, viticultural activities have been gradually expanded to other estates and winegrowing regions. Of six locations, three are in Tuscany – Fattoria Valiano as the founding property, Tenuta Moraia in Maremma and Villa al Cortile in Montalcino. With Regio Cantina in Basilicata and Torre Mora in Sicily, they have also made a name for themselves as interpreters of rare autochthonous grape varieties grown on volcanic rock. And in 2022 they extended feelers to the north of Italy and acquired the estate Porta Rossa in Piedmont, in the middle of the Langhe. The latest investment

concerns the Veneto region, where the family acquired a historical winery with over 40 years of experience in producing sparkling wines. Piccini lands in the heart of the Prosecco area.

From gamble to cult wine

In 2002, Mario Piccini attracted widespread attention by giving Chianti, one of the great classics among Italian wines, an innovative label – the birth of the 'Chianti Orange'. What was initially quite a daring adventure, became an absolute cult wine and pointed the way into the new millennium for one of the icons of Tuscan tradition. For the estate, the colour orange became a trademark that stands for dynamism, innovation, a sense of tradition and the international nature of the enterprise. Another important milestone

in brand management was set in 2021 with the renaming of the estate from ‘Tenute Piccini’ to ‘Piccini 1882’. This was intended to reinforce a commitment to the values of their forefathers – values that are observed at all of the family’s wineries and for which the new name provides the great common denominator.

Focus on organic cultivation

Under Mario Piccini, the estate has continued to grow dynamically, while always keeping an eye on the big picture and maintaining a healthy foundation. The latter is above all evident in the vineyards and in the scrupulous utilisation of natural resources. ‘Consumers today are more aware of social and ecological matters and are paying more attention to sustainably produced products. Our task is to offer wines that meet the needs of the market and at the same time give back to Mother Nature something of what she has given us,’ says Mario Piccini. This philosophy has been put into practice by converting all the vineyards to organic farming, which is a substantial achievement.

Certificates for sustainability

Piccini 1882 has been awarded the ‘Equalitas – Sustainable Winery’ certificate for its multifaceted commitment to humanity and the environment. For this, they underwent a three-year process to improve the ecological footprint of their vineyard management. The organic certification, in turn, is issued by ‘Q Certifications Srl’, which conducts the examinations and approves the labels. They are also working with GEA FACTORY on the ‘Sustainability Zero’ report. The result of this study will be used as a basis for further targeted ecologically sustainable measures from 2023 onwards, with the aim of being able to meet evolving contemporary requirements for the product and its near-to-nature production even better. The wellbeing of the environment is also the focus with the implementation of new technologies – for example, the automated machine ‘Icaro’, which irradiates the vines with UV-C light, protecting them from fungal diseases without the use of pesticides.



The tale of the numbers

Angiolo Piccini originally established his estate with seven hectares of vines and laid the foundation for an extremely flexible business. Today, the wines of Piccini 1882 are available in over 80 countries, with a production volume of some 25 million bottles. 200 hectares of vineyards are cultivated by the house itself, while grapes from an additional 500 hectares come from the winegrowers of the Agricoltori del Geografico cooperative. Despite all this success, the Piccini family always remembers its roots and recognises the importance of the people who work with them at the winery and make this success possible. Especially in difficult times, they make the difference, and shared values become all the more important. And likewise, as a Tuscan family with a strong sense of neighbourhood identity, it has always been close to the Piccinis’ hearts to support local businesses.

Looking to the future

With Ginevra, Benedetta and Michelangelo, the fifth generation is already ready to follow in their father’s footsteps. ‘Sometimes it is difficult to separate work and family, but we like it this way: we always wear the clothing of the Italian wine family,’ the three are wont to say. They are aware of their role in the history of the estate, and their view of the future always acknowledges tradition. They consider the knowledge and experience of their parents and grandparents, combined with their ideas and skills, to provide a decisive advantage and the key to success. Because each generation has always assimilated the lessons of the past, while at the same time independently breaking new ground.

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Champagne Philipponnat



© Michael Boudot

Charles Philipponnat and his son François Philipponnat.

500 years of history in the heart of Champagne

The Philipponnat family has owned vineyards in Aÿ and Mareuil-sur-Aÿ since 1522. That adds up to 500 years of Champagne history, so it's not surprising that this major milestone was appropriately celebrated. They recently unveiled their 'Réserve Perpétuelle', a wine specially designed to greet the coming century.

In the early 16th century – and thus long before the days of Dom Pérignon – a Swiss officer named Avril Le Philipponnat settled in Champagne. Thanks to a mention in the will of the abbot of Hautvillers Abbey, Dom Jean Royer, from 1522, we know that he was then the owner of land in Léon, between Aÿ and Dizy. This marks the beginning of the oldest unbroken family tradition in Champagne, which continues to this day, since 2000 in the 15th generation with Charles Philipponnat

at the helm. The family still cultivates vineyards there, which are counted among the most prominent sites for Pinot Noir.

The jewel 'Clos des Goisses'

Over the generations, Champagne Philipponnat has been modernised and expanded again and again. One of the outstanding milestones was the relocation of the family business to Mareuil,



The house of Philipponnat in Mareuil-sur-Aÿ

where they first acquired Albert Valet's house and ultimately moved into the Château de Mareuil with its old, magnificent 18th-century cellar in 1935, and are still based there today. In the same year, they bought the famous vineyard 'Clos des Goisses' in Mareuil-sur-Aÿ, which is the jewel in their crown – the champagne vinified from it is often described as one of the world's true cult wines. In 1997, the house joined the Boizel Chanoine Champagne group, an association of family-run wine estates exclusively from Champagne, and managed by the founding families. The working capital also comes from the families and from Champagne, which is extremely rare in this era of globalisation. At Philipponnat, they see this as reinforcement for their love of the region and the product, but also as a commitment to continually evolve and always give their best.

Unveiling of a special edition

500 years of family history as a champagne producer had to be celebrated in the appropriate manner. The focus was placed on the announcement of a 'Réserve Perpétuelle', which stands for the finest quality as well as for the symbolic value of this anniversary. Since 1946, Philipponnat has utilised a 'solera' system, in which the wines of the current vintage are married with those of previous years, in each case in the ratio of two-thirds young wine to one-third reserve wine. This method, originating in Andalusia, contributes to the consistency and complexity of the 'Royale Réserve', giving it fullness and texture along with the best freshness.

Réserve Perpétuelle for the future

For ten years now, a second solera has been maturing in the cellars of Philipponnat, the basis for non-vintage cuvées with even more complexity and originality, intended for a very special 'Réserve Perpétuelle'. For this, the ratio was changed to two-thirds mature wine and one-third young wine. On the occasion of the 500th anniversary, a special edition of 2,022 magnums of this 'Réserve Perpétuelle' was bottled, exemplifying the excellence and longevity of this house. Conceived as 'time capsules', a lot of only



Love for the product in every detail

100 magnums of this wine will be disgorged every five years over the course of the next century. The first of these will be released in 2027. Until then, the large bottles will rest undisturbed on the lees of the second fermentation. For lovers of Philipponnat, this is a special opportunity to follow the development and ageability of this monumental anniversary edition and, in a way, also to become part of the continuing history of the house. An event that Charles Philipponnat and cellar master Thierry Garnier are also looking forward to with joy and anticipation.

Focus on Pinot Noir

Today, Philipponnat cultivates 22 hectares of vines, mainly in the terroirs of Aÿ, Mareuil-sur-Aÿ and Avenay, consisting of Premier Cru and Grand Cru sites. A good 90% are planted with Pinot Noir, complemented by Chardonnay. In just over twenty years, Charles Philipponnat has revitalised their image through meticulous attention to quality and gained a worldwide reputation for it. With grapes purchased from long-standing partner growers – mostly Pinot Noir – today's production amounts to no more than 750,000 bottles per year, of which some 60% percent are exported to more than fifty countries. If the vintage permits, the Champagne Philipponnat range consists of 13 cuvées. These include three rare single-parcel cuvées as well as the exceptional 'Clos des Goisses', a unique and iconic Champagne vineyard. The Cuvée 1522 Grand Cru, which has its origins in the historic vineyard in Léon and has only borne this designation since the 2000 vintage, also enjoys a special status. Intended as a tribute to the long tradition of the Philipponnat family in Champagne, it provided the focus for the great anniversary celebrations.

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Puklavec Family Wines



Vladimir Puklavec
with his daughter
Tatjana, head of
Global Marketing

The traditional career-changers

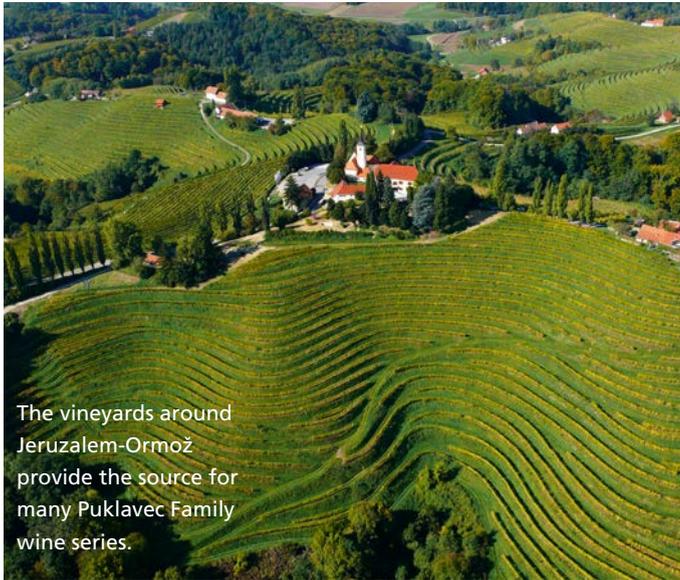
Within a very short time, Puklavec Family Wines has become one of Slovenia's premier wine operations, located in the core zone of Ljutomer-Ormož, in the winegrowing region Podravje of northeastern Slovenia. Here – some 120 km south-southeast of Graz – one finds the ideal microclimate for viticulture.

The Puklavec family first discovered their affinity for wine in 1934 in the Slovenian Steiermark, thanks to cellar master Martin Puklavec, who was then head winemaker at the Jeruzalem-Ormož growers' co-op. After the Second World War, when the vineyards became the property of the communist state, Martin took on the role of director and led the organisation steadily forward, setting up and building the new cellar facility in the 1960s. Despite the realities of life behind the Iron Curtain, Martin Puklavec significantly developed the quality level of the vineyard sites and vines – and that of the wines as well – successfully increasing export volumes. Although Slovenia is one of the world's smallest winegrowing countries with a total area of around 21,000 hectares under cultivation, wine production & trade have always been an important part of Slovenian culture. And due to its geographic proximity and long-standing cultural ties with Austria and northeastern Italy, viticulture in Slovenia is considerably more advanced than in neighbouring Balkan countries. It's also important to note that Slovenia is the only former Yugoslav republic that survived the wars of the 1990s

almost unscathed; viticulture in Slovenia suffered considerably less than in the other countries.

Accent on exports

Director of Global Marketing Tatjana Puklavec tells us: "One day my father Vladimir told us about his plans to buy grandfather's vineyards and start Puklavec Family Wines. At first my sister and I thought he was joking – but in fact it was quite a logical step for all of us to revive and build on our grandfather's legacy." Vladimir comments: "I am first and foremost an entrepreneur with a great love for good wine. So heritage meets vision." Tatjana continues: "Puklavec Family Wines is one of the leading export producers in Central/Eastern Europe. The family bought back shares from a winegrowers' cooperative in 2009 and now exports to more than twenty countries worldwide. Last year we were awarded a Decanter gold medal for our top export wine "puklavec & friends" Sauvignon Blanc & Pinot Grigio – 95 points for a supermarket wine costing 6€ – the top export wine from Slovenia, with more than 500,000 bottles sold. We also won the 2017 Decanter



The vineyards around Jeruzalem-Ormož provide the source for many Puklavec Family wine series.

platinum medal ‘Best Slovenian White Wine’ for our Seven Numbers Furmint 2015. Export markets offer us the greatest growth potential, so we have been investing more in these markets with our branded products. Our export office is located in the Netherlands; from here we manage all western European sales activities; we are physically very close to these markets and know them well.”

Top wines from white grape varieties...

A handsome range is vinified from grapes that grow in their own vineyards (845 hectares) and in those of the best winegrowers in the Ljutomer- Ormož region. The winery – like Martin Puklavec in his time – still works closely with the members of the regional

winegrowers’ cooperative, who cultivate around 450 hectares of the surrounding vineyards. The climate in Podravje is continental and strongly influenced by the proximity to the Adriatic Sea and the Alps, and has a decisive influence on the freshness and fruitiness of the white wines. The vineyards stretch out over several hills, situated between 250–350 metres in elevation. The soils there are rich in minerals and limestone, consisting mainly of rocky calcium carbonate, marl and calcium-rich sandstone.

Puklavec Family Wines continues to invest in upgrading both vineyards and cellar technology. The company has been christened Winery of the Year in 2014, 2016, 2018, 2020, 2021 & 2022 at the Slovenian wine competition in Gornja Radgona. In line with grandfather Martin’s vision of ‘sharing Slovenian wine with the world’, the estate exports about half of its annual volume of five million bottles to some twenty countries, by far the export leader in Slovenia. Innovation is essential to their business model, as is having a keen eye on the market, working with industry partners to keep current on client tastes. They find an advantage in having a wide range of grape varieties to work with. Puklavec Family Wines is a forward-looking company – understanding very well that in a family business one must think in the long-term, with a clear mission, taking a sustainable look at the matter at hand. With 142 employees at the wineries in Ormož and Ljutomer, the Puklavec family is making an important contribution to employment in this region of Slovenia.

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The Puklavec family’s forefathers were already active in Slovenian viticulture.

Tommasi



The Tommasi family (LTR):
Giancarlo, Erica, Barbara, Paola, Pierangelo,
Michela, Piergiorgio, Francesca, Stefano

Celebration of a major jubilee!

This publication could not come at a better time – Tommasi is now celebrating their 120th anniversary, and there are many voices raised in the festive chorus.

Their story began in 1902, when great-grandfather Giacomo Tommasi purchased his first vineyard in Valpolicella Classica. This visionary farmer showed a pioneering spirit that has gone on to inspire four subsequent generations, and does so in every aspect of their work.

A family affair

This modest parcel of vines that great-grandfather Giacomo acquired in the Classica in the early 20th century has grown to encompass 780 hectares in seven regions throughout Italy, cultivating the finest terroirs in regions as diverse as Basilicata, Oltrepo Pavese, Montalcino, Maremma in Tuscany and Manduria in Puglia. Tommasi's desire to

maintain firm roots is evident as the family sees to every detail – from the land itself to the choice of those individuals who work with them. The evolving intimate relationship with the earth, with people and with their markets has led them to refine their entrepreneurial vision, without ever giving up contact with the respect and affection they feel for tradition and the unique qualities that render each of their historic wineproducing regions distinctive.

'It is the extended narrative of the grape – the people who work the land, the individual traditions of a pinpoint area and the sophisticated culture of regional food pairings – that brings our imagination to a far-away land with a simple swirl of the glass.'

Monica Lerner | The Wine Advocate



La Gioletta in Valpolicella Classicoone of Tommasi's most prized vineyards

Their international impact has grown as well – currently 86% of their production is exported to their principal markets in the USA, Canada, Northern Europe, Germany, the UK, Japan, Hong Kong & Korea.

The heart of the Veneto

The Tommasi family is one of the leading lights in the enhancement and promotion of one of the most important and prestigious wines of the Valpolicella zone – justly famous and appreciated all over the world – the aristocratic & elegant Amarone. And their hearts remain settled in the Veneto: they cultivate fifty-five hectares for the production of excellent wines in the D.O.C. zones of Verona, in particular on Lake Garda – where a new dream is coming to life from forty-five hectares dedicated to production of their Le Fornaci Lugana D.O.C. The grape variety Turbiana has captured their imagination to a remarkable degree; their holdings grew from under five hectares of vines in 2003. They also cultivate 132 hectares in the Valpolicella zone: 115 in the Classico and then seventeen in the so-called eastern Valpolicella. They pay keen attention to their parcels in the Cru vineyards of the Valpolicella Classica: La Gioletta, Conca d'Oro a and Ca' Florian. These are the Amarone sites, laid out only with difficulty and cultivated with impeccable care, providing the raw material for the appassimento – the region's unique method for production of Amarone, Ripasso and Recioto.

Giancarlo Tommasi – chief oenologist

Husband of Francesca and father of Lodovica and Elia, Giancarlo participates in various sports and – this is fundamental – he is a patient fisherman. Perseverance, sensitivity, tenaciousness: these are the qualities that Giancarlo applies at the estate, just as he does on the riverbank.

Precise attention to every single aspect of the production process characterises Giancarlo Tommasi's method of working. For



Large Slavonian oak casks allow the wine more room to evolve

maturation, Tommasi prefers large Slavonian oak casks, which allow the wine more room to evolve – these vessels do not stress the wine, but leave it to mature as tranquilly as can be.

Sustainability

2022 will be a decisive year for the growth of Tommasi Family Estates, growth that must be sustainable. 'We want our everyday work to be increasingly oriented towards seeking and promoting sustainability,' comments Pierangelo Tommasi. 'This means in all our phases of production using instruments and methods that really succeed in safeguarding and respecting our environment, without which – let us never forget – we could not do what we like doing best: making great wines. Our plan foresees appreciable conservation of energy; the use of lighter glass bottles is part of a wider and deep-seated project on which our company is already working. Sustainability also encompasses the inclusion of our workers, our partners, and our stakeholders, as well as support for the local area, in the social as well as the economic sphere. Our family has always had an extremely intimate rapport with the Valpolicella zone, with Verona and Lake Garda, places we consider "home". In this regard, the combination of viticulture and hospitality will remain very important; promotion of wine tourism will be relevant in all the company's decisions, which as of next year will involve all our estates.'

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Valdo Spumanti'



Prosecco Pioneer

Prosecco's rise to become the world's best-selling sparkling wine is closely linked to the Bolla family and its Cantina Valdo. For three generations, this estate has led the way with its stylistic interpretations, exploring the great diversity of the region in northeastern Italy.

Even though Abele Bolla was the first of the family to start producing and selling wine back in 1883, the story of today's Cantina begins forty years later. More precisely, in 1926, when an energetic quartet got together in Valdobbiadene, one of the central municipalities of the current Prosecco DOCG region, and founded the 'Società Anonima Vini Superiori'. It was soon joined by Sergio Bolla, who took over the company completely in 1938 and gave it its current name in 1941. From the very beginning, the focus was placed on sparkling wines. Consistent improvements in quality culminated in 1958 in the first bottling of Marca Oro, a semi-dry spumante, and a milestone in the history of Prosecco. First, the family conquered the Italian market and then, from the 1970s onward, the international market as well. Under the aegis of Pierluigi Bolla, who still chairs the board of directors today, Valdo developed into a global player on the sparkling wine market through the following decades.

Committed to the terroir...

'We have contracts with some seventy winegrowers, many of whom have been working with us for decades,' Pierluigi Bolla tells us.

'Some of them are virtually part of the family and represent crucial elements in our quality concept. Our growers know their vineyards like the backs of their hands and provide us with grapes that allow us to perfectly accentuate the terroir.' And terroir, especially in DOCG wines, is of fundamental importance in Prosecco. 'We work here almost exclusively with a single grape variety, the Glera,' Pierluigi Bolla explains. 'So the natural conditions are responsible for the sensory nuances distinguishing the wines.' And these conditions are demanding. Many vineyards can only be cultivated manually due to their steep incline. They are exposed in all four cardinal directions, are based on diverse soil structures and enjoy special microclimates. 'In fact,' adds Bolla, 'it doesn't make sense to talk about a typical Prosecco, since there are actually many different ones.'

Complex designations of origin...

With clearly defined regulations in place as of 2009, the Prosecco Consortium has paid tribute to this fact accordingly. Not only does it differentiate between Prosecco DOC, which includes large parts of northern Veneto and all of Friuli, plus the DOCG core-zone around Conegliano, Valdobbiadene and the external enclave of Asolo, it also divides the DOCG area into forty-three rives, historically established



Valdo's range also includes Prosecco specialties such as Marca Oro, Cuvée del Fondatore or Tenuta Pradase



hamlets in the hills, and individual vineyards. From their most famous, Cartizze, Valdo also bottles two wines. 'Cartizze,' Pierluigi Bolla says, 'is severely sloped in many places, the yield lower than is commonly found, and the microclimate rather mild.' As tradition would have it, the Bolla family produces two charming sweet versions from it, with aromas reminiscent of candied fruit, white peaches and almonds.

From bone dry to finely tart...

In its other DOCG Proseccos, however, Valdo gets to the bottom of the the region's stylistic diversity. The Cuvée 1926 and the Marca Oro are finished Extra-Dry, meaning they have a fine, well-integrated residual sweetness, while the Cuvée del Fondatore and the Cuvée di Boj are both finished Brut. With the Rive San Pietro di Barbozza Extra Brut, Valdo is one of the first estates to break new ground in Prosecco, proving that Glera vinified bone-dry also yields excellent sparkling wines. They are all produced in pressure tanks using the Charmat method, which is common in Prosecco. Along with this customary method of production, Valdo also adds two vintage



Under Pierluigi Bolla (center), Valdo became a global player in the sparkling wine market

spumante (Millesimato) produced according to the Champagne method, in which the aging potential of the best Proseccos is revealed. The range is rounded off by a quintet of inviting Prosecco DOCs and various interpretations that go beyond regional regulations, in which the family gives free rein to its imagination.

The future

The Bolla family has long since set the course for the years to come. Thanks to a photovoltaic system installed on the roof of their facility, the company currently meets seventy per cent of its energy needs. In addition, sustainable measures have been successfully implemented in the vineyards, as well measures designed as to conserve water and paper. To increase exports within Europe, Valdo Europe was founded in 2013 with headquarters in Munich. Four years later, a branch office followed in the USA, which is managed by Pierluigi Bolla's nephew Matteo. In Italy, meanwhile, his son Sergio is boosting sales to the food service industry. A partnership has been forged with Azienda I Magredi, a family wine estate near Pordenone in neighbouring Friuli. The first tourist structures are also planned for this year at Tenuta Pradase, which belongs to Valdo. But the Bolla family's ideas extend beyond Prosecco. They already own vineyards in Sambuco, Sicily. Nerello Mascalese grapes from these currently go into two of Valdo's rosé sparklers. 'In the future, we want to become more active on a supra-regional level,' Pierluigi Bolla tells us. 'We would like to bring our knowledge of sparkling wine production to bear in other regions and successively – as in Prosecco – demonstrate its potential.'

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Villa Sandi



© Renato Vettorato

The Moretti Polegato family: Diva, Giancarlo, Augusta, Leonardo

Villa Sandi "Biodiversity Friend" Estate



© Studio Rocci Photographers

Landmark of Wine Culture

The Moretti Polegato family combines innovation with a deep commitment to the environment and love for the culture and traditions of their homeland.

Villa Sandi is located in the heart of the Prosecco region, in the province of Treviso, known in the past as the 'Garden of Venice'. With a longstanding family tradition in viticulture and winemaking that has been handed down from one generation to the next, Giancarlo Moretti Polegato leads the family enterprise. Villa Sandi, the winery, represents the same values as the family: tradition, heritage, a sense of responsibility, and deep bonds with the land where it has been located for generations.

Villa Sandi's vineyards are located throughout the entire Prosecco region, from the wider DOC area to the hilly DOCG areas of Asolo and Conegliano-Valdobbiadene. Plots of vines on steep terraced hillsides between small villages and farmland characterise the landscape of Conegliano-Valdobbiadene, which was proclaimed a UNESCO World Cultural Heritage site in 2019. 'The UNESCO recognition as World Heritage Site underlines the special interaction between man and the environment. Steep and almost inaccessible vineyards are cared for like gardens with all the work done by hand using timeless gestures vine growers have been repeating for centuries. We strive to carry a family tradition into the future by combining innovation and research with respect and love for tradition and our territory,' states Giancarlo.

Prosecco at its finest

The core production at Villa Sandi is naturally Prosecco, from Prosecco DOC to Asolo Prosecco Superiore DOCG to Valdobbiadene Prosecco Superiore DOCG. The family pioneered Prosecco exports and is a presence today in more than 130 countries throughout the world. Crowning the assortment of Villa Sandi Prosecco is the extraordinary Valdobbiadene Superiore di Cartizze DOCG 'La Rivetta'. 'La Rivetta' is a special plot in the heart of the Cartizze subzone of Valdobbiadene. This steep, one and a half hectare parcel has an exceptional microclimate and calcareous sandstone and clay soils. A magical place where vine, soil, microclimate and man's expertise create a unique combination which allows a unique wine to be produced. Awarded with 'Tre Bicchieri Gambero Rosso' for the 13th time in a row and selected as 'Grand Cru d'Italia'. Along with the hilly areas of Valdobbiadene and Asolo DOCG, a wider area also provides grapes for Prosecco production. In the province



Quality, tradition and passion in every bottle

Treviso, close to the historical DOCG area, an especially crisp, fresh and fruity Prosecco is also produced. Like Villa Sandi 'Il Fresco' Prosecco DOC Treviso Brut, recognised 16 times as 'Prosecco of the Year' in Germany's trade magazine *Weinwirtschaft*. The line 'Il Fresco' also includes 'Il Fresco' Prosecco DOC Bio Brut and Prosecco DOC Rosé.

Villa Sandi for Life

Giancarlo Moretti Polegato has been committed to enhancing and promoting the reputation of Prosecco, both as a wine and an area of production, while also keeping a commitment to quality, tradition and the environment. Recognising that the future would be dependent on commitment to sustainability, Giancarlo Moretti Polegato and his wife Augusta initiated the project 'Villa Sandi for Life'. A hydro-electric facility and a photovoltaic plant provide part of the company's energy requirements, while their vineyards have been certified as a 'Biodiversity Friend' by the World Biodiversity Association (WBA), which confirms that vine growing and production practices are designed to preserve the health and integrity of the environment and its biodiversity.

The next generation

Giancarlo Moretti Polegato has carried his family's heritage onward with foresight and vision, and has projected it into an international dimension, exporting to 130 countries around the world. Today he runs the company with the support of his own family, wife and children; different yet complementary parts come together to create a harmonious whole, where ideas and talent converge and merge. With the new generation of the family, speed, flexibility and technology are the new words. New ways of thinking which hold the same timeless love and dedication that have guided

the hands and minds of the previous generation. Daughter Diva is Export Manager for the Americas and UK, while son Leonardo has joined the family company as a Lean Specialist. His children's commitment to continue the family business prompted and inspired Giancarlo Moretti Polegato to expand the family's estates and purchase a prime winery in Friuli. 'I fell in love with Borgo Conventi on a trip to Collio in the Friuli region in January 2019. It was up for sale and the 30 vineyard hectares and cellar were in optimal condition' recalls Giancarlo Moretti Polegato. Borgo Conventi's philosophy is apparent in its wines with a marked territorial and varietal identity, seeking elegance and balance of structure and a pleasant character. Each bottle tells a story of quality, tradition and passion. Since being acquired by the family, Borgo Conventi wines have been awarded with Tre Bicchieri by Gambero Rosso

Icon of Italian lifestyle

Villa Sandi is an important cultural landmark in Italy, ranked among the World's 100 Best Vineyards. It is open to the public to share a broad experience of history, art, landscape, and wine culture. To visitors interested in combining the love of wine with history and the beauty of art in a stunning landscape, Villa Sandi offers guided tours of the underground cellars, the beautiful villa, and the surrounding vineyards by appointment. Visitors can continue their Villa Sandi experience in their countryside inn and restaurant, Locanda Sandi, situated in the Valdobbiadene vineyards. Six rooms and delicious regional cuisine are offered in a refined and cosy atmosphere.



Borgo Conventi Winery, Collio area

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Masthead

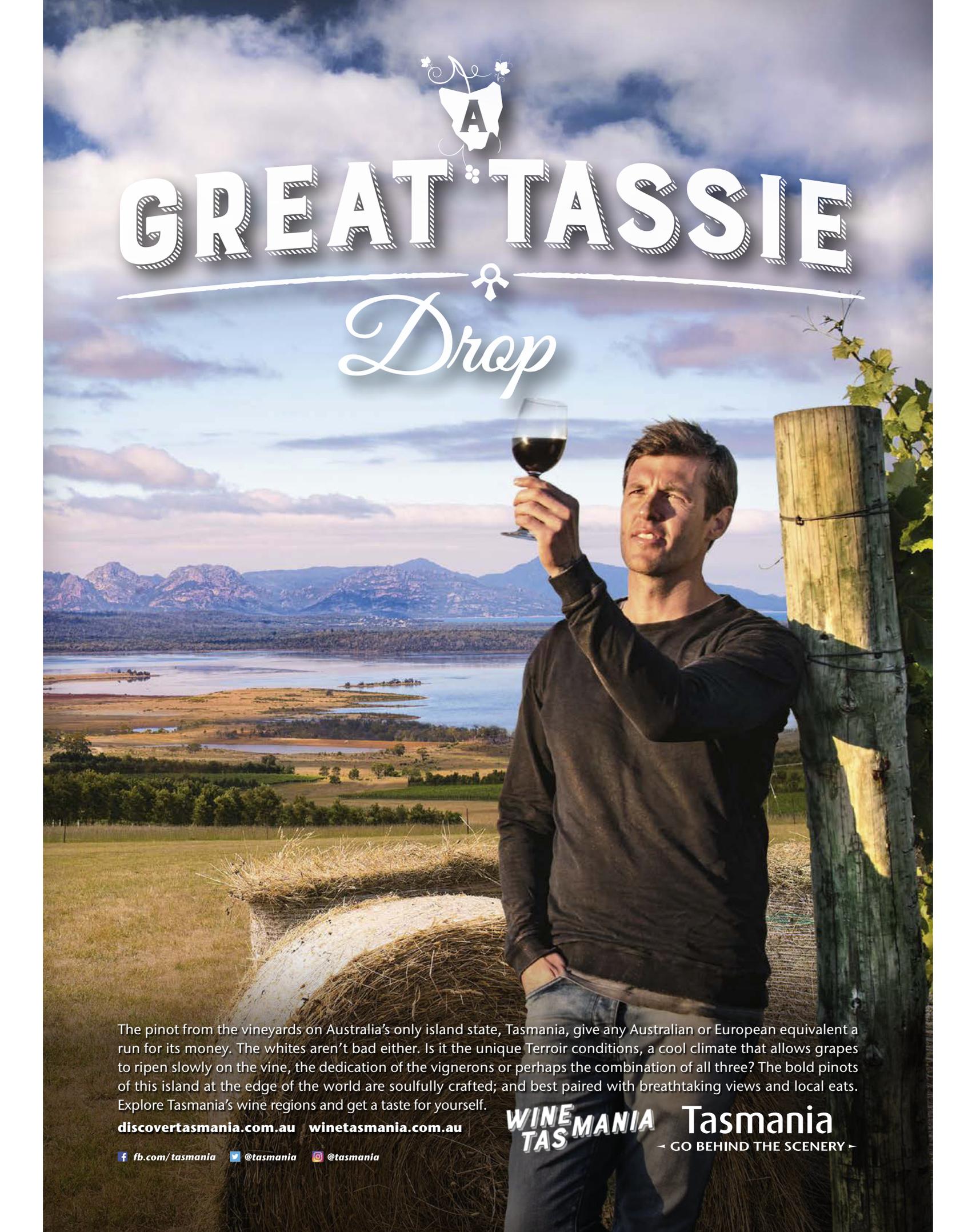
families of wine

2023/2024

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A

GREAT TASSIE

Drop

The pinot from the vineyards on Australia's only island state, Tasmania, give any Australian or European equivalent a run for its money. The whites aren't bad either. Is it the unique Terroir conditions, a cool climate that allows grapes to ripen slowly on the vine, the dedication of the vigneron or perhaps the combination of all three? The bold pinots of this island at the edge of the world are soulfully crafted; and best paired with breathtaking views and local eats. Explore Tasmania's wine regions and get a taste for yourself.

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**WINE
TASMANIA**

Tasmania

— GO BEHIND THE SCENERY —



More than just wine glasses.

Make sure you serve your guests properly - in high-performance crystal from Stölzle Lausitz. Our wine glasses, especially those of our collection QUATROPHIL, will not only enhance your guests wine drinking experience, they'll make every wine on your restaurant's wine list look and taste spectacular. Add some pop with the colour of our ELEMENTS or TWISTER tumblers as well as with our latest arrivals, the UNIVERSAL carafes.

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