

RESTAURANT WINE

The Full Service Guide to On Sale Beverage Profits



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— Outstanding values from Argentina

— Top Rated California Pinot Noirs, Chardonnays,
Cabernets, Zinfandels, Sauvignon Blancs

— Exceptional South African White & Red Wines

— A Range of Wonderful Wines from Italy



SOAVE IN RESTAURANTS

Soave has many attributes that make it a great addition to on-premise wine programs:

- **Price.** The majority of Soaves on the market sell for \$64 to \$160 per case wholesale (non-discounted), which places them in the range where most wine is sold in restaurants (i.e., \$5 to \$12 per glass, and \$18 to \$40 per bottle, depending on purchase cost and markups, of course).
- **Taste.** Soave has improved considerably over the years, and is a much better wine than many wine drinkers realize. Remember: a good Soave tastes better and is better for your customers and your business than a mediocre, similarly priced Pinot Grigio.
- **Style.** Most Soaves are refreshing in style—that is, unwooded, medium bodied, and delicately fruity in character—making them ideal to serve by the glass.
- **Versatility at the table.** Soave's subtle but distinct character allows the wine to pair well with an extraordinary range of mildly flavored foods and dishes, from vegetarian pizza to grilled fish to roast chicken.
- **Excitement.** Soave is re-inventing itself. More producers are making better and more distinctive wine with nearly every vintage.
- **Easy to pronounce (and to remember).** The word (So-ah-vay) rolls easily off the tongue, and is therefore both easily remembered and easy to ask for in a restaurant.

ITALIAN WHITE — Medium Priced: \$73-\$144/case (\$9.10-\$18/btl. full retail)

BOLLINI - Trentino

- 2010 PINOT GRIGIO, \$140 (\$17.50) ★★★★★
- 2010 CHARDONNAY, BARRICATO 40, \$120 (\$15) ★★★★★

Bollini's wines continue to be excellent quality and value.

Both of these have screw cap closures. The Pinot Grigio is very distinct full bodied, crisp, flavorful (pear, lemon peel, honey, litchi nut, pineapple), and well balanced. The Chardonnay is exceptional: full bodied, fragrant, crisp, and very lightly oaked; Chablis-like in style, with elegant character (pineapple, roasted nut, lemon peel, grapefruit) and a long finish. [2012-2013] Kobrand Corp., Purchase, NY 914.253.7700

CANTINE LUNGAROTTI

- 2010 TORRE DI GIANO, BIANCO DI TORGIANO, \$144 (\$18) ★★★★★
- 2010 PINOT GRIGIO, UMBRIA (IGT), \$144 (\$18) ★★★★★

These are very distinct for their respective types. The Torgiano is fruity, medium bodied, well balanced, and medium long on the finish, tasting of apple, lemon peel, pear, and grapefruit. Blend of Trebbiano and Grechetto. The Pinot Grigio is medium full bodied, round, and quite fruity in flavor, with moderate richness and a smooth finish, tasting of pear, lemon peel, roasted nut, and apple. [2012-2013] Vin Divino, Chicago, IL 773.334.6700

DONNAFUGATA, 2010 ANTHILIA, SICILIA (IGP), \$128 (\$16) ★★★★★

Very fine blend. It is medium bodied and very fragrant, with supple texture, excellent balance, and a long finish, tasting of peach, lemon peel, honeysuckle, pineapple, and roasted nut. 50% Catarratto, 50% Ansonica. [2012-2013] Folio Fine Wine Partners, Napa, CA 707.256.2700

RUFFINO, 2010 LIBAIO, CHARDONNAY TOSCANA (IGT), \$124 (\$15.50) ★★★★★

Medium full bodied and crisp, this is a fruity, slightly floral wine with a long finish. It tastes of apple, lemon peel, acacia, grapefruit, and roasted nut. Excellent value. Unwooded. [2012] Ruffino Import Co., Rutherford, CA 707.963.7111

SARTORI DI VERONA, 2010 FERDI, BIANCO VERONESE (IGT), \$128 (\$16) ★★★★★

Full bodied, supple, and complex in style; a wine that is nearly dry, and has delicate but rich flavors, light oak character, and a medium long finish, tasting of apple, lime, grapefruit, honey, and toast. 100% Garganega. Great value. [2012-2013] VB Imports, Old Brookville, NY 516.626.9200



ITALIAN WHITE — High Priced: \$145-\$280/case (\$18.10-\$35/btl. full retail)

DONNAFUGATA, 2010 LIGHEA, ZIBBIBO SICILIA (IGP), \$84/6 (\$20.50) ★★★★★

Wonderful Muscat of Alexandria from the island of Pantelleria. It is very aromatic, dry, full bodied, and full flavored, with a long finish, tasting of orange blossom, honeysuckle, pear, grapefruit, and elderflower. Great value. [2012-2013] Folio Fine Wine Partners, Napa, CA 707.256.2700



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**LIVIO FELLUGA**

- **2010 FRIULANO, COLLI ORIENTALI DEL FRIULI, \$248 (\$31)** ★★★★★
- **2010 SAUVIGNON, COLLIO, \$248 (\$31)** ★★★★★+
- **2010 PINOT GRIGIO, COLLIO, \$248 (\$31)** ★★★★★

For years, Livio Felluga has been one of Italy's leading vintners. These three wines (all with screw cap closures) are excellent. The Friulano is supple in texture, full bodied, and intensely flavored; a wine that is very citrusy and floral in character (lime, lemon peel, honey, orange blossom), crisp and long on the palate, and persistent on the finish. The Sauvignon is medium full bodied, very distinct in character (lemon grass, grapefruit), and crisp; a wine with good flavor and a very long finish. Best of all: the Pinot Grigio, which has a slight coppery tint. It is ripe, supple, and full bodied; a Pinot Grigio with depth and elegance, good balance, and a long finish, tasting of pear, lemon peel, roasted nut, lime, honey, and lime blossom. Exceptional. [2012-2013] MW Imports, Brooklyn, NY 718.596.3339

**MICHELE CHIARLO**

- **2010 LE MARNE, GAVI, \$160 (\$20)** ★★★★★
- **2010 NIVOLE, MOSCATO D'ASTI, \$130/12 375 m.l. (\$16.25/375 m.l.)** ★★★★★

Michele Chiarlo is best-known for his fine red wines. But these are the best white wines we've tasted from him, going back some 20+ years. The 2010 Gavi is exceptional: supple, medium full bodied, and both elegant and fine in flavor (pear, cherimoya, yellow apple, lemon blossom), with a long, crisp finish. Beautifully balanced. The Moscato is medium sweet, and lightly fizzy. It is light bodied and intensely flavored, with rich fruitiness, and a very long finish, tasting of lime, orange blossom, honeysuckle, grapefruit, and peach jam. Outstanding quality. [2012-2013] Kobrand Corp., Purchase, NY 914.253.7700

TENUTA DI NOZZOLE, 2010 LE BRUNICHE, CHARDONNAY DI TOSCANA (IGT), \$152 (\$19) ★★★★★

Full bodied, crisp, and elegantly flavored (peach, apple, honey, roasted nut), this Chardonnay is moderately intense and long and crisp on the finish. A refreshing style. [2012-2013] Kobrand Corp., Purchase, NY 914.253.7700

**ITALIAN WHITE — Expensive:
\$281-\$600/case (\$35.10-\$75/btl. full retail)**

DONNAFUGATA, 2008 CHIARANDA, CONTESSA ENTELLINA BIANCO, \$168/6 (\$42) ★★★★★

A fine 'marriage' between a native and an international varietal. It is full bodied, supple, and complex in style; a blend with toast, ripe fruit (pear, apple, candied lemon, lime) and herbal flavors (lemon grass). Long, crisp finish. 50% Ansonia, 50% Chardonnay. [2012-2013] Folio Fine Wine Partners, Napa, CA 707.256.2700

LIVIO FELLUGA, 2009 ABAZZIA DI ROSAZZO, ROSAZZO BIANCO, COLLI ORIENTALI DEL FRIULI, \$324/6 (\$61) ★★★★★+

FIRST RELEASE by Livio Felluga, produced from one of Friuli's most historic vineyards. It is a supple, complex blend that is also elegant and rich, simultaneously. It is very long on the palate, and persistent on the finish, tasting of pear, candied lemon, litchi nut, peach, honey, linden blossom, baked bread, and spicy oak. Very fine quality. Blend of Friulano, Pinot Bianco, Sauvignon Blanc, Malvasia, and Ribolla Gialla. [2012-2013] MW Imports, Brooklyn, NY 718.596.3339

**ITALIAN WHITE — Very Expensive:
\$600/case & Up (\$75.10/btl. full retail & Up)**



DONNAFUGATA, 2009 BEN RYE, PASSITO DI PANTELLERIA, \$328/12 375 m.l. (\$41/375 m.l.) ★★★★★

Superb wine. Medium amber-orange color. Very rich and complex in character, this is a full bodied, concentrated wine with wonderful flavor, texture, and length. It tastes of peach jam, white pepper, walnut, candied mango, and mint. Exceptional. From the wind-swept island of Pantelleria (Ben Rye derives from the Arabic for "son of the wind".) [2013-2015] Folio Fine Wine Partners, Napa, CA 707.256.2700

IL POGGIONE, 2006 BRUNELLO DI MONTALCINO, \$324/6 (\$81)

★★★★+

Intensely flavored and full bodied, this is a crisp, complex Brunello with moderate oakiness and a very long finish, tasting of toast, plum, black licorice, spicy oak, and red currant. Long aftertaste. Aged 36 months in French oak barrels. [2013-2018] Terlato Wines Int'l, Lake Bluff, IL 847.604.8900

TENUTA CASTELGIOCONDO, 2005 PODERE RIPE AL CONVENTO, BRUNELLO DI MONTALCINO RISERVA, \$508/6 (\$127)

★★★★★

A complex, finely flavored Brunello Riserva that is beginning to evolve, but has years of development ahead of it. It is supple, medium rich (with layers of complexity), and long, with moderate tannins on the finish. In aroma/flavor, it tastes of cherry, vanilla, spicy oak, cooked meat, aniseed, tobacco, dried berries, and humus. Superior quality. Aged 3 years in Slavonian and French oak barrels. [2015-2020] Folio Fine Wine Partners, Napa, CA 707.256.2700

TENUTE SILVIO NARDI, 2006 VIGNETO MANACHIARA, BRUNELLO DI MONTALCINO, \$424/6 (\$106)

★★★★★

Fine Brunello in a full, moderately tannic style. It is round, concentrated, and very long on the palate, with a persistent finish, tasting of plum, red currant, toast, tobacco, truffle, and spicy oak. Can be aged. [2014-2018] Kobrand Corp., Purchase, NY 914.253.7700

**SOUTHERN ITALY/ISLAND RED — Medium Priced:
\$73-\$160/case (\$9.10-\$20/btl. full retail)****CERULLI IRELLI SPINOZZI, 2006 TORRE MIGLIORI, MONTEPULCIANO D'ABRUZZO, \$68/6 (\$17)**

★★★★+

Great value Montepulciano. It is medium rich, full bodied, and well balanced, with intense ripe fruit character (blackberry, plum) and moderate oakiness, which carries through on the finish. For a 5 year old Montepulciano, hard to beat at the price. Aged in oak cases for 16+ months. [2012-2014] Banfi Vintners, Old Brookville, NY 516.626.9200

**DONNAFUGATA, 2009 SEDARA, SICILIA (IGP), \$128 (\$16)**

★★★★★

A fruity, full bodied wine with moderate richness, a hint of oak, and a long finish, tasting of ripe fruit (plum, blackberry), toast, pepper, and herbs. Fine value. Nero d'Avola. [2012-2014] Folio Fine Wine Partners, Napa, CA 707.256.2700

**MATANE, 2010 NEGROAMARO, PUGLIA (IGT), \$108 (\$13.50)**

★★★★+

Screw cap. Supple and moderately rich in style, this is an excellent wine, with good balance and length. In aroma/flavor, it is reminiscent of black licorice, plum jam, red currant, and sage. [2012-2013] Empson USA, Alexandria, VA 703.684.0900

**SOUTHERN ITALY/ISLAND RED — High Priced:
\$161-\$320/case (\$20.10-\$40/btl. full retail)****IL MATANE, 2009 PRIMITIVO DI MANDURIA, \$104/6 (\$26)**

★★★★★

Rich, very ripely flavored, and full bodied, with intense blackberry, plum jam, toast, and spicy oak aromas/flavors. Long, rich finish; an impressive Primitivo from Italy's best known zone for the varietal. Best version yet of this wine. Aged 4 months in French oak barrels. [2012-2015] Empson USA, Alexandria, VA 703.684.0900

AGRICOLA PUNICA, 2009 MONTESSU, ISOLA DEI NURAGHI (IGT), \$136/6 (\$36)

★★★★★

A supple, full bodied, ripely flavored blend, with fruity, spicy, lightly toasty aromas/flavors, a hint of tannin, and a long finish. It tastes of plum, strawberry jam, black licorice, toast, herbs, and tobacco. Fine quality. 60% Carignano, 10% Cabernet Sauvignon, 10% Cabernet Franc, 10% Syrah, 10% Merlot. [2013-2015] Kobrand Corp., Purchase, NY 914.253.7700

CANTINE DI FEUDO MACCARI, 2008 SAIA, NERO D'AVOLA, SICILIA (IGT), \$152/6 (\$38)

★★★★+

Very impressive Nero d'Avola: rich, very ripely flavored, and quite powerful in style; a wine with intense fruit character (blackberry, plum jam, pepper) and evident new oak character (tobacco, toast, cedar) on the finish. Tastes like a cross between a fine California Cabernet and a Zinfandel. [2012-2014] Kobrand Corp., Purchase, NY 914.253.7700

**SOUTHERN ITALY/ISLAND RED — Expensive:
\$321-\$640/case (\$40.10-\$80/btl. full retail)****AGRICOLA PUNICA, 2008 BARRUA, ISOLA DEI NURAGHI (IGT), \$248/6 (\$62)**

★★★★+

Fleshy, full bodied, and richly flavored, this is an impressive Carignano from old vines. It is nearly unctuous in texture, and complex in flavor (black licorice, strawberry, clove, sage, toast, spicy oak), and long and smooth on the finish. Delicious. 85% Carignano, 10% Cabernet Sauvignon, 5% Merlot. [2013-2016] Kobrand Corp., Purchase, NY 914.253.7700

CANTINE DI FEUDO MACCARI, 2008 MAHARIS, SICILIA (IGT), \$208/6 (\$52)

★★★★★

Superb blend: supple, rich, and well balanced; a wine with firm structure, fine character, and a long, lightly tannic finish. It tastes of blackberry, black licorice, cassis, black olive, toast, and cedar. First rate. Nero d'Avola, Cabernet Sauvignon, Syrah. [2013-2015] Kobrand Corp., Purchase, NY 914.253.7700

**MERLOT — Medium Priced:
\$73-\$144/case (\$9.10-\$18/btl. full retail)****BOLLINI, 2010 MERLOT, TRENTINO, \$120 (\$15)**

★★★★★

Screw cap. A vibrant, fruity, crisp Merlot with full body, good balance, and a long, crisp finish. Excellent value. In style, reminiscent of a 'cru' Beaujolais, but with a different flavor profile (raspberry, cherry, herbs, red currant). Great value. [2012-2013] Kobrand Corp., Purchase, NY 914.253.7700



**VENETO RED — Very Expensive:
\$641/case & Up (\$80.10/btl. & Up full retail)**

SPERI VITICOLTORI, 2007 VIGNETO MONTE SANT'URBANO, AMARONE DELLA VALPOLICELLA CLASSICO, \$360/6 (\$90) ★★★★★

Full bodied, dry, and intensely flavored; an Amarone with rich blackberry, herb, oak, and red currant aromas/flavors, excellent depth, and a long, tannic finish. Needs a bit of aging. [2015-2020] Empson USA, Alexandria, VA 703.684.0900

**BARBERA/DOLCETTO — Medium Priced:
\$73-\$144/case (\$9.10-\$18/btl. full retail)**

MICHELE CHIARLO, 2009 LE ORME, BARBERA D'ASTI SUPERIORE, \$136 (\$17) ★★★★★+

A fine Barbera: supple, full bodied, medium rich, lightly oaked, and very fruity in character (plum, sour cherry, cranberry), with good balance, and a long, crisp finish. [2012-2014] Kobrand Corp., Purchase, NY 914.253.7700

**BARBERA/DOLCETTO — High Priced:
\$145-\$280/case (\$18.10-\$35/btl. full retail)**

G. PAOLO MANZONE, 2010 MAGNA, DOLCETTO D'ALBA, \$160 (\$20) ★★★★★

Very fruity in style, and crisp; a full bodied Dolcetto with firm acidity, moderate depth (plum, sour cherry, pepper, rosehips), and a medium long finish. Unwooded. 1,250 cases. [2012-2013] Quintessential, Napa, CA 707.226.8300

**CABERNET SAUVIGNON — High Priced:
\$145-\$280/case (\$18.10-\$35/btl. full retail)**

MARCHESI GINORI LISCI, 2008 MACCHION DEL LUPO, MONTESCUDAIO, \$176 (\$22) ★★★★★+

This Cabernet is full bodied, round, and moderately intense in flavor. It has light oak character, good balance, and a long finish, tasting of cassis, toast, caramel, and cherry. Aged 12 months in French oak barrels (50% 2nd fill, 50% 3rd fill). 833 cases. [2012-2014] Emilia Imports, Rome, GA 706.252.0805

**CABERNET SAUVIGNON — Expensive:
\$281-\$600/case (\$35.10-\$75/btl. full retail)**

CASTELLO DI MONSANTO, 2007 NEMO, VIGNETO IL MULINO, TOSCANA (IGT), \$448 (\$56) ★★★★★

Very distinct in character, and full bodied, this is a medium rich Cabernet with moderate tannin and a very long finish, tasting of green olive, cassis, toast, pepper, and tobacco. Complex, intensely flavored, and well balanced in style. Excellent. [2013-2017] MW Imports, Brooklyn, NY 718.596.3339

POGGIO AL LUPO, 2008 TOSCANA (IGT), \$284/6 (\$71) ★★★★★

Softly textured and ripely flavored, this is a rich, well balanced wine in a generous, fruit-driven style. It has moderate oak character and a persistent, lightly tannic finish, tasting of blackberry, plum jam, red licorice, toast, and spicy oak. 70% Cabernet Sauvignon, 20% Alicante, 10% Petit Verdot. [2013-2016] Kobrand Corp., Purchase, NY 914.253.7700

**CABERNET SAUVIGNON — Very Expensive:
\$601/case & Up (\$75.10/btl. full retail & Up)**

CASTELLO DI QUERCETO, 2007 IL SOLE DI ALESSANDRO, COLLI DELLA TOSCANA CENTRALE (IGT), \$342/6 (\$85.50) ★★★★★

Supple and full bodied, this is a rich and somewhat woody wine, with impressive depth of flavor and very long finish, tasting of plum, baked cherry, pine resin, vanilla, toast, and oak. Aged 20 to 24 months in oak barrels. 1,083 cases. [2014-2018] Prestige Wine Imports, New York, NY 212.229.0080

TENUTA DI NOZZOLE, 2008 IL PARETO, TOSCANA (IGT), \$364/6 (\$91) ★★★★★

Full bodied, dry, and intensely flavored, this wine is crisp, lightly oaky, and long on the finish, tasting of black currant, black olive, toast, tobacco, and baked potato skins. Very complex in style; can be aged a bit. Aged 16 months in oak barrels. [2013-2016] Kobrand Corp., Purchase, NY 914.253.7700

TENUTA DELL'ORNELLAIA, 2008 ORNELLAIA, BOLGHERI SUPERIORE, \$874/6 (\$218.50) ★★★★★

Concentrated and firmly structured, this is a very young wine. It is full bodied, very complex in flavor, and very long and persistent on the finish, tasting of cassis, pepper, cedar, toast, spicy oak, sage, and blackberry. It is not as fleshy and richly flavored as other vintages (for example, 2007), but is equally fine. Exceptional quality—and aging potential. 54% Cabernet Sauvignon, 27% Merlot, 16% Cabernet Franc, 3% Petit Verdot. Aged 18 months in oak barrels, 70% new, 30% 2nd fill. [2018-2024] Folio Fine Wine Partners, Napa, CA 707.256.2700



NEW ZEALAND
(WHITE & RED WINES)

**WHITE VARIETALS — Medium Priced:
\$65-\$144/case (\$8.10-\$18/btl. full retail)**



KATO, 2011 SAUVIGNON BLANC, MARLBOROUGH, \$96 (\$12) ★★★★★

Screw cap. Very distinct in character, this is a refreshing, medium full bodied Sauvignon, with crisp acidity, good balance, and persistent lime, passion fruit, grapefruit, green apple, and lemon grass aromas/flavors. Exceptional value. 14,000 cases. [2012-2013] GWE Americas, Napa, CA 707.261.5200