

## News



### Chianti Classico & Champagne

"With different histories, but with two pillars of world winemaking, we've given birth to a partnership to share our experiences in governance, in the safeguard of both denominations and in the policies for touristic development, winemaking and viticulture. This will enrich both parties, both at a human and at a professional level"; this is how Sergio Zingarelli, President of the Consortium of Chianti Classico, commented the renewal of the 2016 partnership between the "Black Rooster" and Comité Champagne, which took place this week in Florence's Palazzo Vecchio (pictured above with Antoine Roland Billecard, at the helm of the Ordre des Coteaux de Champagne).



### SMS CMO funds, what a mess!

Chaos is adding to chaos on the use of the European Union's CMO (Common Market Organization) funds for the year 2016-2017, with a stalemate still going on that is jeopardizing the use of the funds themselves for the (theoretically ongoing) campaign, while the decree for next year should already be in the works. Both State agency AGEA and the Italian Ministry for Agriculture are keeping silent on the matter, and on the ranking for the December call, or on any sort of decision: additionally, after the cease & desist order by Istituto Grandi Marchi aiming not to have it published, now another order has come, this time from Confagricoltura's Confagri Promotion. And in all this, 13 million Euros are still frozen, while global competitors keep on running...

## Report

### The rush towards "secco"

The rush towards dry ("secco" in Italian) sparkling wines, mainly created with the Charmat (or Martinotti) method in Italy, is seeing Piedmont in the lead, since after Asti Secco, last week, Acqui Dry has just received the final approval of the National Wine Committee. It is a non-sweet version of Brachetto, and the first bottles of it will belong to the 2017 vintage. Needless to say, winemakers from Veneto and Friuli are increasingly wary of this "attack", so to speak, to their prized production...

## First Page

### What 2016's record exports mean for Italian wine

The United States, Germany and the United Kingdom alone are still worth more than 50% of all Italian wine exports, both in volume (11.84 million hectoliters out of 20.6 in total) and in value (3 billion Euros out 5.6 in total): a new record in exports was reached in 2016 (up 4.3% over 2015), but only thanks to sparkling wines (3.3 million hectoliters, up 19.9%, and 1.2 billion Euros in value, up 21.4%), Prosecco first and foremost. Without that, Italy's performance would be negative, with still bottled wines, which are still without a doubt the core business of the national wine industry - being worth 40% of volumes and 65% of total value - having dropped 4.5% in volume and 0.7% in value. DOP wines are leading the growth, up 6.9% in volume (to 8 million hectoliters) and up 10.5% in value (to 3.2 billion Euros), while IGP wines' performance was negative, down 0.2% in volume (6.6 million hectoliters) and 1.5% in value (1.6 billion Euros). Table wines, furthermore, are surely worth mentioning, given the fact that they're still 5.2 billion hectoliters of all exports (up 5.7%), but they've gone down 0.6% in value (472 million Euros). The data comes from the 2016 report on exports made by the Observatory on Wine by Unione Italiana Vini, with ISTAT and ISMEA as institutional partners. The document is clear on the fact that sitting on one's laurels is not an option, also because last year global sales of bottled wine have gone up 1% both in value (to 16.3 billion dollars) and in volume (to 34 million hectoliters), according to "Corriere Vinicolo"'s "Wine by Numbers". And our competitors are still ahead of Italy: Spain in volume, to 22.4 million hectoliters (down 9%, to 2.6 billion Euros in value), and France in value, to 8.25 billion Euros (with a mere 14 million hectoliters). Regarding single markets, the United States are up 5.5% in value (to 1.35 billion Euros) and 3.2% in volume (3.2 million hectoliters), Germany is up 0.5% in volume (5.5 million hectoliters) and 1.7% in value (977.9 million Euros) and the United Kingdom has gone down 7.4% in volume, to 2.9 million hectoliters, and up 2.3% in value, to 763.8 million Euros.

## Focus

### Montalcino's zonation for Biondi Santi

"Eight great subzones should be identified, dividing the 24.000 hectares following the four cardinal points, and then dividing these areas by altitude, above and below 250 meters": this should be the first step on the road to the zonation of the vineyards of Brunello di Montalcino, according to Jacopo Biondi Santi, at the helm of Tenuta Greppo, where the journey of the great Tuscan red has begun more than a century ago (and, a new chapter of its history has just begun, thanks to the recent partnership with the Descours family's EPI group of France). The debate on zonation cannot be postponed further in one of the world's most prestigious wine territories, Biondi Santi told WineNews, since "it represents the opportunity to give value to the territory and its best product, Brunello". But it would be a mere first step, because the final objective is much more ambitious: "ideally, one would reach a "denomination of winemaker origin", through which each producer can claim the features of its vineyards. But the effort of single firms is not enough. It would need the help of an impartial organization, like the Consortium", Biondi Santi concluded.



ARNALDO CAPRAI  
Viticoltore in Montefalco

CAMPAIGN FINANCED ACCORDING TO EC REGULATION N.1308/13

## Wine & Food

### Business grows for food crimes (2.18 billion Euros in 2016)

According to the 2017 report by Coldiretti and Eurispes on the matter presented this week in Rome, business is sadly going well for organized crime activities in the wine & food sector, with their "turnover" reaching 2.18 billion Euros in 2016 (up 30% over 2015): all parts of the productive chain are now compromised, from the fields to distribution, processing and labeling, and all over the country, be it northern, central or southern Italy - Reggio Calabria is the most "compromised" city, organized crime-wise, followed by Genova and Verona.

## For the record

### Italian wine reacts to EU labeling requests

The EU has asked all players of the alcoholic beverages industry to present rules for the indication of nutrition facts on their labels: for Federvini's Ottavio Cagianò, "the

request is commendable, and Italy is not afraid to put information on the label", while UIV and FIV are betting on the "off-label" solution, using websites and other tools.

