



# Italian Weekly WineNews.it



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## News



### Antinori buys Haras de Pirque

As anticipated by WineNews, historic Tuscan winemaker Antinori, led by Albiera Antinori ([www.antinori.it](http://www.antinori.it)), has acquired one of the jewels of Chilean wine, Haras de Pirque (100 hectares of vineyards in the Mapo Valley, together with its famous horseshoe-shaped winery). The Antinori family began its partnership with famous entrepreneur Eduardo A. Matte in 2003, and was exemplified by Albis, a wine that united the Cabernet Sauvignon with one of the varieties that put Chile on the global wine map, Carménère. Through this latest acquisition, Antinori now owns more than 2.500 hectares of vineyards, 600 of them outside Italy.



### The U.S. grows, Italy doesn't

Wine imports in the U.S. went up in the first 5 months of 2017, but Italy, the leading wine country there, has gone down slightly, according to data from the Italian Wine & Food Institute, coming right after Business Strategies and Wine Monitor-Nomisma sounded the warning on Italian wine exports in non-EU countries. Italy lost 1% both in value and in volume (546.6 million Dollars and 1.05 million hectolitres) compared to the first months of 2016. Nothing to panic about, but it is a significant signal nonetheless, because it's going in the opposite direction of the world's single biggest wine market, with imports up 10.4% in volume, to 4.1 million hectolitres, and up 5.4% in value, to 1.6 billion Dollars. And, all the competitors, like Australia, New Zealand, France and Chile, have grown.

## Report

### Collisioni eyes Asia, the States

According to Filippo Taricco, creator of the "agri-rock" festival Collisioni, which takes place every year in Barolo hosting top names of Italian wine and global culture and music, "our dream is that of bringing Collisioni to the USA and to Asia, mixing Italian culture, literature, art and wine & food with their local counterparts". The festival is being increasingly praised for its ability to bridge the gap between the wine world and those who do not yet have knowledge about its details and pleasures.



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## First Page

### Santa Margherita eyeing Sardinia, rumors say

According to WineNews, rumors have it that Santa Margherita, the Marzotto family's wine group, has recently grown more by investing in Sardinia, through its acquisition of Cantina Mesa, previously owned by the famous graphic artist and advertisement specialist Gavino Sanna. There are 70 hectares of vineyards in the area of Sulcis Iglesiente (Sant'Anna Arresi, in the Municipality of Carbonia Iglesias) and a yearly output of no less than 700.000 bottles. Should the rumors be confirmed, this would be yet another investment for a group that has already invested more than 27 million Euros in Italy in 2016 alone, strengthened by a 2016 turnover that reached 157 million Euros, 32.9% growth compared to 2015, and 70% of sales due to exports. The Santa Margherita Group built a new headquarters in Fossalta di Portogruaro, and bought new lands and vineyards in several Italian wine territories, like Refrontolo, in the heart of the Conegliano Valdobbiadene DOCG. Santa Margherita now produces wines from some of the very top Italian wine territories, like Eastern Veneto, Conegliano Valdobbiadene, Franciacorta, Trentino Alto Adige, Chianti Classico, Maremma and Sicily, using brands like Santa Margherita, Torresella, Ca' del Bosco, Kettmeir, Lamole di Lamole, Vistarenni, Sassoregale and Terrelade, for a grand total of 19 million bottles sold every year in over 90 foreign countries. Not to mention this rumoured new purchase in Sardinia. The investment, were it to be confirmed, would be one more of the many Santa Margherita has made in first-tier Italian wine territories and Regions, which is a confirmation of the fact that the Santa Margherita group is very much growth-oriented. Founded in 1935 by Gaetano Marzotto, it is currently led by CEO Ettore Nicoletto, who is behind the strategy that, since the current owners (Zignago Holding) have taken their place, has planned investments in Italy for over 145 million Euros (60% of that for infrastructures and production facilities and the rest for vineyards). Furthermore, the same rumors say the Cantina Mesa deal in Sardinia might not be the only one that Santa Margherita is about to close very shortly.

## Focus

### Wine, finance and investments

When a wine territory attracts investments and capital from other sectors, and sometimes other countries as well, it is a great sign, since it means that the wine economy's doing well. But there's also a downside, since it might mean that some investor sees it as an easy shortcut to a good investment and not much more, in a way. This seems to be the unsaid message that Orlando Pecchenino, President of the Consortium of Barolo, sent during an interview with WineNews (<https://goo.gl/Fpg329>). "The arrival in the world of Barolo of entrepreneurs coming from other sectors, or countries, is a great business card, it showcases the ability to attract interest" - but without a doubt, prices have reached incredible sums. "We're probably above one million Euros per hectare, and twice that in some excellent crus those that are tied to particularly great wines. Still, prices are so high that they are almost not compatible with a productive process, and those who invest have first and foremost a lot of capital, often coming from other sectors. It's no scandal, it's happened in other places before, France above all, but now it's something that is happening here too, and it concerns us all".



### ARNALDO CAPRAI

Viticoltore in Montefalco

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## Wine & Food

### Masseto, 21st century global Premier Cru

There's one thing in the world of wine that simply does not change, namely the 1855 classification of Bordeaux wines. But if one were to create one right now, on a global scale, what wines would be included in it? According to Liv-Ex's market quotes (considering wines over 2.500 Pounds per 12 bottles), there would be 31 Premiers Crus, and the only Italian would be Masseto, a truly great Italian name. Among Deuxièmes Crus, then, would come Sori San Lorenzo Gaja, Solaja, Barolo Cascina Franca Giacomo Conterno, Sassicaia, Ornellaia and Barolo Monprivato Giuseppe Mascarello.

## For the record

### Farewell to Domenico Clerico

Domenico Clerico, a giant of Barolo and one of the fabled "Barolo boys", has passed away this week. He took the helm of the family winery in Monforte d'Alba in 1976, and made

it a 100.000-bottle powerhouse, active on over 40 markets, thanks to wines such as Barolo Ciabot Mentin Ginestra and Pajana (both from the Ginestra cru).



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