

TellItalia Imports



January 2005

Italy's finest crafted wines; a tradition of generations

Volume 1, Issue 1

a publication for wholesalers and distributors

THIS MONTH FEATURES:

LA CAPPUCINA

Soave—Veneto—Italia

One of the best 75 white wine values around the world. (WS)

CABUTTO

Piedmont—Italia

The first ever perfect score for any vintage in any country. (WS)

Highly Recommended (WS)

ITALY IN OCTOBER Soave to Piedmont

In October of this year, Tellitalia president Paolo Canclini took a group of friends from Summit Distributing to Italy, to show them first hand some of the beautiful family wineries we represent.

Visiting La Cappuccina

The group arrived at La Cappuccina in time for lunch at L'Alpone, where the Tessari brothers met them with a warm welcome. Simone prepared what Tellitalia's Rick Fischer believed to be the best meal they had in Italy, impressing him with their familial passion for food and wine.

Over lunch, Sisto and Simone emphasized their mission to maintain one of the original and best vineyards in Soave. Ninety percent of Soave's producers are con-

trolled by the Cantina di Verona cooperative, while only ten percent maintain individual control. La Cappuccina, sitting on the east edge of Soave, is among those ten percent, and one of the best in its class.

Summit Wine Specialist, Scott Forrest was struck by the unique approach and position of this winery. While La Cappuccina maintains a significant history, seen in their commitment to the Garganua grape in their traditional Soaves, La Cappuccina is a trend setter in their vineyards and their red blends.

While most vineyards in the region use the traditional canopy management, *Pergola Veronese*, the Tessari's have begun to convert much of their vineyards into the French *Guyot* system of management. This change is reflected in their Arzimo wine, which in the past was Recciotto Soave DOCG, newly donned *Passito* for their alternative vineyard practices. Both this and their organic certification (since 1988) have set them apart and paid off tremendously in the quality of their yield.

In the cellar, the brothers have succeeded with an unusual blend of Cabernet Franc and the native Oseletta grape in their Campo Buri. Scott notes this to be the most exciting and extracted centerpiece of the group. The Madego is the counterpart red blend, much easier and Loire-like on the palate. Summit Wine Specialist, Justin Wharry was enthusiastic about all

of La Cappuccina's reds, and found them to be outstanding given their price points and intensive labor.

During their visit, the new winery, with increased barrel storage and a new crusher, was under construction. The facility will be state of the art.

Visiting Cabutto

For Summit's Justin Wharry, the trip drove home the foundation of quality in Tellitalia's portfolio as rooted in Paolo's rich relationships with his producers - some of the best connections he has ever seen - and Paolo's increasingly unique emphasis on tradition. In a time when many in the wine community are focused on new techniques and complex blends, Paolo is a purist in his philosophy, valuing long histories and traditional styles. Their visit to Cabutto, in particular, reflected this outlook.

A small producer, Cabutto is family owned with enologist and agronomist in house. Cabutto's wines reflect their careful attention to production.

Cabutto monitors their vineyards meter by meter, using modern farm techniques and vineyard management to reduce yield and improve the quality of the grapes.

Much of today's Barolo, aged for months in barrique, has lost Barolo's defining character. Cabutto has maintained the traditional masculine Barolo style, using Slavonian casks almost exclu-

sively. Justin's favorite, and new priority is Cabutto's 2003 Dolcetto, described by Scott as "super robust, high alcohol, excellent grip, ripe but muscular."

The group also tasted a 1990 Barolo Riserva del Fondatore, stunning and still youthful. Cabutto's wines show real longevity.

Tasting a twenty day old Dolcetto gave some insight into the 2004 vintage, which was super raspy at this stage but showing great potential. Despite 2004's high yield, the fruit is showing well, promising another world class vintage.

LA CAPPUCCINA



Simone, Paolo and Sisto

city of Verona and the romantic setting of Romeo and Juliet. La Cappuccina is named for the Franciscan order, incidentally also the namesake of the cappuccino coffee, in reference to the brown and white albs and heads of the monks. The Tessari family established their vineyards in 1890 at Costalunga di Monteforte d'Alpone in the heart of the Soave D.O.C production zone.

Today, the Tessaris like to say they “make their wines in the vineyard”, complying with the Italian regulations for biological organic viticulture. They also bottle their wine on the premises, adding attention and

selectivity to the process.

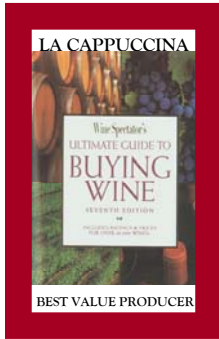
Experienced vintner, Lorenzo Tessari and his children, Pier Antonio the enologist, Sisto the agronomist, Elena the marketing director, and Simone the chef at La Cappuccina’s famous L’Alpone restaurant, are all committed to La Cappuccina’s mis-



La Cappuccina’s chapel

La Cappuccina is home to 62 acres of organic vineyards, on the site of a 15th century Franciscan chapel, located near the

the Italian regulations for biological organic viticulture. They also bottle their wine on the premises, adding attention and



Sisto and Simone Tessari will be visiting Colorado this January for a series of wine dinners, celebrity chef dinners, and seminars. Contact Tellitalia at 970.728.1303 for more information.

BEST VALUE PRODUCER - Wine Spectator

LA CAPPUCCINA WINES



SOAVE DOC 2002

100% Garganega

\$9.62

(Special: Buy 4 cases get 1 case free) **\$7.69**

btg. **\$7.49**

BEST VALUE WHITE WINE ITALY – Wine Spectator

BEST 75 WHITE WINE VALUES AROUND THE WORLD – Wine Spectator

WS 87 Clean, minerally and appley, with just a hint of pears. Medium-bodied, with good fruit and a medium finish. Drink now. 11,000 cases made.—*J.S.*

SAN BRIZIO SOAVE SUPERIORE DOC 2001

\$15.99



100% Garganega

WS 88 This is late-harvest in style, with lots of dried pineapple and mango character. Full-bodied, with good apple character and a vanilla finish. Drink now. 2,200 cases made.—*J.S.*

ARZIMO PASSITO VENETO 2000

\$23.99



100% Garganega
Sweet dessert wine.

WS 91 Wonderful aromas of apple, lime, passion fruit and honey. Full-bodied, with a medium-sweet palate and a thick yet lively finish. Very impressive. Drink now. 605 cases made.—*J.S.*

MADEGO VENETO 1999/2002

TBD



Cabernet Sauvignon, Merlot, Cabernet Franc

A pleasant and soft Bordeaux blend with plum, vanilla and chocolate flavors. Medium body and medium tannins. Light finish. Cabernet Sauvignon, Merlot and Cabernet Franc. 2,500 cases made.—*J.S.*

CAMPO BURI VENETO 2000

TBD



Carmenere and Oseletta (Cabernet Franc clones)

Spicy and peppery, with good berry, plum and cherry character. Medium- to full-bodied, with soft tannins and a sweet fruit finish. Yummy. 1,800 cases made.—*J.S.*

*Prices may vary. Consult your sales person for the most current prices.

CABUTTO

**Piedmont 2000 vintage. 100 point rating.
The first ever perfect score for any vintage in any country.**



Tenuta La Volta winery entrance

In 1930, Dominco Cabutto purchased the Tenuta La Volta estate in the Barolo region of Piedmont. This property lies adjacent to La Volta, the castle once home to Silvio Pellico, the patriot, dramatist, and political prisoner who inspired Italy during

the Risorgimento with his book, *My Prisons* (1832).

The Volta Estate was renamed Cabutto under the new ownership. Dominico's son, Bartolomeo, and grandsons Osvaldo, an enologist, and Bruno, an agronomist, now run the winery.

Cabutto produces wine only from their own vineyards, the core of which is located at Castello La Volta, called Vigna La Volta. Three other important vineyards are Vigna Sarmassa, Vigna Passau and Bricco delle Viole, which are all planted with Nebbiolo and Barbera,

Today, the winery and surrounding vineyards continue to inspire people with their delightful wines, made fresh and aromatic by the breezy climate and careful handling of the Cabutto clan.

Wine Spectator gave the Piedmont region 100 points in 2000, the first perfect score for any vintage in any country. Wine Spectator also denoted Cabutto's Barolo Vigna la Volta 2000 as Highly Recommended.



Tellitalia and Summit friends with Bruno

CABUTTO WINES



DOLCETTO D'ALBA DOC 2003

\$10.99

100% Dolcetto

(Special: Buy 4 cases get 1 case free) \$7.99

Sweet raspberry. Classic and robust Dolcetto with silky tannins and elegant finish. A daily table wine in Italy. Wine for Salads and Antipasti, red meats, pasta and chicken.



BARBERA D'ALBA SUPERIORE DOC 2001

Regular \$17.49

100% Barbera

Special \$15.99

Loads of blackberry aromas with undertones of tar and dried flowers buttressed with hints of new wood. Full-bodied, super-soft with soft tannins and loads of fresh fruit that turns to flowers on the finish. —J.S.



BAROLO DOCG VIGNA LA VOLTA 2000

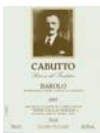
Regular \$49.99

100% Nebbiolo

Pre-Order \$35.99

Highly Recommended
The issue's most impressive wines. Includes top-scorers and wines that represent optimal purchases based on their combination of score, price and availability.

WS 93 Loads of blackberry aromas, with undertones of tar and dried flowers, buttressed with hints of new wood. Full-bodied, supersort, with soft tannins and loads of fresh fruit that turns to flowers on the finish. Best after 2008. 2,000 cases made. —J.S.



BAROLO RISERVA DEL FONDATORE 1997

Regular \$57.00

100% Nebbiolo

Special \$49.99

WS 90 Wonderful aromas of plum and dried flowers follow through to a full-bodied palate, with silky tannins and a round, long finish. Hard not to drink now. —J.S.

*Prices may vary. Consult your sales person for the most current prices.

P.O. Box 3799
C/-114 E.Colorado Ave.
Telluride, CO 81435 USA

Phone: 970.728.1303
Fax: 970.728.8348
E-mail: info@tellitaliaimports.com

Tellitalia  Imports

Italy's finest crafted wines; a tradition of generations

Please visit us on the web!
www.tellitalia.com

To remove your name from our distribution list, please contact Kirsten Bierlein at info@tellitaliaimports.com or 970.728.1303