

## Italian values: All new & nothing over \$30! Includes Franz Haas, Ronco dei Tassi, Lini, Brancaia and More

June 2010



The business of selling expensive wines – from any region – has completely ground to a halt, creating numerous opportunities for readers to pick up higher-end wines at massively discounted prices. On a broader scale, however, the only bottles that are moving are those that offer compelling value.

Italy seems well-poised to capitalize on current events, as the country offers an enormous selection of delicious, value-priced wines. One of the curious results of the state of markets is that as wineries have reduced the production of their top-end selections in response to slackening demand, much of the juice that was once destined for those expensive bottles is now being blended with lower-end wines, improving their quality in a meaningful way. Simply put, producers are paying far more attention to their value-priced wines than they ever

have in the past, and it shows. **ANTONIO GALLONI**

Combine the recent top vintages experienced by virtually all of Italy's top viticultural areas with the emergence of more producers committed to making high quality wine, and the result is a veritable explosion of top-notch offerings. This is particularly evident in the wines from Sicily, Sardinia, and southern Italy (i.e., Apulia, Puglia, and Abruzzo). The emergence of good efforts from the hinterlands has given the consumer a veritable smorgasbord of good values, and, occasionally, world class wines. **ROBERT PARKER**

This offer concentrates on a new shipment of Italian wines that exemplify outstanding values from across a variety of regions; many of which we rarely get the opportunity to highlight. Represented are wines from the Alpine regions in the north to the sunny shores of Sicily, Emilia Romagna and the Marche coast. All the wines exemplify just how far the Italian industry has travelled since the bad old days (pre-1980) when faulty and boring wine was more the norm. These days the sheer diversity offered by Italy's regions is mind-boggling and the value one can still find defies belief.

We recommend every wine in this small offer and point your attention to the mixed-dozen option as a great introduction to Italian wines you may not have seen before!

**Cheers**

**Michael McNamara**

**Franz Haas 'Kris' Pinot Grigio****SHELF PRICE \$18****\$16*****100% Pinot Grigio from Alto Adige, Trentino, Veneto***

Franz Haas is one of the great and visionary winemakers of Italy; located high in the sub-Alpine region of Alto Adige he has made a reputation for making incredibly pure white wines that harness depth of varietal flavour with the clarity of a mountain stream!

Kris Pinot Grigio is his entry-level pinot grigio and is made using a selection of grapes sourced from the Alto Adige but also from vineyards in Trentino and the Veneto. Obviously it doesn't possess the same penetrating and pristine qualities of his estate wines but it does showcase the skills of the winemaker in fashioning a clean, crisp and varietal wine from such disparate provenance. It's bottled under a screwcap and is made to drink young and freshness. It's simple and delicious wine. **PWS**

**Ronco dei Tassi 'Clic' IGT 200****SHELF PRICE \$22****\$19*****40% Chardonnay, 40% Friulano, 20% Riesling from Friuli***

Ronco dei Tassi is the brainchild of famed Friulian oenologist, Fabio Cosa and his talented son Enrico. The home estate is already justifiably famous for its suite of (mostly) white indigenous varieties including Friulano, Pinot Grigio and Ribolla Gialla. All show textural depth and complexity provided by some lees contact and all are benchmarks for the varieties.

The Clic range is the project of Enrico and, in Friulian dialect means, 'a small glass of wine shared with friends'. The wine is a blend of Friulano, Riesling and Chardonnay. It's bottled under screwcap and is clean and precise on the nose showing hints of grapefruit and talc. The fresh theme holds up on the palate and is complemented by a good textural mid-section before cleaning up to finish with nice drying minerality. **PWS**

**Lini 910 Lambrusco****SHELF PRICE \$20****\$18*****100% Lambrusco from Emilia Romagna***

**Forget any preconception of Lambrusco as the sweet industrialised stuff that your parents may have known. Or some of the poor local versions that continue to denigrate the great and proud reputation of one of Italy's classic wine styles.** Established in 1910, Lini is a family run-winery – Alicia Lini is the fourth generation winemaker – producing a range of Lambruschi that are elegant, vibrant, complex, refreshing and dry versions that shine with simple foods such as cured meats and antipasti. **TREMBATH & TAYLOR**

Lini 910 makes excellent Lambrusco and has only recently been available in Australia. Its dark red and enticing with loads of big bubbles as soon as its poured although they dissipate quickly. There is plenty of red berry fruit, smoky, savoury with some grippy tannins offset by cleansing acidity and a fresh finish. **JANE FAULKNER, The Age**

**Umani Ronchi Rosso Conero San Lorenzo 2008****SHELF PRICE \$23****\$20*****Montepulciano & Sangiovese from The Marches***

San Lorenzo is one of the better examples of Rosso Conero (a sub-zone in the Marche producing wine predominantly from Montepulciano) and the 2008 is the best we've ever seen. Redolent with dark cherry and raspberry fruit co-mingled with more savoury nuances of herbs and vanillin influence from the oak adds some nice sweetness and softness. Very comparable and a great value alternative to Chianti Classico at double the price. **PWS**

**Morgante Nero d'Avola 2008****SHELF PRICE \$27****\$23*****100% Nero d'Avola, Sicily***

Morgante are one of the great names of Sicilian viticulture and make a habit of producing wines of purity and balance that show a great respect for the indigenous varieties. This Nero d'Avola provides ample proof of that, showing all the dark, brambly fruit of the variety and communicating the warmth of the region without straying into an alcoholic dead wine. Moreover, there are few better examples of Nero d'Avola on the market at this price. It's the perfect BBQ wine but it deserves better billing. **PWS**

**Brancaia Tre Toscana Rosso IGT 2008****SHELF PRICE \$30****\$26*****Sangiovese, Merlot and Cabernet Sauvignon from Tuscany***

A superb follow-up to the 2007 version which ranked 10 in Wine Spectator's Top 100 and sold so well for us at the end of last year. The *Tre* in the name refers to the fact that the wine is made using fruit sourced from Brancaia's three estates; two in Chianti Classico and one in the Maremma. The wine also combines three varieties; sangiovese, merlot and cabernet sauvignon. The 2008 Tre shows good ripeness of blackberry and cherry fruit alongside mocha elements and hints of liquorice and dried herbs. It's texturally supple, finishing with good persistent sangiovese tannins. Great value Tuscan. **PWS**

## Italian Values Offer Order Form

**PLEASE NOTE THAT WE ARE OFFERING SPECIAL 'BEST NET' PRICING (WHICH IS AT LEAST 15% OFF THE SHELF PRICES) ON THESE WINES IRRESPECTIVE OF HOW MANY YOU PURCHASE.**

Delivery of 12 or more bottles is free in the Melbourne metropolitan area only. For less than a dozen bottles or for delivery to country and interstate destinations, please ask for a quote. **Please fax your order to 9686 3068 or e-mail to [pws@theprince.com.au](mailto:pws@theprince.com.au) and thank you for shopping at PWS!**

Wine	Shelf Price	Best net	Order	Total
Franz Haas 'Kris' Pinot Grigio 2009	\$18	\$16		
Ronco dei Tassi 'Clic' IGT 2009	\$22	\$19		
Lini 910 Lambrusco	\$20	\$18		
Umani Ronchi Rosso Conero San Lorenzo 2008	\$23	\$20		
Morgante Nero d'Avola 2008	\$27	\$23		
Brancaia Tre Toscana Rosso IGT 2008	\$30	\$26		
Value Italians Mixed Dozens (2 of each wine)	\$280	\$230		
			Freight	
			Total \$	

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