

ITALIAN WINES

"WHEN I STARTED, NOBODY KNEW MUCH ABOUT ITALIAN WINES," says Gianpaolo Paterlini of SF's *Acquerello*. "Now we have people coming in and asking for more esoteric varietals. They'll say, 'I had a really good fiano di Avellino last night, do you have anything like that?'" Still, most diners gravitate toward Tuscany and Piedmont.

"You offer a nice, generous Tuscan red for a decent price on a list and it's just going to motor," says Bobby Stuckey, MS, of *Frasca Food and Wine* in Boulder. Jeff Porter of NYC's *Del Posto* agrees. "Everyone knows where Tuscany is; a lot of people have been there," he says. "The 'super-Tuscan' category provides a comfortable flavor profile—that's where the California wine drinker goes, or the person who really likes malbec."

Perhaps sommeliers are turned on by the food-friendliness of Italian wines. "We're really excited about all of the different nebbiolo-based wines," says Dustin Wilson of *Eleven Madison Park*. "They're Italy's answer to Burgundy. Especially the more traditional styles that tend to be on



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—DUSTIN WILSON,
ELEVEN MADISON PARK, NY

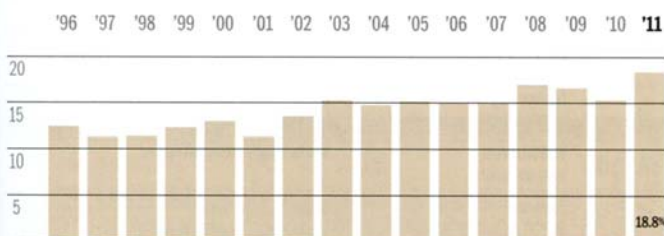
the delicate and aromatic side. They work really well with truffle and mushroom dishes." Or maybe it's luck. As Zach Pace of San Francisco's *Foreign Cinema* notes, "We've been fortunate to have a string of really good vintages that are both ageable and approachable in their youth—both in Tuscany and Piedmont." Either way, Italy took its personal best in percentage of top-selling wines this year, out-showing France by a significant margin. They've got to be doing something right.

ITALIAN WINE SHARE OF POINTS & AVERAGE PRICE



| by Appellation | % Share of Points | | | Avg. Price | | |
|------------------------------|-------------------|------|------|----------------|----------------|----------------|
| | '09 | '10 | '11 | '09 | '10 | '11 |
| Chianti Classico | 5.7% | 9.0% | 7.0% | \$51.94 | \$54.32 | \$53.26 |
| Brunello di Montalcino | 1.1 | 3.9 | 6.7 | 144.75 | 107.14 | 105.81 |
| Pinot Grigio | | | | | | |
| Alto Adige | 6.3 | 6.1 | 5.8 | 45.53 | 46.06 | 46.70 |
| Friuli | 2.3 | 3.0 | 2.9 | 38.42 | 38.50 | 40.30 |
| Barolo & Barbaresco | 7.2 | 5.5 | 6.3% | 120.77 | 114.14 | 130.38 |
| Overall Average Price | | | | \$60.72 | \$58.11 | \$64.83 |

(Data reflects the fourth quarter of the year indicated.)

ITALIAN WINE AS A % OF TOP-SELLING WINES



MOST POPULAR ITALIAN WINES

| Rank | Pts. | Brand | Bottling | Avg. Price |
|--|------|--|--|----------------|
| 1 | 68 | Santa Margherita BOLZANO, ALTO ADIGE | Alto Adige Pinot Grigio | \$51 |
|  | | | | |
| 2 | 53 | Tuscan Estates of Ruffino PONTASSIEVE, TUSCANY | Chianti Classico Riserva Ducale Gold Chianti Classico Aziano | \$75 \$38 |
|  | | | | |
| 3 | 47 | Marchesi Antinori FIRENZE, TUSCANY | Bolgheri Il Bruciato Tuscany Tignanello | \$57 \$169 |
| 4 | 38 | Vietti PIEDMONT | Barbera d'Alba Tre Vigne Barolo Castigliano | \$40 \$85 |
| 5 | 28 | Vajra PIEDMONT | Barbera d'Alba Barolo | \$38 \$115 |
| 6 | 24 | Castello Banfi TUSCANY | Brunello di Montalcino | \$96 |
| 7 | 23 | Avignonesi TUSCANY | Vino Nobile di Montepulciano Rosso di Montepulciano | \$54 \$52 |
| 8 | 20 | Maso Canali TRENTINO | Trentino Pinot Grigio | \$38 |
| 9 | 20 | Terrabianca TUSCANY | Tuscany Campaccio | \$60 |
| 10 | 19 | Produttori del Barbaresco PIEDMONT | Barbaresco | \$65 |
| 11 | 19 | Scarpetta FRIULI | Friuli Pinot Grigio Friuli Timido Brut Rosé | \$40 \$44 |
| 12 | 16 | La Spinetta PIEDMONT | Barbera d'Asti Barbaresco Valeirano | \$66 \$376 |
| 13 | 16 | Tommasi VERONA | Toscana Poggio al Tufo Cabernet Sauvignon Amarone Classico | \$42 \$139 |
| 14 | 15 | Bertani VERONA | Valpolicella Amarone | \$42 \$150 |
| 15 | 15 | Cigliuti PIEDMONT | Barbaresco Serraboella Langhe Nebbiolo | \$153 \$42 |
| 16 | 15 | Sartori VENETO | Amarone Veneto Pinot Grigio | \$70 \$36 |
| 17 | 14 | Cantina Terlano ALTO ADIGE | Alto Adige Gries Riserva Lagrein Alto Adige Quarz Sauvignon Blanc | \$55 \$110 |
| 18 | 14 | Tommaso Bussola VERONA | Amarone Valpolicella Recioto | \$93 \$60 |
| 19 | 13 | Caparzo TUSCANY | Brunello di Montalcino | \$81 |
| 20 | 12 | Il Poggione TUSCANY | Brunello di Montalcino Rosso di Montalcino | \$133 \$55 |
| 21 | 11 | Felsina TUSCANY | Chianti Classico Berardenga | \$42 |
| 22 | 10 | Inama VERONA | Soave Classico Veneto Bradisissimo | \$49 \$65 |
| 23 | 10 | Le Macchiole BOLGHERI, TUSCANY | Bolgheri Paleo Bolgheri Paleo Bianco | \$200 \$198 |
| 24 | 10 | Masi VERONA | Amarone Costasera Valpolicella Ripasso Campofiorin | \$94 \$45 |