

# WINE & SPIRITS

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## ITALIAN WINES

There's been a major shakeup in our Italian list, and it starts at the very top. For only the second time since the early 1990s (the most recent in 2008), Santa Margherita has slipped to the Number Two position, ceding its place to Marchesi Antinori.

This is consonant with popular white varieties losing share in the poll, with sommeliers driving interest in more esoteric—and affordable—choices.

But it also points up the increasingly fractured market for Italian wine. Scan the list of most popular brands and you'll see bottles from Liguria (#17), Lombardy (#19) and Puglia (#23), with a Prosecco squeezing in at #24.

That said, Tuscany remains the go-to for diners. "Tuscany as a region is very tangible for guests. People know the word Brunello. They know about Chianti," says Jason Carlen of Chicago's *Spiaggia*. "It's something we drive people to as well. There are lots of Brunellos that I love. They're approachable and offered in so many different styles. I love the wines of Brizio, for example. They smell like Italy when you put your nose in the glass."

Chris Baggetta at *Quince* in San Francisco confirms guest enthusiasm for Chianti and super-Tuscans, mentioning Piemontese nebbiolo as well. "But because there's so much available at the same price, guests are more open to asking servers about the wines." So if you like nebbiolo, she says, her staff is likely to steer you toward Alto Piemonte, perhaps a Lessona or Boca, rather than sell you on Barolo.



"Sangiovese is just really flexible. It has muscle but it also can be elegant; it also can become soft and slender in the glass pretty quickly."

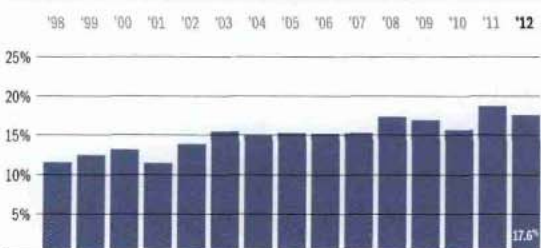
— Jason Carlen, *Spiaggia*, Chicago

### ITALIAN WINES SHARE OF POINTS & AVERAGE PRICE

by Appellation	% Share of Points			Avg. Price		
	'10	'11	'12	'10	'11	'12
Chianti Classico	9.0%	7.0%	8.7%	\$54.32	\$53.26	\$58.93
Brunello di Montalcino	3.9	6.7	3.6	107.14	105.81	122.69
Pinot Grigio						
Alto Adige	6.1	5.8	6.6	46.06	46.70	48.15
Friuli	3.0	2.9	1.9	38.50	40.30	36.71
Barolo & Barbaresco	5.5	6.3	7.2	114.14	130.38	194.43
<b>Overall Average Price</b>				<b>\$58.11</b>	<b>\$64.83</b>	<b>\$72.03</b>

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

### ITALIAN WINES AS A % OF TOP-SELLING WINES



## MOST POPULAR ITALIAN WINES

Rank	Pts.	Brand	Bottling	Avg. Price
1	65	<b>Marchesi Antinori</b> FIRENZE, TUSCANY	Tuscany Tignanello Chianti Classico Peppoli	\$202 \$60
2	55	<b>Santa Margherita</b> BOLEANO, ALTO ADIGE	Alto Adige Pinot Grigio	\$53
3	38	<b>Angelo Gaja</b> BARBARESCO, PIEMONTE	Bolgheri Ca'Marcanda Promis Barbaresco Sori Tilden	\$95 \$750
4	26	<b>La Spinetta</b> CASTAGNOLE LANZE, PIEMONTE	Barbera d'Asti Ca' di Pian Moscato d'Asti	\$56 \$30
5	26	<b>Ornellaia</b> BOLGHERI, TUSCANY	Tuscany Le Serre Nuove Tuscany Le Volte	\$123 \$70
6	26	<b>Tuscan Estates of Ruffino</b> PONTASSIEVE, TUSCANY	Chianti Classico Riserva Ducale Gold Tuscany Lumina Pinot Grigio	\$89 \$30
7	25	<b>Felsina</b> CASTELNUOVO BERARDENGA, TUSCANY	Chianti Classico Chianti Classico Riserva Vigna Rancia	\$48 \$96
8	23	<b>La Mozza</b> MAREMMA, TUSCANY	Morellino di Scansano I Perazi Maremma Aragone	\$44 \$100
9	22	<b>Vietti</b> CASTIGLIONE FALLETTO, PIEMONTE	Barbera d'Alba Barbera d'Alba Scarenne	\$45 \$135
10	20	<b>Bastianich</b> LANZACCO, FRIULI	Friuli Vespa Rosso Friuli Vespa Bianco	\$58 \$85
11	17	<b>Argiano</b> MONTALCINO, TUSCANY	Brunello di Montalcino Tuscany Non Confunditur	\$130 \$59
12	17	<b>Stella</b> SICILY	Umbria Pinot Grigio Chianti	\$25 \$34
13	17	<b>G.D. Vajra</b> BAROLO, PIEMONTE	Barbera d'Alba Piedmont Nebbiolo	\$38 \$56
14	16	<b>Palladino</b> SERRALUNGA D'ALBA, PIEMONTE	Barbera d'Alba	\$43
15	16	<b>Ratti</b> LA MORRA, PIEMONTE	Barbera d'Alba Piedmont Occhetti Nebbiolo	\$40 \$40
16	14	<b>Damilano</b> LA MORRA, PIEMONTE	Piedmont Arneis Barolo Cannubi	\$40 \$165
17	13	<b>Bisson</b> CHIAVARI, LIGURIA	Liguria U Pastine' Bianchetta Genovese Veneto Prosecco	\$44 \$45
18	13	<b>Kris</b> MONTAGNA, ALTO ADIGE	Alto Adige Pinot Grigio	\$33
19	13	<b>Nino Negri</b> CHIUSO, LOMBARDY	Valtellina Fracia Valtellina Superiore Quadrio	\$95 \$45
20	13	<b>Produttori del Barbaresco</b> BARBARESCO, PIEMONTE	Barbaresco Langhe Nebbiolo	\$52 \$40
21	12	<b>Castello Banfi</b> MONTALCINO, TUSCANY	Brunello di Montalcino Poggio alle Mure Chianti Classico	\$110 \$40
22	12	<b>Parusso</b> MONFORTE D'ALBA, PIEMONTE	Barolo Maridino	\$115
23	11	<b>Cantine di Polvanera</b> GIOIA DEL COLLE, PUGLIA	Gioia del Colle Primitivo	\$40
24	11	<b>La Marca</b> TREVISO, VENETO	Prosecco	\$39

