



# PERBACCO WINE CLUB

## 12th SHIPMENT: FALL 2023

### Theme of the Shipment: “FAMILY-RUN WINERIES”

These wines have been selected by Francesco. We firmly believe that this selection represents the best we can offer in this price range. We are proud to present each one of these wines and we hope you will enjoy them till the last drop. Each bottle will be paired with an iconic song that reflects the personality of the wine.

## THE MANIFESTO

**Tradition & Legacy** Despite Italy being the biggest producer of wine in the world, the vast majority of the wineries are family-run. The strong sense of family, typical of our culture, is still, in these days of super-globalization, the engine of our economy. The tradition can be traced back hundreds of years, when most families of farmers had their own vineyard producing wine for self-consumption and all the generations proudly carried the legacy. In those days, when wine was considered just part of the diet, the production of dessert wines was predominant. Dry wine was often too astringent due to lack of hygiene in the cellar because winemaking techniques were more rudimental. Therefore, sweet wines resulted more palatable and added the so-much needed calories to a poor diet, during times when not everyone could afford to eat dessert everyday!

**From farming to winemaking** Italy has always been a rural country and its economy was shaped by the families that were cultivating the crops. With the advent of more modern technologies and globalization in the second half of the 20th Century, many of the farms located in the finest winemaking regions, started focusing on the production of high-quality wines and grapes became the most profitable crop. The farmers created cellars by cleaning out and restoring stables and barnyards. In the 70s, the younger generations completed this transition by adopting new technologies and techniques, with the goal of producing high-quality wines that could find their place in a fast emerging market.

**Every generation brings something** The coexistence of multiple generations within the business, brings a diverse and rich expertise to the winery. Grandparents have more empirical experience in the vineyard and parents have more experience in terms of modern winemaking. Nowadays, the younger generations are studying more advanced techniques and are more familiar with modern technologies, applying this new knowledge in the vineyard, in the cellar and in their marketing strategies. The diversity of skills each generation brings to the family winery, keeps an important balance between the legacy of tradition and innovation.

**Family-run VS Corporate** In the latest years, the debate between the two different styles of business models has emerged not just from a marketing or financial perspective, but also from a quality standpoint. ‘Corporate’ wineries have the specific goal of keeping a high quality, by standardizing certain characteristics of the wines, while family-run wineries have the goal of producing a great product that reflects the vintage, the grape varietal, the soil, the family’s reputation. ‘Corporate’ winemaking consistently delivers an impeccable product with no technical flaws, while ‘Family-run’ wines have a more marked identity and a stronger personality.

**Francesco’s considerations** Being born and raised within a family-run establishment, I can relate with the difficulties that small businesses are facing and with the clash of the different generations, then I can only say that Italy as a whole, owes all its charm and diversity to the strong, unbreakable sense of family.

# MEMBERSHIP PLAN: SILVER

## 12th SHIPMENT: FALL 2023

### Theme of the Shipment: “FAMILY-RUN WINERIES”

These wines have been selected by Francesco. We firmly believe that this selection represents the best we can offer in this price range. We are proud to present each one of these wines and we hope you will enjoy them till the last drop. Each bottle will be paired with an iconic song that reflects the personality of the wine.

### FRANCESCO'S DESCRIPTIONS:

**Antonelli San Marco Sagrantino di Montefalco Docg 2016 Song: Enter Sandman by Metallica.** Proprietors of the estate since 1881, the Antonelli family is still actively managing the winery in the region of Umbria, the ‘Green heart of Italy’. I am particularly happy for the debut of Umbrian wines and Sagrantino grape within the Perbacco Wine Club; the rich soil of Montefalco, combined with the strength of one of the most tannic grapes in the world, gives birth to a powerful, luscious wine. Red ruby color. Bouquet is ethereal and complex: orange zest, red berries, wild strawberry, black pepper, tobacco, cinnamon, dried apricot, leather, oregano. On the palate it is broad, well structured with the intense, firm tannin typical of Sagrantino, perfectly paired with a succulent steak and Hard Rock/Metal music. **100% Sagrantino. 1bt in Shipment. Drink Through 2023-2029. Open 4h before. Price range \$39**

**Fuligni Rosso di Montalcino ‘Ginestreto’ Doc 2021 Song: Blue in Green by Miles Davis & John Coltrane.** One of the very top Rossos by one of the most iconic and historical estates of Montalcino. The prestigious Fuligni family of noble descent, has established themselves in this Tuscan town at the beginning of the 20th Century with Mr. Giovanni Maria Fuligni. Now, under the fearless leadership of his daughter Mrs. Maria Flora Fuligni since 1971, the estate has become the pinnacle of wine production in Montalcino for its top-quality wines, producing some of the finest Sangioveses in the world. Color is a beautiful red ruby, the bouquet is intriguing, with notes of red currant, crunchy cherry, dried violet, a spicy note of black pepper, cinnamon and a balsamic side of talc, mediterranean scrub and gorse. Palate is elegant, smooth and juicy, with crunchy red cherry and a long lasting finish. A stunning Jazz version of Sangiovese in Montalcino by one of the best wineries of the area. **100% Sangiovese. 1bt in shipment. Drink Through 2023-2025. Open 2h before. Price range \$44**

**Scarzello Barolo Docg 2019 Song: The Rain Song by Led Zeppelin.** The Scarzellos, winemakers in Barolo since 1947, have always followed the traditional style, in order to produce authentic and expressive wines. Now led by Federico, the estate, which is only 11 acres of vineyard, has become one of the points of reference for ‘Old school’ Barolos. In the glass we can feel all the elegance of Nebbiolo, combined with the generosity of the 2019 vintage, for a warm, less austere and more ready-to-drink Barolo. Light ruby/garnet color typical of Barolo, the bouquet is introspective and almost philosophical, like a still-life painting: wild rose, maraschino cherry, orange zest, talc, balm, tobacco, cinnamon. Palate is rich and complex, with an initial warmth that caresses the mouth, combined with a succulent tannin, finishing in a never-ending, fulfilling taste of wild rose, maraschino, balm, truffle. A wine for the ages, yet extremely elegant despite its youth. Best paired with the iconic album Houses of the Holy by the greatest Rock band of all times. **100% Nebbiolo. 1bt in Shipment. Drink Through 2023-2029. Open 3h before. Price Range \$58**

**Scarzello Barbera d'Alba Superiore Doc 2020 Song: Ready or Not by Fugees.** In a romantic commitment to the tradition and legacy of the family, Federico Scarzello has decided to keep the old vines of Barbera in the estate, not giving in to the temptation of replacing them with the more profitable Nebbiolo and we are grateful for this stance. Brace yourselves for one of the most juicy and mouthwatering Barberas! Pale purple color, the bouquet is a fantastic progression of red fleshed fruits such as raspberries and dark cherries, violet, talc, vanilla, and a delicate note of mint. Palate is R'n'B/Soul music, juicy, with a silky tannin that leads to a luscious, refreshing finish of raspberries and violet. **100% Barbera. 1bt in Shipment. Drink Through 2023-2024. Open 2h before. Price range \$30**

**Ricci Brunello di Montalcino Docg 2018 Song: Lullaby by The Cure.** The Ricci family, now run by the siblings Ferruccio & Ida, is the proprietor of one of the oldest winemaking estates in Montalcino, located precisely in the small town of Sant'Angelo in Colle. While their vineyards are noticed for the beautiful roses, planted as an early warning system in case of diseases of the vines, their wines represent the generosity of the Sangiovese from the western side of Montalcino. Intense notes of sour cherry, blackberries, candied orange zest, geraniums, balm, graphite and tobacco. Palate is rich, balanced with the mouthwatering freshness typical both of Brunello and 2018 vintage, with a long-lasting finish of tobacco, geranium and red fleshed fruit. While usually Brunello has a Hard Rock attitude, this 2018 has more of an Alternative/Rock personality, such as this timeless masterpiece by The Cure. **100% Sangiovese. 1bt in Shipment. Drink Through 2023-2027. Open 3h Before. Price range: \$42**

**Tiberini Vino Nobile di Montepulciano 'Podere le Caggiole' Docg 2019: Song: Crazy Little Thing Called Love by Queen.** The story of the Tiberini family, former sharecroppers who have achieved to buy the farm after decades of hard labor, is a summary of the economy and culture of the 20th century in Tuscany. Located in one of the best areas of Montepulciano, the 5th, 6th and 7th generations of Tiberini produce a traditional Vino Nobile, with elegant notes of maraschino, dried violet, leather, cinnamon, chocolate and an intriguing touch of bloody orange. Palate is impacting, yet elegant; the generosity of the 2019 vintage is balanced by a good freshness and by the maraschino cherry taste, with a succulent tannin, for a fulfilling and long finish of Jasmine tea. A great classic in a fantastic vintage, pure Rock'n'Roll with a Jazzy twist. **No sulphites added! 90% Sangiovese, 5% Mammolo, 5% Canaiolo. 1bt in Shipment. Drink Through: 2023-2026. Open 2h before. Price range \$25**

**Tiberini Vino Nobile di Montepulciano Riserva 'Fossatone' Docg 2015: Song: Feeling Good by Nina Simone.** One of the 3 single-vineyards of Tiberini, Fossatone represents the smoothest interpretation of Vino Nobile of the winery with its rich sandy soil. Deep red ruby color, the wine presents an ample bouquet of ripe red currant, violet, blackberry, cinnamon, chocolate. In the palate, this fantastic Nobile Riserva, is warm, fulfilling, aristocratic. The power of the luscious 2015 vintage is balanced by the freshness of the fruit and by a majestic tannin, for a lustful, never-ending finish of blackberry and chocolate. The wine is the manifesto of the greatness of Sangiovese in Montepulciano with its class, warmth and depth, perfectly paired with Nina Simone's troubled and meaningful voice. **90% Sangiovese, 5% Mammolo, 5% Canaiolo. 1bt in Shipment. Drink Through: 2023-2028. Open 3h before. Price range \$40**

**I Cipressi Vino Nobile di Montepulciano Docg 2019 Song: Father and Son by Cat Stevens.** I Cipressi is a 12 acres estate in the heart of Montepulciano, where the Frangiosas run a two-men show, in a typical father and son partnership that combines the experience of Luigi with the energy of Manuel. Their Vino Nobile opens with elegant notes of maraschino cherry, ripe violet, cinnamon, sandalwood and orange. The palate confirms the elegance of Sangiovese and the greatness of the 2019 vintage, with flavors of maraschino, raspberry and sandalwood. The wine is fulfilling, balanced by the freshness typical of the varietal and a polished tannin. Drinking this rare gem is like savoring Montepulciano in a glass! **100% Sangiovese. 1bt in Shipment. Drink Through 2023-2025. Open 2h before. Price range \$24**

**I Cipressi Vino Nobile di Montepulciano Riserva Docg 2018 Song: For What It's Worth by Buffalo Springfield.**

Produced in the extremely limited edition of 1,400bts, the Nobile Riserva from I Cipressi shines in the glass with a beautiful red ruby color. The bouquet is intense and complex, with notes of black currant, blackberry, Jasmine tea, chocolate, cinnamon, tobacco and a scent of candied orange zest. Palate is luscious, with a mouthwatering freshness typical of great Sangioveses and a firm, yet perfectly integrated tannin, with a succulent finish of red currant and maraschino cherry. A wine that perfectly sums up Vino Nobile, with a Rock, yet extremely sophisticated personality. **100% Sangiovese. 1bt in Shipment. Drink Through 2023-2028. Open 3h before. Price range \$37**

**Gulfi Cru 'NeroMaccarj' Sicilia Doc 2018 Song: Pyramid Song by Radiohead.** The vision of Gulfi takes shape in 1996, fulfilling the dream of Mr. Vito Catania, whose goal was to bring the family's olive oil and wine farm to a whole new level, producing great wines in an area of Sicily where vineyards have existed for more than 2000 years. Now led by Vito's sons Matteo, Davide & Raffaele, Gulfi produces some of the best Nero d'Avolas in the world. NeroMaccarj is one of the 4 crus of Nero d'Avola in Pachino, the most intense one. With a deep Purple color, the wine is deep, introspective and luscious, with notes of blackberry, wild rose, leather, pink pepper, sage, dark chocolate and a marked note of licorice. Palate is rich with a succulent explosion of blackberry and chocolate: the broad structure is perfectly balanced by a mouthwatering freshness that intertwines with a majestically tamed tannin, for a lustful and lingering finish. Perfectly paired with the introspective and soulful music from my favorite band of the last 3 decades. **100% Nero d'Avola. 1bt in Shipment . Drink through 2023-2027. Open 3h before. Price \$39**

**Gulfi Cru 'NeroBaronj' Sicilia Doc 2018 Song: London Calling by The Clash.** NeroBaronj is one of the 4 crus of Nero d'Avola in Pachino, close to the eastern shore of Sicily, terroir of election for this grape varietal, where the harsh soil of the area shapes this intense and mediterranean wine. Color is deep purple, the bouquet opens with floral notes of wild rose, eucalyptus, gorse: then a progression of black currants, maraschino cherry, candied orange, graphite and cloves. Palate is fresh and savory, with a marked flavor of crushed sour cherry and a perfectly tamed tannin, for a refreshing and long lasting finish of black currants. Balsamic and mineral, with a true Punk/Rock personality, this wine represents the sublimation of Nero d'Avola. **100% Nero d'Avola. 1bt in Shipment. Drink Through 2023-2027. Open 2h before. Price \$35**

**Piaggia Carmignano 'Il Sasso' Docg 2021 Song: Africa by Toto.** Located in the historical winemaking area of Carmignano, where Cabernet Sauvignon was imported from France and blended with Sangiovese almost 500 years ago, Mauro Vannucci started the winery in the 70s, with the goal of producing high quality wines in this glorious appellation. Silvia Vannucci is now taking care of the 'family business' and she led the estate to be a point of reference for the whole Carmignano appellation. I am usually not a big fan of Sangiovese blended with international grapes but Carmignano has a glorious history with Cabernet, which is treated like a local varietal. Deep ruby color. Intense bouquet of black currants, dark cherry, roasted pepper, blueberries, chocolate, leather, eucalyptus, red rose and dark spices such as licorice. Palate is rich and succulent, a perfect combination among the freshness of Sangiovese, the warmth of Merlot and the power of Cabernet Sauvignon, for an intense taste of dark cherry, sandalwood, red pepper and chocolate. This wine is the perfect compromise between Rock Sangiovese and Pop Super Tuscan, like this masterpiece from the Italian/American band Toto. **70% Sangiovese, 30% Cab. Sauv, Cab. Franc, Petit Verdot. 1bt in Shipment. Drink Through 2023-2027. Open 2h before. Price range \$37**