



冠冕佳釀

WINNING WINES

意大利韻味，從南到北帶給你
Flavours of Italian wine from North to South

文 BY MARK PHILLIPS / 譯 TRANSLATION MELANIE MA / 圖 PHOTOS COURTESY OF TENUTE D'ITALIA



去年 Tenute d' Italia 的 Luca Garelli 來訪澳門、香港與深圳，與一眾顧客以及城中的葡萄酒愛好者分享一些他們公司的美酒。在動身前往香港參加「香港國際美酒展」之前，Luca 在位於氹仔舊城區的「我的意大利餐廳」中舉辦了一場葡萄酒品嚐會以及晚宴，當晚《CLOSER》更一嚐許多來自意大利不同產區的佳釀。

「我們從五年前開始進入亞洲市場。」該公司的葡萄酒以及外貿經理 Luca 說道。「在 2009 年的深圳我們迎來了第一位客人，然後整個市場的口味都有了重大的轉變。在歐洲雖然口味同樣會轉變，但通常會有十年時間慢慢迎來這個轉變，但在中國這個轉變只需兩年的時間。」

因此與顧客保持緊密聯繫並瞭解他們的口味、為他們介紹新的產品便成為了公司中的重要事項。

Tenute d' Italia 乃屬家族生意，同時也有幾位其他合夥人。作為 Morini Wines 的商業分支 Tenute d' Italia 專注於提供農業與葡萄酒釀造技術方面的顧問服務，為多個意大利釀酒師提供葡萄種植技術的意見，公司同時亦釀製自家品牌的葡萄酒。

「有一些顧客他們的公司有自己的釀酒師，我們便可以直接與這些釀酒師溝通，然後一起去種植場和品嚐，再決定糖份與酸度的比例，因此我們可以說在整個製酒過程的參與度非常高。」Luca 解釋道。

Late last year, Luca Garelli of Tenute d'Italia, visited Macau, Hong Kong and Shenzhen to present some of the companies best wines to customers and wine lovers in the region. Before heading over to Hong Kong to attend the International Wine & Spirits Fair, Luca hosted a wine tasting and dinner at the cozy La Cucina Italian restaurant in Old Taipa Village and CLOSER had a chance to enjoy some of his wines from all around Italy.

“We started selling in Asia around five years ago,” says Luca, the company’s Wine and Export Manager. “Our first client was in 2009 in Shenzhen and there have been great changes in the market since then. In Europe tastes change, but in Europe that change may take place over 10 years. In China it changes in just two years”.

So the need to keep in regular contact with clients and understand their preferences, as well as introducing them to new products, is crucial.

Tenute d'Italia is essentially a family-owned company with some private partners. The commercial branch of Morini Wines, the company deals with agronomic and enological consultancy, providing viticulture advice to many wine makers around Italy, as well as making a number of its own wines.



「我們參與製作的都是一些中等和高級葡萄酒。在一些產區我們只有或大或小的一个顧客，但在一些產區例如羅馬涅中部我們則有四十多個不同的公司作為我們的顧客。」

有如此廣泛的涉獵，Tenute d' Italia 不但可以生產非常高質數的葡萄酒，更可以產出高成本地定製葡萄酒。

「我們的公司亦可以釀製出一些新產品。我們有的客人希望一些全新的產品，不單是指包裝上的，更是葡萄酒的本身，因此我們會與客人溝通，了解他們的需求，然後嘗試找出一個合適的方案。」Garelli 說。

「我們非常明白如果在一開始你只有一款葡萄酒，即使你的那一款酒是全世界最好的葡萄酒，而且價錢亦非常合適，但顧客總是喜歡嘗試不同的產品，這是一個永遠也改變不了的事實。因此我們的目標便是滿足顧客們的需求。」

Tenute d' Italia 其中一款最成功的產品乃 Santerno 系列，此系列揉合了桑泰爾諾河谷這個位於托斯卡尼與羅馬涅之間的美麗河谷的釀酒傳統而成。而 Santerno 系列的酒均是以桑泰爾諾河谷出產的葡萄釀製，比如紅葡萄酒有 Sangiovese、Merlot 和 Cabernet，而白葡萄酒則有 Pignoletto、Albana 和 Trebbiano。

去年該系列贏取了多項殊榮，更在「亞洲葡萄酒大獎賽 2015」中獲得了三個獎項，當中包括獲得金獎的 Merlot Rubicone I.G.P. 2012 Sintria、銀獎的 Cabernet Sauvignon Rubicone I.G.P. 2013 Potente 和 Sangiovese Rubicone I.G.P. 2013。

而 Tenute d' Italia 的另一支葡萄酒，來自 Cantina

“Some companies that we work with have their own enologist, so we speak with them, we go to the winery together, we taste the wine together and decide the level of sugar and acidity and so on, so we are very involved in the production. In other wineries we do everything ourselves,” explains Luca.

“We work with some medium level wines and some high level ones. In some regions, we have only one company, big or small, and in other regions like middle Romagna for example, we work with 40 different companies”.

Having such an expansive reach allows the company to not only produce very high quality wines, but also gives it the flexibility to offer very customized wines too.

“Our company has the possibility to create new products. Some of our clients want something completely new, not only in terms of the packaging, but in terms of the wine itself, so we discuss what they want and try to find a solution for them,” notes Garelli.

“We understood from the beginning that if you have only one wine, even the best wine in the world, with a very good relationship between quality and price, but the client wants something different, then there is nothing you can do. Our goal is to satisfy the needs of our clients specifically.”

One of the company's most successful projects has been



Vanzella 的 Treviso DOC Prosecco Extra Dry Millesimato 在去年亦因為一個十分特別的原因登上了頒獎台，就是成為了2015年度澳門格蘭披治大賽車的官方祝酒酒。當它在沒有被用來噴向一眾贏得賽事的賽車手與高采烈的臉上時，它絕對值得在一個華美的氛圍下展露它那來自科內利亞諾以及位於意大利東北部威尼斯旁、特雷維索中心的瓦爾多筆亞德內的深厚傳統底蘊。

在嘗遍意大利從南到北的葡萄酒後，Cantine Due Palme 的 Susumaniello Salento I.G.P. Serre 在一眾葡萄酒中顯得非常特別，它乃來自被譽為「義大利的跟」的普利亞的桑泰爾諾的四百位不同種植者合作下的心血結晶。其中的葡萄更受益於來自愛奧尼亞海和亞得里亞海的暖風以及生長於乾旱的岩石土壤，因此長成了高密度的葡萄串，味道也帶着濃郁的香辛味。

「Susumaniello 是一種生長於阿普利亞產區的葡萄，因為作為葡萄品種中它屬於非常勤奮的一種，所以在當地語言中有『驢子』的意思。」Luca 解釋道。「Serre 含有 100% 的 Susumaniello，口感十分濃郁而且帶有非常深的色澤和香濃的味道。過去這種葡萄因為低產量因此並不常用於釀製葡萄酒，但到了今天已然變成了我們其中一種最高銷售量的葡萄酒。」

its Santerno label, which aims to gather and develop the great winemaking traditions of the Santerno Valley, a scenic area that lies between the hills of Tuscany and Romagna. Santerno's wines are all based on grapes that are indigenous to the area - mainly Sangiovese, Merlot and Cabernet for the reds, and Pignoletto, Albana and Trebbiano for the whites.

Last year the label won a number of awards and added three more at the “Asia Wine Trophy 2015” including a Gold Medal for its Merlot Rubicone I.G.P. 2012 “Sintria”; and Silver Medals for its Cabernet Sauvignon Rubicone I.G.P. 2013 “Potente” and Sangiovese Rubicone I.G.P. 2013.

Another wine from the Tenute d'Italia catalogue that found itself on the winner's podium last year, for very different reasons, was the Treviso DOC Prosecco Extra Dry Millesimato by Cantina Vanzella, which was used for the official toasts at the 2015 Macau Grand Prix. When not being sprayed on the race winners, it can be enjoyed in more refined settings, showing off the wonderful wine making traditions of the hills of Conegliano and Valdobbiadene in the heart of Treviso in the far North-east of Italy right next to Venice.

From the far North of Italy to the far South, one of the more unique wines sampled was the Susumaniello Salento I.G.P. “Serre” from Cantine Due Palme, a cooperative of up to 400 growers from the Salento peninsula of Puglia, in the ‘heel’ of Italy. Here the grapes benefit from the arid, rocky soils and warm winds from the Ionian and Adriatic Seas, resulting in small knotted bunches of highly concentrated grapes with dense spicy flavours.

“Susumaniello is an indigenous grape of the Apulia region and it means ‘donkey’ in the local language, because as a grape variety it is very hard working,” explains Luca. “Serre is made from 100 percent Susumaniello and is very full bodied with a good nose and a rich, dark colour. In the past this type of grape was not used very much because its production was very low, but today this is one of our best selling wines.”

Tenute d' Italia 的葡萄酒在澳門 Federico Trading 中有售
Tenute d'Italia wines are available in Macau from Federico Trading

TEL: +853 2875 3264 | federico_ltd@yahoo.com
澳門宋玉生廣場 249-263 號中土大廈 16 樓 J 單位
Edif. China Civil Plaza, 16 Andar, J. Alameda Dr. Carlos d'Assumpção, No. 249-263. Macau