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#### News



## Apulia, a wine lover's paradise

Apulia is among the very top destinations for wine tourism worldwide and the only Italian one, according to the "10 Best Wine Travel Destinations 2013" ranking by the renowned American magazine Wine Enthusiast. A result that crowns the overall growth of a wine territory where big names in Italian wine, like Antinori (Tornaresca) and Zonin (Masseria Altemura), have invested. The result will be celebrated next Friday in Rome, with Wine Enthusiast's Monica Larner, Apulia's President Nichi Vendola, regional council member for agriculture Dario Stefano and President of the Apulian chapter of the Wine Tourism Movement, De Corato.

ARNALIO-CAPRAI Viticoltore in Montefalco

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#### Agriculture tweets

Twitter, the social media phenomenon, has a new user: current Minister for Agriculture Mario Catania, who will also be a parliamentary candidate for the Italian UDC party. He will use tweets and his website, mariocatania.eu, to elaborate on his ideas for "the Italian agriculture I'd like to see become a reality". He told Winenews about these ideas some time ago, starting with the "land law", one of his favourite projects, which he presented to the Parliament together with Prime minister Monti - a newsworthy event, given the subject matter - and that Parliament proceeded to ignore. In any case, Catania's Twitter account is a good sign, since he will now open himself up to a personal debate on important subjects through social media. And let's not forget how nasty those can be at times.

Report

## The "Piero Antinori Trust"

The Antinori family has strengthened their bond with their firm by creating a trust in order to guarantee the dynastic line all the way to 2102. The "Piero Antinori Trust", created last month, will be in the hands of three trustees: Ferruccio Ferragamo, Nicola De Renzis and Laura Bartoli. The trio will handle ordinary and extraordinary decisions, but the final word on all of those will come from the protectors (Albiera, Allegra, Alessia and Piero Antinori) and from the CEO, Renzo Cotarella.



## First Page

# Angelo Gaja and 2013, a pivotal year for wine

"There's a shortage of wine in Italian cellars after years of low yields caused by unfavourable climatic conditions. What could happen in 2013 in the world of Italian wine?" The question comes from Angelo Gaja, an undisputed authority in the world of Bacchus, in an opinion written for Winenews (full article on winenews.it). "... That by June there's no more wine and that producers selling it for less than 2 Euros per litre (80% of Italian wine) will have no more of it in stock. Some bottlers will look ahead and prepare accordingly, stockpiling it in order not to run dry in the next few months. There's going to be a panic about the prices of grapes coming from the 2013 harvest, which will go way up. Some might compare the 2012 harvest production statements for wines and grapes of both individual and associated producers and see... that for identical geographical areas some have stated production drops up to 30% and some have stated none. In 2013 Italy might lose the lead in the ranking of producing countries in millions of hectolitres exported, and Spain might become the leading country. Italian "social winemakers" and cooperatives (which control over 50% of national grape production) might soften their opposition to the liberalization of planting rights coming from the EU. The big Italian winemakers Spring balance sheets show that their business for 2012 has been hamstrung by a low turnover on the national market, and the growth of their turnover coming from foreign markets has been their saving grace. Therefore, more investments on those markets have been seen as crucial, using some of the resources that were allocated for promotion on the internal market. There will be tough times ahead for wine publications that in Italy, just like everywhere else, need advertising. A further push toward foreign markets has also come from Brussels, because of European funds allocated for wine promotion projects on extra-European markets. The proverbial Italian parochialism has benefited from that, and both big and small producers can't help but try to conquer Asia, either on their own or in a group. And in the meantime, we are learning how to explore the near future...

#### Focus

## 2012, a double-edged record year

2012 has been a record year for two reasons: exports soared, but internal consumption has suffered its heaviest drop since the '50s. The former softened the impact of the latter on the turnovers of Italian wine & food firms, according to the Italian farmers association, Coldiretti: wine & food exports reached 31 billion Euros in value (+2% over 2011, with the EU market reaching 23.3 billion Euros and the States and China growing 10% and 21%, respectively), mainly due to wine (with a record 4.5 billion Euros), fruit & vegetables (3.9 billion Euros) and flagship products like pasta and olive oil growing at a record pace in China (+84% and +28%, the only two items going better than wine, with +21%). On the internal front, though, according to a report by mass retail giant Coop, Italy's national consumption has suffered its biggest year-over-year drop since the end of World War II (4% less over 2011), with food expenses going back to '60s levels. Mass retail and discount stores (+8% and +9% over 2011) absorbed this shift in demand, but 2013 looks to be a tough year already, with a projected drop of 1.3% in food expenses, which count for 14% of Italian families total expenses.







# Wine & Food

### Andrea Bocelli wins the SenseOfWine 2013 "Merit Prize"

World-famous tenor Andrea Bocelli will receive the "SenseOfWine" 2013 "Merit Prize" for his contribution to the improvement of the sector he works in, generating an intellectual enrichment. The event created by Luca Maroni, author of the "Yearbook of the best Italian wines" will take place January 17-20th in Rome, and the Tuscan tenor, a long-time wine lover, producer together with his brother at their firm in Lajatico, and an ad honorem sommelier as well, will receive the prize in the Conciliazione Auditorium.

## For the record

### Italy vs. France, the eternal duel

According to Master of Wine and wine & food commentator for the Financial Times, Jancis Robinson, France will still be the opponent to beat in 2013 for Italian wines, especially in the top price tier, but Italy is becoming a powerhouse in British wine shops, and with less-known labels as well: and the same is happening in the States, too.

