

**Enotria&Coe**

# **New Producers**

September 2022



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| **New Producers** |



# Arnaldo Caprai

Umbria, Italy | Founded in 1971

In 1971, Arnaldo Caprai made a radical career change. He was an established textiles merchant, but threw it all in for 5 hectares of land in Umbria that captured his imagination. Over the next 17 years, he slowly acquired more vineyards until he passed over the reins to his son, Marco Caprai, in 1988. In the 1990s, Marco partnered with the University of Milan and invested heavily in cutting-edge scientific and technological research, that culminated in the discovery of new clones of the Sagrantino grape that is indigenous to Umbria. Caprai is now recognised as the most established and significant producer of Sagrantino di Montefalco, made from 100% Sagrantino grapes. Marco's passion for science continues to manifest itself in his rigorous approach to sustainability, including detailed reporting on CO2 emissions and increasing vineyard biodiversity.

## WHAT DOES THIS ADD TO OUR PORTFOLIO?

Caprai stands for an impassioned defence of the local and specialised. In a world where the gradual spread of the international grape varieties can sometimes feel inevitable, we are incredibly proud to represent producers like Caprai who have championed the indigenous grapes that are unique to their terroir.

Try these wines if you like...

Santadi, Planeta



## Introduction to the range



Sagrantino 25th Anniversary



Montefalco Rosso DOC



Anima Umbra

# Donato D'Angelo

Basilicata, Italy | Founded in 2001

Husband-and-wife duo, Donato D'Angelo and Filomena Ruppi, acquired 20 hectares of vineyards in 2001 and set out to make consistently high-quality wines. The vineyards they acquired were planted with 80% Aglianico, together with some Cabernet Sauvignon and Fiano.

### WHAT DOES THIS ADD TO OUR PORTFOLIO?

The volcanic soils of Mount Vulture are compounded by its unique location as Italy's easternmost volcanic centre, and the highest point in the southeast of Italy's Apennine range.

Although made from the Aglianico grape, that can also be found widely across Puglia and Campania, the unique climate in Basilicata gives it an expression more akin to Nebbiolo, at least in terms of structure and capacity to age.

Try these wines if you like...

Caggiano, Ascheri, Pira, Conterno Fantino



DONATO D'ANGELO®



### Introduction to the range



Aglianico del Vulture DOC



Balconara IGT Basilicata Rosso

# Marco Felluga

Friuli-Venezia Giulia, Italy | Founded in 1956

The Felluga family has deep roots in the winemaking world of Istria back to the 19th century. One after another, generations of the Felluga family moved anti-clockwise around the peninsula in pursuit of a better wine market: first from Istria to the island of Grado, then further inland to Gradisca d'Isonzo. Having established his eponymous winery in 1956, Marco Felluga then noticed a nearby estate called Russiz Superiore in 1967. He was captivated by its 700-years' worth of history, and the incredible potential of the sites. Today, Marco Felluga still works alongside his granddaughter Ilaria to create these benchmark wines in the Collio region. Following the untimely death of Ilaria's father, Roberto, in 2021, Ilaria is continuing his legacy, particularly as a pioneer of sustainability in the region.

## WHAT DOES THIS ADD TO OUR PORTFOLIO?

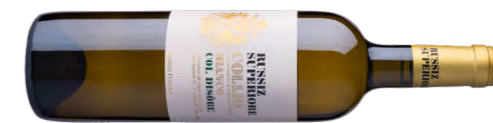
Enotria's portfolio has historically had strong links to North Eastern Italy, but the Marco Felluga range brings a new breath of life to the portfolio on our 50th anniversary. This region offers connoisseurs of Italy top-quality wines to discover at good value.

Try these wines if you like...

Colterenzio, Sauska



## Introduction to the range



Russiz Superiore



Ribolla Gialla



Collio Bianco

# Rob Dolan

Yarra Valley, Australia | Founded in 2011

After 25 years of winemaking for other wineries, Rob Dolan decided to channel his expertise and passion into his own venture in 2011, when he opened a cellar door, vineyard and winery in Yarra Valley. Rob believes that the best wines are dependent on the best fruit, and has built relationships with the region's best growers to become a specialist in cool-climate Chardonnay, Pinot Noir and Cabernet Sauvignon. Partnering with growers has also give Rob the flexibility to experiment with parcels of less typical varietals like Marsanne, Arneis, Sangiovese, Tempranillo and Barbera. No matter the grape, Rob's wines have a distinctively "less is more" approach.

## WHAT DOES THIS ADD TO OUR PORTFOLIO?

Yarra Valley is one of Australia's most interesting winegrowing regions, and the addition of Rob Dolan to the E&C portfolio represents our first producer from this region. As sky-rocketing prices of Burgundy are driving up demand for cool-climate Chardonnay and Pinot Noir, these wines will receive a warm welcome in the UK.

## About the winemaker

Rob Dolan grew up in Riverland South Australia with the family nickname, 'Riesling' because he loved enjoying a glass of wine with his mother. For a long while, wine was a passion as Rob pursued a career in Aussie Rules Football. Then with two premierships to his name, Rob hung up the boots and moved to Hunter Valley to earn his stripes as a winemaker. Moving to Yarra Ridge in the 1990s, Rob was inextricably linked to establishing the region's reputation with two highly successful brands, Sticks and Punt Road. This pioneering Midas touch earned him the new nickname 'Mr Yarra Ridge', reinforced by the accolade of James Halliday's 'Newcomer of the Year Award 2014'.

Try these wines if you like...

Kooyong, Seresin, Leyda



## Introduction to the range



White Label



Black Label



Chardonnay

# Serra Ferdinandea

Sicily, Italy | Founded in 2020

Serra Ferdinandea is named after a volcanic island that suddenly emerged from the sea in the Strait of Sicily in July 1831 as a result of a series of earthquakes and volcanic eruptions. Both the French and Sicilian navies immediately noticed this new island and fought fiercely over it for the next four months until it sank back under the sea surface just as suddenly as it had appeared. Almost two centuries later, the winery Serra Ferdinandea is a collaboration between the Sicilian Planeta family and the Oddos of Provence. The three grapes in this wine are all blends of indigenous Sicilian varieties and classic French varieties, vinified through shared ideas and experience from these two great families.

## WHAT DOES THIS ADD TO OUR PORTFOLIO?

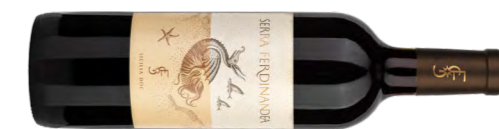
This fully biodynamic and natural range of wines is fully committed to sustainability, and aligns perfectly with E&C's own Sustainability Charter. The collaboration between two families from Sicily and Provence is a wonderful expression of the knowledge sharing, supra-national zeitgeist.

Try these wines if you like...  
Léoube, Cirelli, Gramona, Cazes



## SERRA FERDINANDEA

### Introduction to the range



Serra Ferdinandea Rosso



Serra Ferdinandea Bianco



Serra Ferdinandea Rosé

# Domaine Sigalas

Santorini, Greece | Founded in 1991

Paris Sigalas came from a family of grape growers and winemakers, like many on Santorini. He grew up deeply familiar with Santorini's entirely unique pruning systems, developed to protect grapes from the howling Meltemi wind that tears across the island from May to October. But unlike others, Paris applied maths and technology to develop his own winemaking philosophy, best described as "the dynamic evolution of tradition". The Sigalas winery is on the northernmost tip of Santorini, on the plain of Oia. Sigalas owns a number of vineyards on the plain of Oia, but also has a series of strong partnerships with independent grape growers around the island. This allows them to capitalise on the enormous breadth of terroirs on the island, and also to stabilise supply in such a challenging climate from one year to the next.

## WHAT DOES THIS ADD TO OUR PORTFOLIO?

Domaine Sigalas incontestably makes the best wines on Santorini, and we are incredibly proud to add this world-class winery to our portfolio. Now owned by Stelios Boutaris, whose family founded Kir-Yianni on the Greek mainland, the precise and experienced winemaking elevates Assyrtiko, so often seen as a workhorse grape, to Chablis-esque levels of sophistication.

Try these wines if you like...

Kir-Yianni, Louis Michel



SIGALAS  
SANTORINI



## Introduction to the range



Kavalieros Single Vineyard



Mavrotagano



Santorini Assyrtiko



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