



FINE WINE EARTH-FRIENDLY CREATIVE SPIRIT





Along with our new name, August Imports, you may have noticed the tagline:

WINES • SPIRITS • INNOVATIONS

While our center of gravity will always remain fine wines, read below for some hints at new, exciting things to come!

WINES

August Imports specializes in the discovery, import, and sale of high-quality wines from the Mediterranean and beyond. We promote environmentally sustainable producers from both well-established and up-and-coming regions, and whether the brand is boutique or sold nationwide, fine wine remains at the center of our ethos. Across the board, we love to support terroir-driven products with true blue stories that stand apart. For us, the unique tale of each wine is just as important as the bottle itself - a reflection of the place it comes from and the humans who make it.



Twenty years ago, we started as Small Vineyards, seeking out hands-on Italian wines created by people we love. Today, we proudly use that same name to represent our portfolio of indigenous wines with a unique, small-batch story to share. The Small Vineyards Gold Discovery Seal identifies bottles we've certified as low-yield, hand-harvested, earth-friendly, artisanal, and crafted soil to bottle by a family-operated farm.

SPIRITS

August Imports is proud to be steering toward a new horizon: spirits from both domestic producers and abroad! In specific key markets, we will soon be launching first-time brands spanning an array of boutique labels. Based on years of market research, our initial book will be as streamlined as it is delicious. We look forward to repeating the same cost-to-quality ratio that has earned your trust in the world of wine. So, from Kentucky Bourbon to French Cognac, stay tuned for our debut portfolio!

INNOVATIONS

Recently, we also introduced the AI Brand Lab - our exclusive incubation and ideation "engine", devised to create a pipeline of brands optimized for the evolving U.S. beverage market. We utilize data, research, consumer testing, and a network of designers around the world to create best-of-class, consumer-centric products that have strong capacity for market-driven growth. AI management's history in developing industry-leading wine brands - along with our global network of suppliers - uniquely positions us to bring meaningful value to our partners. Notably, the AI Brand Lab can be utilized to create private and exclusive labels, or products designed for specific demographics and sales channels.

OUR STORY

www.augustimports.com

A FEW TIPS TO HELP YOU NAVIGATE

PORTFOLIO

Tech Sheets for year-round items: From Bocelli to Fabre en Provence, simply highlight a producer, then scroll down to the bottom of the page.

Small Vineyards Discovery Wines: Click on the black box with the SV gold seal, then be sure to check out the featured wine of the month!

COUNTRIES

Maps: Select a point of origin, then use the drop-downs to dive deeper into each region or subregion.

RESOURCES

Sell sheets, bottles shots, and wine reviews: Tap the orange box marked “Resources” and use the drop-down list for easy access to our library.

Shelf talkers, Direct Import videos, and tech sheets for rare birds: Just enter a keyword in the “filter” box, then scroll down the list provided. Hint: This is a great place to check if you can’t find what you’re looking for in our Portfolio section.

Educational articles: Select the Education folder for access to AI’s homegrown training documents.

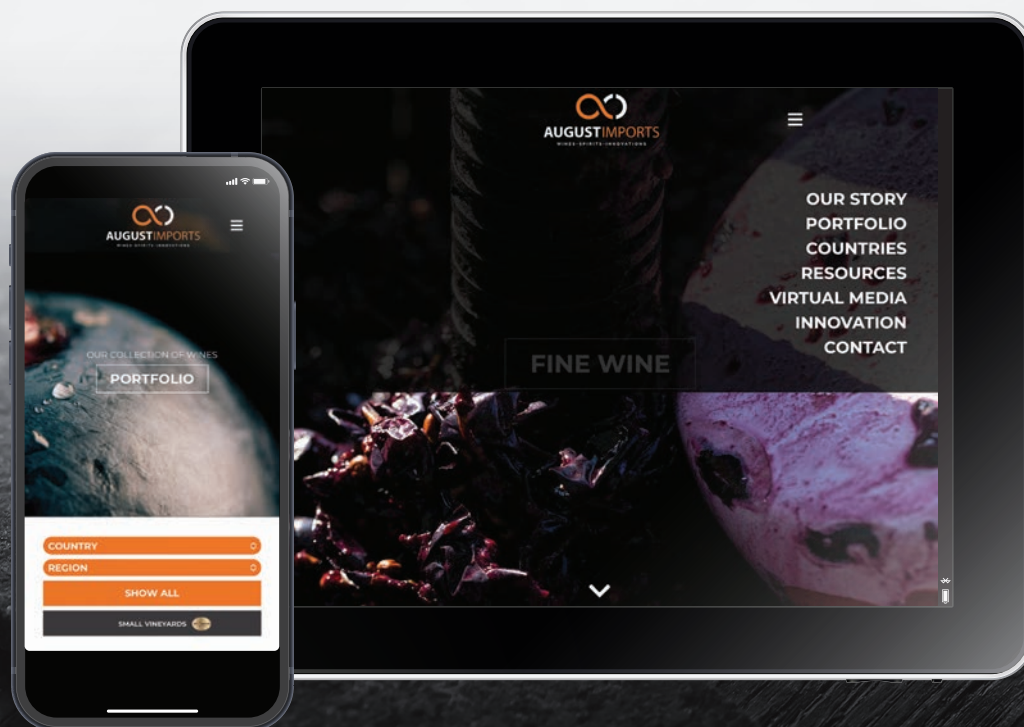
VIRTUAL MEDIA

Subscribe here to receive future **AI newsletters**.

INNOVATION

While AI specializes in the import of fine wine and “boutique” brands, we’re also in an exciting state of evolution. From private wine labels with a carbon-neutral footprint to innovative, nationwide spirits projects, we’re expanding our company’s reach from within. Learn more about our new **AI Brand Lab** here!

Grazie mille, and please let us know how these new materials are working for you!



Celebrating 20 Years!

We started out with a single Prosecco, but these days, our bubbly portfolio has expanded to include over a dozen sparkling wines. Please join us in the celebration...



BOCELLI Prosecco DOC

SRP: \$17.99; Case config: 750 ml/case of 12

BOCELLI '1831' Rose Brut DOC

SRP: \$22.99; Case config: 750 ml/six-pack

GIRO RIBOT 'Masia Parera' Cava Brut DO

SRP: \$14.99; Case config: 750 ml/case of 12

GUERRA ALBANO Ribolla Gialla Brut DOC

SRP: \$27.99; Case config: 750 ml/six-pack

LA PERLINA Moscato

SRP: \$13.99; Case config: 750 ml/six-pack or

SRP: \$5.99; Case config: 375 ml aluminum bottle/case of 12

LA PERINA Sparkling Rose

SRP: \$5.99; Case config: 375 ml aluminum bottle/case of 12

LOVO Colli Euganei Fior d'Arancio DOCG

SRP: \$16.99; Case config: 750 ml/case of 12

LOVO Prosecco Brut Millesimato DOC

SRP: \$16.99; Case config: 750 ml/case of 12 or

SRP: \$6.99; Case config: 187 ml/case of 24

LOVO Prosecco Rose Brut Millesimato DOC

SRP: \$16.99; Case config: 750 ml/case of 12

MONTE TONDO Garganega Frizzante

SRP: \$13.99; Case config: 750 ml/case of 12

MONTE TONDO Soave Brut DOC

SRP: \$20.99; Case config: 750 ml/six-pack

TRE DONNE 'Donna Blu' Moscato d'Asti DOCG

SRP: \$22.99; Case config: 750 ml/case of 12



For tech sheets and more information, please visit our website: www.augustimports.com





ANTONIO SANGUINETI



KEY WINE NESSUN DORMA IGT

Aroma: Wild berries and spice
Palate: Bold, velvety tannins with notes of plum, cherry & blackberry
Finish: Silky, medium+ finish
Blend: 50% Sangiovese, 30% Merlot, 20% Syrah

WINERY

Unique Sales Proposition:

Antonio sources the different varietals from specific locations in Tuscany: Old vine Sangiovese from inland Maremma, with Merlot and Syrah grown in iron-rich soils near the sea

Location: Tuscany, Italy
Climate: Southern Tuscan with 300 days of sun and breezes from Tyrrhenian Sea
Soil: Medio impasto



HISTORY: On the day Antonio came into the world, Gianluigi Sanguineti decided that instead of a diamond, he would buy his wife a vineyard. So, you could say Antonio's lifelong connection to Tuscan winemaking truly started the day he was born! Antonio's first harvest came at age 8 and his first wine at 17. For better or worse, however, Antonio's path became more circuitous after that. As happens sometimes, a decision was made to sell the family estate while Antonio was still young. Despite his love of wine, he was left without a vineyard. "I owned the knowledge, but not the land." Not one to be deterred, Antonio began consulting, leading to a series of one-on-one partnerships and culminating in his own brand.

TODAY: Antonio continues to work with a small cadre of friends, combining his enological expertise with their top-pick grapes. Without the overhead of an estate, he's able to produce truly outstanding wines for a modest price.

ESTATE: Antonio has sought out some of the very best growing zones in southern Tuscany: His signature Nessun Dorma hails from the Maremma, the Morellino is crafted near the coast in Scansano, and his Chianti is made in the sun-drenched Val d'Orcia near Montalcino. One common characteristic? The persistent breezes that cool and dry each vineyard - some from the mountains, others from the sea. "Ventilation is paramount to quality, especially for Sangiovese," Anto says. Grapes are grown on 15 combined hectares and total production is approximately 5,500 cases..

WINES: Chianti DOCG, Morellino di Scansano DOC, "Nessun Dorma" IGT, Vermentino

bocelli

FAMILY WINES

THE BEST BOCELLI
HAS TO OFFER:
Small batch premiums
from the family's
historic single estate



ALCIDE: Named after Andrea and Alberto's grandfather, this 50-50 blend of old vine Sangiovese and Cabernet is both elegant and intense. 18 months in French barriques add to its finesse and staying power.

Production: 2,400 bottles; SRP: \$64.99

Case config: 750 ml/6-pack

IN CANTO: A nod to Andrea's first studio album, this monovarietal Cabernet Sauvignon showcases cassis, blueberry, and Tuscan leather, all backed by smooth and powerful tannins.

Production: 1,650 bottles; SRP: \$49.99

Case config: 750 ml/6-pack

TERRE DI SANDRO: An ode to their father, Alessandro, the Bocelli brothers' flagship Sangiovese is designed to sit next alongside Vino Nobile and Brunello on the shelf. Full-bodied, with dark cherry and tobacco spice, it hails from the best of the Bocelli's 70+ year-old vines.

Production: 7,800 bottles; SRP: \$74.99

Case config: 750 ml/6-pack



BOCELLI



KEY WINE PROSECCO

Aroma: Bright citrus, lemon peel, wet basalt
Palate: Light, peachy softness with terrific minerality and perfect perlage
Finish: Long and refreshing
Blend: 100% Glera

WINERY

Unique Sales Proposition: Centuries of Bocelli winemakers are now joined by world-famous tenor Andrea Bocelli and his brother Alberto
Location: Colli Euganei, Veneto
Climate: Moderate Continental
Soil: Clay and volcanic rock



HISTORY: In the early 1700's, Bartolomeo Bocelli settled on the plot of Tuscan land that would one day become the Bocelli family estate. In 1831, Bartolomeo's great-great grandson, Gasparo Bocelli, formally purchased the vineyards and began crafting wines that the family still makes today.

TODAY: Seven generations later, Alberto and Andrea Bocelli have revolutionized the vineyards and cellar, transforming their small family farm into a world-class winery. In 2010 they expanded production to include joint projects with friends in Scansano and the Veneto, creating the Bocelli Family Wines collection.

ESTATE: The Bocelli family owns 20 hectares of vineyards in Lajatico, Tuscany near Pisa, where they produce their coveted, single estate wines. Perched at 250 meters on a ridge between two meandering rivers, the (Sangiovese and Cabernet) vines are surrounded by medieval forests and enjoy excellent exposure, sandy, pebble-strewn soil, and ventilation from the sea. Via long-term contracts, Andrea and Alberto also make wines in close concert with friends to produce a broader range of everyday selections. Notably, their Prosecco is crafted in the Veneto's Colli Euganei zone (close to Padua), where Salvatore Lovo helps tend the high-altitude vines. Across all locations, grapes are sustainably farmed and hand-harvested, with low-yield wines that average just one bottle per plant. Total production of Bocelli Family Wines is approximately 50,000 cases annually, with 80% imported into the United States.

WINES: Tuscany: "Alcide" Rosso Toscano, "In Canto" Rosso Toscano, "Terre di 'Sandro" Rosso Toscano, Sangiovese, "Tenor Red" Rosso Toscano Vermentino Veneto: 1831 Rose Brut, Prosecco DOC, "Operetta" Pinot Grigio DOC

CURTO

CURTO



KEY WINE LA FOIA BAROLO DOCG

Aroma: Dark, cherry-driven fruit with hints of rose hip, leather, and truffle
Palate: Full-bodied, with elegant, approachable, velvety tannins
Finish: Long, structured, and complex
Blend: 100% Nebbiolo

WINERY

Unique Sales Proposition: A woman learns alongside a Barolo master, then forges her own path
Location: La Morra, Piedmont
Climate: Continental
Soil: Marneus clay



HISTORY: Traditional and respected growers, until this generation the Curto family sold all their fruit. When Nadia urged her father, Marco, to start putting their family name on bottles, he initially resisted. He knew that Barolo is perhaps the most difficult wine in Italy to perfect - it's mercurial and moody at best, the grapes are thin-skinned and tannic, and wines take years to develop. But Nadia persisted, working long, hard days in the field and gradually earning his respect. Then, in the end, a little miracle: her uncle, the legendary producer, Elio Altare, invited her to come work for him. Relaying techniques "he would only share with family," Elio transferred a virtual library of knowledge. Ergo, after earning her own degree in enology, Nadia was ready to seize the mighty Nebbiolo by the horns!

TODAY: The father-daughter team now produces exceptional cru Barolo, weaving approachability with old-school classicism.

ESTATE: Located in the artisanal hamlet of Annunziata, Curto has 4 hectares of vines and uses 100% estate-grown fruit. They're a few short years away from being certified organic, with an all-natural approach that includes pheromone traps for insects and no manmade chemicals. Under her uncle's tutelage, Nadia even learned how to minimize traditional filtering by using little-known methods of thermo-shock. She also recently planted ancient, historic clones, interspersed between older vines to increase density while maintaining complexity. Her Barolo cuts a razor's edge between traditional and modern: Curto's pedigree is classic, but the wines are delightfully approachable and can be enjoyed relatively soon. Just 2,000 total six-packs are produced per year.

WINES: "Arborina" Barolo DOCG, "La Foia" Barolo DOCG. 100% estate grown fruit.

Edi Simčič

EDI SIMČIČ



KEY WINE CHARDONNAY RISERVA

Aroma: Complex, with tropical fruit, toasted honeycomb, butter & smoke
Palate: Opulent tannins and a lush, persistent mouth feel
Finish: Long, savory, and smooth
Blend: 100% Chardonnay

WINERY

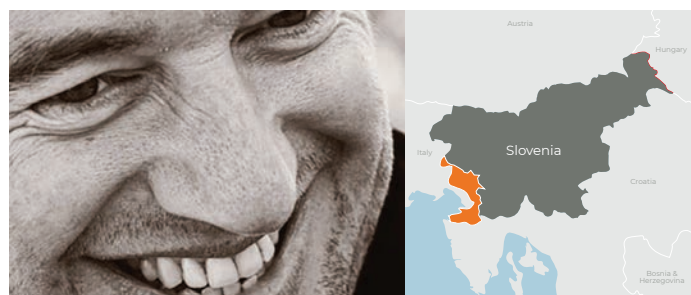
Unique Sales Proposition:

A little over 40 meters from top Italian appellation and 40% less cost

Location: Goriška Brda, Slovenia

Climate: Mild Mediterranean

Soil: Marl mixed with clay



HISTORY: Located in Goriška Brda, Slovenia, this gorgeous, hillside estate has belonged to the Simčič family for over 100 years. Before WWII, their subzone was geographically located inside Friuli (it sits just across the border from Colli Orientali). Then, in 1947, they were cut off from Italy and the West, absorbed by communist Yugoslavia where the market for fine wines swiftly crumbled. Nevertheless, as soon as the Wall fell 40 years later, the Simčič family went straight back to what they were born to do – making world-class wines that rival some of the best in France.

TODAY: While Edi Simčič continues to work every day in the fields, his son, Aleks, is the official winemaker. Exceptionally well known in their own region, they remain on the radar screens of top sommeliers and critics everywhere.

ESTATE: Rebuilt in 2002, the truly European cellar is carved out of rock beneath the family home. Their 12 hectares are all terraced at 90-200 meters and divided into non-contiguous crus. Vines are planted South to West in rich, calcareous ponca soils. They receive warm winds from the Adriatic Sea by day, then cold alpine winds by night. Grapes are monitored hourly during harvest, with like-varietals picked in a single day. Incredibly, the family rarely uses a sorting table – instead, three field passes are made, with individual berries selected by hand through sunlight. Wines average an improbable 700 grams per plant!

WINES: Chardonnay Riserva, “Duet” (Bordeaux blend), “Duet Lex” (Riserva), “Kolos” (single cru Bordeaux blend), “Kozana” cru Chardonnay, Malvazija Riserva, Tokata Riserva, Rebula Riserva, Sauvignon Riserva, Sivi Pinot Riserva. All estate grown fruit.

FABRE
en
Provence

FABRE EN
PROVENCE



KEY WINE CÔTES DE PROVENCE ROSÉ

Aroma: Violets, rose water and lavender
Palate: Juicy, with touches of sea salt and raspberry
Finish: Bright and refreshing
Blend: 45% Cinsault, 30% Black Grenache, and 25% Syrah

WINERY

Unique Sales Proposition:

France's #1 selling Estate-Grown Rosé

Location: Pierrefeu-du-Var, Provence

Climate: Mediterranean

Soil: Calcareous and sandstone



HISTORY: Since the 1st century A.D., wine has been produced on the land now owned by Fabre, and in 1594, the wines from Château de l'Aumerade were presented at the court of King Henri IV, who showed his appreciation by gifting a timeless row of plane trees still on the property. Henri Fabre Sr. purchased this historic estate 3 generations back, in 1932.

TODAY: The Fabre family has carefully acquired 6 different domaines in Provence d'Azur, and now owns the largest family-run estate in southern France. Most proudly, they are the largest producer of Cru Classé rosé, with 2 of Provence's coveted 18 designations bearing their crest.

ESTATE: For their Côtes de Provence Rosé, the family sources grapes from 3 of their domaines, each with its own terroir. The Pierrefeu vineyard sits inland with calcareous soils that impart spiciness and Provence's world-class acidity. The La Londe vineyard is cool and coastal, contributing delicate tiers of rose petal and sea salt. The Hyères site is noted for sandstone soils and blustery Mistral winds, helping to build beautiful structure. Ever committed to sustainable farming, Fabre en Provence is HVE (High Environmental Value) grade 3 certified. This status comes straight from the French government and is similar to being organic. Priorities include using insects over pesticides and biodiversity in the vineyards. In an immaculate, cool cellar, varietals are pressed and stored separately – every effort is made to preserve the delicate aromatics, while capturing the power of sun-ripened fruit. Total estate production is 300,000 cases, with 20,000 exported to the US.

WINES: Côtes de Provence Rosé, Rosé Cru Classé. 100% estate grown fruit.



New 2021 Vintage

France's **#1 Producer** of Estate-Grown Rosé
17 Generations of Fabre Winemaking
France's Leader in Cru Classé Rosé

2021 Vintage Report Classic Provence

The Grand Family of Provençal Rosé

For 17 proud generations, the Fabre family has been producing wine in the village of Pierrefeu-du-Var, located in the heart of Côtes de Provence. With 2 of the region's 18 Cru Classé designations and 550 hectares under vine, wine remains their only business, and they do it exceedingly well. Importantly, all Fabre wines are single estate – they neither buy nor sell grapes – allowing them extraordinary control over the quality, character, typicity, color, and consistency of each vintage. Moreover, it's a true family affair. Back in 1920, Henri Fabre Sr. created the estate proper, eventually helping to found the region's AOC. Today, his great-granddaughter, Caroline Demey, oversees production with her family, treating each of their 6 domaines like its own small vineyard.

Night Harvests + Low Yields = Spectacular Expression of Terroir

Hand harvesting at night promotes maximum freshness and staves off oxidization. By limiting enzymatic activity, the pH is kept in greater balance, and the grape skins do not discolor the juice, leading to the perfect hue for Rosé.

This process is especially important when the weather runs hot: on trend with the previous vintage, 2021 saw even lower yields than normal. Unseasonably warm summer days preceded by a dry spring led to smaller clusters across the board. The good news here, of course, is concentration: Fabre's 2021 Cru Classé, for example, possesses fantastic weight and tension, showcases brilliant minerality, and culminates in a long, fruity finish. Caroline also confirmed this year's aromatics promise to be even more dynamic and developed – especially when it comes to peach (Cinsault) and strawberry (Syrah). As always, the lively acidity, complexity, and finesse of the Pierrefeu subregion are on full display with both wines, including a telltale savory component and a bit of spice derived from the calcareous soils.

AOP Côtes de Provence

Cinsault 30%, Grenache 40%, Syrah 30%

Citrus notes on the nose, hints of cranberry and rose petals on the palate

80% Château de l'Aumérade,

Terroir de Pierrefeu du var

20% Château Saint Honoré,

Terroir La Londe les Maures



Cru Classé

Cinsault 47%, Grenache 33%, Syrah 20%

Nose is expressive with exotic fruits. Great minerality with apricots and pineapple on the palate. A complex, elegant finish.

100% Château de l'Aumérade,

Terroir de Pierrefeu du Var



New Look & New Vintage!

GIOCATO

GIOCATO



KEY WINE PINOT GRIGIO

Aroma: Fresh white peach, acacia, river stones
Palate: Green apple, tropical fruit, laser precise minerality
Finish: Clean, medium+ finish
Blend: 100% Pinot Grigio

WINERY

Unique Sales Proposition:
 From the same microclimate as Collio in Friuli at half the cost
Location: Goriška Brda, Slovenia
Climate: Continental, subalpine
Soil: Limestone and Tufo



HISTORY: Giocato, which means “playing” in Italian, is a striking collection of everyday wines created by Aleks Simčič of Edi Simčič fame. As a friendly dare back in 2010, we asked Aleks if he could make an affordable Pinot Grigio using the same meticulous standards he uses for his cult-status estate wines. Thankfully, he laughed and said, “why not?” Working with an array of local growers with tiny farms, Aleks produces Giocato at the local cooperative, which has long been devoted to sustainable farming.

TODAY: The Simčič family is very proud of their subzone, Goriška Brda, and is always excited to introduce the world to its extraordinary terroir. If you ask Italians where the best white wines in Italy come from, a common answer is Friuli. If you ask people in Friuli, they will say go east, to Colli Orientali. And if you ask the folks in Colli Orientali, they will point you just over the border at neighboring Slovenia, which shares the same meso-climate, but has SW facing slopes at higher altitude. Truly, it is a superior wine zone with a fraction of the production costs! For Giocato, Aleks works closely with his growers: the planting, vineyard management, and harvesting are all coordinated as though from a single estate. Grapes are hand-picked and, although non-certified, are organically farmed and non-irrigated. The soil type is commonly called ponca, a clay-based composition that stays remarkably cool in hot weather, promoting a longer growing season and greater complexity in the wines. Total production for the brand is 30,000 cases, with 90% imported into the U.S.

WINES: Chardonnay, Pinot Grigio, Sauvignon Blanc

Guerra Albano
FRIULI COLLI ORIENTALI

GUERRA
ALBANO



KEY WINE PINOT GRIGIO DOC

Aroma: Stone fruit with tropical and floral undertones
Palate: Mouth-filling, lush viscosity and clean minerality
Finish: Lingering, yet crisp and mouth-watering
Blend: 100% Pinot Grigio

WINERY

Unique Sales Proposition:
 The wines from this hands-on estate combine gorgeous viscosity with a clean, unoaked minerality, creating a distinct “marrow” quality
Location: Colli Orientali
Climate: Blend of Mediterranean and subalpine
Soil: Ponca (flysch) topsoil with calcareous clay underneath



HISTORY: In the Late Jurassic, much of Italy’s NE was covered by the shallow Paratethys Sea. As the earth cooled and waters receded, vast deposits of limestone and calcareous clay were left behind. Throughout Colli Orientali, these layers enhance the aromatics and acidic backbone of the region’s traditional wines.

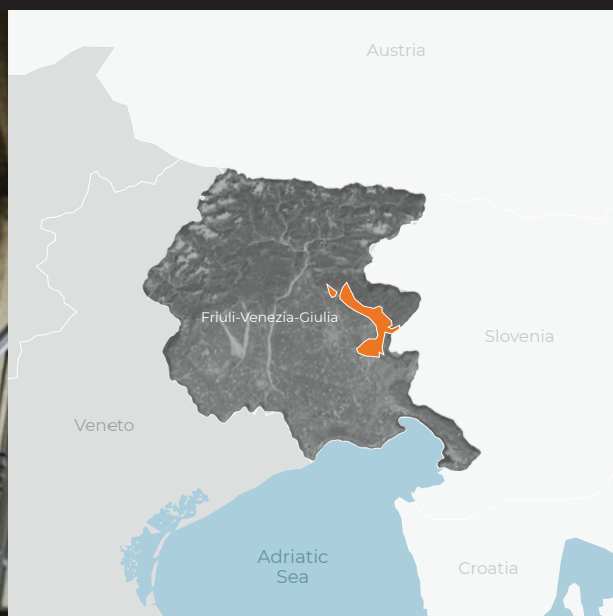
TODAY: Guerra Albano’s vines are an average of 40 years old, and yields come in at just 900 grams per plant. This translates as wines of incredible depth and viscosity, backed by lush aromatics, regional typicity, and balanced acidity.

ESTATE: Consistent with his organic philosophy, Dario Guerra doesn’t terrace – he prefers to work with the natural gradient of the hill, helping him to take full advantage of the rich ponca topsoil. As this flysch-driven layer only goes down one meter, it can be easily thinned or lost through displacement. However, “if instead you choose the right clone and disturb the land as little as possible, you create a natural cycle.” Along those same naturalist lines, Dario believes that “wine is made in the vineyard, not the cellar.” Spending long hours in the field, he believes what happens post-harvest should only have a 10% influence on the final result. This estate uses indigenous yeasts and also a soft, peristaltic pump to help produce wines with more integrated tannins. Wines come from 100% estate grown fruit grown on 10 hectares of sustainable, dry-farmed vines.

WINES: Friulano DOC, Pinot Grigio DOC, Sauvignon (Blanc) DOC, Refosco dal Peduncolo DOC, Ribolla Gialla DOC, Ribolla Gialla Brut DOC



Dario Guerra and his family



Welcome to Colli Orientali!

In a growing zone world-famous for its whites, winemaker Dario Guerra - with his old vines and incredibly low yields - elevates the bar still higher. Situated in the hamlet of Montina, his 10-hectare estate lies close to Cividale, placing it right in the heart of the Colli Orientali DOC. 250 meters of altitude, dry farming, and cool evenings refreshed by Tramontana winds all add to the overall complexity, aromatics, and tension of the wines. Across the board, they possess a remarkable viscosity and acidic backbone, while remaining steeped in Friuli's telltale minerality. With new pricing now in place for the U.S., the cost-to-quality ratio is spectacular - even by Small Vineyards standards!

"Guerra Albano is just nature and mathematics."

- Antonio Sanguineti



La Perlina



NOW IN Aluminum Bottles

With soft, pearl-like bubbles, La Perlina, or “Little Pearl,” draws its inspiration from the soft bubbles in sea foam and color palette of the Adriatic Sea near Venice. Grown at a higher altitude than most other whites in the region, the wines have exceptional aromas, flavor and crispness.

CONVENIENT & ENVIRONMENTALLY FRIENDLY

- 375ml bottles
- *Lightweight and resealable*
- *Cools 5x faster than glass*
- *Fully recyclable, with a low carbon footprint*
- *Sustainably farmed*
- *Low in alcohol, big on flavor!*





LA PERLINA



KEY WINE MOSCATO

Aroma: Ripe, warm citrus and stone fruit
Palate: Sweet, intense pear and peach, along with lively bubbles
Finish: Surprisingly crisp, clean, and mouth-watering
Blend: 100% Moscato Bianco

WINERY

Unique Sales Proposition:

Made by award-winning Moscato producer Salvatore Lovo, this is an IGT produced in the heart of Fior d'Arancio, one of Italy's only Moscato DOCGs

Location: Colli Euganei, Veneto
Climate: Moderate continental
Soil: Clay and Volcanic Rock



HISTORY: La Perlina, or “little pearl”, is made in honor of the Mediterranean, recalling myths of old when beautiful mermaids beckoned to sailors from a foamy, bright-blue sea. The “little pearls” also refer to the perlage, or small bubbles in this beautiful Moscato.

TODAY: Salvatore Lovo carries on his family's tradition of producing wines that are exceptionally clean and accessible, full of intense minerality, and brimming with local character. His wife Rita and daughter Silvia are deeply involved in all aspects of the business. They focus on classic varietals and maintain a special fondness for Moscato – it's fair to say they are quite serious about this “playful” wine!

ESTATE: Lovo (aka Terre Gaie) is a modern, world-class winemaking facility, perfect for producing finicky, architectural whites. And yet, the sense of tradition and attention to detail here is palpable. As the owner of one of Italy's most successful mobile bottling companies, Salvatore counts scores of small producers as his friends, and over time they've helped him hone his craft like a well-traveled chef. The only growing zone near Venice with any real altitude, the Colli Euganei subzone is also home to diverse soil types – in this case a blend of volcanic and calcareous clay. Nestled in the foothills of the Alps, this appellation is protected from the harsh weather patterns of continental Europe, and the extra altitude allows for exceptionally fresh, bright white wines. As always with winemaker Salvatore Lovo, vine density remains high, but yields are remarkably low. La Perlina produces approximately 70,000 cases annually.

WINES: Sparkling Moscato, Sparkling Rosé, Pinot Grigio



LA QUERCIA



KEY WINE MONTEPULCIANO

Aroma: Dark plum and a hint of smoke
Palate: Ripe with plush, dark fruit and fresh herbs
Finish: Classic, Old World finish
Blend: 100% Montepulciano

WINERY

Unique Sales Proposition:

Organically grown with yields as low as one bottle per plant

Location: Colli Apruntini, Abruzzo
Climate: Mediterranean
Soil: Mixed Clay



HISTORY: Growing up, Antonio Lamona's family were growers in Abruzzo, but he was the first among them to earn a degree in enology. At first, he consulted winemakers in both his home region and in Puglia, but eventually joined forces with 3 friends and purchased La Quercia. As early as the late sixties - back when there was no environmental movement in Abruzzo - Antonio was firmly committed to sustainable farming and organic wine.

TODAY: These days, La Quercia is entirely self-sustaining. Outstanding wine aside, they produce their own salami, bread, vegetables, olive oil, and cheese. The Teramo region is small and remote, and the area continues to be sparsely populated with classic, salt of the earth farmers. Here in the tiny hamlet of Morro d'Oro, what the rest of the world might consider organic is an age-old way of life!

ESTATE: This 46-hectare estate in coastal Abruzzo is stunning in terms of both its rusticity and its beauty. Perched some 3 km up the hill from the blue Adriatic, it lies in a gorgeous corridor between 9,000-foot mountains and the sea. This pocket also protects the area from major weather systems and allows for amazing consistency from one vintage to the next. All grapes are sustainably farmed, hand-picked, and pressed within two hours of harvest. Wines come from 100% estate grown fruit, with yields averaging just over 1 bottle per plant. Total production is approximately 25,000 cases with 15,000 cases imported into the US.

WINES: Montepulciano d'Abruzzo DOC, Montepulciano d'Abruzzo Riserva DOC, Montepulciano “Colline Teramane” DOCG, Aglianico IGT, Pecorino IGT

The Swift Rise of Winemaker Salvatore Lovo,

working alongside his daughter Silvia, has been both well-earned and remarkable. Established in 2005, the family's 17-hectare single estate lies perched in the lofty Colli Euganei DOC.

LOVO SPARKLING The bubbly trifecta!

*Prosecco DOC
Brut Millesimato*

*Prosecco DOC
Rosé Brut Millesimato*

*Colli Euganei Fior d'Arancio
Spumante DOCG*



NOW AVAILABLE!

Lovo DOC Brut Prosecco Millesimato 187mls
Lovo Frizzante PolyKeg 20ltr!





LOVO



KEY WINE PROSECCO ROSE BRUT MILLESIMATO

Aroma: Red berries and blossoms
Palate: Fresh and crisp, with persistent perlage
Finish: Honest, clean, and refreshing
Blend: 86% Glera, 14% Pinot Nero

WINERY

Unique Sales Proposition:

Made by the man who learned artisanal winemaking from hundreds of Italy's best small producers

Location: Colli Euganei, Veneto
Climate: Continental
Soil: Clay & volcanic rock



HISTORY: The Lovo family's winemaking tradition began with Vittorio Lovo, a WWII veteran who befriended American GI's during the war... and saluted every Yankee he met until the day he passed away. Vittorio worked joyfully in the vineyards every day, and the company began formally exporting wine in 2004.

TODAY: Salvatore Lovo, Vittorio's son, now runs the estate, producing immaculate, mineral-laden wines that are fresh, bright and delicious. Together with his wife Rita and their daughter Silvia, he cultivates classic varietals of NE Italy, but also loves to experiment. A visionary entrepreneur, Salvatore established one of Italy's most successful mobile bottling companies, sending his trucks to small producers all over Italy. Along the way, he became friends with scores of artisanal winemakers, and became an amazing producer in his own right!

ESTATE: Sitting as high as 300 meters, Lovo's vineyard sites are loftier than most others in the eastern Veneto. In addition to the 17 hectares of high-altitude vines that Salvatore owns, the winemaker also has long-term contracts with a number of local, organic-minded families who all farm tiny parcels of 1-3 hectares. In this way, he's able to produce both single estate wines bearing his own name and also pursue a series of other projects – including La Perlina. Soils in this subzone are a mix of clay and volcanic. With vine density up to a whopping 7,000 vines per hectare, Lovo is a wine geek's delight! Production is 16,000 cases of single estate wine per year, with 20% exported to the U.S.

WINES: Colli Euganei Fior d'Arancio DOCG, Prosecco Millesimato DOC, Prosecco Rose Brut Millesimato DOC, "Blossom" Rosso IGT



MACEDON



KEY WINE PINOT NOIR

Aroma: Dark red berries and roses
Palate: Medium-bodied, with fine, velvety tannins
Finish: Medium+, mineral-driven
Blend: 95% Pinot Noir 5% Vranec

WINERY

Unique Sales Proposition:

Old vine Pinot dry-farmed in one of Europe's driest regions

Location: Tikveš, North Macedonia
Climate: Influenced by both Mediterranean and Continental climates
Soil: Rendzina (limestone, sand, & loam)



HISTORY: North Macedonia, the "cross-roads of the ancient world", birthplace to Alexander the Great, and once a part of ancient Greece, is one of the places where human beings first cultivated vines. Despite its numerous agricultural advantages, this small nation's wine industry suffered over several decades under a communist government. In 2007, however, one of the most famous families in Macedonia, the Jordanovs, created the Stobi winery with the essential purpose of restoring honor to their historic winemaking region.

TODAY: Home to the Macedon brand, Stobi is one of the newest, most modern, state-of-the-art wineries in North Macedonia. Mr. Jordanov has spared no expense in his quest to establish his country in the minds of the oenophile world: with solar-powered lighting, gravity-racking, and the best expertise available today, the foundation has been established to become a leading European winery. The property is also home to a Michelin-quality restaurant.

ESTATE: This estate is a spectacular 360° farm, growing everything from wheat to tomatoes to vitis vinifera. Landlocked but near the sea, the dry and breezy vineyards of the Tikveš subzone lie directly where the warm Mediterranean winds from the south clash headlong with the cold Continental front from the north. The result is a pocket with virtually no rain, naturally limiting grape yields due to the vines' extreme reliance on deep water tables. Vineyards span 550 hectares and, despite the arid growing conditions, are all dry-farmed. All wines are made using 100% estate grown fruit. The overall winery produces approximately 300,000 cases per year, including 12,000 cases of the Macedon Pinot Noir.

WINES: Pinot Noir, Cabernet Sauvignon, Cabernet Franc



MARCHETTI



KEY WINE VERDICCHIO DOC

Aroma: Warm citrus with floral notes
Palate: Clean, bright, and zesty with complex minerality
Finish: Balanced and crisp
Blend: 100% Verdicchio

WINERY

Unique Sales Proposition:
30 to 40-year-old vines and a light half-press lend this white uncommon weight and minerality
Location: Castelli di Jesi DOC, Marche
Climate: Mediterranean
Soil: Clay, limestone & sand



HISTORY: The Marchetti winery is brimming with history, with multiple generations of thinkers and innovators each contributing their own layer. Current owner-winemaker, Maurizio Marchetti, was preceded by his great-great-grandfather, Giovanni Bonomi, who was awarded their property in recognition of his valiant fight against Napoleon. In addition to crafting wine, Giovanni became an exotic spice trader, sailing to the Far East over 200 years ago. The 100-year-old castellino ('little castle') on the property still has interior walls commemorating this story with murals of Chinese sailors loading ships with cinnamon, cumin, and paprika.

TODAY: Weaving together art and science, Maurizio (who's also an agronomist) treats each vintage like a canvas, sometimes producing as little as a half-bottle of wine per plant! Toward that end, he forgoes the large presses found in many wineries, preferring instead to use a gentle pneumatic or "flower" half-press for most wines. As Maurizio says with a wink, "butterflies crush my grapes as they fly by with their wings."

ESTATE: The family owns 18 hectares of (mostly) Montepulciano in the Rosso Conero DOC near Ancona. They also have 7 hectares of Verdicchio, located 25 minutes inland in the subzone of Castelli di Jesi. (These lie on the south side of the Esino River.) Vines enjoy 3000 hours of sun per year, mitigated by constant, salty breezes that extend maturation time, allowing grapes to achieve exceptional complexity. 100% Estate-grown fruit is used for Marchetti's wines, and total production remains less than 5,000 cases.

WINES: Verdicchio Castelli di Jesi DOC, Verdicchio Superiore "Tenuta del Cavaliere" DOC, "San Silvestro" Rosso Conero DOC, "Villa Bonomi" Conero Reserva DOCG



MARTOCCIA DI LUCA BRUNELLI



KEY WINE BRUNELLO DI MONTALCINO DOCG

Aroma: Dark cherry, black tea & rosemary
Palate: Full-bodied with dark, cherry-driven fruit and integrated tannins
Finish: Structured, long, & balanced
Blend: 100% Sangiovese Grosso

WINERY

Unique Sales Proposition:
Less than 1 bottle per plant from one of Montalcino's highest altitude estates
Location: Montalcino, Tuscany
Climate: Continental, with SW to SE exposure in central Montalcino
Soil: Calcareous clay with remarkable quartz and fossil content



HISTORY: For years, Mauro Brunelli worked long days, tilling the soils of Biondi Santi (producer of the "original Brunello") and dreaming of owning his own estate. Had he lived in a less prestigious region, that dream might not have been so far-fetched. But he grew up in Montalcino, home to some of Italy's most expensive vineyards. Little by little, he scraped and saved, denying himself nearly every comfort. Finally, in 1996, he had enough money to buy a small plot named "Martoccia" on top of the hill. He immediately set about building a cellar and teaching his son, Luca, the family vocation.

TODAY: These days, Luca's hit his professional stride, consistently earning top marks from critics around the world. Half artist and half mathematician, he hand-crafts his wines in a tiny (but world class) cellar, and his Brunello displays more depth and finesse with each passing season. Stylistically, he walks the very difficult, neo-classical tightrope: light weight that recalls days of old, combined with deeply concentrated, highly accessible fruit.

ESTATE: Covered by forests and olive groves, the property covers 15 non-contiguous hectares, with 6 registered as Brunello DOCG. At an average of 250 meters, vines span the coveted SW side of Montalcino, where they're exposed to sunlight for the entire length of the day and remain protected from cold northern winds. With only 4-5 clusters permitted per plant, yields come in at under 1 bottle per vine. Luca uses only 100% estate grown fruit, and the estate's total production is approximately 8,300 cases.

WINES: Brunello di Montalcino DOCG, Brunello di Montalcino Riserva DOCG, Rosso di Montalcino DOC, Poggio Apricale IGT



MONTE TONDO



KEY WINE SOAVE CLASSICO DOC

Aroma: Stone fruit, citrus, hazelnuts, and slate
Palate: Generous, yet flinty & unoaked
Finish: Mouth-watering, complex, persistent
Blend: 100% Garganega

WINERY

Unique Sales Proposition:
Unique crus and soil types lead to uncommon elegance and a wide array of profiles
Location: Veneto
Climate: Warm and Temperate
Soil: Calcareous clay & limestone



HISTORY: Nestled in the town of Soave lies Monte Tondo, now a third-generation estate. After years of making wine for other people, Aldo Magnabosco decided to forge his own destiny and, in 1979, purchased an incredible 25-hectare property in the hills of Soave Classico. 20 years later, the family added 10 hectares in the Valpolicella Superiore subzone, located on the opposite side of the same hill.

TODAY: Gino Magnabosco carries on the family tradition alongside his 3 children, including the charismatic Marta, who also serves as liaison to the wine community.

ESTATE: Contrasting the large co-ops which dominate the Soave Classico region, Monte Tondo represents the true artisanal minority; not only are their wines low yield, single estate and picked by hand, but in lieu of grapes grown in the vast, alluvial flatlands, their whites hail from various crus on the hillside above the town, each complete with its own unique soil profile. These sites in turn allow the family to create tiers of Garganega-driven wines with a remarkable array of personalities. (Notably, a quarter of the vines are still on their original rootstock!) Garganega plantings extend from 110 to 250 meters, and Corvina from 350-450 meters. Soils range from volcanic tufo to chalk, clay, and limestone - all contributing greatly to the acidity, minerality and ageability of Monte Tondo's whites. Gino and Marta use 100% estate grown fruit for all wines. Total production is approximately 20,000 cases, with 20% imported into the US.

WINES: Amarone DCG, Corvina del Veneto IGT, Garganega Frizzante IGT, Ripasso DOC, Soave Brut DOC, Soave Classico DOC, Soave Classico "Casette Foscari" DOC, Valpolicella "San Pietro" DOC



PALAMÁ



KEY WINE SALICE SALENTINO

Aroma: Dark plum and red earth
Palate: Terroir-driven fruit and tobacco with smooth tannins
Finish: Clean with light, dusty tannins
Blend: 100% Negroamaro

WINERY

Unique Sales Proposition:
Old vine Negroamaro dry farmed in one of Italy's driest regions
Location: Salento, Italy
Climate: 334 days of sun cooled by N African Sirocco winds
Soil: Terra rosa and calcareous clay



HISTORY: Located in the heart of the Salento Peninsula and just south of Lecce, Palamá was founded by Arcangelo Palamá in 1936. A family of ancient Greek origins, the Palamá's are also beloved and accomplished restaurateurs in their hometown of Curtofiano. For 70 years, in fact, they only sold their wine in their own restaurant - until we came knocking on their door!

TODAY: For the past few years, Michele Palamá has been the chief winemaker, working alongside his father, Nini. With perhaps the lowest yields in the entire appellation, Palamá is committed to the highest quality "everyday" wines. Their reds are full-bodied, intense and unctuous, but with admirably restrained alcohol and tannins. While they could achieve ripe fruit in their sleep, the family's real art form lies in control - watching, waiting, and harvesting before grapes overripen, allowing them instead to showcase the Salento's spectacular, dusty terroir.

ESTATE: The family's 18 hectares of vines grow at an average of 80 meters. Since 2018, they have invested in "microclimatic control analysis": starting in June, each varietal and vineyard site undergoes weekly lab analysis to track polyphenols, antigens, sugars and acidity. Harvest dates for each individual site are then based solely upon these results. Primary Negroamaro vines are now 50 years old and the Primitivo 60 years old! Grapes are hand-harvested and dry-farmed, with the vast majority coming from the estate's vineyards. (A small percentage comes from a neighbor's land under long-term contract.) Total annual production is approximately 20,000 cases, with 25% exported to the U.S.

WINES: "Arcangelo" Negroamaro IGP, "Arcangelo" Negroamaro Rosato, "Arcangelo" Salice Salentino DOC, "Arcangelo" Primitivo IGP



**PODERE
CIONA**

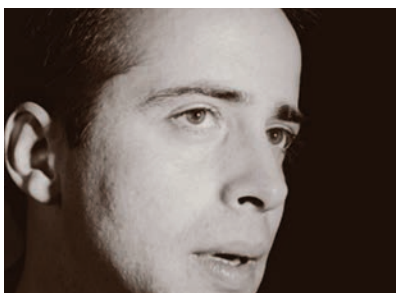


KEY WINE
CHIANTI CLASSICO
RISERVA DOCG

Aroma: Elegant, with dark cherry and woody spice
Palate: Well-balanced, with big, high altitude structure and tannins
Finish: Prolonged, sophisticated, medium+
Blend: 90% Sangiovese, 8% Merlot, 2% Alicante Bouschet

WINERY

Unique Sales Proposition:
Likely the highest winery in the entire Chianti Classico region
Location: Tuscany
Climate: Mediterranean
Soil: Sandstone, clay and marl



HISTORY: Franca and Franco Gatteschi first came to Chianti Classico looking for a place to retire in the late 1980's. High in the forested hills above Gaiole, they found a small and beautiful – albeit rundown – property. Podere Ciona had 5.5 hectares of vineyards, 1 hectare of olive groves and the rest was woodland. There was also an 18th century Tuscan farmhouse on the property that had been abandoned for more than 40 years. After restoring it and adding a pristine cellar, the Gatteschi's began making their remarkable, high altitude wines!

TODAY: The first vintage for Podere Ciona was in 1997 and every year since, the wines have gained in precision, largesse, and elegance. After years of guidance from enologist Stefano Chioccioli, Lorenzo Gatteschi has now taken over the winemaking. Their goal is to allow nature to speak directly in the glass, crafting wines that reveal minimum human impact.

ESTATE: Located in the forested wild between Gaiole and Radda, Ciona is the only estate perched on the dramatic hill named Montegrossi, and (at 590 meters) is likely the highest altitude estate in the entire DOCG. This altitude is critical in achieving long, even ripening and complexity. The family practices sustainable viticulture, with no chemical treatments and no irrigation. All vineyards are oriented south by southwest, with 3 hectares of Sangiovese, 2 of Merlot, and a few rows each of Alicante Bouschet and Cabernet Franc. Lorenzo and family use 100% estate grown, hand-picked fruit. After the cellar was upgraded in 2003, they began producing approximately 2,500 total cases, with 1,000 imported into the US.

WINES: Chianti Classico DOCG, “Le Diacce” Merlot IGT



**PODERI
ELIA**



KEY WINE
BARBARESCO
SERRACAPELLI DOCG

Aroma: Morello cherry, red currant, & spice
Palate: Full bodied, with firm tannins and an elegant structure
Finish: Firm, complex, and long
Blend: 100% Nebbiolo

WINERY

Unique Sales Proposition:
Highest altitude estate in Barbaresco
Location: Neive, Piedmont
Climate: Continental
Soil: White tufo & sand



HISTORY: Poderi Elia was founded in 1890 in the historic hamlet of Neive - specifically in the Serracapelli cru, one of the smallest and highest altitude sites in Barbaresco. Felice Stella inherited the estate from his grandfather, then imparted all of the family's winemaking knowledge to his own grandson, Federico.

TODAY: Federico Stella is an affable yet serious winemaker who is meticulous beyond belief in the cellar. This talented one man show possesses an uncanny instinct for balancing taut structure with smooth tannins and remarkable accessibility. For five generations, the estate has remained intimate, making small batch, single cru wines, but now Federico has added his low, bottle per plant yields to the equation!

ESTATE: Federico has 9 hectares planted, with a majority of vines between 35-50 years old. The half-century old Barbera vines are planted on the SE side of the hill, Nebbiolo on the southern slope, and Dolcetto on the SW slope. The area is so dry that, when it does rain, cracks as deep as 10 meters open up in the ground (Felice lost his keys there once). Wines are neither filtered nor clarified. The Stella family's den serves as “office” and the charming cellar is attached to their garage (also home to a tractor). But make no mistake – the moment one tastes the wines, their seriousness and exceptional quality are undeniable. This unassuming vineyard is the essence of world-class family winemaking. Only 100% estate grown, hand-picked fruit is used, with 6000 total cases made per year.

WINES: Barbaresco “Serracapelli” DOCG, Barbera d'Asti DOCG, Dolcetto d'Alba DOC, Langhe Arneis DOC, Langhe Nebbiolo “Padrun” DOC, Moscato d'Asti DOCG



POGGIO VIGNOSO



KEY WINE CHIANTI

Aroma: Marasca cherry with dark floral notes
Palate: Bright and balanced, with dark cherry, soft tannins, and faraway balsamic
Finish: Slightly dry, easy drinking
Blend: 100% Sangiovese

WINERY

Unique Sales Proposition: Grapes grown just 10km outside of Montalcino, at the hands of Brunello producer Luca Brunelli
Location: Colli Sinesi DOCG, Tuscany
Climate: Mediterranean
Soil: Clay and limestone



HISTORY: While it may seem unusual, Poggio Vignoso Chianti has shifted producers twice in the past 20 years, all the while remaining a true blue, single estate, Small Vineyards brand. While it started further north in Tuscany, with Fattoria Bibbiani, it has now found a long-term home with Luca Brunelli, producer of our favorite, high altitude Brunello.

TODAY: Beginning with the 2019 vintage, Luca Brunelli assumed the helm of our most popular, everyday Chianti. He commutes the 10 quick kilometers from his hilltop home in Montalcino to tend to these vines, planted in a village just outside the Brunello DOCG.

ESTATE: Just northeast of Montalcino as the crow flies, the small town of Torrenieri sits in the Val d'Orcia. This part of the Maremma is known for its ideal growing conditions, and for its rugged, wild beauty. In addition to 300 days of sun, the vineyards receive constant breezes from the sea, some 50 km to the west, allowing the grapes to cool during the hottest part of the day. The resulting Sangiovese is rich, concentrated, and friendly. Luca has 6 hectares planted, all Sangiovese. Grapes are sustainably farmed with no irrigation, then hand-picked. As both the Brunello and the Val d'Orcia designations overlap with Chianti Colli Sinesi, Luca is able to transport grapes to his tiny, pristine cellar in Montalcino. Total annual production for this wine is 8,000 cases.

WINES: Chianti DOCG



WEINGUT FRANK



KEY WINE GRÜNER VELTLINER WEINVIERTEL DAC

Aroma: Meyer lemon, ripe pear, black pepper
Palate: Nuanced, clean and spicy
Finish: Long and bright, with hints of nettle
Blend: 100% Grüner Veltliner

WINERY

Unique Sales Proposition: 10-generation winemaking family and pitch-perfect typicity
Location: Herrnbaumgarten, Austria
Climate: Continental
Soil: Loess (windblown sediment) over clay



HISTORY: For 10 straight generations, the Frank family has hand-crafted wine on their 23-hectare estate in the idyllic town of Herrnbaumgarten. In this part of NE Austria (Niederösterreich), the Bavarians began cultivating vines in the 11th century – and over time, the primary varietal became Grüner Veltliner, the Frank family specialty.

TODAY: Today, the winery remains a true family affair. Harald is chief winemaker and a certified enologist, assisted by his wife Daniela, aunt Johanna, and niece Katrin (who's also studying agriculture in Vienna). Then, of course, there's Harald's father, Adolf, who "more than my formal education, taught me the most important things, because his knowledge is specific to our land." The estate produces relatively small quantities of about 10 different wines, including an array of stunning, ageable, single cru Grüns.

ESTATE: "We have very few big machines in our winery. We are farmers, not industrialists," says Harald. They also use zero irrigation, noteworthy as the Weinviertel DAC is one of the driest growing zones in Austria. This, in turn, promotes terrifically deep root structure underneath their 30 to 40-year-old vines. Due to their sloped property that offers virtually every exposure, the Franks are able to produce highly consistent wines over time. Intensive canopy management and a bit of extra altitude have also helped them maintain their distinctive, cool-climate style: all wines display true typicity, laser-like focus, and a mineral-driven spiciness that is increasingly difficult to find. Total production comes in at about 10,000 cases per year.

WINES: Grüner Veltliner Weinviertel DAC, Grüner Veltliner Johannesberger DAC, Zweigelt Altenberger DAC, Riesling Herrnbaumgarten DAC



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The Spring & Fall Direct Import Series

***Ciao Amici* - Be sure to ask about our Spring and Fall Direct Imports!**

Each year in March, we fly over new-vintage samples and preview exclusive offerings for the summer. This process is repeated in August with a second set of wines designed to arrive in time for the busy winter holidays. As always, this bi-annual pre-sale revolves around some of our most allocated wines, coming and going with the seasonal trade winds. Many are designed to retail at \$20 or under and, regardless of price point, nearly all discoveries are single estate, picked by hand, and terrifically low-yield. Sales videos for the most recent collection of DI wines may be found on the Resources page of our new website!



Have questions? Please feel free to call our home office in Seattle: 206-933-6767