



VOTTO VINES IMPORTING



# IL PICCOLO PRINCIPE

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## STATE OF THE COMPANY

By Michael Votto

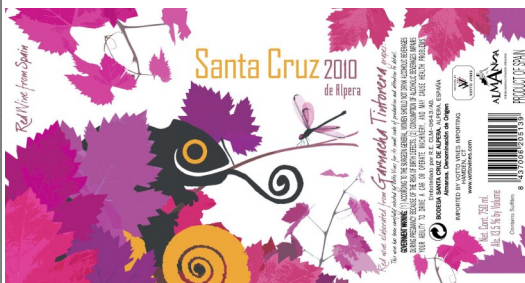
As we approach Thanksgiving and the holiday season, we reflect on the people and events that have shaped our lives and helped develop the entrepreneurial flame that drives our family business. This year, we have a lot to be thankful for as a company: we had nearly a dozen wines from our portfolio earn ratings of 90+ by leading publications Wine Spectator, Wine Advocate and Wine Enthusiast; we guided our second luxury wine estate tour in Italy; we put together the best selling private label wine deal in the world with Warburn Estate and LiveNation on behalf of legendary rockers, AC/DC; and we grew the business nearly 200% in the midst of a continuing economic climate that has stifled many small businesses. Our corporate goals remain unchanged in terms of representing leading family wineries from around the globe and developing high-profile proprietary brands. In 2012, we will launch two music industry proprietary brands in the US with BB King and AC/DC and introduce several newly discovered family wineries. Thank you to all our partners, customers, family and friends for your continuing support and enjoy the holidays! Until next time, viva e beve bene...



## TURKEY DAY WINE

By Leah Votto

For most of us, Thanksgiving Day is all about the turkey. Every other dish on the menu serves to complement, but never to overshadow the main course. So why shouldn't the wine? We are all told that nothing completes a steak like a big, dense Cabernet and that a delicately dry white wine is a perfect match with fish, but what is said about turkey? Is there no perfect match for this dish, the star of Thanksgiving Day dinner? Perhaps, there is not one particular wine that demands to be paired with roasted turkey, however, there are several that are quite happy by its side. While it may be the last wine to come to mind to drink with turkey (or for that matter, anything other than strawberries), Italian prosecco is a fun and creative wine to serve for your Thanksgiving dinner. Sparkling wines are incredibly versatile when it comes to food and wine pairing. They are delicate in flavor so as not to overpower the dish, however, the carbonation prevents them from getting lost, even when drunk next to surprisingly rich dishes. The bubbles are, also, an excellent way to cleanse the pallet, a necessity during what promises to be a lengthy meal, to say the least. Look for an "extra-dry" prosecco, rather than a "brut" as the slight hint of sweetness will highlight the delicate sweetness in the turkey. For those of us white wine drinkers, who habitually find ourselves reaching for the pinot grigio or chardonnay, Thanksgiving Day meal is a great opportunity to try something new. A Soave, which comes from the Veneto, one of the northernmost regions in Italy, promises a good balance of fruit and acidity. The fruit will reveal the natural sweetness in the turkey, while the acidity will counter the richness of the meal. And coincidentally, the red counterpoint to Soave, Bardolino, is an equally pleasing partner for turkey. With ripe, accessible fruit and very little tannin, this wine is sure to be a crowd pleaser. Happy Thanksgiving!



STELLENBOSCH HILLS

*polkadraai*  
2009  
WINE OF ORIGIN POLKADRAAI HILLS  
SOUTH AFRICA  
Pinotage - Merlot

PRODUCT OF SOUTH AFRICA - W. O. POLKADRAAI HILLS    AL 125B BY VOL 750ml  
IMPORTED BY VOTTO VINES IMPORTING    70% PINOCTAGE - 30% MERLOT  
HIL, HARDEN, CT.    connecting the future through wine

POLKADRAAI is the name of the WINNING HEAD connecting the future through wine and is our wine. We pay tribute to all things POLKA, from the DANCE DANCE, to the digital POLKA DOT pattern. Delicately delicious against heavy fruit, from inside to a glass of mood. This wine will make it all taste good!

4129 LAYE ON THE CONTAINS POLKA & NON-ALCOHOLIC SWEETENERS PRODUCED BY STELLENBOSCH HILLS www.stellenboschhills.co.za P 052400 15 19000

GOVERNMENT WARNING: (1) ACCORDING TO THE SURGEON GENERAL, WOMEN SHOULD NOT DRINK ALCOHOLIC BEVERAGES DURING PREGNANCY BECAUSE OF THE RISK OF BIRTH DEFECTS. (2) CONSUMPTION OF ALCOHOLIC BEVERAGES IMPAIRS YOUR ABILITY TO DRIVE A CAR OR OPERATE MACHINERY, AND MAY CAUSE HEALTH PROBLEMS.

# VOTTO VINES EXPANDS OUTSIDE OF ITALY AND INTO THE NEW WORLD (OF WINE THAT IS...)



By Nicholas Votto

With the euro booming until recently, and Votto Vines portfolio limited to our ancestral homeland of Italy, we had a dilemma on our hands: do we keep trying to find value wines and stay strictly in Italy? Or do we expand to other great wine producing regions of the world? Thus the answer came, and in true Votto Vines fashion we expanded to not only one, but three new countries: Argentina, South Africa, and Spain. With new grape varieties and more value-driven wines we've nicely rounded out our selections while still importing the highest-quality Italian wines in the market.

Bodega Santa Cruz de is located in Alpera, Spain near Valencia and about 75 miles west of the Mediterranean Sea. This region is characterized by a hot and dry climate, and an extremely dry limestone soil. This allows for lower grape yields, resulting in a more concentrated fruit. Santa Cruz produces a number of wines from red to white, and rose' to sweet. Currently we are importing a white Verdejo wine, a red Garnacha Tintorera, and a red Crianza wine, which is Garnacha with a hint of monastrell. Here at Votto Vines we've dubbed these wines the "crazy labels" for their distinctive bright colored markings with a chameleon eating a fly....awesome.

In South Africa we're proud to introduce Stellenbosch Hills winery, located east of Cape Town in the beautiful rolling hills, peculiarly named the Polkadraai Range. The Polkadraai wines can be identified by the unique polka dot label gracing each bottle and have the characteristic taste of some of the oldest agricultural soils in the world. The white wine is a blend of French varieties and is made of 70% chenin-blanc and 30% sauvignon blanc. It has beautiful acidity and tropical fruit on the pallet. The red is 70% pinotage, a grape made famous in South Africa, blended with merlot. This wine has dark, rich fruit, is heavy on the pallet while having an up-front berry taste full of earthiness.

The Malbec grape variety has been the hottest wine in the US market for the past few years while Mendoza Argentina has become one of the fastest growing wine regions in the world, ideally it seemed natural for us to try a few wines from there....which brings us to Bodega Los Clop, Votto Vines latest partner. Los Clop is located just outside of Mendoza and they've been producing wine at the vineyard since 1880. While they make a number of varieties at the vineyard, we have chosen to start with importing the traditional Malbec, and the French variety Cabernet Sauvignon. Both of these wines come with great value and distinctively rich flavors.

With the market growing rapidly and customers always seeking new products, we here at Votto Vines see this expansion as an opportunity to open our hearts, minds, and pallets to new and exciting wine regions of the world. Below are the labels for our newly available wines—we encourage you to drink up and enjoy!