



“As is our custom, [our panel] first tasted all 12 wines 'blind,' trying not only to identify our favorites but also to place them as either Tuscan or Piedmontese...

What we can say emphatically is that our panel has never tasted 12 different wines that we rated so consistently outstanding.”

—James Stewart, *Smart Money* Editor on an IWM tasting

Who knows Italian Wine?

With more than 2,000 grape varieties and 27,000 producers, the Italian wine world continues to bewilder wine professionals and enthusiasts alike.

For the last six years Italian Wine Merchants (IWM), under the direction of managing partner Sergio Esposito, has worked diligently to change this trend through its detailed website and weekly e-Letter, its Passport Italian Wine Club, and a carefully selected portfolio of current and vintage Italian bottlings.

Widely considered the leading authority on Italian wine today, Sergio represents an invaluable resource to collectors, enthusiasts, and wine writers. He travels to Italy up to ten times per year and personally sources 100% of IWM's selection. With over 20 years of experience in the industry (as a sommelier, vintage broker, and now at the helm of his brainchild, Italian Wine Merchants), Sergio has established a network of Italian cognoscenti in every region who aid him as he unravels many of the complex issues regarding Italian wine.

In addition to the IWM portfolio of current releases, Sergio has amassed one of the greatest collections of vintage Italian wine in the world. These gems can be obtained through direct consultation with an IWM Portfolio Manager; by joining the Passport Wine Club ("Sergio's Cellar" Passport); or by having an in-house IWM sommelier open them for you in the Vintage Tasting Room or Studio del Gusto. Each lot has been pre-tasted by Sergio himself and all the wines are stored on-site in IWM's temperature-controlled cellar, thus ensuring the quality and integrity of every bottle.

Why Italian Wine?

Americans have long had a love affair with Italy, but even the most sophisticated palates, who have become accustomed to the easily decoded labels of California and other New World wines—or even to the cru systems of Bordeaux and Burgundy—have been daunted by Italy's extraordinary array of regions, varieties, and producers. Italy boasts 900 indigenous varieties: no other wine-producing country in the world offers a wider or more varied selection of wines, winemaking styles, and diversity of terroir. From the semi-dried-grape wines of the Veneto to the cru wines of Piemonte, from the pioneering Super Tuscans of Bolgheri to the famed Brunello of Montalcino, every Italian bottling is a unique expression of its region, terrain, and the culture and people who have produced it.

Why Italian Wine Merchants?

In the spirit and tradition of an old world merchant, Italian Wine Merchants caters to collectors and enthusiasts nationwide by specializing in hard-to-find Italian wines and by providing personalized attention throughout each client's discovery and selection process. Sergio's vision is to provide the highest quality-to-dollar ratio in each price point and to offer a second-to-none level of service in the wine industry. IWM's inventory is stored in a specially designed climate-controlled cellar, guaranteeing that each bottle purchased has enjoyed optimal storage conditions. IWM Portfolio Managers work directly with every client, helping them to create a cellar strategy best suited for their taste preferences and investment objectives.