

*Women
in Wine*

Banville
Wine Merchants



Banville
Wine Merchants

DONNA *DL* LAURA


TOLAINI



LIA TOLAINI BANVILLE

Owner of Banville Wine Merchants, Donna Laura and Tolaini

Lia has held an integral role in the North American wine industry for 25 years. She launched her career in 1997 when she opened a retail wine store in Winnipeg with her sister, Tina Jones. In 2004, Lia founded a national wine importing company, Banville Wine Merchants, based in Manhattan, New York. Today Banville is a top national importer of 40 wineries from Italy, France, Germany, and England with a wholesale division distributing over 750 wines in New York, New Jersey, Virginia, Washington D.C. and Oregon.

Lia also owns the highly-acclaimed Tolaini winery in Tuscany, Italy and in 2006, Lia conceptualized and developed four wines under her own label: Donna Laura.



LIA TOLAINI BANVILLE

Founder and Owner



Lia's passion for wine was initially born during long summer vacations with her Aunt (Zia) Laura in Lucca, Tuscany where cooking and sitting around the family table, eating and socializing over wine, were the most enjoyable parts of her day. Lia launched Donna Laura Wines in Castelnuovo Berardenga in 2004 to honor the legacy of her beloved aunt and mentor, Zia Laura.

DONNA *DL* LAURA

DONNA LAURA

Tuscany, Italy



With each bottle of Donna Laura Wines, Lia captures the essence of conviviality, the Italian tradition of family together at mealtime. Wine is a part of each family meal and is as vital as bread and salt. Focusing on sustainable and organic farming practices that forgo harmful chemicals to insure a vibrant ecosystem, Donna Laura wines are an expression of the native Tuscan varietal, Sangiovese. Balanced and approachable, these wines are ideal for everyday enjoyment and a reminder of family and food and how they are synonymous at the Italian table.



LIA TOLAINI BANVILLE

Owner



Tolaini epitomizes the concept of “family business” and today Pier Luigi’s daughter, Lia Tolaini Banville, is running the estate and preserving her father’s legacy while bringing new ideas and innovation, all while honoring the distinct terroir of Castelnuovo Berardenga.



TOLAINI

Tuscany, Italy

Pier Luigi Tolaini, a native of Tuscany, immigrated to Canada in 1956. He planned to work a few years, make some money, then go back home, buy a farm, marry his high school sweetheart and make some good wine... and not with his feet this time! It took Pierluigi 45 years before he returned with a clear vision of the high quality wine he wanted to make: one of Italy’s best, no less. Pier Luigi found the perfect property in Castelnuovo Berardenga in the southern part of Chianti Classico. Sustainable and organic farming practices are an important focus at Tolaini, as is showcasing Tuscany’s native variety, Sangiovese, with the estate’s single-vineyard Chianti Classico Gran Selezione and Tre Bicchieri-winning Vallenuova Chianti Classico. Pier Luigi had a great passion for Super Tuscan as he loved Bordeaux and the juicier Napa wines of the mid-1990s. His flagship wine, Picconero, is made from Cabernet Franc and Merlot and continues to garner rave reviews.



JULIE BOTT

Co-Founder

Julie Bott grew up in the Northern Rhône Valley of France. She studied International Trade in university and worked abroad in Spain and the United States before returning to France where she worked for famed Rhône producer Stéphane Ogier for seven years as a sales manager. This is where she met her life and business partner, Graeme Bott. Over many years of tastings in France and abroad, Julie was able to meet and learn from winegrowers who generously passed on their knowledge and experiences. Julie is grateful to have swapped the office for a life among the vines and could not be happier with this decision.

BOTT
GRAEME
& JULIE



DOMAINE BOTT

Northern Rhône Valley, France

Julie and Graeme Bott met while working for famed Northern Rhone producer Stéphane Ogier. Their passion for wine was the motivation behind the decision to create their own wine estate in the Northern Rhône Valley and together they planted Viognier and Syrah vines in the appellations of CONDRIEU, CÔTE-RÔTIE, SAINT-JOSEPH and SEYSSUEL.

Initially Graeme and Julie transformed their own garage into a cellar to make their first three vintages, but have now expanded to a cellar in Ampuis, where their goal is to let the terroir of schist and granite express itself fully in their work. Graeme and Julie produce only micro-volumes of wine and favor quality over quantity.



SABINA MOLLARD

Owner and Winemaker

Sabine Mollard grew up on her family's estate in the heart of Chassagne-Montrachet in Burgundy's beautiful Côte d'Or. Initially, she pursued a career as a History and Geography teacher, but in 2002 she went back to school to learn how to be a winemaker. After completing her professional studies, Sabine worked with her parents and the team at Domaine Marc Morey to continue to expand her knowledge of viticulture and enology. Today she is well known for both her aromatic and complex Chardonnay wines and elegant Pinot Noirs.



Domaine Marc Morey & Fils

GRAND VIN DE BOURGOGNE



DOMAINE MARC MOREY

Burgundy, France

Domaine Marc Morey was founded just after the first world war by Fernand Morey. The first vineyard holdings comprised just a couple of hectares in Chassagne-Montrachet. Marc Morey took over in 1944 following his father's death and he quickly expanded the property. He started to bottle directly at the Domaine and Marc Morey et Fils rapidly became a well respected name in the village. Marc's daughter Marie-Josephine and her husband Bernard joined the family business in 1977. Today, Marc's grand-daughter, Sabine Mollard, is in charge of the estate and has been the winemaker since 2003.



SARA ICARDI

Winemaker

Bio on its way.



ORNELLA CORDARA

Owner



Ornella Cordara is the owner of Col dei Venti located in Castiglione Tinella in beautiful

Piemonte. In 1999 she began with a small vineyard in Castagnole delle Lanze where she was a pioneer in farming organically and with biodynamic techniques. In 2003 she bottled her first Barbera d'Asti and in 2005 her first Barbaresco. Col dei Venti has been a chance for Ornella to grow grapes and make wine her way, without asking permission, but also in a more intimate way, afar from the typical business mentality that pushes many to grow bigger and bigger.



COL DEI VENTI

Piedmont, Italy

Col dei Venti's fruit-driven yet age-worthy wines are made from the yield of vineyards covering 12 hectares in the gently rolling Langhe and Monferrato hills. The varied terrain and numerous microclimates allow Ornella and her team to vinify very ripe grapes while judiciously employing new oak to produce consistent wines of distinction. Col dei Venti is committed to using organic and biodynamic farming practices in the vineyard and does not use chemical pesticides or fertilizers.



CATERINA CORDERO

Co-Owner and Marketing

Wine means family to Caterina Cordero, co-owner of Cordero San Giorgio along with her brothers Lorenzo and Francesco Cordero. Caterina grew up in a family where wine was certainly work, but above all, it created moments of sharing and friendship. Born in 1992, Caterina is the youngest in her family and unlike her brothers, who immediately nurtured their passion for wine, Caterina embarked on a completely different course of study. She studied foreign languages at the University of Turin and then continued with a Master's degree in multicultural communication at CBS in Copenhagen. If Caterina had been asked less than a decade ago if she wanted to work in the world of wine, she would have firmly answered no. But precisely because wine means family to her, she decided to get back to her family roots and join in this beautiful new project together with her brothers and family. Caterina works in administration, public relations, and also sales, with the invaluable support of her father, Mario Cordero.

CORDERO
SANGIORGIO



CORDERO SAN GIORGIO

Oltrepò Pavese, Italy

Cordero San Giorgio is a new beginning for three siblings who grew up surrounded by vines and winemaking in Piedmont. Francesco, Lorenzo, and Caterina Cordero have partnered to take over Tenuta San Giorgio after their family heritage and extensive work and study abroad led them to the Oltrepò Pavese to achieve their vision in 2019.

Named for the legend of St. George and the dragon, three of San Giorgio's wines reference mythical dragons and the concept of curiosity, challenging the unknown and triumphing in discovery and knowledge, all experiences that parallel the journey of the Cordero siblings.



**DONATELLA
CINELLI
COLOMBINI**

Founder and Owner

Born into a winemaking family in Montalcino, Donatella initially studied art and jewellery-making and graduated with a degree in the History of Medieval Art. In 1993 she founded the "Movimento del turismo del vino" in Italy and invented "Cantine aperte", a program that encouraged wine tourism and wine tasting. After 14 years of experience in the family business, in 1998 Donatella founded her own estates in Tuscany in Colle in Trequanda and Casato Prime Donne in Montalcino. Donatella is a champion of women in the wine industry and a true pioneer.



**VIOLANTE
GARDINI**

Director of Marketing

Violante Gardini was born in Montalcino and graduated with a degree in Business and Economics from the University of Florence and then pursued a Master's degree from the International Organization of Vines and Wine (OIV). During her studies she had the opportunity to travel and learn about the most famous viticulture sites in the world. Violante now works with her mother, Donatella Cinelli Colombini, as the head of marketing for their estates in Tuscany. She is also active in many wine trade organizations in Tuscany.

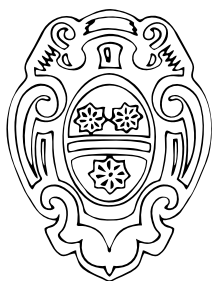


DONATELLA CINELLI COLOMBINI

Tuscany, Italy

Donatella Cinelli Colombini owns two wineries, one in Montalcino and one in Trequanda in the Chianti and DOC Orcia regions. Casato Prime Donne in Montalcino is a property of 40 hectares of which 16 hectares include Sangiovese vineyards and the winery and cellar.

At Donatella Cinelli Colombini all the vintners are women, as is the head winemaker, which is a unique situation in Italy and a beacon of progress for women in the wine business in general.



FARINA



ELENA FARINA

Co-Owner

Elena Farina is co-owner of Farina Family Wines. Her family has a long history in the wine business and she grew up among the vines and in the cellar. Initially she studied psychology at university but after the premature death of her father in 2003 she returned to the family business and joined her cousin and uncle in managing and expanding the winery, specifically in the areas of marketing and hospitality.

FARINA

Veneto, Italy



The Farina family has roots in agriculture and winemaking tracing back to the beginning of the 16th century. Inspired by this long family history, Remo Farina was able to combine the most modern concepts in winemaking technology with ancient, time-tested methods to produce rich, elegant wines. Today the winery is managed by the new generation and continues to produce lovely fresh white wines and exquisite red wines that have great body and balance with a wonderful combination of sweet fruit and traditional dried fruit blended with earthy undertones and a dry complex pleasant finish. Farina's Valpolicella and Amarone wines are among the best-priced quality wines from this region.



ANNE-SOPHIE BEYER

Public Relations and Marketing

Anne-Sophie Beyer represents the 14th generation of the winemaking Beyer family and is the first woman to be part of the family business since its inception in 1580! Anne-Sophie works in public relations and marketing for the winery and participates in launching new products among other endeavors.

Léon Beyer



LÉON BEYER

Alsace, France

Léon Beyer, founded in 1580, is one of the oldest Alsatian family-owned estates. The estate farms 70 hectares 20 of which are estate owned with holdings in two choice grand cru sites; Eichberg and Pfersigberg. The farming is sustainable, and the winemaking is traditional with the use of modern techniques. The range is segmented into five categories; Classics, Réserve, Comtes d'Eguisheim, Vendages Tardives and Sélection de Grain Nobles.



DEBORA BOSONI

Hospitality



Debora was born and raised surrounded by the wine-making tradition of her family, the smell of crushed grapes and fresh soil. A lover of art and beauty, she always admired the creative process of wine-making and followed her father's work closely. After her university studies, she decided to fully embrace the family business. For the past 15 years, Debora has overseen the hospitality at Ca' Lunae, the renovated 18th-century farmhouse that houses a tasting room, a store with local gastronomic delicacies, and a museum of agricultural artifacts to celebrate the winery's rural origins and local traditions. She considers herself the custodian of this history and tradition and strives to transmit the same passion to all the visitors.



LUNAE BOSONI

Liguria, Italy



Located in the easternmost part of Liguria, in an area called Colli di Luni (2km from the border with Tuscany), Lunae Bosoni is a benchmark for Vermentino production. Established in 1966 by Paolo Bosoni, who transformed the winery combining farming wisdom and business acumen. He is now joined by his children Debora and Diego. Lunae currently represents the largest winery in Liguria with an annual total production of approx. 850,000 bottles and a total of 92Ha - 57Ha are family-owned, 15Ha are on long-term leases and the other 20ha are from approximately 150 local growers who, supported by the company's technical staff, contribute their small grape production, keeping alive local traditions and the unique quality of the wine. Vineyards are farmed sustainably (12 ha are biodynamic).



MARION MEURGEY

Administration and Marketing

Marion Meurgey was born in Lyon, the world capital of gastronomy, into a family of Beaujolais wine merchants. She grew up in an environment of good restaurants and the famous Halles de Lyon "Paul Bocuse".

As Marion describes it, "The discovery of wine was a logical continuation!" She spent time in Beaune studying the wine trade and ended up settling there. In 2014, after 10 years of collaboration with Maison Champy, she and her husband, Pierre Meurgey, began their own Burgundy wine production in the cellars of Château de Bligny-les-Beaune. Marion holds an Oenologist Technician diploma from the University of Dijon.

GRANDS VINS *By* DE BOURGOGNE
PIERRE MEURGEY



PIERRE MEURGEY/MEURGEY-CROSES

Burgundy, France

A native Burgundian, fourth generation wine trader, and former director of operations of a well-known négociant in Beaune, Pierre enjoys friendships with the top vintners and vineyard managers in Burgundy to source the finest grapes for his two labels Pierre Meurgey and Meurgey-Crozes, the latter a tribute to his mother Marie-Thérèse Crozes. Pierre is omnipresent in the vineyards from pruning to bud-break to harvest, offering his expertise in organic and biodynamic agriculture while working tirelessly with vineyard managers to oversee the plots destined to become his signature Cote d'Or and Mâconnais wines.



TIZIANA AND GIULIA PARUSSO

Tiziana - Co-Owner and Director of Administration

Giulia - Parusso Adjuvant and Marketing & Events



Since 1990, Tiziana Parusso has managed Parusso with her brother, Marco. She takes care of the administrative/bureaucratic part of the company and manages the employees. In 2019, Giulia, Tiziana's daughter, joined the company, paving the way for the fifth generation of this family-owned winery. Giulia graduated in 2016 from Gastronomic Sciences University, better known as University of the Taste of Slow Food. Together Tiziana and Giulia are responsible for the creation of new labels, company information material and website management. They also take care of the reception of guest, tasting and events in the cellar.

Parusso



PARUSSO

Piedmont, Italy

Located in Bussia, Piemonte, the Parusso family story is one of dedication, passion, and a constant desire to improve through experimentation. Their dedication to their craft drives them to rediscover knowledge, traditions, and the ancient vineyard arts of their ancestors. The history of the Parusso family has evolved over 120 years, from a family of farmers to a family of vintners. Parusso wines continue to garner international acclaim while remaining true to tradition, family values, and ultimately respect for the land that has been in their family for over 100 years.



MICHELA BENIGNI

Export Manager

Michela is the Export Manager of Casa Vinicola Aldo Rainoldi and also part of the family – she is married to Aldo and helps him to manage many aspects of the business. Michela earned her sommelier certification in 2011 and with her background in foreign languages and her love of travel and cooking, she is ideally suited to her role as Export Manager. Michela says that working in a family winery means that she gets to have a 360-degree view and talk not just about her job, but about her life.



RAINOLDI

Abruzzo, Italy



The Rainoldi family has been in the wine business for three generations. Aldo Rainoldi, the original patriarch of the family business, started as a local wine merchant based in Valtellina in the 1920s. In the late 1990s Aldo's grandson returned to the family business after graduating from Turin University with a degree in Viticulture and Oenology. Located in Lombardy in the northern Italian Alps, Valtellina is a network of steeply terraced vineyards that stretches 25 miles from east to west. The vineyards are all south-facing and receive an optimal amount of sunlight making them an ideal place for grape-growing. The vineyards are planted almost exclusively to Nebbiolo. The Aldo Rainoldi winery is located in Casacce near Chiuro in the heart of Valtellina. Valtellina Nebbiolo—known locally as Chiavennasca—produces wines that are aromatic and elegant with significant aging potential.

TAMARA ROBERTS

CEO



Ridgeview CEO Tamara Roberts joined her family's English sparkling wine making business as General Manager in 2004, and become CEO in 2014. Tamara is a qualified chartered accountant and is responsible for the financial management of the business as well as strategy across all other areas from grape to glass and representing Ridgeview to stakeholders and the outside world. In her time at Ridgeview Tamara has overseen the growth of production from 25k bottles per annum to 400k bottles and is currently managing the next growth phase which will see production reaching 600k by 2020. Tamara is the current President of the International Wine and Spirit Competition 2020.



RIDGEVIEW

ENGLAND



RIDGEVIEW

Sussex, England

The preeminent producer of English sparkling wine, Ridgeview Wine Estate was established in 1995 by Christine and Mike Roberts. The estate is located 40 miles south of London, at the base of the chalky South Downs, in the county of East Sussex. From concept to inception, Ridgeview determined to produce only sparkling wines, using traditional methods and varietals, with quality being the top priority.



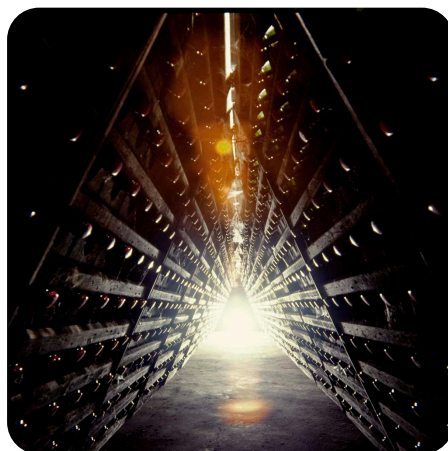
PAOLA RINALDINI

Owner

Paola Rinaldini grew up in her father's restaurant, in Emilia Romagna, a region known for some of the best food in Italy. Paola often says of that 'she grew up behind the stove and aged among the barrels'. With no formal enological training, her experience is all hands-on, from the vineyards to the cellar spanning over 45 years. Her philosophy is based on full respect of what nature has to offer, sustainable vineyard management to pick the best possible grapes and make the best possible wines. In a region surrounded by industrial giants, Paola is proud to keep her winery small, maintain low-yields and set herself apart by making wines that are full of character. Her wines fit perfectly with her exuberant, bubbly and contagious personality. It is thanks to producers like Paola, that Lambrusco is recently going through a renaissance.



AZIENDA AGRICOLA MORO
RINALDINI



RINALDINI

Emilia Romagna, Italy

The Rinaldini estate was originally established in the late 1960s by patriarch, Rinaldo Rinaldini, as a popular, local family restaurant at the foot of the Matilda hills, halfway between Reggio Emilia and Parma. The surrounding land and a winery were meant to supply the successful restaurant with the best wines and freshest produce. Today the restaurant is closed but the winery lives on. Owned and run by Paola Rinaldini, her husband Marco and their son Luca: 15-hectares of high-density, low-yield vineyards, farmed with sustainable, integrated vineyard management.



EMMANUELLE SEBILLET

Project Manager

Emmanuelle Sebillet has loved wine ever since she discovered that all her friends came from areas where grapevines grow. The qualities she values in her friends are similar to those she looks for in her wines: authenticity, strength & intensity.

Light and bubbly for the joyful moments or deep and complex flavours for when life is a little heavier. She needed a wine for any sentiment the day may present, so her best option was to produce them herself.

That's why she never parts with her corkscrew, and her friends open the bottles. As a project manager, she works on marketing and brand identity for Vignamaggio, the historical Chianti Classico winery that inspired her to learn about organic viticulture and oenology. Everyday Emmanuelle and her partner Patrice Taravella find inspiration in their terroir and the scents of the estate.



VIGNAMAGGIO



VIGNAMAGGIO

Tuscany, Italy

Vignamaggio is a historical estate in the heart of Chianti Classico, halfway between Florence and Siena. The farm has a long history, a story weaving the fascinating biographies of all her owners into the adventures of the families that worked there. The wine cellar that has been in operation since 1404 and the estate sprawls over more than 400 hectares, with vineyards, vegetable and ornamental gardens and a taste of la dolce vita for anyone who desires it.



FEDERICA MORRICONE

Owner

Federica Morricone originally studied to be a lawyer but her passion for wine, food and the countryside led her to take over the vineyards of her grandfather Luigi in 1996. Almost immediately she set out to focus on making high-quality wine that starts directly in the vineyard with low grape yields per hectare, a feature that is somewhat unique in a region that often prioritizes quantity versus quality. "Villamedoro l'anima del vino" or "Villa Medoro is the soul of wine" is the motto and driving concept behind Federica's endeavors.

VILLAMEDORO



VILLAMEDORO

Abruzzo, Italy

Villa Medoro is located in Altri, Abruzzo on an estate that now encompasses over 250 hectares, 107 of which are currently planted with vines. Set in the beautiful area of Teramo hills and overlooking the green Adriatic Sea, this area is particularly suited to prime viticulture. Riccardo Cotarella, Italy's leading wine consultant, has been the winemaker since 2003 and Villa Medoro has won many accolades for their wines including Tre Bicchieri awards from the famed Gambero Rosso publication.