



**WOMEN**  
**IN WINE & SPIRITS**  
**27<sup>TH</sup> APRIL – 18<sup>TH</sup> JUNE**

WINE SHOP – LOWER GROUND FLOOR

*Harrods*



**PININO**<sup>®</sup>  
BRUNELLO DI MONTALCINO

**A**NDREA GAMON, Owner

Despite Andrea's Italian ancestry, she herself is originally from Vorarlberg in the westernmost part of Austria. She is a successful business consultant and entrepreneur, with a particular focus on the fashion industry, not only in Italy, but also Austria and Switzerland. In 2003 she bought Il Pinino with her Spanish business partners Max and Silvia Hernandez.



## **A**NDREA GAMON ANSWERS OUR QUESTIONS.

### What made you decide to take this career path?

I am of Italian descent, and my father taught me about good food and wine from an early age. 'La dolce vita' was about finding a hedonistic indulgence in the small things, a homemade meal, the company of friends and family and of course a nice glass of wine. With this background, it was only a small step to become part of a vineyard at some point in my life. Presenting and tasting your own wine and sharing it with friends and customers is a very satisfying profession.

### Who inspires you?

In general, authentic people who pursue their goals with absolute determination, people who refuse to confirm a stereotype. Within the wine industry, it's the winemakers behind the great wines.

### What do you feel are the biggest challenges ahead for the industry?

Firstly, financial challenges caused by an excess supply in the market and the economic crisis creating a pricing pressure on the winemakers. Not everybody will survive this price erosion, that's obvious. Nevertheless, it is essential for me to continue our strategy and strictly adhere to our extremely high standards of quality.

Secondly, I am worried about climate change and its influence on wine production. In Tuscany, we will have severe problems if the summers continue to get warmer and dryer. We will not be able to make Brunello from watered vines, and if it is getting warmer, the Sangiovese grapes will not mature to a quality we need.



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**T**he Pinino estate is to the north of the town of Montalcino, embedded into the beautiful hillside of Montosoli, and area that has been a favourite destination for the wealthy of Montalcino since the 18th century. Pinino was originally founded in 1874 by Tito Costanti, one of Montalcino's public notaries. In 2003 the estate was bought by Andrea Gamon and her partners who have since reinvigorated the estate with the purchase of new vineyards in Canchi and the construction of a modern wine cellar.



### ROSSO DI MONTALCINO

The Rosso di Montalcino has a harmonious and elegant nose exuding delicate spicy notes. The well-balanced palate is laden with red fruits and ripe berries the medium body is given plenty of grip from the smooth tannins. This playful red is a perfect match to red meat and pasta dishes.

Usual Price: £16.50

**Offer Price: £13.50**



### BRUNELLO DI MONTALCINO

With an intense ruby-red colour, and fresh aromas of cherries and raspberries this Brunello is a delight. The palate is rich with expressive tannins and classy fruit shining through, this is swiftly followed by notes of dark chocolate and spices.

Usual Price: £34.95

**Offer Price: £29.95**



### CLANDESTINO BRUNELLO DI MONTALCINO

The name ClanDestino refers to the destiny of the two families and their combined passion for wines. The complex nose has aromas of exotic spices, vanilla and firm fruit. The muscular palate offers lovely notes of black cherry and coffee, the finish is long, leaving a velvety dryness that lingers in the mouth.

Usual Price: £38.50

**Offer Price: £32.50**