

THE PININO WOMEN

Montalcino.- Is the wine business a domain for men? "Not only in wine", says Andrea Gamon, who left the fashion industry in 2003 to enter the world of wine. Together with her partners, she purchased the PININO wine estate in Montalcino. At PININO, both women and men work together as a team to produce the exclusive Brunello and Rosso di Montalcino wines. Andrea, originally from Austria, and her husband Hannes are responsible for the marketing and sales; with the Spanish Silvia and Max Hernández concentrating on the winemaking on-site.

"I, personally, am able to also work well in male-dominated industries. In the end it is not about gender stereotypes, but about the personalities who stand behind a product. And in the wine business these are the vintners – male or female", **Andrea Gamon** puts it. The second woman in the team of PININO, **Silvia Hernández**, comes from a famous Spanish family of actors. This inherent artistic talent helps her in the wine cellar, where she creates the PININO wines together with oenologist Dr. Paolo Vaggagini. "If there is a cliché that fits, than the one, that female intuition and the possibly slightly different sense of taste benefit the wine", she says.

The path leads up

It all began with a shared passion for Italy, wines and especially for Brunello. Andrea Gamon and Max Hernández were colleagues in the fashion industry – working for Replay amongst other brands. It was then that the idea budded between the two and their spouses to produce wine on their own. The winery PININO met the expectations and from 2003 on they have grown their own Brunello with a great enthusiasm. "The path up to the top is not easy, but we are getting closer to achieving our goal – to be placed among the top-wineries of the region", Andrea Gamon points out. "We are very happy about the high ratings of our wines!" The Wine Advocate, Robert Parker, praised PININO Brunello di Montalcino 2006 with the rating of 92 points.

Family ties

Just like many other women, both Andrea Gamon and Silvia Hernández have had to deal with the issue of a work-family balance. "Parenting is something that today both the mother and the father are sharing. This wasn't an issue for me neither", Andrea, whose children are grown-up and go to college, explains. "But still back then I always had a bad conscience and fears that they could miss out on something because of my career. But obviously this is something all working mums know too well." For Silvia, who lives in Spain with her family and has to travel to the winery in Italy or tastings and fairs all over the world on a regular basis, things are similar: "I guess my son Oliver is kind of glad when he can be without me and my husband for some days. We probably miss him more than he misses us." Fortunately she has a big family that stands close to her. With her eight brothers and sisters, there is always someone taking good care of her son Oliver when she is not around, which reassures her a great deal.

The winery IL PININO

To the north of Montalcino, embedded into the beautiful hillside of Montosoli sites the PININO wine estate. The PININO Estate was built in 1874 by the notary Tito Costanti. Nearly 100 years later, in 1950, PININO was inscribed to the Brunello Cadastral Register. Today, 16 hectares are planted with Sangiovese grapes.

The PININO wines

Characteristic for the **PININO Brunello di Montalcino** is the required maturity period of four years (two years in the barrel and then two years in the bottle) before the wine is released. The strong red wine goes well with an array of rich dishes.

The **PININO Rosso di Montalcino** is made from the same grapes as the Brunello. But in the vinification phase this wine has a shorter maturing time and can be enjoyed two years after the vintage. The Rosso di Montalcino is harmonious, elegant and spicy and can be combined with a variety of dishes.

Brunello drinking tip

The Brunello di Montalcino unfolds its full aroma several hours after opening the bottle. The rule of thumb is: for every year the wine needs one hour to develop its aroma. A five year old Montalcino should be opened five hours before the meal.

Distribution

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Suppliers

Europe

Germany: www.belvini.de, Pieroth

Austria: Morandell

Switzerland: Weinkellerei Riegger (www.riegger.ch)

UK: Vinum Ltd. (www.vinum.co.uk), Pieroth

Belgium: Lambrecht Wijnen (www.lambrechtwijnen.be)

Finland: Tampereen Viinitukku Oy

Denmark: Pieroth

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