



Paolo Bea

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Paolo Bea

Montefalco, Umbria
Lazio, Italy

Thirty years ago, a regular customer at the Rosenthal Wine Merchant retail shop presented Neal a bottle of 1985 Montefalco Rosso Riserva from Paolo Bea—a wine he had brought back in his luggage because he wanted so much to share it with him. Neal, no stranger to that sort of pitch, wasn't expecting much, but the bottle so ignited his imagination that he built in a trip to Umbria a few weeks down the road to make the acquaintance of Giampiero, Paolo's young son. The rest, as they say, is history, and Giampiero—both through his own deeply personal wines and his wide-ranging influence—has become a cornerstone of our family of growers. Building on the work of his father—a through-and-through farmer whose Umbrian dialect is so thick as to be nearly incomprehensible to outsiders—Giampiero realized what made Paolo's wines so special and built a philosophy around it: in a series of decades that saw Italian winegrowers enthusiastically embrace modern technology, Giampiero—as co-founder of the ViniVeri ("Real Wine") group—advocated for respectful vineyard work, biodiversity, a de-emphasis on technology in the cellar, nonengagement with professional critics, and an overall trust in old agrarian wisdom.

Bea's wines remain singular—boisterous, unabashedly wild expressions of their undulating, sun-drenched hills of origin, each new vintage of which is eagerly anticipated by a legion of loyal clients. Giampiero's wines always proudly display their vintage: he pointedly resists striving for a consistent "product" from year to year, and the wines are bottled when they're deemed ready rather than according to some schedule. Giampiero relies on patience, and plenty of it, and what is in the bottle is always a full-on reflection of the fruit and the story of the season that birthed it.



Viticulture

FARMING

Certified organic, some biodynamic practices

TREATMENTS

Copper-sulfate only, cover crops sown between the vines

PLOUGHING

Annual ploughing to promote vineyard health

SOILS

Limestone-clay and gravels

VINES

Trained in Cordon (Arboreus vines are trained up trees), vines for Pipparello and Cerrete are at least 20 years old. San Valentino vines are 50 years old. Vines for Arboreus and Lapideus are over 80 years old

YIELDS

Controlled through severe winter pruning and debudding

HARVEST

Entirely manual, late September to late October

Vinification

FERMENTATION

After total destemming, wines ferment spontaneously in stainless-steel tanks without temperature control. Cuvaison lasts 35-60 days

EXTRACTION

Red wines see punchdowns during fermentation

CHAPTALIZATION

None

PRESSING

Vertical basket press

MALOLACTIC FERMENTATION

Spontaneous, following alcoholic fermentation

Aging

ÉLEVAGE

Wines age between 12 months and 5 years in stainless-steel tanks and large Slavonian oak botti

EXTRACTION

Wines remain on their fine lees until assemblage prior to bottling

CHAPTALIZATION

All wines are unfinned and unfiltered.

PRESSING

Applied only at bottling if necessary, with 40-55 mg/l total sulfur

Santa Chiara

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

IGT Umbria Bianco

UVAGGIO

Grechetto (20%), Malvasia (20%), Sauvignon (20%),
Garganega (20%), Chardonnay (20%)

AVERAGE ANNUAL PRODUCTION

4,500 bottles

AVERAGE ALCOHOL BY VOLUME

13,5%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks, spending at least 2 weeks on its skins

PRESSING

Vertical basket press

TIME ON LEES

c. 12-20 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 12-20 months in stainless-steel tanks

PRESS WINE

Blended after pressing

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From co-planted parcels in the Pagliaro vineyard, which faces south and southwest at 1,300 feet above sea level

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late September-early October

In the Glass

Compared to the relatively racy Arboreus and the typically chiseled Lapideus, the Santa Chiara often swaggers out of the bottle with macerated peaches, brassy spice notes, a liberal dash of white pepper, and candied citrus. Despite its somewhat explosive and brash personality, it possesses terrific drive and a focused, tannin-derived sense of architecture.

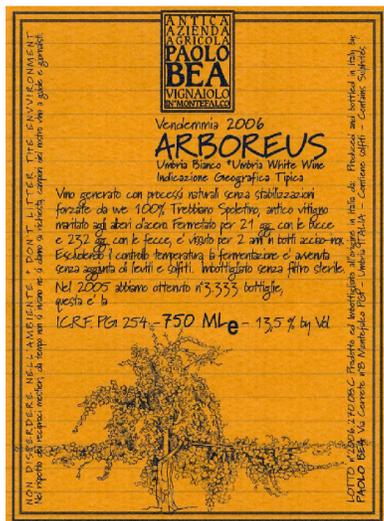
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At a Glance

APPELLATION

IGT Umbria Bianco

UVAGGIO

Trebbiano Spoletino (100%)

AVERAGE ANNUAL PRODUCTION

3,000 bottles

AVERAGE ALCOHOL BY VOLUME

13,5%

AVERAGE RESIDUAL SUGAR

<5g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks, spending at least 2 weeks on its skins

PRESSING

Vertical basket press

TIME ON LEES

c. 24 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 24 months in stainless-steel tanks

PRESS WINE

Blended after pressing

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From multiple sites on the plains and in the low hills near Spoleto, between Montefalco and Trevi. Sites face east and southwest

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained up trees, vines are up to 130 years old and on pre-phyloxera rootstock

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in early October

In the Glass

One of the early success stories in the modern-day revival of skin-macerated white wines, Bea's beloved "Arboreus" originates from exceedingly old Trebbiano vines in the village of Spoleto. A striking instance of non-standard training, these ancient vines wrap themselves around the trunks and branches of trees (hence the wine's name), growing and ripening high above the ground. The wine's palate is chiseled, markedly tannic (though well-balanced), and driven by resonant acidity, with the marzipan and apricot notes echoing strongly.

Lapideus

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

IGT Umbria Bianco

UVAGGIO

Trebbiano Spoletino (100%)

AVERAGE ANNUAL PRODUCTION

1,800 bottles

AVERAGE ALCOHOL BY VOLUME

12%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks, spending at least 2 weeks on its skins

PRESSING

Vertical basket press

TIME ON LEES

c. 24 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 24 months in stainless-steel tanks

PRESS WINE

Blended after pressing

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From a parcel near the commune of Pigge di Trevi

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are 80 years old and on prephylloxera rootstock

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in early October

In the Glass

Giampiero acquired a parcel of 80-year-old Trebbiano Spoletino in the town of Pigge di Trevi several years back. Arising from a cooler microclimate than the Arboreus above, the wines see similar vinifications, yet one yield markedly different results. Lapideus has a leaner, racier carriage than the broad-shouldered Arboreus, with a more precise sense of acidity. A subtle note of honeyed sweetness at the wine's core speaks of its warm-climate origins, and Bea's propensity for wildness reveals itself in a fascinating but ephemeral cheese-rind whisper in its aromatics.

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Rosso de Veo

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

IGT Umbria Rosso

UVAGGIO

Sagrantino (100%)

AVERAGE ANNUAL PRODUCTION

9,000 bottles

AVERAGE ALCOHOL BY VOLUME

14%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks. Cuvaison lasts 40-50 days

PRESSING

Vertical basket press

TIME ON LEES

c. 12 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 12 months in stainless-steel tanks followed by 24 months in large, Slavonian oak botti

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From multiple sloped parcels surrounding Montefalco, primarily the Cerrete vineyard, which sits at the village's highest point

SOIL TYPES AND COMPOSITIONS

Limestone-clay and pebbles

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are younger plants excluded from other Sagrantino bottlings

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in early October

In the Glass

Bea's "Rosso de Veo" (Veo is how family's name is pronounced in the old Umbrian dialect) is a selection of the Bea estate's younger Sagrantino vines, principally from the "Cerrete" vineyard which graces the highest point in Montefalco, between 1300 and 1500 feet above sea level. It is vinified similarly to Bea's single-vineyard Sagrantino offerings, with long macerations and time in cask.

Montefalco Rosso San Valentino

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

DOC Montefalco Rosso

UVAGGIO

Sangiovese (70%), Montepulciano (15%), Sagrantino (15%)

AVERAGE ANNUAL PRODUCTION

9,000 bottles

AVERAGE ALCOHOL BY VOLUME

13.5 - 14.5%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks. Cuvaision lasts 30-40 days

PRESSING

Vertical basket press

TIME ON LEES

Wine remains on fine lees until assemblage prior to bottling

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 36 months in stainless-steel tanks

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From the sloped San Valentino vineyard, near Montefalco at 1,300 feet above sea level

SOIL TYPES AND COMPOSITIONS

Limestone-clay

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are 50 years old

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late October

In the Glass

During a recent visit, Giampiero recounted a meeting with the famous Giuseppe Quintarelli, who told him that a proper maceration requires a minimum of two months—the first for extraction, and the second for elegance (the seeds apparently eat away chemically at the tannins' rougher edges during this period)—and indeed in 2011 the San Valentino spent a full 60 days on its skins. Well-balanced even when approaching 15% alcohol, its exuberant nose is often a maelstrom of Indian spice, black fruits, and sandalwood, with a subtle yet crucial note of volatility—a classic Bea signature—adding lift to the primordial funk.

Montefalco Rosso Riserva Piparello

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

DOC Montefalco Rosso

UVAGGIO

Sangiovese (70%), Montepulciano (15%), Sagrantino (15%)

AVERAGE ANNUAL PRODUCTION

9,000 bottles

AVERAGE ALCOHOL BY VOLUME

15%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks. Cuvaison lasts 40-50 days

PRESSING

Vertical basket press

TIME ON LEES

c. 12 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 12-24 months in stainless-steel tanks followed by 24 months in large Slavonian oak botti

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 40-55 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From the hilltop Piparello vineyard near Montefalco at 1,300 feet above sea level

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are at least 20 years old

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late October

In the Glass

Similarly large-scaled as the San Valentino above, the Piparello is more overwhelmingly brooding, and even more intense in its concentration. The ultra-savory nose is a thick swamp of camphor, black olives, fresh tar, and sandalwood, with pretty high-toned spices lurking in the background. Its palate is arrestingly dense, yet it carries an incredible amount of energy given its overall disposition. This is a rough-and-tumble, wholly uncompromising wine without a polite bone in its body, yet it still manages to be erudite and nuanced—an embodiment of the spirit of the Bea style at its most extreme.

Sagrantino di Montefalco Secco Pagliaro

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

DOC Sagrantino di Montefalco

UVAGGIO

Sagrantino (100%)

AVERAGE ANNUAL PRODUCTION

15,000-20,000 bottles

AVERAGE ALCOHOL BY VOLUME

15%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks. Cuvaison lasts 40-50 days

PRESSING

Vertical basket press

TIME ON LEES

c. 12 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 12-24 months in stainless-steel tanks followed by 24 months in large Slavonian oak botti

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 50-75 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From the the Pagliaro vineyard, which faces south and southwest at 1,300 feet above sea level

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are at least 20 years old

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late October

In the Glass

Bea produces perhaps his most renowned wine from pure Sagrantino grown on the prized hilltop site of Pagliaro, situated at 1300 feet above sea level in Montefalco proper. The only wines that approach Bea's in that regard are perhaps the most unsculpted Syrah-based wines of the Northern Rhône, but even those feel more constrained compared to top vintages of Pagliaro. Similarly large in scale to the Rosso de Veo, this actually presents with greater precision and nuance, its overall attack more subtle but ultimately no less impactful—direct evidence of a great terroir translated with consummate skill.

Sagrantino di Montefalco Secco Cerrete

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

DOC Sagrantino di Montefalco

UVAGGIO

Sagrantino (100%)

AVERAGE ANNUAL PRODUCTION

4,000 bottles

AVERAGE ALCOHOL BY VOLUME

15%

AVERAGE RESIDUAL SUGAR

<5 g/l

In the Cellar

FERMENTATION

After crushing and destemming, wine ferments spontaneously in stainless-steel tanks. Cuvaison lasts 45-55 days

PRESSING

Vertical basket press

TIME ON LEES

c. 24 months

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 24 months in stainless-steel tanks followed by 36 months in large Slavonian oak botti

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 50-75 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From the the Pagliaro vineyard, which faces south and southwest at 1,300 feet above sea level

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are at least 20 years old

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late October

In the Glass

It is difficult to believe that Montefalco Sagrantino can get any more profound than Bea's beloved Pagliaro, but indeed it can. The family has owned a parcel in Cerrete, the highest-altitude vineyard in Montefalco, for some time, but it wasn't until the 2007 vintage that Giampiero deemed the vines old enough to do justice to the cru's potential. With its poor, mineral-rich soils and its acidity-preserving altitude, Cerrete yields a wine not more powerful than Pagliaro—in fact, it comes across as lighter on its feet—but with greater nuance, as if the settings on a microscope were dialed up to render even more detail.

Sagrantino di Montefalco Passito

Paolo Bea

Montefalco, Umbria
Lazio, Italy



At a Glance

APPELLATION

DOC Sagrantino di Montefalco Passito

UVAGGIO

Sagrantino (100%)

AVERAGE ANNUAL PRODUCTION

1,000 - 2,000 bottles

AVERAGE ALCOHOL BY VOLUME

12.5 - 16%

AVERAGE RESIDUAL SUGAR

c. 90 g/l

In the Cellar

FERMENTATION

After several months drying on straw mats, grapes are destemmed and crushed. Wine ferments spontaneously in stainless-steel tanks

PRESSING

Vertical basket press

TIME ON LEES

Wine remains on fine lees until assemblage prior to bottling

MALOLACTIC FERMENTATION

Spontaneous, in tank following alcoholic fermentation

ÉLEVAGE

c. 48 months in stainless-steel tanks

PRESS WINE

Blended after malolactic

FINING AND FILTRATION

Unfined and unfiltered

SULFUR

No added sulfur, with 50-75 mg/l total sulfur

In the Vineyard

PARCEL NAMES, SLOPES, AND LOCATIONS

From multiple sloped hilltop sites surrounding Montefalco

SOIL TYPES AND COMPOSITIONS

Limestone-clay and gravel

VINE AGE, TRAINING, AND DENSITY

Trained in Cordon, vines are at least 20 years old

AVERAGE YIELDS

Controlled through severe winter pruning and debudding, yields range widely vintage to vintage

AVERAGE HARVEST DATE AND TYPE

Manual, usually in late October

In the Glass

Bea's rare and mind-bendingly complex passito (the traditional method for making Sagrantino di Montefalco, in fact) comes from pure Sagrantino harvested at a high sugar levels and left to dry on straw mats completely naturally in the upper level of his grand winery. The final wine delivers a visceral blast of Sagrantino - no essence: spice cake, cured tobacco leaves, peppery black fruits, old leather, and a profound sense of umami. Always released after a significant amount of ageing (thereby increasing its already stunning complexity), it's an idiosyncratic, deeply enveloping wine that feels like a transmission from another era.