

Wine Pleasures

BUYER MEETS IBERIAN CELLAR

BARCELONA, SPAIN

18 – 20 FEBRUARY 2013



LA VINERIE

Company Profile

Import License: Yes

Foundation: 1988

N° Staff: 5

Turnover 2011:

Number of bottles imported in 2011: 100,000

Activity: Retailers

Customers: Private customers, Internet orders

Average order quantity form one supplier (N° bottles): 600

Average N° of Orders from one supplier per year: 1-6

Interested in: • Red, white, rose, organic

Price range: up to 18,00 Euros

Aims & Objectives

Add a few more Iberian wines to the ones purchased at the last edition of Buyer meets Iberian Cellar in Sitges 2012.

GERMANY

Contact Details

Talstrasse, 53

66119 Saarbrücken

info@lavinerie.de

T: +49 681 585 900

Participant:

MARIO PECCHENEDA

Manager

Buyer is currently importing or has imported from the following wineries

Vegalfaro, Vinedos de Nieve, Seis Quintas Martue, Herdade Paco du Conde

RESTOBARS

Company Profile

Import License: Yes

Foundation: 2008

N° Staff: 45

Turnover 2011:

Number of bottles imported in 2011: 600

Activity: Retailers

Customers: Hotel-Restaurants, Private customers

Average order quantity form one supplier (N° bottles): 600

Average N° of Orders from one supplier per year: 2

Interested in: • Red, white, rose, sparkling, fortified, organic

Price range: all

Aims & Objectives

We would like to import directly from the producer

SINGAPORE

Contact Details

01-28/33 Tanglin Mall

163 Tanglin Road

247933 Singapore

Dharam28.3l@gmail.com

T: +65 81395654

Participant:

DHARMENDRA SINGH

Restaurant Manager/Sommelier

PRAKASH TIWARI

Sommelier

Buyer is currently importing or has imported from the following wineries

None as yet

MORENO WINES

UK

Company Profile

Import License: Yes
Foundation: 1960
N° Staff: 4
Turnover 2011:
Number of bottles imported in 2011:
Activity: Importers
Customers: Hotel-Restaurants, Private customers, internet orders
Average order quantity form one supplier (N° bottles):
Average N° of Orders from one supplier per year:
Interested in: • Red, white, rose, sparkling, fortified, organic
Price range: all

Contact Details

26 Macroom Road
London W9 3HY
UK
www.morenowinesuk.co.uk
manuel@moreno-wines.co.uk
T: +44 020 8960 7161

Participant:
MANUEL MORENO
Chairman
ROBIN BARLOW
Buyer

Aims & Objectives

We are the top Spanish Fine Wine Specialist in the UK; We work with all ranges of the UK market: Waitrose, Wine Soc, Majestic, Coop; Regional wholesalers in UK and Ireland; Independents, HORECA. As well as privately.

Buyer is currently importing or has imported from the following wineries

We were founded in the late 1960s by my father; Our exclusive agencies include:

Principe de Viana; Barcelo; Vina Maior; Guelbenzu; Mauro; Alvear; Txacoli; Marfil Alella; Godelia, Covides; Ferriero; Aragonesas, Artiga fustel;

We also work with Italy, Chile, Portugal and Bordeaux.

Please see our websites.

FLYING CORKSREW

UK

Company Profile

Import License: Yes

Foundation: 1997

N° Staff: 4

Turnover 2011: 500,000 GBP

Number of bottles imported in 2011: 50,000

Activity: Importers & Distributors

Customers: Hotel-Restaurants, Private customers, internet orders

Average order quantity form one supplier (N° bottles): 1200

Average N° of Orders from one supplier per year: 6

Interested in: • Red, white, rose, sparkling, fortified, organic

Price range: all

Contact Details

The Old Farm Bailiff's Office

Home Farm

Red Lion Lane

Great Gaddesden

Hemmel Hempstead

UK

www.flyingcorkscrew.co.uk

paulj@flyingcorkscrew.co.uk

T: +44 01442213155

Participant:

PAUL JOHNSON

Director

Aims & Objectives

To start a portfolio of Iberian producers to sell alongside our French and Italian wines.

Buyer is currently importing or has imported from the following wineries

Preignes Le Neuf France, Domaine du Poujol France Chateau Puech-Haut France Tenuta Beltrame Italy
Fattoria Santa Vittoria Italy Vini Plantamura Italy

RICO GROUP

Company Profile

Import License: Yes

Foundation: 1988

N° Staff: 12

Turnover 2011:

Number of bottles imported in 2011: 6,000

Activity: Importers

Customers: Hotel-Restaurants, Private customers, Distributors, Retailers, internet orders

Average order quantity form one supplier (N° bottles): 1800

Average N° of Orders from one supplier per year: 2

Interested in: • Red

Price range: up to 5,99 Euros

Aims & Objectives

Exploring new wineries, new products

LEBANON

Contact Details

2nd Floor-Labban Bldg-Sami

Ave-Badaro – Beirut

Lebanon

www.rico-group.com

ricardo@intracom.net.lb

T: +961 3 340505

Participant:

RIZKALLAH KARAM

CEO

Buyer is currently importing or has imported from the following wineries

Arwa and Vina Olabari, Spain

VIN MUNNEN

Company Profile

Import License: Yes

Foundation: 2007

N° Staff:

Turnover 2011:

Number of bottles imported in 2011: 50,000

Activity: Importers

Customers: Hotel-Restaurants, Private customers, Distributors, Retailers, internet orders

Average order quantity form one supplier (N° bottles): 1800

Average N° of Orders from one supplier per year: 2

Interested in: • Red, White, Rosé, Organic

Price range: up to 11,99 Euros

Aims & Objectives

- 1: Search for good price/quality wines preferably from boutique wineries
- 2: find a few wines at very competitive prices for the HORECA

NETHERLANDS

Contact Details

Hedelfinger, 2

Eijsden 6245 PN

Netherlands

www.vinmunnen.nl

andor@vinmunnen.nl

T: +31 614371327

Participant:

ANDOR VAN MUNNEN

Owner

Buyer is currently importing or has imported from the following wineries

Austria:Tement; Buchegger; Lehner, Italy:Giacomo Vico; Boffa; San Simone, France: Berane, Rene Mure

ILT

Company Profile

Import License: Yes
Foundation: 2004
N° Staff: 1
Turnover 2011: 400,000
Number of bottles imported in 2011: 50,000
Activity: Importers
Customers: Hotel-Restaurants, Private customers, Distributors, Retailers, internet orders
Average order quantity form one supplier (N° bottles): 1200
Average N° of Orders from one supplier per year: 1
Interested in: • Red
Price range: up to 11,99 Euros

Aims & Objectives

Just to find interesting wine, suppliers, to get more info about wine from territory.

Martin Repasky is a major customer of ILT owning a Vinothek.

Buyer is currently importing or has imported from the following wineries

Cattier, Golan Heights Winery, Barkan, Montecastro, Casa Silva, Escorihuela, etc.

SLOVAKIA

Contact Details

Ambrova, 10
Bratislava
Slovakia
www.ilt.sk
ilt@ilt.sk
T: +421 903543994

Participant:
IVAN LACKO
CEO
MARTIN REPASKY
Commercial Director

VINO ESPAÑOL

Company Profile

Import License: Yes
Foundation: 2003
Nº Staff: 1
Turnover 2011:
Number of bottles imported in 2011: 7.500
Activity: Distributors/wholesalers
Customers: Hotel-Restaurants, Private customers
Average order quantity form one supplier (Nº bottles): 200
Average Nº of Orders from one supplier per year: 1,5
Interested in: • Red • White • Rosé • Sparkling • Fortified
Price range: up to 6 - 11,99 Euros

Aims & Objectives

I want to find new producers for my import. En setiembre de 2003 abrimos una tienda de vinos españoles en Göttingen (norte de Alemania). A partir de octubre importamos vinos de bodegas españolas interesantes, que no tienen importadores grandes para Alemania. Normalmente las bodegas son familiares y a veces nuevas en el mercado, pero también trabajamos con empresas grandes de calidad. Dependiendo del carácter familiar y "boutique" de nuestra tienda compramos vinos con personalidad y una vez cantidades de 24 hasta 300 botellas de una bodega. Queremos ofrecer una variedad suficiente para nuestros clientes. La tienda actual se halla en una casa particular y uso de servir a los clientes con preaviso así tengo bastante tiempo para asesorar a clientes aficionados que me interesan más que la clientela de grandes superficies.

Buyer is currently importing or has imported from the following wineries

• Agrícola Aubacs i Solans (Montsant D.O.)* • Aigües minerals de Vilajuïga (Mineralwasser) • Alella vinícola Can Jonc ("Marfil", Alella D.O.) • Avellanes del camp – Infrusec (Mandeln, Nüsse, Nonig)* • Bodega antigua casa de guardia (Málaga d.o.)* • Bodega Cooperativa de Cigales (BCC, Cigales d.o.)* • Bodega Dimobe (Málaga D.O., Sierras de Málaga D.O.)* • Bodega la Serrana (Bierzo D.O.)* • Bodega Vinae Mureri (V D Tierra Ribera del Jiloca)* • Bodegas Aguirre (Rioja[Alavesa] D.O.C.)* • Bodegas César Florido Romero (Jerez D.O., Manzanilla D.O.)* • Bodegas Costers del siò (Costers del Segre D.O.)* • Bodegas Castejón (Vinos de Madrid D.O.) • Bodegas Esteban Castejón (Calatayud d.o.)* • Bodegas Iglesias (Condado de Huelva D.O.)* • Bodegas Lázaro del Corso (Vino de mesa [Yecla])* • Bodegas Privilegio del Condado (Condado de Huelva D.O.) • Bodegas Purísima Concepción (Ribera del Júcar D.O.) • Bodegas San Dionisio (Jumilla d.o.) • Bodegas Toro Albalá (Montilla-Moriles D.O., Auch ökologisch) • Bodegas Valonga (V D Tierra del Valle del Cinca) • Bodegas y Viñedos • Caves Naverán (Penedès d.o.)* • Celler Batea (Terra Alta D.O.) • Coop. del Campo Dulce Nombre de Jesús (Manchuela d.o.)* • Coop. Vinícola de Sarral (Conca de Barberà D.O., Cava D.O.) • Dominio de Basconcillos ("Viña Magna", Ribera del Duero d.o.)* • Empordàlia (Empordà d.o.)* • Finca San Blas ("Labor del Almadeque", Utiel-requena d.o.)* • Llicorella vins (Priorat d.o.c.)* • Pago de las encomiendas (Ribera del Guadiana D.O.)* • Querva comercial (oliven u.ä.)* • Vins la Botera (Terra Alta D.O.)* • Viña Zagros (Cariñena d.o.)* • Viñedos y Bodega pardevalles (Tierra de león D.O.)*

GERMANY

Contact Details

Schlesierring 9
Göttingen, Niedersachsen
D-37085 Germany
www.vino-goettingen.de
vino-goettingen@web.de
T: +49 551 70769321

Participant:
RAINER SACHSENRÖDERT
Dueño

WINE BARROQUE

Company Profile

Import License: Yes
Foundation: 2010
N° Staff: 8
Turnover 2011: 1,010,000 €
Number of bottles imported in 2011: 350,000
Activity: Importers
Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants, Private customers
Average order quantity form one supplier (N° bottles): 50,000
Average N° of Orders from one supplier per year: 12
Interested in: • Red • White • Rosé • Sparkling
Price range: up to 18 Euros

Aims & Objectives

Wine Baroque is a new company although I am in the trade for some 10 years, managing Wine Arcade. This trip is obviously the opportunity to find out whether I could establish a wider wine list for the company since I am in the process of reviewing my wine portfolio.

Buyer is currently importing or has imported from the following wineries

Chateaufeuf du Pape, Maison Brotte (France), Bodegas Fontana (Spain), Vini Ciu Ciu (Italy), Le Torri (Italy)
Bodegas Finca La Estacada (Spain), Vini Tonon (Italy), Clos Pons (Spain)

SINGAPORE

Contact Details

Wine Baroque Pte Ltd
3 Pickering Street,
#01-12 048660
Singapore
jimmy@winebaroque.com
T: + 65-6225 3900
www.winearcade.com

Participant:

JIMMY LER
Managing Director
jimmy@winebaroque.com

IMPORT IBERIA

Company Profile

Activity: Distributors/wholesalers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants
Internet orders

Average order quantity form one supplier (N° bottles): 2,000

Average N° of Orders from one supplier per year: 3-4

Interested in: • Red • White • Sparkling • Certified organically
produced

Price range: • up to 17,99 Euros

Aims & Objectives

We have been importing since 2004 primarily Spanish wines from smaller family run wineries. Our customers are primarily wine shops and higher end restaurants. We are looking to expand to include other wines that are great values and offer something unusual to our customers.

Buyer is currently importing or has imported from the following wineries

Mas Garrian, Priorat, Spain; Bohigas Cava, Catalunya, Spain; Adegas Castrobrey, Rias Baixas, Spain; Rodriguez Sanzo, Spain

USA

Contact Details

Import Iberia

23285 Itasca Ave N
Forest Lake, MN 55025

United States

angel@importiberia.com

T: +507-382-9703

www.importiberia.com

Participant:

ANGEL THORMODSON

Business Manager

angel@importiberia.com

V TRADING

Company Profile

Import License: Yes

Foundation: 2004

N° Staff: 2

Turnover 2011: 4.000.000 JPY

Number of bottles imported in 2011: 160000

Activity: Importers

Customers: Distributors/wholesalers, Hotel-Restaurants

Average order quantity form one supplier (N° bottles): 2400

Average N° of Orders from one supplier per year: 3-4

Interested in: • Red • White • Sparkling

Price range: • up to 11,99 Euros

Aims & Objectives

Last 2 years we have started new business with 2 Spanish wineries directly and still look for some more wineries for expanding our market.

JAPAN

Contact Details

V Trading Co.,LTD.

t.akiyama@v-trading.co.jp

www.v-trading.co.jp

Participant:

TARO AKIYAMA

President

t.akiyama@v-trading.co.jp

Buyer is currently importing or has imported from the following wineries

Bodegas Alcardet, Mas Rodo, Caelum, Pacific Estates, Rutherford Vintners, Villa San Maurice, Sky Vineyards, Tenuta San Guido, Antinori, Moletto, Masseria del Fauno, Bennati, San Marziano, and more.

OVERLAND TRADE

Company Profile

Import License: Yes

Foundation: 1992

N° Staff: 12

Turnover 2011:

Number of bottles imported in 2011: 8.000.000

Activity:

Customers: Distributors/wholesalers, Retailers, Internet orders

Average order quantity form one supplier (N° bottles): varies, from 600 bottles to container

Average N° of Orders from one supplier per year: varies from 600 bottles to containers

Interested in: • Red • White • Sparkling • Fortified

Price range: • up to 11,99 Euros

Aims & Objectives

Looking out especially for wines from Rioja, Ribera, Portuguese

ASIA

Contact Details

Overland Trade

9 rue Paul Lelong

Paris 75002

France

christine@winesoverland.com

T: +33 961611674

www.winesoverland.com

Participant:

CHRISTINE VALLET

Buyer

christine@winesoverland.com

Buyer is currently importing or has imported from the following wineries

Oliveda, Tempore, Felix Solis, Carles Andreu, Acustic,

VIDALCO

Company Profile

Import License: Yes

Foundation: 1999

N° Staff: N/A

Turnover 2011: 1,000.000.00 USD

Number of bottles imported in 2011: 200,000

Activity: Importers

Customers: Distributors/wholesalers

Average order quantity form one supplier (N° bottles): 2-4,000

Average N° of Orders from one supplier per year: 2-3

Interested in: • Red • White • Rosé • Sparkling

• Certified organically produced

Price range: • up to 18 Euros +

Aims & Objectives

To find new producers that is able to provide very unique wines at attractive prices!

USA

Contact Details

Vidalco International, LLC

513 Woodbridge Drive

Charleston, WV 25311

United States

presidentandceo@vidalco.com

T: + 1.30.43.77.10.00

www.vidalco.com

Participant:

CONSTANTIN GEORGE ZAMFIRESCU

President & CEO

presidentandceo@vidalco.com

Buyer is currently importing or has imported from the following wineries

None specified

RMB ASSOCIATES

Company Profile

Import License: Yes

Foundation: 2005

N° Staff: 4

Turnover 2011: -

Number of bottles imported in 2011: less than 100,000

Activity: importers

Customers: Distributors/wholesalers

Average order quantity from one supplier (N° bottles): 1344

Average N° of Orders from one supplier per year: 4

Interested in: • Red • White

Price range: • up to 17,99 Euros

Aims & Objectives

Trying to find some good value wine.

USA

Contact Details

RMB Associates

2872 Antonia Place

GA Kennesaw

United States

robuste@bellsouth.net

T: + 770-794-8566

www.rmbassociates.com

Participant:

RICHARD KAISER

Partner

Buyer is currently importing or has imported from the following wineries

Rotta Wineries, Waterstone, Chantovent, Vellum, Bronco Wines

ANFORS

Company Profile

Import License: Yes

Foundation: 2002

N° Staff: 4

Turnover 2011: 1,2 million

Number of bottles imported in 2011: 200.000

Activity: Importers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants

Average order quantity from one supplier (N° bottles): 5.000

Average N° of Orders from one supplier per year: depends

Interested in: • Red • White • Sparkling • Certified organically produced

Price range: • up to 17,99 Euros

Aims & Objectives

Find new small familiar modern but without loosing tradition working wineries which use mostly autochthones grapes for the region of production.

Buyer is currently importing or has imported from the following wineries

Fillaboa, Eduardo Pena, Mengoba, Pago de los Capellanes, Pagos de Araiz, Felix Lorenzo Cachazo, Murua, Remirez de Ganuza, Pares Balta, Trossos del Priorat, Cerro Gallina, Ximenez Spinola, Suertes del Marques

HOLLAND

Contact Details

Anfors

Postbus 23401

3001 KK Rotterdam

Netherlands

marcel@anfors.com

T: + 0031621590477

www.anfors.com

Participant:

MARCEL VAN TWIST

Buyer/Sales

marcel@anfors.com

SPECIALITY WINES & MORE

USA

Company Profile

Import License: Yes
Foundation: 2006
N° Staff: 1 - FT, 6 - PT
Turnover 2011:
Number of bottles imported in 2011: 75,000
Activity: Importers
Customers: Retailers
Average order quantity form one supplier (N° bottles): 2,500
Average N° of Orders from one supplier per year: 3-4
Interested in: • Red • White • Rosé • Sparkling • Fortified
Price range: up to 5,99 Euros

Aims & Objectives

Continue to add well priced, good value wines, with attractive labels to our portfolio.

Contact Details

Specialty Wines & More
64 Railroad Ave.
Albany, NY 12205
United States
gwy50@aol.com
T: + 518-423-5050
www.specialtywinesandmore.com

Participant:
BRIAN GWYNN
President
gwy50@aol.com

Buyer is currently importing or has imported from the following wineries

San Valentino, Cantina Puianello, Vinicom, Morando, Castlenuovo, Garrigae Vignobles

WIJN IMPORT MODERN

Company Profile

Import License: Yes

Foundation:

N° Staff: 3

Turnover 2011:

Number of bottles imported in 2011: 19658

Activity: Importers

Customers: Hotel-Restaurants- Internet orders- Private customers

Average order quantity form one supplier (N° bottles): 600

Average N° of Orders from one supplier per year: 3000

Interested in: • Red • White • Rosé • Sparkling

Price range: • up to 17,99 Euros

Aims & Objectives

Looking for new wines.

BELGIUM

Contact Details

Wijn Import Modern

Fr. Sebrechtslaan, 54-13

Koekelberg, Belgium 1081

Belgium

info@wijnimport.be

T: +32479507953

www.wijnimport.be

Participant:

LUC LEROUX

Owner

Buyer is currently importing or has imported from the following wineries

Bodegas Viaoliva - Extremadura, Bodegas Monte La Reina, Bodegas L'Arboq, Bodegas Del Medievo Bodegas Valdeguinea - Rioja

LOVE OF FOOD N WINE

DENMARK

Company Profile

Import License: Yes

Foundation: 2000

N° Staff: 135

Turnover 2011: 45 mill DKK

Number of bottles imported in 2011: 100000

Activity: Retailers

Customers: Private customers

Average order quantity form one supplier (N° bottles): 1800

Average N° of Orders from one supplier per year: 6

Interested in: • Red •White •Rosé • Certified organically produced

Price range: • up to 18 Euros +

Aims & Objectives

Looking toward expanding our organic Spanish wine section.

Contact Details

Love of food 'n' wine

Slagterboderne 1

1699/Copenhagen V

Denmark

danna@lofnw.dk

T: + 53747804

www.lofnw.dk

Participant:

DANNA CORKE

Sommelier and CEO of LOFNW

Buyer is currently importing or has imported from the following wineries

Celler El Masroig , Domaine Bassac, Château Husson, Jacques Girardin, Domaine Daventure

HUSTEDVIN

Company Profile

Import License: Yes

Foundation: 1999

N° Staff: 8

Turnover 2011: 2 mil €

Number of bottles imported in 2011: 100000

Activity: Distributors/wholesalers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants
Internet orders

Average order quantity form one supplier (N° bottles): 1-10
pallets

(600 btl - 60000btl)

Average N° of Orders from one supplier per year: 1-10

Interested in: • Red • White • Rosé • Sparkling

• Certified organically produced

Price range: • up to 18 Euros +

Aims & Objectives

Trying to focus more and more towards biodynamic, organic and even natural wines.

DENMARK

Contact Details

Hustedvin ApS

Staldgade 24 1699/Copenhagen V

Denmark

soren@hustedvin.dk

T: +0045 28115952

www.hustedvin.dk

Participant:

SØREN KJÆR RAMSDAHL

WSET lev 3 and KAM, National

Sales manager Hustedvin ApS

soren@hustedvin.dk

Buyer is currently importing or has imported from the following wineries

Bohigas, Ismael Arroye, La Val, Winery Arts (Vintesa)

LAHVINO – ITALIENSK VINIMPORT

DENMARK

Company Profile

Import License: Yes

Foundation: 1997

N° Staff: 1

Turnover 2011: 350,000 – 450,000

Number of bottles imported in 2011: 40,000 – 50,000

Activity: Importers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants, Internet orders, Private customers

Average order quantity form one supplier (N° bottles): 600 – 6,0000

Average N° of Orders from one supplier per year: 1-3

Interested in: • Red • White • Rosé • Sparkling • Certified organically produced

Price range: • up to 18 Euros +

Aims & Objectives

I would like to start to import Iberian wines. I hope to find 1-3 wineries to work with. Especially interesting is producers who can offer a wide price range starting in fx. 2,00-3,00 euro with different wines in different qualities up to maybe 10-15 Euro. But also I am looking for small producers who might have a few but very unique wines. I look primarily for local grapes from the respective areas – of course a lot of intension to Tempranillo - and not very interested in Merlot, Cab.S. and Chardonnay.

Buyer is currently importing or has imported from the following wineries

All Italian - ca. 20-25 wineproducers., fx: Az.Agr. Gorgo, Marco Bonfante, Campagnola, Cascina Adelaide, Pescaja, Pala, etc - see website.

Contact Details

Farvervej, 41

Viborg

8800 Denmark

www.lahvino.com

info@lahvino.dk

T: +45 87257707

Participant:

LARS SØNDERGAARD CHRISTENSEN

Owner

CELLARMASTER WINES

SINGAPORE

Company Profile

Import License: Yes

Foundation:

N° Staff: 16

Turnover 2011: SGD 5 million

Number of bottles imported in 2011: 3,600

Activity: Distributors/Wholesalers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants, Internet orders, Private customers

Average order quantity form one supplier (N° bottles): 1200

Average N° of Orders from one supplier per year: 2

Interested in: • Red • White

Price range: • up to 11,99 Euros

Aims & Objectives

To explore and familiar with Spanish wines and wineries while seeking business opportunity

Contact Details

BLK 219 Henderson Road #02-06

Henderson Ind Park

Singapore 159556

www.cmwines.com.sg

yvonne.kok@cmwines.com.sg

T: +65 67665185

Participant:

SIN WAH LOW

Senior Sales Executive

Buyer is currently importing or has imported from the following wineries

Alejandro Fernan, Arzuaga, Bodegas Muga, Celler Pinol, Condado De Haza, La Rioja Alta, Pago Sierra Cantabria, Teso La Monja, Dominio De Eguire

BARCINO CORPORATION

PHILIPPINES

Company Profile

Import License: Yes

Foundation: 2006

N° Staff: 15

Turnover 2011: 575,609 USD

Number of bottles imported in 2011: 30,000 – 35,000

Activity: Importers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants

Average order quantity form one supplier (N° bottles): 6,000

Average N° of Orders from one supplier per year: 4-6 containers

Interested in: • Red • White • Rosé • Sparkling

Price range: • up to 11,99 Euros

Contact Details

www.barcino.com.ph

mkt@barcino.com.ph

T: +632 6549235

Participant:

TERESA ROSTOLL MIRANDA

President /Tarraco Group

OSCAR BOSCH

Import Director

Bosch_oscar@hotmail.com

Aims & Objectives

To check different wines offered by the wineries and check the possibility of expanding our wine range

Buyer is currently importing or has imported from the following wineries

Gonzalez Byass, Vallformosa, Martin Codax, Emilio Moro, Bodegas Fontana, Ramon Roqueta

BEAUDEGA

Company Profile

Import License: Yes

Foundation: 2005

N° Staff:

Turnover 2011:

Number of bottles imported in 2011: 20,000

Activity: Importers

Customers: Retailers, Hotel-Restaurants, Internet orders, Private customers

Average order quantity from one supplier (N° bottles): 600

Average N° of Orders from one supplier per year: 2

Interested in: • Red • White • Sparkling

Price range: • up to 11,99 Euros

Aims & Objectives

Discover new small and middle size wineries with wines that have an own personality and a fair price/quality.

BELGIUM

Contact Details

www.beaudega.be

info@beaudega.be

T: +32 478888210

Participant:

JOHAN PHILIPPAERTS

Owner

Buyer is currently importing or has imported from the following wineries

Oro de Castilla, Inurrieta, Rejadorada, Grifoll Declara, Enguera, Otero

WINES OF EXCELLENCE

UK

Company Profile

Import License: Yes

Foundation: 2005

N° Staff: 4

Turnover 2011:

Number of bottles imported in 2011: 60,000

Activity: Importers

Customers: Hotel-Restaurants

Average order quantity form one supplier (N° bottles): 4,000

Average N° of Orders from one supplier per year: 4

Interested in: • Red • White • Rose, Sparkling

Price range: • up to 11,99 Euros

Aims & Objectives

To find some wine good value for money. Grape variety wine, Ribeira del Duero, Rioja etc.....

Contact Details

204 Goring Road

Worthing, West Sussex

gillesdubourg@yahoo.com

T: +44 786 643 6569

Participant:

GILLES DUBOURG

Director

Buyer is currently importing or has imported from the following wineries

Vina Ijalba- Logrono Roja, Lola Casado Alavesa Rioja, Alex Corrella Navarra

ALLIED VINTNERS INTERNATIONAL

BELGIUM

Company Profile

Import License: Yes

Foundation: 2003

N° Staff:

Turnover 2011: 9.162.000 €

Number of bottles imported in 2011: Over 2.500.000 bottles

Contact Details

Westpoort, 25

BE 2070 Zwijndrecht (Antwerpen)

Belgium

www.alliedvintners.com

renaat@alliedvintners.com

T: +32 475 828 720

Participant:

RENAAT VERHELST

Director Allied Vintners International

LUDGARDE WYMEERSCH

Director Vintners International Partners

Aims & Objectives

We are Importers & Distributors, selling only to distributors in Belgium, Holland, Germany, Uk, Ireland, Baltic states, Poland, Czech Republic, and other countries mainly in Northern and Eastern Europe.

Import mainly from: France (+600.000), Italy (+500.000), Spain (+350.000), Portugal, Germany, Austria. As well as Chile, Argentina, South-Africa, Australia and New Zealand

Distribution in Belgium, mainly through Het Wijnhuis (www.hetwijnhuis.be)

We are interested in buying all sorts of quality wine in every price range.

We are able to provide our export-clients in Europe within the week, whatever the quantity, (even in mixed pallets) with wines from all over the world, sent from our European Warehouse in Antwerp.

Buyer is currently importing or has imported from the following wineries

WORLD OF WINE GUIDE IMPORTS

USA

Company Profile

Import License: Yes
Foundation: 2011
N° Staff: 8
Turnover 2011:
Number of bottles imported in 2011: 5000
Activity: Importers
Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants,
Internet orders
Average order quantity form one supplier (N° bottles): 1200
Average N° of Orders from one supplier per year: 2-3
Interested in: • Red • White • Rose, Sparkling
Price range: • up to 18,00 Euros

Contact Details

823 NE 19th Avenue Suite #3
Fort Lauderdale
Florida 33304 - 3007
www.worldofwineguideimports.com
rick@worldofwineguide.com
T: +1 954 916 7467

Participant:
RICK MUSICA
President

Aims & Objectives

Add Portugal to existing 2013 Portfolio. Also looking to add 2-3 more producers from Spain.

Buyer is currently importing or has imported from the following wineries

Vines of Mendoza, Cascina Del Pozzo, Domenuil Coroania Segarcia, Cantine Padadiso, Vega De Yuso Cantine Aliani