

Wine Pleasures

BUYER MEETS IBERIAN CELLAR

BARCELONA, SPAIN

18 – 20 FEBRUARY 2013



Workshop Schedule

Day 1 - Monday 18th

18.30 Meet in the Hotel reception
 18.45 Welcome and Introduction to the Workshop Methodology
 19.15 Tasting Workshop wines
 19.45 Complete schedule of meetings with wine producers & more wine tasting
 20.30 Wine matching dinner in the Hotel Masia Bach

Days 2 & 3 Tuesday 19th and Wednesday 20th February

Tuesday 19th February		Wednesday 20th February	
10.00 – 10.25:	Meeting 1	09.15:	Workshop hall opens
10.30 – 10.55:	Meeting 2	09.30 – 09.55:	Meeting 13
11.00 – 11.25:	Meeting 3	10.00 – 10.25:	Meeting 14
11.30 – 11.55:	Meeting 4	10.30 – 10.55:	Meeting 15
12.00 - 12.25: 12.30	Meeting 5	11.00 – 11.25:	Meeting 16
- 12.55:	Meeting 6	11.30 – 11.55:	Meeting 17
13.15 – 16.00:	Lunch & Free time	12.00 - 12.25:	Meeting 18
16.00 – 16.25:	Meeting 7	12.30 - 12.55:	Meeting 19
16.30 – 16.55:	Meeting 8	13.00 – 13.25:	Meeting 20
17.00 – 17.25:	Meeting 9	13.30 – 15.00:	Lunch
17.30 – 17.55:	Meeting 10	15.00	End of Workshop & start of winery visit prog begins
18.00 – 18.25:	Meeting 11		
18.30 – 18.55:	Meeting 12		
19.00	Free time		
20.30 –	Dinner in the hotel		

Day 3 (optional afternoon) Wednesday 20th February – winery visit programme

On the 20th there is a shuttle bus leaving the Hotel at 15.30 which will take us to our first visit which will be **Finca Valldoserra** (DO Cava & Penedès) followed by a visit and dinner at **Mascaró** (DO Cava & Penedès + distilled products)

Next Wine Pleasures Workshop will be BUYER MEETS ITALIAN CELLAR (4 – 6 November 2013), Italy

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FINCA VALLDOSERA Table 1

SPAIN

Winery Profile

Annual Production (Bottles): 90.000
Designation of Origin: DO.Cava and DO. Penedès
Vines: yes **Nº Hectares:** 25 Ha, **Altitude:** 250 m
Exports to: China, US, Belgium, Netherlands, Andorra, Canada (LCBO and SAQ)
Interested in Exporting to: Europe and Asia

Contact Details

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Participant:

JORDI VALLS
 Enologist
enoleg@fincavalldosera.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Cava Subirat Parent Brut	100% Subirat Parent	2009	24	Sparkling	9,90
Nature Reserva Cava MS 4.7 Gran Reserva	45% Xarel lo 30%, Macabeu 10%, Parellada 10%, Chardonnay 5% Subirat Parent	2008	30	Sparkling	5,45
Cava Valldosera Brut Nature Reserva	45% Xarel lo 30%, Macabeu 10%, Parellada 10%, Chardonnay 5% Subirat Parent.	2009	24	Sparkling	4,15
Finca Valldosera Subirat Parent 2012	Subirat Parent 100%	2012			3,50
Finca Valldosera Xarel lo	100% Xarel lo	2012			2,95
Finca Valldosera Collita 2008	65% Merlot, 25% Cabernet Sauvignon	2012	15		4,30

Additional Information

Finca Valldosera is a family winery; we produce cava (sparkling wine) and wines. Our state is located in the "Massis del Garraf" (Catalonia, northeastern Spain), south of Barcelona, near Sitges and the Mediterranean Sea. The unique characteristics of "Massis del Garraf" allow us to offer distinguished wines. Our philosophy is "The wines have to be a clear representation of the territory from where they come".

Finca Valldosera's entire production comes exclusively from our property. Most of the grapes we grow are local varieties such as: Xarel lo, Macabeu, Parellada, Subirat Parent, Ull de llebre (Tempranillo), but there is also Chardonnay, Cabernet Sauvignon, Merlot and Syrah. Our philosophy is to be respectful as possible with the vineyards in terms of vinegrowing techniques, treatments, etc. Finca Valldosera Cavas are some of the [50 Great Cavas 2012 & 2011](#) with very high scores.



BODEGA SAN MAMES Table 2

SPAIN

Winery Profile

Annual Production (Bottles): 300,000

Designation Of Origin: Ribera del Duero & Rueda

Vines: Yes N° Hectares: 350

Exports To: Poland (2,000)

Interested In Exporting To: USA, Denmark, Germany, Holland, UK, Belgium, Mexico, Poland

Contact Details

Ctra Valladolid, s/n

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comercial@bodegasanmames.com

www.bodegasanmames.com

Participants:

IKER ZUBIA

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Doble R	Tempranillo	2011			2,15
Doble R	Tempranillo	2011	5	Fr & Am	3,10
Doble R Crianza	Tempranillo	2009	12	Fr & Am	4,75
Doble R Selected	Tempranillo	2008	18	Fr & Am	820
Vintage					
Doble R Rosé	Tempranillo	2011			1,60

Additional Information

Also Doble R White Rueda 100%Verdejo 2011 – price 2,40

EXPORT MOONWINE Table 3

SPAIN

Winery Profile

Annual Production (Bottles): 700,000

Designation Of Origin: Montsant, Ribera del Duero, Penedès, Rioja, Rueda

Vines: Yes N° Hectares: 40

Exports To: China (21,000), Russia (2,000), Norway (1,200), Switzerland (1,200), Netherlands (1200)

Interested In Exporting To: Belgium (1,200), USA (2,000), Germany (1,200), China (80,000), Denmark (1,200), UK, (7,000), Japan (7,000), Mexico (100,000), Poland (1,200), Brazil (7,000)

Contact Details

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T +34 685 126 314
adiez@exportmoonwine.com
www.exportmoonwine.com

Participants:

ALBERT DIEZ
General Manager
PERE FLORES
Co - owner

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Orto	Carigne (60), Grenache (40)	2011	6	Fr	6,65
Magallanes	Tempranillo	2009	22	Fr	17,50
Negre Franc	Cabernet Franc (65), Cabernet S (25), Sumoll (10)	2009	13	Fr	8,95
Solabal	Tempranillo	2009	18	Am	5,95
Vallis	Tempranillo	2011	6	Am	5,30
Oter de Cillas	Verdejo	2011			4,75

Additional Information

Exporting Sensations through Spanish culinary tradition, natural and healthy products with especially attention to Spanish wines.

EXPORT MOONWINE, S.L. is an Spanish wines export company. The main objectives are to offer our customers Spanish quality wines with: reliability, professionalism, agility and handy service.

DOMAINE DE COUSSESGUES

FRANCE

Table 4

Winery Profile

Annual Production (Bottles): 600,000

Designation Of Origin: Vins de Pays

Vines: Yes N° Hectares: 100

Exports To: Germany (48,000), Belgium (130,000), USA (18,000), China (11,000), Netherlands (43,000), Denmark (10,000), UK (24,000), Japan (3,000), Sweden (2,600), Polynesia (2,800), Mongolia (10,000)

Interested In Exporting To: Belgium (80,000), USA (80,000), Germany (80,000), China (80,000), Netherlands, (80,000), Denmark (80,000), UK, 80,000), Japan (80,000)

Contact Details

Domaine de Coussergues

T +33 0 467 008 000

baronnedecoussergues@hotmail.com

Participants:

ARNOULD BERTIER

PATRICK JUBAULT

CLÉMENT DE BERTIER

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Baronnie de Coussergues	Vermentino (60), Colombard (20), Sauvignon (20)	2012			1,72
Baronnie de Coussergues (Rosé)	Cabernet Franc (70) Cinsault (30)	2012			1,72
Baronnie de Coussergues	Cabernet (70), Merlot (30)	2011			1,72
Baronnie de Coussergues	Chardonnay	2012			2,14
Baronnie de Coussergues	Sauvignon Blanc	2012			2,09

Additional Information

The Domaine de Coussergues is the property of the family Sarret de Coussergues since sixteen 1495. Arnould and Clément de Bertier de Sauvigny manages the estate. It is situated in Béziers (Languedoc) in the valley which dominates the Mediterranean Sea. The Domaine de Coussergues produces a lot of grape varieties: Chardonnay, Sauvignon, Viognier, Marsanne, Vermentino, Cabernet Sauvignon, petit Verdot, Cabernet Franc, Merlot, Syrah, Pinot noir, Marselan. Our wines became the qualitative reference with the professionals all over the world in 20 years from experiences to the export market's.

MAS DEL NEN Table 5

Winery Profile

Annual Production (Bottles): 70,000

Designation Of Origin: DO Conca de Barberà

Vines: Yes N° Hectares: 14

Exports To: Germany (6000), France (2000)

Interested In Exporting To: USA (8000), Europe (12000), Asia (10000)

SPAIN

Contact Details

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ramon@bodegasbellod.com

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Participants:

RAMON BELLOD MAYOR

and

ESTHER DAUMAL MASSANA

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Mas del Nen	Cabernet, Merlot, Syrah, Garnacha	2010	12		
Bellod Blanc de Blanc	Muscat				

Additional Information

None provided.

VIÑEDOS DE ALFARO Table 6

SPAIN

Winery Profile

Annual Production (Bottles): 300,000
Designation Of Origin: DOC Rioja
Vines: Yes **N° Hectares:** 97
Exports To: Australia (1500), China (3000)
Interested In Exporting To: Germany (50000), USA (50000), Denmark (50000), Mexico (50000), UK (50000), Japan (10000), Belgium (25000)

Contact Details

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 26559 Aldeanueva de Ebro (La Rioja)
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www.vinedosdealfaro.com

Participants:

JULIÁN AYUGA MUÑOZ DE LA TORRE
 Manager
 FERNANDO CERROLAZA MARTINEZ
 Export Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Real Agrado Red	Grenache	2012			2,90
Real Agrado Rose	Grenache	2012			2,90
Real Agrado	Viura	2012			2,90
White					
Conde del Real	Grenache (60),	2008	12	Fr & Am	4,95
Agrado Crianza	Tempranillo (30), Mazuelo (5), Graciano (5)				
Conde del Real	Grenache (40),	2008	12	Fr & Am	8,00
Agrado Reserva	Tempranillo (45), Mazuelo (5), Graciano (10)				
Rodiles	Grenache (25), Tempranillo (25), Mazuelo (25), Graciano (25)	2005	18	Fr & Am	15,00

Additional Information

Winery based on its own vineyards, latest technology and excellence. We are basing our work in gather old tradition and the new wine style. The first vineyards were planted in the 1974th, we are now managing 97 hectares in DOC Rioja. The winery building was finished in the 2009th. The main grape variety in the winery is the grenache. The wines are divided in three levels, Real Agrado for monovarietal fresh unoaked wines, Conde del Real Agrado for blended and structured oaked wines, Rodiles for the most selected special wines from the winery.

ARANLEON Table 7

SPAIN

Winery Profile

Annual Production (Bottles):

Designation Of Origin: DO Valencia & Utiel - Requena

Vines: Yes **N° Hectares:** 120

Exports To: Canada (Quebec), Germany, China, Holland, UK, Austria, Switzerland, Belgium

Interested In Exporting To: USA, Canada, Denmark, Finland, Sweden, China, Japan, Brasil, Mexico, Russia

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Participants:

SUSANA MUNILLA
Export Area Manager
JORGE SROUGI
Export Area Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Ahora Aranleon	Bobal, Cabernet, Tempranillo				2,65
Bles Crianza	Monastrell, Cabernet, Tempranillo	2010	6		3,10
Bles Reserva	Monastrell, Cabernet, Tempranillo	2008	12		3,50
Aranleon Solo	Chardonnay, Macabeo, Sauvignon	2012			3,00
Aranleon Solo	Bobal, Tempranillo, Syrah	2008	13		4,50
El Arbol de Aranleon	Monastrell, Cabernet, Tempranillo, Syrah	2008	18		4,50

Additional Information

We own 120 Has of organic vineyards of organic red, white wines , one cava and sweet wine made from both local grapes – Monastrell, Bobal, Tempranillo, Macabeo - and foreign grapes - Merlot, Cabernet Sauvignon , Marselan and Syrah, Chardonnay and Sauvignon Blanc. They belong to the Denominations of Origin Valencia, Utiel Requena and Cava.

One of our red wines, ARANLEON BLES CRIANZA has been granted with a silver medal in the Challenge Millesime Bio 2013

We invite you to visit our web site www.aranleon.com where you will find all our wines with their technical sheets.

HACIENDA ALBAE Table 8

SPAIN

Winery Profile

Annual Production (Bottles): 1,000,000
Designation Of Origin: DO La Mancha & Vinos de la Tierra de Castilla
Vines: Yes **N° Hectares:** 200
Exports To: Germany, China, Mexico, Brazil, UK, Poland, Canada
Interested In Exporting To: USA, Russia, UK, Japan

Contact Details

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Participant:

CARMEN TORRES
Export Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Chardonnay	Chardonnay	2010	6		6,99
Selección	Tempranillo	2007	15		5,05
Selección 60/40	Cabernet	2007	15		5,69
	Sauvignon (60), Merlot (40)				
Hacienda Albae	Tempranillo (90), Syrah (10)	2007	10		3,13
Hacienda Albae 8/8/8	Cabernet	2007	24		20,00
	Sauvignon (55), Merlot (35), Syrah (10)				
Albae Esencia	Chardonnay	2011			2,36

Additional Information

It is a family winery. All the vineyards are owned by the winery. The fermentation takes place in small tanks (max. 50.000 liters) the whole process is controlled from the vineyard to the bottle. We aim to get a place in the market focused on the best quality/price ratio.

QUINTA DA MATA FIDALGA

PORTUGAL

Table 9

Winery Profile

Annual Production (Bottles): 300,000
Designation Of Origen: DOC Bairrada, VR Beiras
Vines: Yes N° Hectares: 32
Exports To: Norway, Sweden, Denmark, Angola
Interested In Exporting To: USA, Russia, Brasil, Asian countries

Contact Details

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luis.ferro@matafidalga.com

Participant:

LUIS FERRO
Export Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
QMF Red	Touriga Nacional (40), Syrah (20), Baga (40)		8	20% of wine in Fr	
QMF White	Chardonnay (40), Bical (40), Arinto (20)			20% of wine aged	
QMF Rose	Baga (60), Touriga Nacional (40)				
QMF Premium Red	Baga (30), Touriga Nacional (40), Syrah (20), Tinta Roriz (10)		12	Fr	
QMF Premium White	Chardonnay (30), Maria Gomes (30), Bical (30), Arinto (10)		6	Fr	
QMF Sparkling White Brut	Chardonnay (5), Baga (10), Arinto (10), Bical (20), Maria Gomes (35)		Min 20		

Additional Information

Quinta da Mata Fidalga is a medium sized producer from the Bairrada region in Portugal that produces still and sparkling wines using only grapes from our own property. We use mainly autochthonous grape varieties, combined with a few international ones such as chardonnay and shiraz. We have restructured our portfolio and packaging to make our wines more appealing for the international consumers and have started our exports 2 years ago. In 2012 we won the tender in Sweden for the Bairrada red wines with our QMF Red 2010. We also have won 2 tenders in Norway with our Bairrada QMF Sparkling White and QMF Sparkling Red. These will be the first Portuguese sparkling wines to be sold in Norway. We are very much interested in new markets and are looking for serious partners..

OLIVEDA Table 10

SPAIN

Winery Profile

Annual Production (Bottles): 2.000.000
Designation Of Origin: DO Empordà, DO Catalunya, DO Cava
Vines: Yes N° Hectares: 240 Ha
Exports To: Belgium (200.000), Colombia (150.000), Japan (50.000), Germany (100.000), Brasil (50.000), Nigeria (20.000), China (200.000), France (50.000).
Interested In Exporting To: USA & Canada (100.000 per country)

Contact Details

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17750 Capmany (Girona)
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comercial@grupoliveda.com
www.grupoliveda.com

Participant:
INGRID TEIXIDOR BECH
Export Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
MO BLANCO	40% Macabeo, 40% Chardonnay & 20% Muscat	2012			
MO CHARDONNAY	100% Chardonnay	2012			
MO TINTO	50% Grenache & 50% Cabernet Sauvignon	2012			
MO CRIANZA	50% Merlot, 40% Grenache & 10% Syrah	2008			
CAVA FAMILIA OLIVEDA BRUT JOVE	Xarel.lo, Parellada & Macabeo				
CAVA FAMILIA OLIVEDA BRUT NATURE RSVA	50% Macabeo + 50% Xarel.lo				

Additional Information

Celler founded in the year 1948. 15 years ago the family restructured its Vineyards in Vilamaniscle, Garriguella and Capmany, introducing such new grape varieties as Merlot, Muscat, Sauvignon blanco to consolidate and improve on the usual native varieties, Grenache and Carignan. Celler is located in a privileged area, between the Pyrenees mountains and the Mediterranean sea. Since its very beginnings, GRUP OLIVEDA's philosophy has been to produce quality wines and cavas.

QUINTA DA DEVESA Table 11

PORTUGAL

Winery Profile

Annual Production (Bottles): 15.000

Designation Of Origin: Douro

Vines: Yes **N° Hectares:** 36 Ha - altitude from 60m to 500m

Exports To: Not yet present in international markets (except Belgium)

Interested In Exporting To: Europe, Brazil, USA, Canada

Contact Details

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5054-909 Peso da Régua

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Participant:

CARLOS MACEDO CUNHA

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T : +351 919 755 252

Name	Grape (%)	Harvest	Ageing (years)	Oak	Price Euros
Porto Quinta da Devesa	Touriga Franca, Tinta Roriz, Touriga Nacional		10	10	12,00
Porto Quinta da Devesa	Touriga Franca, Tinta Roriz, Touriga Nacional		20	20	19,50
Porto Quinta da Devesa	Touriga Franca, Tinta Roriz, Touriga Nacional		30	30	35,00
Porto Quinta da Devesa	Touriga Franca, Tinta Roriz, Touriga Nacional		40	40	55,00
Quinta da Devesa Branco	Malvasia Fina, Viosinho, Fernão Pires	2011			3,50
Quinta da Devesa Tinto	Touriga Franca, Tinta Barroca, Tinta Roriz, Touriga Nacional	2008			3,25

Additional Information

Quinta da Devesa is located in the demarcated Douro region, in the North of Portugal, 10 miles away from Peso da Régua. With 34 hectares planted with the grape varieties recommended for the region, goes from a quota of 60 m up to 500 m high; part facing south, getting an excellent sun exposure, and part facing the buttresses of Marão, where it receives natural fresh winds. This diversity of solar and wind exposure causes different levels of grape maturation, allowing timing of harvest in optimal conditions and producing wines with differentiated characteristics and evolutions.

Situated on a promontory which overlooks the confluence of the rivers Douro and Corgo from where an wonderful sight can be enjoyed, covering the valleys of the rivers and mountains of the 4 districts that surround it.

In July 2012 all Quinta da Devesa Port Wines were awarded golden medals at the Berliner Wine Trophy.

These wines are produced exclusively from lots vinified and aged in Quinta da Devesa since 1941.

MAS D'EN BLEI Table 12

SPAIN

Winery Profile

Annual Production (Bottles): 12.655

3.255 bottles (White wine)+9.400 bottles (Red wine).

Designation Of Origen:

Vines: yes **Nº Hectares:** 5,6 ha. Altitude: from 300 to 600 m.

Exports To: Our winery as it is a new winery, we do not have international distributor yet.

Interested In Exporting To: Europe, Asia, America, Oceania.

Contact Details

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Participants:

MARIO HERREROS RECASENS

Director Comercial

mario@deliterranea.com

JORDI TORRELLA CARDENAL

Enólogo

jorditorrella@gmail.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Clos Martina	White Grenache 84%, Pedro Ximenez 10% and Pansal 6%.	2010	Aged for 6 months with the lees, including "battonage"	Fine-grained and gently toasted French oak.	10,00
Blei	Grenache and Carignan	2010	12	Fine-grained and gently toasted French oak of 300 liters capacity	11,00

Additional Information

"Mas in Blei" is a wine cellar with 17.5 hectares located in La Morera de Montsant. The winery and farmhouse are dated to 1756. They belong to a group of ancient buildings cultural heritage from Siurana's river. The value of agricultural land was recuperated by planting 20,000 vines made following the instructions of the winemaker Jordi Torrella.

Our wines are made mainly with Grenache and Carignan, from grapes grown in our own black slate-like "licorella" stone slopes vineyards, and adequate to the altitude and orientation of the various sectors of the plantation.

CELLER DE L'ERA Table 12

SPAIN

Winery Profile

Annual Production (Bottles): 50,000
Designation of Origin: D.O. Montsant
Vines: yes N° Hectares: 12
Exports to: New Winery. Does not yet export
Interested in Exporting to: All countries

Contact Details

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08006 Barcelona
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info@cellerdelera.com
www.cellerdelera.com

Participants:
MARIO HERREROS RECASENS
JORDI TORELLA CARDENAL

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
MIM	Garnacha, Carineña, Cabernet	2010	14	Fr	

Additional Information

This cellar is in one of the most singular inhabited farmhouse in Montsant's zone, "Mas de les Moreres". In it, the winery "celler de l'Era", with its own 12 hectares of vineyards, has returned the activity of this farmhouse which is documented by 1670. It has lived the comeback to the world of the wine, thanks to the recuperation of ancient vineyards and taking care of the vineyards that were planted 12 years ago. Their vineyards, the wines and the winery have the organic European certification from CCPAE and also the ISO 14.001:04 European certification.

CAN RICH Table 13

Winery Profile

Annual Production (Bottles): 100.000

Designation Of Origen: Vino de la Tierra Ibiza

Vines: yes N° Hectares: 19 ha.

Exports To: Germany, Switzerland, Holland, United Kingdom, Andorra

Interested In Exporting To: Germany, Switzerland, Holland, United Kingdom, Andorra

SPAIN

Contact Details

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07820 Ibiza, Balears

T: + 971803377

info@bodegascanrich.com

www.bodegascanrich.com

Participants:

BLANCA OZCARIZ

Enologa

JUAN RIERA

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Vino Rosado Can Rich	Tempranillo Syrah				4.10
Vino Blanco Can Rich	Chardonnay Malvasia				4.10
Vino Tinto Can Rich	Tempranillo Cabernet Merlot				4.80
Tinto Selección Can Rich	Cabernet Merlot				6.50
Blanco Ereso Can Rich	Chardonnay Malvasia		Yes		9.00
Tinto Lausos Can Rich	Cabernet 100 %				15.00

Additional Information

We also produce olive oil and distilled (17 different herbs from Ibiza)

ENOLOGICA WAMBA Table 14

SPAIN

Winery Profile

Annual Production (Bottles): 25.000

Designation Of Origin: D.O. Rueda and Vinos de la Tierra de Castilla y Leon

Vines: yes N° Hectares: 4.5 hectares, 890 meters above sea level

Exports To: Mexico: (2.000), Canada (1.000) Belgium (3.500)

Poland (3.000), Luxemburg (500), China, HK (2.000)

Interested In Exporting To: USA, Brazil, Mexico, Asian Countries, Germany,

Israel, Japan, Singapore, Philippines

Contact Details

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Participant:

LORENA DIAZ

Sales/Export

lorenadiaz@enologicawamba.es

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Anbisna	100% Tempranillo	2007	8	Fr & Am	6,95
Zarzas	100% Tempranillo	2007	7	Fr & Am	4,65
Zarzas	Tempranillo, Syrah and Merlot	2008	12	Fr & Am	4,65
Lyna	100% Tempranillo	2011	6	Fr & Am	3,85
Ambisna	White wine made of 100% Verdejo	2012			3,95
Lyna	rose, 100% Tempranillo	2011			3,60

Additional Information

We have 4.5 hectares of vineyards planted in high trellis frames of 2.5 x 1, with a high density of plants per hectare for a low production per plant, in order to obtain the higher quality grapes. We have conducted a study of temperature and rainfall over the past 30 years.

Our vineyards are within an altitude of 890 meters above sea level where the temperature difference between day and night is considerable, while allowing maximum sun exposure for plant health, ripening and good fruit set.

In the winemaking we take special care of the five basic steps: harvesting (first selection in the field), crushing and destemming, pressing, fermentation and purification.

We elaborate and produce elegant and well- structured wines with a remarkable identity and we invite you to discover our award winning wines and taste our new vintages in Wine Pleasures 2013!

CELLER HEID & MARQUES

Table 15

Winery Profile

Annual Production (Bottles): 12-15.000

Designation Of Origin: Priorat

Vines: Yes & we also buy grapes **Nº Hectares:** 2 Ha. 300m.

Exports To: Suiza (4000), Belgica (1000), Dinamarca (1000)

Interested In Exporting To: Alemania (2000), USA (2000)

Belgica (3000), Dinamarca (3000), Suiza (4000)

SPAIN

Contact Details

Eduard Toldrà,30
08950 - Esplugues de Llobregat
T: + 34.934.734.844
info@heidmarques.com
www.heidmarques.com

Participant:
JOSEP Mª MARQUÈS HEID
Presidente

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
HEID & MARQUES Criança	Black Grenache 50%, Samsó (Carignan) 40%	2001	14	Fr	8,00
HEID & MARQUES Criança	Cabernet Sauvignon 45% Grenache 25%	2003	14	Fr & Am	5,00
Vinya Marqués Criança	Black Grenache 50%, Samsó (Carignan) 40%	2004	14	50% French 50% American	7,50
Reserva	Black Grenache 50%, Samsó (Carignan) 25%, Merlot 10%.	2006	36	50% French 50% American	9,80
Criança	Cabernet Sauvignon 30%, Black Grenache 45%	2008	36	50% French 50% American	5,00
Collita	Mostly Black Grenache	2010			4,80

Additional Information

None provided

ARDOA WINES Table 16

SPAIN

Winery Profile

Annual Production (Bottles): Several cellars, 60.000 - 350.000

Designation Of Origin: DOC RIOJA, DO MENTRIDA, DO UTIEL-REQUENA

Vines: yes **Nº Hectares:** 45 ha, 20 ha, 70 ha.

Exports To: Europa, Asia, America, (90%)

Interested In Exporting To: Estados Unidos, Alemania, Suiza, Reino Unido, Asia

Contact Details

Las Mercedes 31, 4
48930 Getxo, Vizcaya
T: +34.944.315.872

info@ardoa.com

www.ardoa.com

Participant:

PEDRO AZCUNAGA

Gerente

pedro@ardoa.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Burko Gorri , organic wine, DOC Rioja	Graciano & Tempranillo				
Rebel.lia organic wine, DO Utiel-Requena	35 Garnacha Tintorera 35 Tempranillo, 30 Bobal			4-5	
Vegalfaro organic wine, DO Utiel-Requena	Tempranillo, Merlot,, Syrah			9	
Pasamonte organic wine, DO Utiel-Requena	Garnacha Tintorera			14	
Malpaso DO Mentrída	Syrah			12	
Tres Patas DO Mentrída	80 Garnacha, 20 Syrah			12	

Additional Information

In a globalized wine world all wines tend to taste and look the same. Our wines show the opposite approach: they are made with indigenous grapes such as Graciano, Bobal, Garnacha Tintorera, old Garnachas, representing the local real taste of each of the wine regions, using organic vines and techniques.

BOCOPA Table 17

SPAIN

Winery Profile

Annual Production (Bottles): 4.500.000
Designation Of Origen: D.O. ALICANTE
Vines: yes N° Hectares: 2.000 ha.
Exports To: Germany (231.219), China (158.963), Taiwan (144.451), Switzerland (115.609), Lituania (115.609)
Interested In Exporting To: Brasil, Colombia, Peru, USA, Canada, Mexico,

Contact Details

Paraje Les Pedreres
Autovia A-31, km. 200 - 201
03610 Petrer (Alicante)
T: +34966980489
export@bocopa.com
www.bocopa.com

Participant:

KARINE JURADO
Export Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
ALCANTA RED	Monastrell	2012			1,40
MARINA	100% Moscatel				3,74
ESPUMANTE	Alejandria				
MARINA ALTA	100% Moscatel	2012			3,50
	Alejandria				
LAUDUM NATURE RED	Monastrell, Tempranillo & Cabernet, 13%	2011			2,29
LAUDUM MONASTRELL ESPECIAL	Monastrell 100%,	2006	4	Fr	5,25
LAUDUM NATURE CRIANZA	Monastrell Cabernet & Merlot	2009	12	Fr & Am	3,55

Additional Information

Bocopa, a very important conventional and organic wine producer in Spain. Bocopa is one of the largest Organic wines producers all over the world. Today, it counts 2500 ha with an average output of 3000kg/ha, with an excellent climate as a consequence that make it a unique wine producing area in the world.

There are 6 wine cellars inside the group that produce year after year over 40% of the wine with Denomination of Origin Alicante. Our winery is one of the major player of organic wine production, as a result we are always concerned to work in the respect of the environment.

In 1996 a group of farmers decided start an organic vineyard cultivation project.

The following year: launch of the first organically certified BOCOPA wine.

- Cultivation area of 325 hectares, 20 associated farmers.

- The soil: - varied. - Light with solar refraction and hence - Poor in nutrients and rich in active limestone.

QUMRAN Table 18

Winery Profile

Annual Production (Bottles): 70.000

Designation of Origin: RIBERA DEL DUERO

Vines: Yes & we also buy grapes **Nº Hectares:** 14'5 ha

Exports to: Suiza, Germany, Japon, Dinamarca, United Kingdom, Belgium, Holand.

Interested in Exporting to: USA, Mexico, Brazil, China, Japon, Slovakia, Rusia.

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
QUMRAN ROBLE	Tempranillo	2011	5	Fr	4,00
QUMRAN CRIANZA	Tempranillo	2008	12	Fr	8,50
PROVENTUS BY QUMRAN 2008 VINO DE AUTOR	Tempranillo	2008	18	Fr	18,00

Additional Information

Awards/Premios:

Decanter World Wine Awards año 2010 QUMRÁN Roble 2008 (Medalla de Bronce)

Decanter World Wine Awards año 2010 QUMRÁN Crianza 2006 (Medalla de Plata)

Concours Mondial Bruxelles Año 2011 PROVENTUS 2008 (Medalla de Plata)

Decanter world Wine Awards año 2011 QUMRÁN Crianza 2007 (Mención especial)

QUMRÁN 2008 (Medalla de bronce)

X CONCUSO BACCHUS INTERNACIONAL DE VINOS AÑO 2012

PROVENTUS BY DE QUMRAN 2009

< VINO DE AUTOR> (MEDALLA DE PLATA) 19ª EDICIÓN

CONCOURS MONDIAL BRUXELLES AÑO 2012

PROVENTUS BY DE QUMRAN 2009

< VINO DE AUTOR> (MEDALLA DE PLATA)

QUMRAN ROBLE 2010

MEDALLA DE ORO

SPAIN

Contact Details

Padilla de Duero,
47300 Peñafiel, Valladolid
T: +34.983.882.103/
+34.670.431.454
veronicavv@3vwines.es
www.bodegasqumran.es

Participant:

VERONICA VARELA VILLEGAS
Export Manager

DIAZ BAYO Table 19

SPAIN

Winery Profile

Annual Production (Bottles): 150.000 - 400.000
Designation of Origin: RIBERA DEL DUERO
Vines: yes **Nº Hectares:** 50 Ha, 900 - 950m HEIGHT
Exports to: Germany (15.000), Austria (8.000), UK (7.000), Denmark (5.000) Belgium (3.000), Holland (5.000), South Korea (10.000), Brazil (8.000), Mexico (3.000), Canada (2.000)
Interested in Exporting to: USA (80.000), China (80.000), Russia (20.000), Switzerland (15.000), India (50.000) Singapore (15.000), Taiwan (15.000), Japan (15.000), Philippines (10.000), Hong Kong (15.000), Mexico (25.000), Canada (15.000) Peru(15.000), Colombia (15.000).

Contact Details

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BURGOS, Spain
T: +34 638.296.225
info@bodegadiazbayo.com
www.bodebadiazbayo.com

Participant:
DANIEL SUALDEA DIAZ
Sales Manager

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
DARDANELOS	Tempranillo	2011	4	Fr	3,00
NUESTRO 10	Tempranillo	2010	12	Fr	4,50
NUESTRO CRIANZA	Tempranillo	2008	18	Fr	6,00
NUESTRO 20	Tempranillo	2007	20	Fr	12,00
F.D.B	Tempranillo	2006	28	Fr	30,00
4U	Tempranillo	2009	15	Fr	7,50

Additional Information

Our project is based in the great potential of our vineyards, trying that the soil and the grape variety show their potential. To achieve this goal, the grapes come from our own ecologic and biodynamic vineyards. Delastage, neumatical vertical press, ageing over lees with batonage, malolactic fermentation in the barrel, new French oak barrels... make our wines expressive and unique, but above all, they carry the family tradition of more than 10 generations dedicated to viticulture and wine making in Ribera del Duero (Spain).

Everything is based on working methods that are environmentally friendly and fully sustainable, to not compromise the future of coming generations.

PAGO DE LARREA Table 20

SPAIN

Winery Profile

Annual Production (Bottles): 90.000
Designation of Origin: D.O.C. RIOJA
Vines: yes N° Hectares: 15Ha.
Exports to: Holland (5.000), Belgium (7.000), United Kingdom (5.000)
Interested in Exporting to: Switzerland (10.000), Austria (10.000), Czech Republic (10.000), Germany (10.000)

Contact Details

Canton de la Concepción 6
01340 ELCIEGO (ALAVA)
T: + 34 945 606063
+ 34 630 022223
export@pagodelarrea.com
www.pagodelarrea.com

Participants:

BELÉN LARREA QUEMADA
Export Manager
export@pagodelarrea.com
LUIS LARREA QUEMADA
Gerente
luis@pagodelarrea.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
CAECUS JOVEN	95%Tempranillo y 5% Garnacha	2012			3,00
CAECUS CRIANZA	100% Tempranillo	2009	12		5,00
8 DE CAECUS VINO DE AUTOR	100% Tempranillo	2008	18		7,50
CAECUS RESERVA	100%Tempranillo	2007	20		9,00
CAECUS VERDERON	95%Viura Y 5% Malvasia	2012			4,00

Additional Information

The winery came about thanks to the efforts of a team led by Luis Larrea, a wine entrepreneur who has passed on to his family all the necessary knowledge as well as the secrets behind the production of good wine. Each member of the family shares this same enthusiasm, and each carries out their own tasks, starting with looking after the 50,000 vine stocks that make up the family vineyard.

The 'La Romañíguez' estate, located deep in the heart of Elciego, comprises 15 hectares, the average age of the vines being over 30 years. The predominant grape variety here is Tempranillo (95%) with the remaining 5% consisting of Garnacha. The estate's proximity to the winery, the properties of the soil and its marked geographic delimitation, guarantee the quality of the grapes, which thus produce a great wine: CAECUS.

CLOS PONS Table 21

SPAIN

Winery Profile

Annual Production (Bottles): 220.000
Designation of Origin: Costers del Segre
Vines: yes N° Hectares:
Exports to: USA, Canada, Belgium, Germany, Holland, Russia, China
Interested in Exporting to: USA, Canada

Contact Details

L'Albages – Crta. LV-7011, KM 4,5
 25155 Lleida – Spain
 T: +34 973-730-525
export@grup-pons.com
www.clospons.com

Participant:
 KATI WIEKIERA

Name	Grape (%)	Harvest	Ageing	Oak	Price €
ALGES RED WINE	Tempranillo, Garnacha, Syrah,	2009	9	1st and 2nd year oak barrels 80% French, 20% American	0,75 L - 6 1,5 L - 15
ROC NU RED WINE	Tempranillo, Garnacha, Cabemet Sauvignon,	2009	14	Fr	0,75 L-11,90 1,5 L-26
SISQUELLA WHITE WINE	White Garnacha, Albariño, Moscatel de Alejandria,	2011	4	Fr	0,75 -5,60 1,5 L - 14,30
809 RED WINE	100% Marcellan	2009	18	New Fr	30
ROC DE FOC WHITE WINE	100% Macabeo,	2011	12	Fr	11.90

Additional Information

CLOS PONS winery is located in Les Garrigues district, in the south of the province of LLeida, in the towns of L'Albages and la Pobla de Cérvoles. The landscape is outlined by olive and almond trees and distinguished by its dry, arid soil. The olive tree is the most widespread crop in the region. The typical olive tree variety is the Arbequina, which has a small, round olive that produces high quality oil.

The Set River, the most important river in the district, originates, in the heart of Serra de la Llena, but most of the year it is dry due to the arid and continental climate.

The land and the climate are CLOS PONS' identity signs, born with the aim to express Les Garrigues' sensory richness in each single bottle.

A low rainfall, extreme temperatures, rough land and poor organic soils defined by different mineral compositions represent the suitable setting to produce high quality wines.

MONTREAGA Table 22

SPAIN

Winery Profile

Annual Production (Bottles): 300.000
Designation of Origin: Vino de la Tierra de Castilla
Vines: Yes & we also buy grapes
Nº Hectares: 83Ha, Altitude: 755m
Exports to: China (150.000), Japan (30.000), Poland (7.000) Guatemala (10.000), Sweden (22.000).
Interested in Exporting to: China, USA, Belgium, Germany, Ireland, United Kingdom, Slovakia, Slovenia, The Netherlands, Malta, Latvia, Rusia, India, Mexico, Panama, Malaysia, Singapur, Taiwan.

Contact Details

Carretera N-420 Km. 333,200
 16649 Monreal de Llano
 (CUENCA)
 T: +34.658568287
administracion@mont-reaga.com
www.mont-reaga.com

Participant:
 FRANCISCO JOSÉ GISMERO
 FERNÁNDEZ

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
TEMPO	50% Cabernet Sauvignon & 50% Merlot	2008	6	Fr & Am	3.63
TEMPO LA ESPERA	70% Cabernet Sauvignon & 30% Merlot	2005	18	Fr & Am	6.55
LA ESENCIA	100% Syrah	2004	12	Fr & Am	8.25
CLÁSICO	100% Syrah	2006	18	Fr & Am	12.24
LAS LIRAS	100% Cabernet Sauvignon	2004	24	Fr & Am	19.80
FATA MORGANA NATURAL SWEET WINE	100% Merlot	2008	12	Fr & Am (1500 l)	19.80

Additional Information

MONT REAGA is a family winery founded in 2003. In a few years it has taken the lead in developing high quality wines for quality, presentation and price. Situated in a beautiful spot in Cuenca, between Mota del Cuervo and Belmonte, the meeting point for wine lovers.

MONT REAGA is more than time for research, dedication and effort. It's Essence, Refining and Balance.

The wines are produced with the D.O. "Vino de la Tierra de Castilla." MONT REAGA wines are distributed and marketed domestically and internationally.

The whole process of development, aging and bottling of wine is certified in IFS and BRC, thus complying with international quality standards in the food industry. MontReaga has the grapes on clay and limestone soil.

Grapes varieties: Cabernet Sauvignon, Merlot, Syrah, Tempranillo and Sauvignon Blanc.
 MontReaga use French and American oak barrels. For more information visit us at www.mont-reaga.com

COTO PELAYO Table 23

SPAIN

Winery Profile

Annual Production (Bottles): Depending on the winery.

From 20.000 to 300.000 bottles

Designation of Origin: Rueda, Toro, Priorat, Montsant, Ribera del Duero, Rias Baixas and Ribera del Guadiana.

Vines: N° Hectares:

Exports to: China, Venezuela, Mexico

Interested in Exporting to: USA, Brazil, Austria, Japan, Singapore, Switzerland, Colombia

Contact Details

Abdón Terradas, 5 Local

28015 MADRD

T: +34 915435454

lgonzalez@cotopelayo.com

www.facebook.com/CotoPelayo

Participants:

LAURA GONZÁLEZ

Export Director

MARIA CASTILLA & ESTELA DOMÍNGUEZ

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Mas Ciurana Priorat & Montsant Iturria Toro	Garnacha, Tempranillo, Cariñena, Syrah 100% Tinta de Toro	Several 2009-2010	Yes Yes	Yes Fr	4-12 5.50 - 10
Viyuela, Signature Wine Line & Classic Line	100% Tempranillo	Several	Yes	Fr & Am	2.50 - 13
Ribera del Duero Bouza do Rei Rias Baixas	100% Albariño	2011/2012	No		4-8
Carabal Ribera del Guadiana	Syrah, Cabernet Sauvignon, Tempranillo and Graciano	Several	Yes	Fr	5-8
Caraballas Rueda	100% Verdejo	2012	No		5.50-10

Additional Information

Coto Pelayo is an export association of wineries built up with the purpose of helping the wineries to get into export markets. The winery profile that compose Coto Pelayo are small and medium small size, where quality is the flagship. We have a wide variety of wines from Spain, France, Mexico and Argentina.

COTO PELAYO Table 24

SPAIN

Winery Profile

Annual Production (Bottles): Depending on the winery.

From 20.000 to 300.000 bottles

Designation of Origen: Valtiendas, Ribera del Duero, Sherry, Rioja, Tierra de Leon, Monterrei.

Vines: yes N° Hectares:

Exports to: Venezuela, Mexico

Interested in Exporting to: USA, Brazil, Austria, Japan, Singapore, Switzerland, Colombia, China

Contact Details

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28015 MADRD

T: +34 91 543 54 54

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lgonzalez@cotopelayo.com

www.facebook.com/CotoPelayo

Participants:

LAURA GONZÁLEZ

Export Director

MARIA CASTILLA & ESTELA DOMÍNGUEZ

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Valdeviñas-Mirat Ribera del Duero Roberto Amillo Collection- Sherry	100% Tempranillo	2001- 2005 more than 40 years	Yes Yes	Fr	6-18 40
Quinta do Buble Monterrei	Mencia & Godello	2009 2011	Yes		3-5
Amezola de La Mora Rioja	Tempranillo, Viura, Verdejo y Graciano	several	Yes	Fr & Am	4
Tablada Ribera Del Duero	100% Tempranillo	several	Yes		3.50 – 13.50

Additional Information

Coto Pelayo is an export association of wineries built up with the purpose of helping the wineries to get into export markets. The winery profile that compose Coto Pelayo are small and medium small size, where quality is the flagship. We have a wide variety of wines from Spain, France, Mexico and Argentina.

Also available DO Tierra de León – Bodega Melgarajo.

VINNICO Table 25

Winery Profile

Annual Production (Bottles): 12.000.000

Designation of Origin: D.O Cariñena, D.O. cava, D.O.C Priorat, D.O. Valencia, D.O. Yecla, D.O. Jumilla, D.O. La Mancha, D.O. Rueda, D.O. Toro, D.O. Bierzo, D.O.C Rioja

Vines: No N° Hectares:

Exports to: France, Germany, UK, Netherlands, Denmark, Norway, Finland, Sweden, Estonia, Germany, Poland, Switzerland, Iceland, USA, Canada, Mexico, China, Japan, Corea, Thailand, Phillipines, Australia

Interested in Exporting to: USA, Mexico, Brazil, Belgium, Asian Countries, Australia, Germany, Switzerland, Austria, Poland . . .

SPAIN

Contact Details

Calle de la Muela, 16
03730 Javea-Alicante
Spain
Tel: +34 96 579 1967
daniel@vinnico.com
www.vinnico.com

Participant:
DANIEL GIMENEZ ALBA
Wine maker
daniel@vinnico.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Almez Organic (Yecla)	Monastrell (85), Shiraz (15)	2012			<2,00
Aventino (Ribera Duero)	Tempranillo	2011			<3,00
Viña Altmar (Bierzo)	Tempranillo	2011	3	Fr	<3,00
Tosalet (Priorat)	Garnacha (50), Carignan (30), Cabernet (20)	2011			<6,00
Aventino (Ribera del Duero)	Tempranillo	2009	20	Fr (new)	>10,00

Additional Information

Vinnico Export is a leading exporter of Spanish wines on the global market. We make a commitment to helping our importers achieve success in launching customized Spanish wines on their unique market. We dedicate ourselves to establishing the necessary relationships with wineries and product suppliers throughout Spain to make achieving success possible. An enthusiastic team of winemakers, graphic designers, sales representatives and a logistics coordinator are all ready to give you the best customer care in the industry.

XIMENEZ – SPINOLA Table 26

SPAIN

Winery Profile

Annual Production (Bottles): .21,000

Designation of Origen: D.O Jerez

Vines: Yeso N° Hectares: 6

Exports to: Denmark (240), Switzerland (1000), UK (120), Belgium (700), New Zealand (600), Andorra (370), Japan (700), China (360), Italy (300), France (72), Holland (420)

Interested in Exporting to: Finland, Norway, USA, Canada, India, Ireland, Russia, Eastern Europe

Contact Details

C/Porvenir, 20

11401 Jerez (Cádiz)

Spain

T. +34 956 34 80 00/ +34 689 748 991

agg@ximenezspinola.com

www.ximenezspinola.com

Participant:

ANGELINES GAROZ GALÁN

Name	Grape (%)	Harvest	Ageing (years)	Oak	Price Euros
Pedro Ximenez	Pedro Ximenez pasificada		15		
Exceptional Harvest	Pedro Ximenez white wine				
Pedro Ximenez distilled					

Additional Information

None provided

MASCARÓ Table 27

Winery Profile

Annual Production (Bottles): 500.000
Designation of Origin: Cava, Penedès and Spirits
Vines: yes **Nº Hectares:** 42 Ha. **Altitude:** 400 m
Exports to: Germany, Belgium, Italy, Switzerland, China, Norway, Poland, Lithuania
Interested in Exporting to: Holand, USA, UK, Germany, Japan, Slovakia, Brasil, Israel, Australia, México, Russia

SPAIN

Contact Details

Antonio Mascaró, S.L.
 Casal, 9
 Vilafranca del Penedès
 T: +34 938 901 628
 export@mascaro.es
www.mascaro.es

Participants:

MARIA MATA
 MONTSERRAT MASCARÓ

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Cava Reserva Brut Nature	80%Parellada 20%Macabeo	2009	24		
MASCARÓ "Pure" Cava Reserva Brut	60% Parellada 30% Macabeo 10% Xarel.lo	2009	24		
MASCARÓ "Nigrum" Cava Rosé Brut	85% Cabernet Sauvignon 15% Merlot	2010	18		
MASCARÓ "Rubor" Red Wine Cabernet Sauvignon ANIMA Brandy X.O. EGO London Dry Gin Gin nº9					

Additional Information

None provided. Mascaró have some of the 50 Great Cavas 2011



VINICOM Table 28

SPAIN

Winery Profile

Annual Production (Bottles): 80,000 (Conde Valicourt) / 60,000 (Vila-Corona) / 10,000 (Coma Romà)
Designation of Origen: D.O. Cava / D.O. Penedès / D.O. Costers del Segre / +20 D.O.s all around Spain
Vines: yes **N° Hectares:**
Exports to: Depending on the winery. Please check availability
Interested in Exporting to: All

Contact Details

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08792 La Granada (Barcelona)
T: +34610265050 /
+1 (647) 986-9592
info@vinicom.es
www.vinicomwines.blogspot.com.es

Participant:

ISAAC FERNÁNDEZ SANVISENS
isaacfernandez@vinicom.es

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Cava Permont's Brut Nature	Xarel·lo, Macabeu, Parellada	N.V.	12-15		2,95
Cava Pas de Sucre Brut Nature Gran Reserva	Xarel·lo, Macabeu, Parellada		48		6,30
Llabustes Chardonnay	100% Chardonnay	2012			3,35
Llabustes Cabernet Sauvignon	100% Cabernet Sauvignon	2008	6		3,61
Llabustes Merlot	100% Merlot	2009	9		3,87
Coma Romà Blanc	100% Xarel·lo	2012			2,49

Additional Information

VINICOM can be the best partner for importers or agents from all around the world, interested in importing Spanish wines. We find out for them small and medium-sized family owned and operated wineries, selected for their value for money wines.

Our portfolio includes almost 40 wineries from all around Spain. Cava, Priorat, Rioja, Ribera del Duero, Penedès, Rueda, Toro, Costers del Segre, Utiel-Requena, Terra Alta, Manchuela, Sherry, Txakolí, Pla de Bages, Empordà, Cariñena, Bierzo, Rías Baixas, Conca de Barberà, Montsant, Tarragona or Somontano are some of the D.O.s and wine styles that we are able to provide.

Additionally, as we discover each day new interesting options, we work as scouts for importers with specific needs.

PAZO DE MAR Table 29

SPAIN

Winery Profile

Annual Production (Bottles): 1.000.000

Designation of Origin: D.O. Rias Baixas, Ribeiro, Monterrei

Vines: yes N° Hectares: 26, 20 & 10

Exports to: Uk 85.000, USA 40.000, Germany 30.000, Holland 25.000, Venezuela 6.000, Belgium 15.000 Japan 4.000, China 3.000, Switzerland 2.000

Interested in Exporting to: USA, Denmark, China, Japan, Belgium, Holland, Singapore, Mexico, Australia, Germany, Solvackia, Canada, Israel

Contact Details

Crtra. Ourense – Castrelo, km. 12.5

32940 Feá – Ourense

T. + 34 988 26 12 56

manuel@pazodomar.com

www.pazodomar.com

Participant:

MANUEL MÉNDEZ GUTIÉRREZ

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Veiga da Princesa	Albariño				4,50
Coral do Mar	Albariño				3,25
Alma de Blanco	Godello				2,50
Alma de Tinto	Mencia				2,50
Pazo do Mar	Treixadura, Torrantes, Godello				2,50
Pazo do Mar Expresión	Treixadura				3,90

Additional Information

Family run business with three different wineries in three different d.o. In Galicia (North West Spain), importante awards like several Gold and Silver Medals in Concours Mundial of Brussels, 91 and 90 Parker points in last vintage and a strong believe on quality. Modern facilities and an experience of 40 years elaborating Galician wines. Pazo do Mar in D.O.Ribeiro, Pazo das Tapias in D.O.Monterrei and Veiga da Princesa in D.O.Rias Baixas are our wineries. 100%Family owned

EXCELLING FOOD & WINES

SPAIN

Table 30

Winery Profile

Annual Production (Bottles): 150,000
Designation of Origen: D.O. Montilla Moriles, Penedès, Priorat, Terra Alta, Cava, Rueda, Ribera de Duero
Vines: yes N° Hectares:
Exports to: Belgium, Germany, USA, China, The Netherlands
Interested in Exporting to: All countries

Contact Details

C/Amelia Soler, 150 – 2-2
08720 Vilafranca del Penedès
T. + 34 93 817 22 26
info@excellingwines.com
www.excellingwines.com

Participants:
ESTHER PONSA
MONTSE BARRANCO
eponsa@excellingwines.com

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Clos Penat	Garnacha, Syrah		14		
Vinya Escudé Maioles	Chardonnay, Xarel.lo				
Tern	Garnacha Blanca				
Viña Cimbron	Verdejo				
Fino Andalucia	Pedro Ximenez				
Gorner Cava	Xarel.lo, Parellada, Macabeu				

Additional Information

Excelling Food and Wines main target is to ease the producers and manufactures the contact, the deal and the satisfaction of those wishing to improve their export market as well as of those willing to import high quality products from our country, facilitating the understanding, the deals and documents and warranting the success among both parts.

Excelling Food and Wines is established in the centre of one of the most important winery areas of the country, near Barcelona, surrounded by vineyards, olive trees and the most important cellars permitting us an accurate selection of top quality products to be offered to our customers under the best conditions.

People participating in Excelling Food and Wines, besides of wide experience in this market, are constantly aware to warrant excellence in overall process to be able to provide the customer with the broadest and best service.

PEPWINES EXPORT Table 31

SPAIN

Winery Profile

Annual Production (Bottles):

Designation of Origin: D.O. Penedès, Priorat, Terra Alta, Cava, Montsant

Vines: yes N° Hectares: 65

Exports to: Finland, Israel, USA, Japan, Maldives

Interested in Exporting to: Belgium, Brasil, Holland, Denmark, USA, Asian Markets, Singapore, Mexico

Contact Details

C/Les Casetes

08736 Font-Rubi (Barcelona)

T. +34 93 898 83 18

pepwines@pepwines.com

www.pepwines.com

Participant:

JOSEP MARIA SURIOL

Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Cava Papet del Mas Rosé	Trepat (30), Garnacha (40), Monastrell (30)		12		4,25
Tarrida	Garnacha	2012			1,95
La Conreria	Garnacha (65), CS, Merlot, Syrah, Carineña	2010		15% of wine in Fr barrel	6,30
Domus Pensi	Cabernet (40), Garnacha (20), Syrah (15), Merlot (25)	2006	Fr & Am		8,90
Les Brugueres	White Garnacha				8,96
Ilercavonia	White Garnacha				4,50

Additional Information

PepWines Export represents only very good producers of Catalonia region, D.O. CAVA, D.O. PENEDÈS, D.O. PRIORAT, D.O. TERRA ALTA, D.O. MONTSANT. HIGH QUALITY PRODUCTS to a good price, nice packaging it's important for us too, and very important the communication, always very fast and professional, with everything clear, like we can work easy and fast, Our philosophy is work together our importers for long time, with long, nice relationship.



RESERVA Y CATA Table 32

Winery Profile

Annual Production (Bottles): 250,000
Designation Of Origin: DOC Rioja, Manchuela, Valtiendas
Vines: Yes N° Hectares: 35
Exports To: USA, Belgium, Germany
Interested In Exporting To: USA, Europe, Asia

SPAIN

Contact Details

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Participants:

EZEQUIEL MATEOS
Manager
PEDRO CALABUIG
Manager

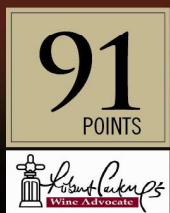
Name	Grape (%)	Harvest	Ageing	Oak	Price Euros
Mutante	Tempranillo (70), Syrah (15), Cabemet (15)	2011	4	Fr	4,50
Bobal Icon	Bobal	2011	3	Fr & Am	2,80
Cubista	Tempranillo (50), Granacha (50)	2009	6	Am	3,50
Eduardo Bermejo	Tempranillo	2011	4	Am	2,05
Mala Vida Crianza	Tempranillo, Monastrell, Syrah	2010	8		2,55
Vivir sin Dormir	Monastrell	2011	4	Am	2,35

Additional Information

Associaton of several familiar wineries in D.O.C. Rioja, D.O. Conca de Barberá, D.O. Manchuela, D.O. Valencia, D.O. Jumilla.

VINNICO EXPORT

SPANISH WINES SINCE 1996



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in 14 different appellations
all around Spain!!!*

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