

INVERSE TRADE MISSION

TO LA RIOJA

AGRO-FOOD SECTOR

CATALOGUE OF PARTICIPANTS

Producer companies



Riojaforum
Logroño
3^h and 4th June 2015



INDEX

SECTOR	COMPANY	WEB SITE
Olive Oil	Almazara Ecológica La Rioja (*)	www.isul.es
	Almazara Riojana (*)	www.almazarariojana.es
	KEL Grupo Alimentario (*)	www.lectus.es
Meat products - sausages	Embutidos Alvic	www.embutidosalvic.com
	Embutidos Gamboa	www.embutidosgamboa.com
	Embutidos Señora Julia	www.senorajulia.es
	Flavours and Colours of Biodiversity	-----
Pre-cooked and easy-to-prepare products	Foncasal Trading	www.foncasal.com
	Hijo José Martínez Somalo	www.martinezsomalo.com
	Palacios Alimentación	www.palacios.es
	Conservas El Cidacos	www.cidacos.com
Tinned vegetables	Conservas JUKER	www.conservasjucker.es
	Conservas Picuezo (*)	www.picuezo.es
	La Huerta de Tormantos	www.huertadetormantos.es
	Wines - D.O.C RIOJA	Antídoto Siete Pasos, S.L.
	Bodegas Altanza	www.bodegasaltanza.com
	Bodegas Castillo de Mendoza (*)	www.castillodemendoza.com
	Bodegas Castillo de Sajazarra	www.castillodesajazarra.com
	Bodegas Cialu	www.cialu.es
	Bodegas Corral (*)	www.donjacobo.es
	Bodegas D Mateos	www.bodegasmateos.com
	Bodegas David Moreno	www.davidmoreno.es
	Bodegas del Medioevo (*)	www.bodegasdelmedioevo.com
	Bodegas Escudero (*)	www.bodegasescudero.com
	Bodegas Familia Burgo Viejo (*)	www.burgoviejo.com
	Bodegas Franco Españolas	www.francoespañolas.com
	Bodegas Gómez Cruzado	www.gomezacruzado.com
	Bodegas J.E.R.	www.bodegasjer.es
	Bodegas Martínez Corta	www.bodegasmartinezcorta.com
	Bodegas Najerilla	www.bodegasnajerilla.es
	Bodegas Nubori	www.bodegasnubori.com
	Bodegas Ontañón (*)	www.ontanon.es
	Bodegas Pastor Díaz (*)	www.pastordiaz.com
	Bodegas Patrocinio (*)	www.bodegaspatrocinio.com
	Bodegas Perica	www.bodegasperica.com
	Bodegas Riojanas	www.bodegasriojanas.com
	Bodegas San Pedro Apóstol	http://www.fer.es/sanpedroapostol
	Bodegas San Prudencio	www.sanprudencio.es
	Bodegas Solana de Ramírez	www.valsarte.com
	Bodegas Sonsierra S.Coop.	www.sonsierra.com
	Bodegas Tarón	www.bodegastaron.com
	Bodegas Vallemayor	www.vallemayor.com
	Bodegas Vinícola Real	www.vinicolareal.com
	Bodegas y Viñedos Carlos Moro	www.carlosmoro.es
	Bodegas y Viñedos Heras Cordón	www.herascordon.com
	Bodegas y Viñedos Zuazo Gastón	www.zuazogaston.com
	Evereday is like Sunday	www.everydayislikesunday.es
	Finca Los Arandinos	www.fincadelosarandinos.com
	Flavours and Colours of Biodiversity (*)	-----
	Señorío de Baigorri (B. Cicerón)	www.bodegasciceron.com
	Pagos del Rey	www.pagosdelrey.com
	Viña Olabarri (*)	www.bodegasolabarri.com
	Viñedos de Aldeanueva (*)	www.aldeanueva.com

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SECTOR		COMPANY	WEB SITE
Other Beverages		Mateo y Bernabe	www.mateoybernabe.com
		Destilerías Riojanas (*)	www.destileriasriojanas.com
Other Products	Ecological Products	Flavours and Colours of Biodiversity (*)	-----
	Cheese and Milk products	Lácteos Martínez	www.loscameros.es
	Fresh Fruits	Missfruits	www.missfruit.com
		Valle del Rincón	www.vallerincon.com



(*) Companies with ecological products.

OLIVE OIL

- **ALMAZARA ECOLÓGICA DE LA RIOJA**
- **ALMAZARA RIOJANA**
- **KEL GRUPO ALIMENTARIO**

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

ALMAZARA ECOLÓGICA DE LA RIOJA, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Almazara Ec. De La Rioja. S.L.	Tax Code / C.I.F.:B26282152	
Address/ Dirección: Carretera de Grávalos, km. 19	Postal Code/ C.P.: 26540	
City/ Localidad: Alfaro	Tel.:	Mobile:687746698
Fax:	Web: www.isul.es/www.cosmeticsoliveoil.com	
E-mail: almazara@fer.es		

Foundation year/ Año de fundación: 1996	Nº employees/nº empleados: 5
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	30%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Vicente Catalán	E-mail: isul@isul.es	
Position/ Cargo: Socio	Languages/ Idiomas: Español	
Nationality/ Nacionalidad: Española	Tel:	Mobile:687746698

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We are specialized in the growing and elaboration of **Organic Extra Virgin Olive Oil**. **Almazara Ecológica de La Rioja** is a family owned business managed by three brothers in their own agricultural land and oil mill.

Natural Cosmetics ISUL. Made with our organic extra virgin olive oil, not contain parabens, mineral oils, synthetic perfumes or dyes. Totally natural.

EO Organic Certification an D.O.P. Aceite de La Rioja.

AWARDS:

- 2011 – Award organized by the Ministry of Agriculture and Food of the Spanish Government.
- 2011 – GOLD at Ecotrama 2011 (Cordoba – Andalusia)
- 2012 – Top 25 – Biopress
- 2013 – Ecotrama 2013 (Córdoba – Andalusia)
- 2014 – Premio Mezquita (Córdoba – Andalusia)

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

www.isul.es // www.cosmeticsoliveoil.com

Interested in: Belgium, Denmark, Germany, Switzerland and France.

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ALMAZARA RIOJANA, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: LR 115 Almazara Riojana, S.L.	Tax Code / C.I.F.: B26434589	
Address/ Dirección: Crtra LR 115, Km 43	Postal Code/ C.P.: 26559	
City/ Localidad: Aldeanueva de Ebro	Tel.: 941163164	Mobile: 637836429
Fax:	Web: www.almazarariojana.es	
E-mail: export@almazarariojana.es		

Foundation year/ Año de fundación:	Nº employees/nº empleados: 3
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Patricia Sáez	E-mail: export@almazarariojana.es	
Position/ Cargo: Export Manager	Languages/ Idiomas: ES-EN-DE-FR-IT	
Nationality/ Nacionalidad: Spanish	Tel: 667208830	Mobile: 667208830

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Almazara Riojana is an olive oil mill based in La Rioja (the fertile region of wines), where we cultivate, take care and harvest the finest Arbequina olives from our own trees to elaborate outstanding Extra Virgin Olive Oil of supreme quality. The fertile fields and the prosperous weather conditions of our region contribute to the exceptional taste and quality of any of our natural products, as so happens with the olives and of course with the Rioja wine.

We control the whole "field-process", from the seeds to the bottle. And we transform the selected olives into olive oil within the first 6 hours after collecting!

Our extra virgin olive oil, OLEUS & ECOLEUS (Bio), belong to the Protected Denomination of Origin Rioja, for olive oil, and they are recognized by the Spanish Association of Heart Diseases. These extraordinary products are being very appreciated in gourmet markets and also in those countries where consumers demand more and more natural and organic products.

For the first time in 2015, we have launched two further lines of products: Organic Aromatic Olive Oil and special Vinegars.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Organic Agriculture: Certificates from Rioja and the EU.
Biofach Fair 2015: Award for Extra Virgin Organic Olive Oil.

We look for importers and distributors of organic and gourmet products.

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KEL GRUPO ALIMENTARIO, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Kel Grupo Alimentario, S.L.	Tax Code / C.I.F.: B26374934	
Address/ Dirección: Carretera LR 281, KM 2	Postal Code/ C.P.: 26570	
City/ Localidad: Quel	Tel.: +34941392076	Mobile:+34660534652
Fax:+34 941403373	Web:www.lectus.es	

E-mail:administración@kelgrupoalimentario.com

Foundation year/ Año de fundación: 2006. N° employees/n° empleados: 4.

Total volume of sales/ Volumen total ventas (en €) 2.000.000

Exports (% total sales)/ Exportaciones (% total ventas): 10 %

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: María Ramírez Díez	E-mail: administración@kelgrupoalimentario.com	
Position/ Cargo: Gerente	Languages/ Idiomas:	
Nationality/ Nacionalidad: Spanish	Tel: +34941392076	Mobile: :+34660534652

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

The company, KEL GRUPO ALIMENTARIO, S.L. produces high quality extra virgin olive oil. The brands are LECTUS and BONARBE. We grow the olives trees (500.000 trees) in Quel (La Rioja).

LECTUS brand is a limited extra virgin olive oil made with the traditional loving care and the most up to date technology. In our lands, we grow the varieties arbequina, arbosana and koroneiki, so we can offer different single varieties oil. These three varieties are included in the D.O.P. "OILS FROM LA RIOJA". Lectus was awarded with:

- the FIRST PRIZE for the best extra virgin olive oil of arbequina variety (year 2008).
- Silver medal in Japan for our extra virgin olive oil LECTUS arbequina variety (year 2014).

BONARBE brand is an high quality extra virgin olive oil with a very competitive price. We offer this brand in two varieties: ARBEQUINA (we grow it, in La Rioja) and PICUAL (we grow this variety, in JAEN (ANDALUCIA). Bonarbe brand is conceived to enhance the taste of the traditional dishes.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

MEAT PRODUCTS /SAUSAGES/ PRECOOKED AND EASY – TO – PREPARE PRODUTCS

- **EMBUTIDOS ALVIC**
- **EMBUTIDOS GAMBOA**
- **EMBUTIDOS SEÑORA JULIA**
- **FLAVOURS AND COLOURS OF BIODIVERSITY**
- **FONCASAL TRADING**
- **HIJO DE JOSÉ MARTÍNEZ SOMALO**
- **PALACIOS ALIMENTACIÓN**

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

EMBUTIDOS ALVIC, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: EMBUTIDOS ALVIC, S.L.	Tax Code / C.I.F.: B26416248	
Address/ Dirección CTRA. RINCON DE SOTO S/N	Postal Code/ C.P.: 26560	
City/ Localidad: AUTOL	Tel.: 941390515	Mobile: 626249493
Fax: 941401301	Web: www.embutidosalvic.com	

E-mail: administracion@embutidosalvic.com

Foundation year/ Año de fundación: 1982 / 2007 Nº employees/nº empleados: 6

Total volume of sales/ Volumen total ventas (en €) 1.249.645

Exports (% total sales)/ Exportaciones (% total ventas): 10%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ALBERTO CALVO ALFARO	E-mail: gerencia@embutidosalvic.com	
Position/ Cargo: GERENTE	Languages/ Idiomas: ESPAÑOL	
Nationality/ Nacionalidad: ESPAÑOL	Tel: 941390515	Mobile: 626249493

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Currently Alvic is starting to work to get certified in BRC and IFS.

Flexibility in creating new products, prompt deliveries and direct contact with persons responsible for each department company. The Food Security is paramount in our values. Much of the manufacturing company located in Autol, is for the company MERCADONA. Experience in foreign trade, Alvic starts exporting in 2012, in countries like France, Germany, UK, Holland. As the factory located in Agreda launch exclusively to attack European markets. **The products currently available are:**

- Chorizo aired in different formats, Sweet and Spicy Chorizo string, Chistorra in different formats. Cured bacon entire piece, middle parts, strip and Sliced, Lomo cured whole piece and middle parts, Bridle whole cured piece and middle parts, Cured ham whole pieces, Ham centers, Block ham for slicing, Bacon entire piece, half pieces and sliced, Torpedo pepperoni for slicing, Torpedo for slicing sausage, Torpedo tunnel sausage with pepper, fine herbs, Provençal for slicing ...
- Iberian: Whole ham, Iberian ham Bait, Jamon Iberico bellota, Iberian Paleta bait, Palette Iberian acorn, Center for Iberian ham Bait, Bellota ham Center, Center for Iberian palette bait, Center for Iberian, am from acorn, Block ham for slicing, Lomo Iberico, Lomo Iberico de bellota, Iberian chorizo, Chorizo berico de bellota, Iberian sausage, Sausage Iberico de bellota.

Embutidos Alvic is a family business founded in 1982, in 2007 the limited partnership was created.

Currently Alvic consists of a company located in Autol (La Rioja) 1,500 m² and a new facility in Agreda (Soria) 3,500 m², altitude 1,000 m, which is beginning to manufacture and short / medium term more products are manufactured. The new facilities have enough to make enough products in many different formats and machinery. Also in these facilities have a wide range of slicing that our product range. We also tend to make products as customers request us, eg in France now a client we are doing a special sausage for him and that flexibility we have in the company many customers are interested. Embutidos Alvic markets its products under two brands: Alvic and Ibéricos Lasanta Mayor.

COMMERCIAL PROFILE / PERFIL COMERCIAL

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EMBUTIDOS GAMBOA, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA		
Company name / Razón social: EMBUTIDOS GAMBOA, S.L.	Tax Code / C.I.F.: B26192393	
Address/ Dirección Av. de la Paz, 40	Postal Code/ C.P.: 26320	
City/ Localidad: Casalarreina	Tel.: +34 941 324084	Mobile: +34 675304907
Fax: +34 941 324706	Web: www.embutidosgamboa.com	
E-mail: gamboa@embutidosgamboa.com		
Foundation year/ Año de fundación: 1989	Nº employees/nº empleados: 11	
Total volume of sales/ Volumen total ventas (en €)	2.940.000	
Exports (% total sales)/ Exportaciones (% total ventas):	54%	
PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE		
Name/ Nombre: Alexandru – Flavius Campean	E-mail: export@embutidosgamboa.com	
Position/ Cargo: Internationalization Manager	Languages/ Idiomas: Spanish, English, German, Romania	
Nationality/ Nacionalidad: Romanian	Tel: +34 675304907	Mobile: +34 675304907
COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION		
<p>Embutidos Gamboa, S.L. is a family owned business from La Rioja that was founded in the late '80. Its main activity is the production and sale of processed pork products. The production facility is located in Casalarreina where the family also owns the main butcher's shop. The location of the productive facility provides the company with a strong competitive advantage in times and prices of supply, given by the proximity to the important slaughterhouse industry located in the nearby.</p> <p>The company has a wide experience in producing some of the finest traditional specialities of La Rioja, such as fresh chorizo barbeque, chorizo Rosario barbeque and Chistorra but also in producing and selling Iberian specialities such as hams, loins, ham heads, pork bellies, spare ribs etc. The company owns three trademarks: Embutidos el Rey, Embutidos Gamboa and Embutidos de Casalarreina which are distributed all over Spain, France and UK. In the past few years the company has lead strong investment plans in the modernization of its facility's production lines and packaging techniques, in order to adapt itself to the requirements of international clients within the optimal time.</p> <p>For more information on our company, products and ways of contacting us please visit http://www.embutidosgamboa.com/ingles/index.html</p>		
<p>COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.</p>		
<p>Thanks to its new Manager, son of the founder, the company has received an important impulse in the field of internationalization. The companies' brands have entered foreign markets, and are currently distributed in the UK, France and Germany throughout Spanish gourmet specialities Distributors that work as suppliers for the HORECA channel and important supermarket chains such as Leclerc, Intermarché, Promocash etc. The company also provides directly to supermarkets located in France and online sale channels in Germany.</p> <p>As a logical next step in its development, the company wishes to enforce its activity in countries such as Germany and broaden its international geographical coverage especially to Western, Central and Northern Europe and therefore the company has a special interest in entering the Belgian, Danish, Dutch, Swedish and Norwegian markets.</p>		

COMMERCIAL PROFILE / PERFIL COMERCIAL

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EMBUTIDOS SEÑORA JULIA, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: EMBUTDOS SEÑORA JULIA SL	Tax Code / C.I.F.: B26052902
Address/ Dirección CL LAS HERAS S/N	Postal Code/ C.P.: 26121
City/ Localidad: VIGUERA (LA RIOJA)	Tel.: 941442023 Mobile:
Fax:941442095	Web: www.senorajulia.es
E-mail: exportacion@senorajulia.es	
Foundation year/ Año de fundación:1986	Nº employees/nº empleados: 17
Total volume of sales/ Volumen total ventas (en €)	
Exports (% total sales)/ Exportaciones (% total ventas):	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Carlos Blazquez Saenz	E-mail: exportacion@senorajulia.es
Position/ Cargo: Administración	Languages/ Idiomas:
Nationality/ Nacionalidad: España	Tel: 941442023 Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Founded in 1986 the company brought forth the "handcrafted secrets" that are now in use in the current factory of Embutidos Señora Julia, she was the driving force from the outset, having instilled in her heirs her love of work, spirit of daily achievement, and striving to serve her customers. The wide range of products that are presently developed in Embutidos Señora Julia are manufactured by endeavoring to maintain day by day the purest and handcrafted tradition, true to the love of a job well done. In our careful manufacturing process, we only use the most modern technology, together with the best raw material..

La Rioja is a land with strong tradition in meat manufactured. Its geography, climate and ancient manufacturing secrets give Rioja "Embutidos", their distinctive taste. In Embutidos Señora Julia, we have taken this commitment to quality and by offering you our products we guarantee a wide selection of high quality products capable of satisfying the most demanding and refined palate.

The products that we elaborate, STRING OF SWEET or SPICY EXTRA "CHORIZO" LOOSE, CULAR EXTRA "CHORIZO", CULAR EXTRA "SALCHICHON" and other meat products.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

They are more than two decades elaborating and commercializing derivatives of the pork, offering the maximum quality in all our products and adapting to the needs of the market without losing the handcrafted touch that we inherit from our family.

We have implanted HACCP. In IFS certification process. Awaiting audit results (May 2015).

Catalogue, sheet technical, labels in English, French and German.

We have opened European market, with customers in French, United Kingdom, Holland, Denmark, Belgium, and Germany. Our objectives are increased sales, and obtain new customers in countries previously mentioned. To open market in new countries (U.K.).

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FLAVOURS AND COLOURS OF BIODIVERSITY, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: FLAVOURS AND COLOURS OF BIODIVERSITY S.L.	Tax Code / C.I.F.: B26523118
Address/ Dirección CTRA. COMARCAL LR-115 KM 43	Postal Code/ C.P.: 26559
City/ Localidad: ALDEANUEVA DE EBRO	Tel.: <input type="text"/> Mobile: <input type="text"/>
Fax: <input type="text"/>	Web: <input type="text"/>
E-mail: <input type="text"/>	
Foundation year/ Año de fundación: 2014	Nº employees/nº empleados: <input type="text"/>
Total volume of sales/ Volumen total ventas (en €)	<input type="text"/>
Exports (% total sales)/ Exportaciones (% total ventas):	<input type="text"/>

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ROSA GIL	E-mail: rosa@embutidosluisgil.com
Position/ Cargo	Languages/ Idiomas: <input type="text"/>
Nationality/ Nacionalidad:	Tel: <input type="text"/> Mobile: <input type="text"/>

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Flavours and Colors of Biodiversity created by the union of organic producers, mainly exporting to offer a wide range of products to the end customer directly and easily.
Quality products, made with livestock, vineyards and olive trees themselves.
Leading to special products, behind which professionals are excited totally eco-conscious world, caring for the environment, agriculture and livestock, and with many years of experience and history.

We are a new company formed by three organic producers with a long experience, our products are:

- Virgin olive oil Extra ecological of the highest quality obtained directly of our own olive trees and elaborated by means of mechanical procedures.
- Organic cold cuts, such as ham, chorizo, sausage, pork belly... from our own animals raised ecologically in complete freedom, in harmony with nature and mankind.
- Organic Rioja wine, the winery has their own lands, an area of 65ha, where they use traditional techniques. All their agricultural practices are natural and organic.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We all have the organic certification.

One of our bigger advantages is that we offer very good quality products with the same label and we make easier for the buyers to find different products from LA RIOJA.
Also with very good quality/price.

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FONCASAL TYRADING, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: FONCASAL TRADING, S.L.	Tax Code / C.I.F.: ESB26225516	
Address/ Dirección P.I.CANTABRIA II, C/LAS CAÑAS, 76	Postal Code/ C.P.: 26006	
City/ Localidad: LOGROÑO	Tel.: + 34 941262312	Mobile:679362597
Fax: + 34 941 262978	Web: www.foncasal.com	

E-mail: exportoffice@foncasal.com; ventas@foncasal.com

Foundation year/ Año de fundación: 1995 Nº employees/nº empleados: 43

Total volume of sales/ Volumen total ventas (en €) 5.418.527,24 €

Exports (% total sales)/ Exportaciones (% total ventas): 22.85%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: NATALIA CHUPRYGUINA	E-mail:exportoffice@foncasal.com	
Position/ Cargo: EXPORT DEP.MANAGER	Languages/ Idiomas: spanish, english, russian	
Nationality/ Nacionalidad: RUSSIAN	Tel: +34 941 26 23 12	Mobile: 679362597

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Foncasal Trading, S.L.

Is a Spanish company with international vocation and dedicated to the manufacture of food products with different lines of business:

Processed meat treated by heat products (Pork meat: cooked & smoked bacon, ham, pork shoulder. Turkey meat: cold luncheon meat, turkey breast, turkey ham, etc. Halal products).

Cured meat products

Preserved and Semi-preserved fish and seafood products.

The trademarks: MONCASA GOURMET, NUCHAR, BALTIA.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

PLEASE, FIND ATTACHED THE COMPANY PRESENTATION AND CATALOGS.

Quality certifications: ISO, LISTA MARCO, HALAL

PRIZES:

AWARD FOR THE BEST COMPANY 2011, ASSOCIATION OF MEAT PRODUCTS MANUFACTURERS

AWARD FOR THE BEST SMOKED BACON 2011 , RUSSIAN ASSOCIATION OF MEAT PRODUCTS MANUFACTURERS

AWARD FOR THE BEST SLICED BACON 2011, RUSSIAN ASSOCIATION OF MEAT PRODUCTS MANUFACTURERS

MERCURY MARKETING AWARD 2006, MARKETING CLUB OF RIOJA

VII THE BEST BACON PRODUCT OF 2005, WORLD FOOD UKRAINE

THE BEST BACON PRODUCT 2006, WORLD FOOD UKRAINE

INTERNATIONAL AWARD 2005, CHAMBER OF COMMERCE OF RIOJA

Experience in external markets

THE COMPANY HAS AT ABOUT 20 YEARS OF EXPORT EXPERIENCE IN INTERNATIONAL MARKETS

Sort of importers:

WE ARE LOOKING FOR THE IMPORTERS/DISTRIBUTORS.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

HIJO DE JOSÉ MARTÍNEZ SOMALO, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: HIJO DE JOSÉ MARTÍNEZ SOMALO, S.L.	Tax Code / C.I.F.:B26031781	
Address/ Dirección PLAZA MAYOR 1	Postal Code/ C.P.:	
City/ Localidad: BAÑOS DE RÍO TOBÍA	Tel.: 941 375030	Mobile:663877423
Fax:	Web:www.martinezsomalos.com	
E-mail:export@martinezsomalos.com		

Foundation year/ Año de fundación:1900	Nº employees/nº empleados:61
Total volume of sales/ Volumen total ventas (en €)	14.600.000
Exports (% total sales)/ Exportaciones (% total ventas):	12%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Iván San Martín	E-mail:export@martinezsomalos.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: Inglés	
Nationality/ Nacionalidad: Español	Tel:941 375030	Mobile:663877423

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Family Business since 1900 is dedicated to the production and commercialization of pork products, especially Chorizo sausages and Serrano hams. It is present in the domestic and international markets, meeting the strictest Quality Standards, Food Safety and Product Certification. Its people are involved professionally and socially.

Our company is located in Baños de Río Tobia, La Rioja (Spain), village, in the Najerilla river valley of the river and surrounded by mountains. The cold winters, hot summers, together with mild springs and autumns, lead to a perfect microclimate that favors the manufacture of our products.

Since its establishment in 1901 by Don José Martínez Campo, the company has retained its status as a family business. Under the direction of Don Lino Martínez Uruñuela the company made modern facilities equipped with the latest technologies and divided into two work centers.

Currently is managed by the 4th Generation and its Boards has specialised professionals.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

QUALITY CERTIFICATES

- British Retail Consortium (BRC). Internacional Food Standard (IFS). Production and Commercialization of Chorizo and salami type sausages and Serrano Hams.
- Gluten free products.
- ISO 14001-2005. Environmental Management Systems.
- ETG Jamón Serrano. **Traditional Speciality Guaranteed** in the manufacture of Serrano ham.
- IGP Chorizo Riojano. Protected Geographical Indication Chorizo Riojano.
- Consorcio Jamón Serrano (Serrano Ham Consortium). To guarantee the maximum Quality of our Serrano hams.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

PALACIOS ALIMENTACIÓN, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: G.E. Palacios Alimentación, S.L.	Tax Code / C.I.F.: A26458034	
Address/ Dirección: CTRA. DE LOGROÑO, S/N	Postal Code/ C.P.: 26120	
City/ Localidad: ALBELDA DE IREGUA	Tel.: 941443032	Mobile: 629971384
Fax: 941443737	Web:	

E-mail: palacios@palacios.es

Foundation year/ Año de fundación: 2009 Nº employees/nº empleados: 600

Total volume of sales/ Volumen total ventas (en €) 150 mill €

Exports (% total sales)/ Exportaciones (% total ventas): 20 %

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Philippe Duborg/Jesús M^a Echevarria E-mail: Philippe.duborg@palacios.es
Jm.echevarria@palacios.es

Position/ Cargo: EU Export Manager Languages/ Idiomas: Spanish, French and English

Nationality/ Nacionalidad: Spanish Tel: 941443032 Mobile: 699304477

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We manufacture a wide range of food products "meal solutions", chilled and frozen. Chorizo, Spanish omelette, ready meals, pizzas, frozen pastry. Our main trademarks are: PALACIOS, ALINACO, FLORISTAN, GRANDERROBLE DESSERTS, although we produce lots of PRIVATE LABEL in Spain and also in Europe.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Our main certifications are: USDA homologation, FDA registration, IFS, BRC, ISO 14001 – EMAS. OHSAS.
Our main customers: In Spain we deal with mostly of the Retail chains and Food service distributors. We export To EU countries, mainly Portugal (Sonae, Lidl, Dia), France (Auchan, Carrefour, Leclerc...), Uk (Sainsbury's, Aldi, Asda, Spar), Germany (Metro, Kaufland) and America (USA, Canadá, México, Costco, Walmart), ...we are Supplier of big international groups as McDonald's, Starbucks.
We would like to meet importers from: Northern Europe, Eastern Europe for chilled and frozen products, and retail od Food Service.

TINNED VEGETABLES

- CONSERVAS EL CICADOS
- CONSERVAS JUKER
- CONSERVAS PICUEZO – HNOS. CUEVAS.
- LA HUERTA DE TORMANTOS

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

CONSERVAS EL CIDACOS, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: CONSERVAS EL CIDACOS S.A.	Tax Code / C.I.F.: ES-A26016881
Address/ Dirección CTRA. DE CALAHORRA KM. 1	Postal Code/ C.P.: 26560
City/ Localidad: AUTOL (LA RIOJA)	Tel.: +34 941401328 Mobile:
Fax: +34 941401379	Web: www.cidacos.com
E-mail: cidacos@cidacos.com	
Foundation year/ Año de fundación: 1940	Nº employees/nº empleados: 540
Total volume of sales/ Volumen total ventas (en €)	215.000.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	4%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ANA BELÉN ROCA NESTARES	E-mail: abroca@cidacos.com
Position/ Cargo: EXPORT DPMT	Languages/ Idiomas: INGLÉS, FRANCÉS Y ESPAÑOL
Nationality/ Nacionalidad: ESPAÑOLA	Tel: +34 941 401328 Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

CONSERVAS EL CIDACOS S.A. is a family company founded in 1.940 and is become today one of the largest Spanish manufacturer of canned vegetables and sauces, with 8 production plants of which 5 are located in Spain, 2 in China and 1 in Peru.

The product range includes asparagus, mushrooms, tomatoes, pulses, sweet corn, piquillo and red bell peppers, artichokes, peas, mixed vegetables and tomato sauces which can be packed in cans, glass jars or in the innovative Tetra recart packages. In 2011 a factory of sauces joined the group, enlarging the assortment with mayonnaise and emulsified sauces such as cocktail, tartar, yoghurt and other varieties which can be packed in PET squeezable bottles and glass jars for retail or buckets for foodservice.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

All our factories are IFS certified.
We process over 225.000 tons of raw materials.
Our market share in Spain is 30% in average of all the categories we manufacture.
Our products can be found in more than 40 countries worldwide under our brand CIDACOS and also under private labels of our customers, among them retailers as Mercadona and El Corte Inglés (Spain), Edeka and Rewe Group (Germany), Casino, Intermarché and Carrefour (France), Continente, Pingo Doce and Intermarché (Portugal), Park N Shop (Hong Kong) and others.
We are interested in importers/distributors and also brokers with entry to retail distribution chains.

COMMERCIAL PROFILE / PERFIL COMERCIAL

**INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015.
ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.**

CONSERVAS JUKER, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Conservas Juker SL	Tax Code / C.I.F.: B26468496	
Address/ Dirección Cl Mayor 34 2º	Postal Code/ C.P.: 26510	
City/ Localidad: Pradejón	Tel.: 941150021	Mobile:616449170
Fax: 941150021	Web: www.conservasjuker.com	
E-mail: info@conservasjuker.es		

Foundation year/ Año de fundación: 2010	Nº employees/nº empleados: 4
Total volume of sales/ Volumen total ventas (en €)	240.000,00 €
Exports (% total sales)/ Exportaciones (% total ventas):	3,00 %

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Ana María Ezquerro Preciado	E-mail: info@conservasjuker.es	
Position/ Cargo: Encargada	Languages/ Idiomas: Ingles / Francés	
Nationality/ Nacionalidad: España	Tel: 941150021	Mobile: 616449170

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Conservas Juker was born endorsed by the experience of its predecessor, Conservas Adoración, two generations united by their firm belief of quality. Modernity and Tradition combine to perfection in this young company, born in Pradejon (La Rioja) and determined to offer the flavor of always in a innovative format.
Juker elaborates jams, sauces, cooked, legumes and vegetables selected and processed manually.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Conservas Juker is making headway with select gourmet stores and high-quality products in Spain. The objective is to know the European market.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

HERMANOS CUEVAS, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: HERMANOS CUEVAS, S.A.	Tax Code / C.I.F.: A-26011320	
Address/ Dirección: Carretera de Arnedo, km. 1	Postal Code/ C.P.: 26560	
City/ Localidad: Autol	Tel.: 941 390 016/136	Mobile:
Fax: 941 390 562	Web: www.picuezo.es	
E-mail: info@picuezo.es		

Foundation year/ Año de fundación: 1918	Nº employees/nº empleados: 61
Total volume of sales/ Volumen total ventas (en €)	11,5 millions €
Exports (% total sales)/ Exportaciones (% total ventas):	47% of the total sales

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Alberto Lapeña	E-mail: alberto.export@picuezo.es	
Position/ Cargo: Export & Key Account Manager	Languages/ Idiomas: Spanish, English, French	
Nationality/ Nacionalidad: Spanish	Tel: +34 941 390 016	Mobile: +34 655 617 088

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We are an experienced Company in **vegetable preserves** and our specialties are **canned pulses and mushrooms/champignon**. In our catalogue, you will find lots of **varieties**: the common product (**beans, chickpeas and lentils**), **ecologic** products, **fine** products, **low-salt** pulses, varieties and specialties like black bean, dark red bean, frade, manteiga, etc.

We offer a wide range of products **depending on the customer's necessities**: raw ingredients, packaging (glass or tin), size and weight, quality, recipes, texture, etc.

We sell our own labels – Picuezo, Picuezo Selección 1918, Rabinad, Hacienda Cuevas-, but also we produce for our customers and for private labels.

We are already in the following countries/areas: our most important customers sell in the Middle East, France and Portugal, and to a lesser extent we are in Sweden, USA, in some Countries of Latin America, Holland, Germany, Philippines and Switzerland.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

- Quality Certifications: **BRC and IFS Certifications.**
- Other Competitive advantages: **quality, wide range of products, varieties and specialties, adaptation of the production to the customer's requirements.**
- Sorts of importers: both for the common channel (retail, supermarkets...) and for the HORECA channel (hotels, restaurants, catering), ethnic-products importers.

COMMERCIAL PROFILE / PERFIL COMERCIAL
INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015.
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LA HUERTA DE TORMATOS

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: JAVIER LAFUENTE ZUÑEDA SLNE		Tax Code / C.I.F.: B 26505826	
Address/ Dirección: CAMINO DE VALLE , 14		Postal Code/ C.P.: 26213	
City/ Localidad: TORMANTOS- LA RIOJA		Tel.: 941327630	Mobile: 679197826
Fax:		Web: WWW.HUERTADETORMANTOS.ES	
E-mail: JALAZU@HUERTADETORMANTOS.ES			
Foundation year/ Año de fundación: 1987		Nº employees/nº empleados: 10	
Total volume of sales/ Volumen total ventas (en €)			
Exports (% total sales)/ Exportaciones (% total ventas):			

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: JAVIER LAFUENTE ZUÑEDA		E-mail: JALAZU@HUERTADETORMANTOS.ES	
Position/ Cargo: OWNER		Languages/ Idiomas: SPANISH	
Nationality/ Nacionalidad: SPANISH		Tel: 941327630	Mobile: 679197826

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We are a company placed in Tormantos (La Rioja), in the river Tirón basin. Its outstanding environmental characteristics generate a space of horticultural production of high quality. Until the end of 1980 our production was only to familiar consumption and it is in 1987 when we set up the firm of HUERTA DE TORMANTOS with the aim of keeping up forming and developing those products first demanded by local people mainly from Basque country. Adapting the traditional methods of seeds selection, growing and craft elaboration of raw material produced by ourselves, we elaborate our own products and now we are investigating the introduction of other new ones. Our products are aimed at all business sectors, but due to their gastronomic characteristics the particular gourmet is the one who comes to our place of production to make their purchases. Other marketing channels are shops, delicatessen and traditional markets. Our products are also in the menu of many top restaurants.

OUR PRODUCTS ARE:

CANNED OF FIRE-ROASTED PEPPERS

Sweet- red and sweet- mixed (entreverado) peppers. Hot- red and hot- mixed peppers.
 Small peppers (piquillo). "Cristal" peppers. Sweet and hot crushed peppers.
 Big peppers "guindillón and crushed- big peppers.

CANNED OF ARTICHOKE

Artichoke hearts. Artichoke hearts with stems. Artichoke stems.

CANNED OF TOMATO

Fresh crushed tomato. Fresh whole tomato

CANNED OF LEEKS

The leeks can be of different diameters

We offer: Products with a traditional elaboration, with raw material produced by ourselves and from high quality. Marketing help, depending on needs.

We are looking for: Commercial distribution, bussines agent, seller, possible customers in the European Union and all over the world, only **interested in quality products.**

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

ONE OF THE BEST NON-PERISHABLE FOOD PRODUCTS FROM SPAIN- REPSOL GUIDE (FOOD AND DRINKS GUIDE).

CERTIFICATIONS OF ARTISAN PRODUCT AND ARTISAN MANUFACTURER.

WE ARE IN THE PROCESS OF IMPLEMENTATION OF THE ISO 22000, AND WE MEET ALL REQUIREMENTS OF TRACEABILITY (A.P.P.C.C.), ENVIRONMENT, OCCUPATIONAL RISK PREVENTION, ETC.

PRODUCTS WITH A TRADITIONAL ELABORATION, WITH RAW MATERIAL PRODUCED BY OURSELVES AND HIGH QUALITY.

HANDMADE VEGETABLE CANNED, DEVELOPED ENTIRELY BY THE COMPANY "FROM SEED TO TABLE" IN A CLOSED CIRCUIT.

WE HAVE THE FLEXIBILITY TO ADAPTING TO THE NEEDS OF CUSTOMERS, DISTRIBUTORS AND IMPORTERS IN TERMS OF PRODUCT VARIETIES, FORMATS, LABELING, AND OTHER INTERNATIONAL MARKET REQUIREMENTS.

WEB PAGE IN VARIOUS LANGUAGE

WINES - D.O.C. RIOJA

- ANTÍDOTO SIETE PASOS
- BODEGAS ALTANZA
- BODEGAS CASTILLO DE MENDOZA
- BODEGAS CASTILLO DE SAJAZARRA (SEÑORÍO DE LÍBANO)
- BODEGAS CORRAL
- BODEGAS CIALU
- BODEGAS D MATEOS
- BODEGAS DAVID MORENO
- BODEGAS DEL MEDIEVO
- BODEGAS ESCUDERO
- BODEGAS FAMILIA BURGO VIEJO
- BODEGAS FRANCO ESPAÑOLAS
- BODEGAS GÓMEZ CRUZADO
- BODEGAS J.E.R.
- BODEGAS MARTÍNEZ CORTA
- BODEGAS NAJERILLA
- BODEGAS NUBORI
- BODEGAS ONTAÑÓN
- BODEGAS PASTOR DÍAZ
- BODEGAS PATROCINIO
- BODEGAS PERICA
- BODEGAS RIOJANAS

WINES - D.O.C. RIOJA

- **BODEGAS SAN PEDRO APÓSTOL**
- **BODEGAS SAN PRUDENCIO**
- **BODEGAS SOLANA DE RAMÍREZ**
- **BODEGAS SONSIERRA S. COOP.**
- **BODEGAS TARÓN**
- **BODEGAS VALLEMAYOR**
- **BODEGAS VINÍCOLA REAL**
- **BODEGAS Y VIÑEDOS CARLOS MORO**
- **BODEGAS Y VIÑEDOS HERAS CORDÓN**
- **BODEGAS Y VIÑEDOS ZUAZO GASTÓN**
- **EVERYDAY IS LIKE SUNDAY**
- **FINCA LOS ARANDINOS**
- **FLAVOURS AND COLOURS OF BIODIVERSITY**
- **PAGOS DEL REY**
- **SEÑORÍO DE BAIGORRI – BODEGAS CICERÓN**
- **VIÑA OLABARRI**
- **VIÑEDOS DE ALDEANUEVA**



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INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

ANTÍDOTO SIETE PASOS, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: ANTÍDOTO SIETE PASOS, S.L.	Tax Code / C.I.F.: ESB26494872	
Address/ Dirección C/ Calahorra, 12 Pab. 3	Postal Code/ C.P.: 01300	
City/ Localidad: Logroño	Tel.: 941 439388	Mobile: 601 355687
Fax:	Web: www.sietepasos.com	
E-mail:		

Foundation year/ Año de fundación: 2012	Nº employees/nº empleados: 3
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	70%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ANA ISABEL PELARDA	E-mail: sales@sietepasos.com	
Position/ Cargo:Dpto. Exportación	Languages/ Idiomas: Inglés y Español	
Nationality/ Nacionalidad: Española	Tel:	Mobile: 601 355687

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

EL FIGURA – Young Red Wine from the DOC Rioja.
 EL PRENDA – Crianza Red Wine from the DOC Rioja.
 EL IMPORTANTE – Special De Autor Wine from the DOC Rioja.
 LA FRESCA – White wine Viura 100% from the DOC Rioja.
 LA LIANTA – White wine Chardonnay 100% from the DO Navarra.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Range of wines created to incentive young people for the wine consumption. Very modern, innovative and funny labels and presentations. Creative enology.

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INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS ALTANZA, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS ALTANZA, S.A.	Tax Code / C.I.F.: A26277269	
Address/ Dirección CN 232 KM 419,5	Postal Code/ C.P: 26360	
City/ Localidad: FUENMAYOR	Tel.: +34941450860	Mobile:
Fax: +34941450804	Web: www.bodegasaltanza.com	
E-mail: esancheztendero@yahoo.es		
Foundation year/ Año de fundación: 1998	Nº employees/nº empleados: 28	
Total volume of sales/ Volumen total ventas (en €)	5mill	
Exports (% total sales)/ Exportaciones (% total ventas):	65%	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ELENA SANCHEZ	E-mail: export@bodegasaltanza.com	
Position/ Cargo: EXPORT AREA MANAGER	Languages/ Idiomas: SPANISH, ENGLISH, SWEDISH	
Nationality/ Nacionalidad: SPANISH	Tel:	Mobile: +34618629096

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Altanza is focused on high quality wines with a very stable quality parameters and always the best value. Thanks to this philosophy we have built a very complete range of wines that got great reviews from the main wine critics, a very extense distribution net and over all, the loyalty of our clients. Therefore, we would like to partners to develop certain areas and continue growing together, on the on trade segment where we have more presence and also on the off trade where we have much more work to do, but we are now able to offer products adapted to that market.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Bodegas Altanza counts with the main international certifications as IFS, BRC, ISO and DAR. We have experience working in over 50 countris with big companies as Hawesko in Germany, COOP in Switzerland or Super Mercado Zona Sul in Brasil but also with small family companies.

REVIEWED WINES IN STOCK
International Wine Review: IWR
InternationalWine Cellar : IWC
The WineAdvocate WA
Mundus Vini: MV

LEALTANZA GOYA 2008
94 over 100 IWR
92 over 100 IWC
90 over 100 WA

LEALTANZA SOROLLA 2010
91 over 100 wA

LEALTANZA JIANYING HE

92 over 100 IWR

CLUB LEALTANZA 2008- 2009

92 over 100 IWR

91 over 100 IWC

91 over 100 WA

LEALTANZA RVA SEL FFAMILIA 2008

91 over 100 IWR

90 over 100 IWC

90 over 100 WA

LEALTANZA RVA 2010

GOLD TEMPRANILLOS AL MUNDO

TOP 100 BEST WINES @ PROWEIN

DECANTER RECOMMENDED

CAPITOSO 2013

GOLD MEDAL MUNDUS VINI

DOMINIO DE HEREDIA 2012

GOLD MEDAL MUNDUS VINI

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BODEGA CASTILLO DE MENDOZA, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Castillo de Mendoza, S.L.	Tax Code / C.I.F.: B-26231118	
Address/ Dirección: Paraje de San Juan s/n	Postal Code/ C.P.: 26338	
City/ Localidad: San Vicente de la Sonsierra – La Rioja	Tel.: +34 941 334 496	Mobile: +34 638 120 267
Fax: + 34 941 334 566	Web: www.castillodemendoza.com	
E-mail: comercial@castillodemendoza.com		

Foundation year/ Año de fundación: 1994	Nº employees/nº empleados: 5
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Total volume of sales/ Volumen total ventas (en €)	450000
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Exports (% total sales)/ Exportaciones (% total ventas):	65%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Irene Burgoa Cobreros	E-mail: comercial@castillodemendoza.com	
Position/ Cargo: Export manager	Languages/ Idiomas: English	
Nationality/ Nacionalidad: Spanish	Tel: +34 638 120 267	Mobile: +34 638 120 267

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Castillo de Mendoza is a family winery with 35 Has of vineyard (20Has of them are organic) located in San Vicente de la Sonsierra (La Rioja). The winery produces about 100000 bottles of quality wines.

These are our wines, two of them are organic ones:

- Vitarán Blanco Cepas Viejas 2014 - 100%Viura
- Vitarán Tinto crianza 2012- 12 months in oak - 100%Tempranillo
- Noralba Tinto crianza organic 2012- 18 months in oak - 80%Tempranillo/20%Graciano
- Castillo de Mendoza Reserva 2006 - 24 months in oak - 100%Tempranillo
- Castillo de Mendoza Autor organic 2011- 24 months in oak - 100%Tempranillo
- Evento de Castillo de Mendoza Autor 2004 - More than 20 months in oak - 100%Tempranillo

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We have enough experience working in international markets and we are looking for mainly on trade imports. We are interested in countries of Europe, USA and Japan, as you propose in your documents.

These are some of the prizes obtained during the year 2014:

- ✓ Ecovino 2014 – Spain: Momilde Crianza 2011 – Gran EcoVino de Oro, Noralba Crianza 2011 – EcoVino de Plata and Castillo de Mendoza Autor 2011 – Ecovino de Plata
- ✓ Ecoracimos 2014 – Spain: Noralba Crianza 2011 – Ecoracimo de Oro and Momilde Crianza 2011 – Ecoracimo de Plata
- ✓ Dekanter World Wide 2014 – UK: Noralba Crianza 2011 – Bronze Medal and Castillo de Mendoza Autor 2011 – Bronze Medal
- ✓ Ciudad de Estella Lizarra – Spain: Noralba Crianza 2011 – Gold Medal
- ✓ Concours Mondial de Bruxelles 2014 – Belgium: Castillo de Mendoza Autor 2011 – Gold Medal
- ✓ Berliner Wein Trophy 2014 – Germany: Noralba Crianza 2011 – Gold Medal
- ✓ Wine Challenge ProWein 2014 – Germany: Momilde Crianza 2011 – Very good (three stars) and Castillo de Mendoza Reserva 2006 – Very good (three stars)
- ✓ Challenge Millesime Bio 2014 - France: Noralba Crianza 2010 – Bronze Medal.

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BODEGAS CASTILLO DE SAJAZARRA

COMPANY DATA/ DATOS DE LA EMPRESA

Company name: BODEGAS CASTILLO DE SAJAZARRA	Tax Code / C.I.F.: A08810400	
Address/ Dirección RIO S/N	Postal Code/ C.P.: 26212	
City/ Localidad: SAJAZARRA	Tel.: +34941320066	Mobile: +34661814698
Fax: +34941320066	Web: www.castillodesajazarra.com	
E-mail: bodega@castillodesajazarra.com		

Foundation year/ Año de fundación: 1973	Nº employees/nº empleados: 10
Total volume of sales/ Volumen total ventas (en €)	890.000
Exports (% total sales)/ Exportaciones (% total ventas):	25%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ALVARO RUANES	E-mail: alvaro@castillodesajazarra.com	
Position/ Cargo: DIRECTOR	Languages/ Idiomas: ENGLISH	
Nationality/ Nacionalidad: SPANISH	Tel: +34941320066	Mobile: +34661814698

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Castillo de Sajazarra is a small winery located in Rioja Alta. We grow about fifty hectares and make wines only from our own grapes.
We produce about 200.000 litres each year, only of "crianza" and "reserva" wines. These are our brands:

- Solar de Libano Crianza and Solar de Libano Reserva, both of them in a classic style, with a long ageing in American barrels
- Castillo de Sajazarra Reserva, typical but with modern aspects (more body and fruit, French oak)
- Digma Reserva, made only in exceptional years in a modern style

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We are selling in several countries of UE like United Kingdom, Germany, Austria but not in others as Danmark or The Netherlands.
We are looking for small importers with not many wines in their portfolio.
We can sell in small quantities, less than one pallet.
We are making kosher wines

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

SEÑORÍO DE BAIGORRI, S.L. (BODEGAS CICERÓN)

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: SEÑORÍO DE BAIGORRI, S.L.	Tax Code / C.I.F.: B26311217	
Address/ Dirección: Av. Juan Carlos I, 8	Postal Code/ C.P.: 26559	
City/ Localidad: Aldeanueva de Ebro	Tel.: 941105330	Mobile: 667208830
Fax:	Web: www.bodegasciceron.com	
E-mail: export@bodegasciceron.com		

Foundation year/ Año de fundación: 2001	Nº employees/nº empleados: 3
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Patricia Sáez	E-mail: export@bodegasciceron.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: ES-EN-DE-FR-IT	
Nationality/ Nacionalidad: Española	Tel: 941105330	Mobile: 667208830

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

BODEGAS CICERON is a traditional family-run winery located in the heart of La Rioja (Spain). The family has been dedicated to the vineyards for generations and we eventually decided to build up a bodega to elaborate extraordinary, traditional, natural and tasty wines with our own grapes. We use Tempranillo, Garnacha and two autochthonous varieties from this area: the intense raspberry flavoured "Mazuelo" and the red-coloured "Graciano". We take care of every part of the wine-making process, from the vine growing and grape harvesting (hand-picked in 20kg wooden boxes), to the fermentation, vintage and bottling to offer wine lovers unique, outstanding wines.

We commercialize 2 brands, for two different customer profiles:

LARRADES COLLECTION: For the new wine-lovers. They are fruity, easy to drink wines with a looked-after design and affordable prices. The Collection includes Young Wine, Selected Harvest (semi-crianza), Crianza and Reserva. There is a wine for each occasion; to toast with friends, to bring as a present or to marriage a dinner for two. The Larrades Collection contributes to add an appealing, modern and dynamic touch to the Rioja wines' picture.

CICERON SELECTION: For mid-high class sybarites. The Signature or Author's Wine (limited edition) is an elegant, quiet, full-round bodied wine. Excellent wine to share with a nice chat, to enjoy during a special evening or to match *haute cuisine*.

We have developed "high-expression" enthralling wines to seduce the most sybarite palates around the world.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

D.O. Ca Rioja.

We export to a few countries in Europe and we are currently looking for importers and distributors around the world to work with our exclusive wines.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS CIALU

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS CIALU	Tax Code / C.I.F.: B26310664	
Address/ Dirección AVDA RIOJA 50	Postal Code/ C.P.:	
City/ Localidad: BOBADILLA	Tel.: 941 374 224	Mobile: 639 51 46 56
	Web: www.cialu.es	

E-mail: export@cialu.es

Foundation year/ Año de fundación: 1998 (official date)	Nº employees/nº empleados: 3
Total volume of sales/ Volumen total ventas (en €)	280.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	0

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: RAQUEL and AIDA	E-mail: export@cialu.es	
Position/ Cargo: Export Manager	Languages/ Idiomas: English, Italian, French	
Nationality/ Nacionalidad: ESPAÑOLA/ SPANISH	Tel: +34 639 514 656	Mobile: +34 639 514 656

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

The Cialu family tradition of winemaking began nearly 50 years ago in the small winemaking town of Bobadilla, located in the heart of La Rioja, on the way to San Millan route and Valvanera Monastery. The delicate union between the skirts of San Lorenzo mountain and Najerilla river help Tempranillo, Garnacha and Mazuelo varieties to grow healthy and with the best properties. Over time the vineyard has matured its personality of both climate and soils, now expressed in its wines.

The third family generation is managing the winery nowadays. Cialu's philosophy that best wines start in the vineyard is the key of the quality of its wines. Tradition and passion are its cornerstones to make such a finest wine.

In 2001 a new building was constructed with the aim of having new facilities accessible for the current needs. French and American oaks are combined to obtain Cialu's special wines. Innovative processes and techniques combined with experience and tradition ensure that Cialu wines set the standard for high quality Rioja wines.

Our Wines:

Cialu Joven: Pre-fermentation maceration at 10-12 degrees Celsius for 7-10 days in stainless steel tank with cooling sleeves. Alcoholic fermentation at a maximum temperature 25 degrees Celsius for 14-16 days. With gentle pressing and independent malolactic fermentation.

Sight: Cherry red color with violet hues on the rim and a medium-high robe. **Nose:** Fruity, aromatic intensity and, most particularly, the aroma of liquorice. **Mouth:** Pleasant and fresh with a pleasurable acidity and elegant structure.

Cialu Crianza: Pre-fermentation maceration at 10-12 degrees Celsius for 7-10 days in stainless steel tank with cooling sleeves. Alcoholic fermentation at a maximum temperature 25 degrees Celsius for 14-16 days. With gentle pressing and independent malolactic fermentation.

Aged for 14 months in 225-liter barrels. Allier bottom - French and American oak, with subsequent rounding in the bottle for 12 months.

Cialu Reserva: Pre-fermentation maceration at 10-12 degrees Celsius for 7-10 days in stainless steel tank with cooling sleeves. Alcoholic fermentation at a maximum temperature 25 degrees Celsius for 14-16 days. With gentle pressing and independent malolactic fermentation.

Aged for 24 months in 225-liter barrels. Allier bottom - French and American oak, with subsequent rounding in the bottle for 12 months.

Sight: Maroon cherry and a medium-high robe.

Nose: Aromas of berries, liquorice, vanilla & coffee.

Mouth: Pleasant, smooth, with a long aftertaste of vanilla and cinnamon.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Cialu Crianza wine was awarded with Silver Medal in BACCHUS 2014 international wine competition in 2014. Winning this award demonstrates that CIALU's wines and those produced from small traditional wineries can indeed be world-class competing with international wine companies.

Cialu is interested in meeting importers worldwide who commit with our respect and careless attitude promoting our traditional lifestyle based on a strong and a long term relationship.

We believe in our know-how as a family-run business and we would love to spread it out.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS CORRAL, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS CORRAL, S.A.	Tax Code / C.I.F.: A26011833	
Address/ Dirección: CTRA. DE LOGROÑO, KM. 10	Postal Code/ C.P.: 26370	
City/ Localidad: NAVARRETE	Tel.: 941.440.193	Mobile: 607.57.04.39
Fax: 941.440.195	Web: www.donjacobos.es	
E-mail: info@donjacobos.es		
Foundation year/ Año de fundación: 1898	Nº employees/nº empleados:	
Total volume of sales/ Volumen total ventas (en €)	2.157.386,94 €	
Exports (% total sales)/ Exportaciones (% totl ventas):	68%	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ANDREA STEHLE	E-mail: info@donjacobos.es	
Position/ Cargo: EXPORT MANAGER	Languages/ Idiomas: English, German and Spanish	
Nationality/ Nacionalidad: German	Tel: 941.440.193	Mobile: 607.57.04.38

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Corral, founded in 1898, is the only Winery in La Rioja where the original pilgrims way to Santiago de Compostela "Ruta Jacobea" or St. James Way passes by and wherefrom the brand name Don Jacobo was derived.

Personal control over the quality and selection of the best grapes is our foremost commitment to produce great wines of limited volume with originality and of supreme quality.

Brands: Don Jacobo and Altos de Corral

Young Wines: Don Jacobo White & Rosé (Cosecha)

Red Wines: Don Jacobo - Ecological (Cosecha), Crianza, Reserva and Gran Reserva, and Altos de Corral Barrel Fermented and Single Estate Reserva.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Quality certifications: BRC, ISO9001

Other competitive advantages: - limited production; - specialized on HORECA sector.

Wines awards:

- DON JACOBO CRIANZA 2009: Gold Medal - Challenge to the Best Spanish Wines for USA, Miami 2014; I-Wine Review Magazine EEUU July/August 2014 – 88 points; Silver Medal – The International Wine & Spirits Competition 2014, Finger Lakes International Wine Competition 2014.

- DON JACOBO RESERVA 2005: Gold Medal – Challenge to the Best Spanish Wines for USA 2013; Silver Medal – Decanter Asia Wine Awards 2014 & Concours Mondial du Bruxelles 2013; Bronze Medal – The International Wine & Spirits Competition 2014 & Sommelier Wine Awards 2014;

- DON JACOBO GRAN RESERVA 1998: Gold Medal – The Drinks Business Magazine Rioja Masters 2014; Silver Medal - Challenge to the Best Spanish Wines for USA, Miami 2014, The International Wine & Spirits Competition 2014, International Wine Challenge 2014 & Finger Lakes International Wine Competition 2014;

- DON JACOBO ECOLOGICAL 2011: Silver Medal – Premium Select Wine Challenge 2015

- ALTOS DE CORRAL BARREL FERMENTED 2008: I-Wine Review Magazine EEUU July/August 2014 – 90+

points; Wine Enthusiast Magazine EEUU December 2014 – 90 points; Silver Medal – Challenge International du Vin 2014; Palacio Guide of the Best Latin American Wines 2013 - 91+ points; Peñin Guide 2013 - 91 points - ALTOS DE CORRAL SINGLE ESTATE 2005: Gold Medal – Premium Select Wine Challenge 2015, The Drinks Business Magazine Rioja Masters 2014 & Tempranillos al Mundo 2014

Experience external markets: Belgium, Canada, China, Netherland, Hong Kong, Panamá, Puerto Rico, Reino Unido, Dominican Rep., Singapore, Switzerland, Taiwan, Sweden.

Countries interested in: Germany, France, Luxembourg, Italy, Denmarc, Czech Republic, Austria, Poland, Lithuania.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS D MATEOS, S L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS D MATEOS SL	Tax Code / C.I.F.: B26294397	
Address/ Dirección Camino de los Agudos s/n	Postal Code/ C.P.: 26559	
City/ Localidad: Aldeanueva de Ebro	Tel.: +34941261897	Mobile:+34605934703
Fax:+34941105007	Web:www.bodegasmateos.com	
E-mail:export@bodegasmateos.com		

Foundation year/ Año de fundación: 1999	Nº employees/nº empleados:7
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Total volume of sales/ Volumen total ventas (en €)	1.500.000
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Exports (% total sales)/ Exportaciones (% total ventas):	700.000
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: CARLOS MORENO	E-mail: EXPORT@BODEGASMATEOS.COM	
Position/ Cargo: EXPORT MANAGER	Languages/ Idiomas: SPANISH / ENGLISH	
Nationality/ Nacionalidad: SPAIN	Tel:	Mobile: +34605934703

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We are a familiar winery, but we are strongly committed to innovation and development.

We have two lines of wines:

- Navaldar brand, that is the classic [range of Rioja wines](#). All the wines have a common denominator, the Anglo-Saxon palate. These are wines with hints of french oak, medium toasts, with notes of ripe red and black fruits, etc
- Valcendón brand, more exclusive and different in the market, with [three single varietals](#) (100% Tempranillo White, 100% Garnacha and 100% Graciano). In this gama we have created wines with grapes from Rioja as Tempranillo and Graciano, and something different in the market. These are wines with more complex barrels, and with a unique image of Pelota mano (jai alai).

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We offer our clients the opportunity to customize their wines. In addition to choosing an image and format, customers can also select the grape variety, the wood grade, and type of production and ageing they would like. From harvesting to the bottling and labelling, customers decide and take part in the winemaking process

One of our single varietal is the White Tempranillo. It is the result of a natural mutation in Red Tempranillo grapes, which changed the gene that encodes the grape's skin colour. The resulting wine is a straw-white and its aromas are very intense in the tropical range. Its palate is very complex and fatty, which turns it into a special, unique wine.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS DAVID MORENO

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS DAVID MORENO	Tax Code / C.I.F.:37.347.209Q	
Address/ Dirección Ctra. de Villar de Torre s/n	Postal Code/ C.P.:	
City/ Localidad: Badaran (LA RIOJA)	Tel.: 34 941367338	Mobile: 620987389
Fax: 941 418685	Web:www.davidmoreno.es	
E-mail: davidmoreno@davidmoreno.es		

Foundation year/ Año de fundación: 1981	Nº employees/nº empleados:11
Total volume of sales/ Volumen total ventas (en €)	1.900.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	25%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: LARA OLARTE	E-mail: davidmoreno@davidmoreno.es	
Position/ Cargo: DEPARTAMENTO DE EXPORTACION	Languages/ Idiomas: ESPAÑOL / INGLÉS	
Nationality/ Nacionalidad: ESPAÑOLA	Tel: 34 941367338	Mobile: 699897211

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas DAVID MORENO, a family Bodega that puts quality first.

- The wine cellar tradition dates from 1912
- Situated in Badarán, a small village in the west of **La Rioja**, Spain.
- In 1988, the founder of the company, decided to build the current Bodega which has a capacity of 2.000.000 litres
- The grape harvest is manual, and commonly, held during the first two weeks of October. After a careful and meticulous grape selection, we elaborate young wines (white, rosé and red), Crianza, Reserve and Great Reserve which are marketed under the name of David Moreno and Monasterio de Yuso (Yuso's Monastery).

Our "Family Selection" is called Dmoreno, and Don Bildur and Vobiscum for signature wines. It's grapes proceed from vineyards with more than 80 years of ageing in new French oak wood barrels.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

- Few figures to know better our Bodega:
- Own vineyard: 10 hectares.
- Controlled vineyard: 130 hectares.
- Barrels: 1.500 (50% American oak and 50% French oak).
- Annual production: 850.000 bottles.
- Marketing: Sales: 75% in Spain and 25% export market: United Kingdom, Germany, Czech Republic, Switzerland, Belgium, China, Taiwan, Poland, Costa Rica, Burundi, México and USA.

We are very interested in selling our wines in; Austria, Switzerland, United Kingdom, Poland, Czech Republic, Brazil, Russia, USA, Germany, Denmark, Netherlands, Norway, Sweden, Japon, etc

- The most visited wineries in La Rioja: 25.000 visits in 2014.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS DEL MEDIEVO, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS DEL MEDIEVO,S.L.	Tax Code / C.I.F.:B26334128	
Address/ Dirección Cir. San Roque s/n	Postal Code/ C.P.:26559	
City/ Localidad:Aldeanueva de Ebro	Tel.: 941163141	Mobile:669246000
Fax:	Web:www.bodegasdelmedievo.com	
E-mail: lorena@bodegasdelmedievo.com		

Foundation year/ Año de fundación:2002	Nº employees/nº empleados:7
Total volume of sales/ Volumen total ventas (en €)	2.800.000€
Exports (% total sales)/ Exportaciones (% total ventas):	40

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Lorena	E-mail:lorena@bodegasdelmedievo.com	
Position/ Cargo:Export Manager	Languages/ Idiomas: English and Frech	
Nationality/ Nacionalidad:Española	Tel:941163141	Mobile:669246000

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas del Medievo was constituted by:- a group of farmers &- wine dealers. This mix give us :

- Best quality grapes
- Best wine making process.
- Best quality at the client attention.

The Winery: The modern facilities of the bodega occupy a surface of 3500 square meters.

Capacity of elaboration of 2 million kg 2500 oak barrels (80% American oak and 20% French)

The Vineyard:

- 150 Hectares of Vineyard.- Varieties: 70% Tempranillo, 10% Grenache 10% Mazuelo, 10%Graciano.

The vineyard extends by the highest zone of Aldeanueva de Ebro, 500 meters of altitude.

Grounds:Clay-calcareous .Poor in organic matter.Little Pluviometry

Young Wines: Cork and screwcup

Cofrade:White: 100% Viura

Rosé: 100% Grenache

Red: 100% Tempranillo

Aged wines:

Selección Especial 100% Tempranillo

Crianza80% Temprani-llo, 10% Garnacha, 5% Mazuelo and 5% Graciano

Reserva

Gran Reserva90% Tem-pranillo and 10% Garnacha.

Special Wines:

Tuercebotas: Graciano 100%

White Tempranillo 100%

Notas: 100% Old vines tempranillo

Ecologic: White and Red

Medievo: White Barrel Fermented: 100% Viura

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Cofrade:White: Gold Medal, Rioja Young Wine Competition

Rosé: Gold Medal, Rioja Young Wine Competition

Red: Silver Medal, Rioja Young Wine Competition

- Bronze Medal, Baco Tempranillo Awards
- Bronze Medal, Rioja Young Wine Competition
- Gold Medal, Rioja Young Wine Competition
- OLN, top 1000 Spanish Wine Competition
- Top 10 in best Price-Quality Ratio, Kamin Weine and Stern Magazine
- Silver medal, Rioja Young Wine Competition2012

Medievo: White Barrel Fermented. Silver Medal, Vendimia Rioja Alavesa Awards

Selección Especial

CrianzaGold Medal, Bacchus Awards 2013

- Gold Medal, Concours Mondial de Bruxelles 2013
- Silver Medal, PSWC Prowein 2012
- Silver Medal, Challenge International du Vin
- Silver Medal, Concours Mondial de Bruxelles
- Silver Medal, Premios Bacchus
- Recommended by Decanter Wine World Awards
- Top 10 in best Price-Quality Ratio, Kamin Weine, Stern Magazine
- Selected as Best Rioja Crianza by Rioja Control Boarded

Reserva- Three Stars Decanter 2012

- Gold Medal, Florida International Wine Challenge

Gran Reserva Bronze Medal, Decanter World Wine Awards 2013

Tuercebotas: Graciano 100% Gold Medal, Bacchus Awards 2013

- Silver Medal, PSWC Prowein 2012

- Wines From Spain Awards in UK 2012

White Tempranillo 100%Gold Medal, Concours Mondial de Bruxelles 2013

Expérience: 40%sales are export sales

Importers we are looking for specially: Germany, USA, Netherland, Belgium.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS ESCUDERO, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS ESCUDERO SL	Tax Code / C.I.F.: B26058216	
Address/ Dirección CTRA DE ARNEDO, S/N	Postal Code/ C.P.: 26587	
City/ Localidad: GRÁVALOS	Tel.: +34 941398008	Mobile:
Fax: +34 941398070	Web: www.familiaescudero.com	
E-mail: info@familiaescudero.com		

Foundation year/ Año de fundación: 1852	Nº employees/nº empleados: 29
Total volume of sales/ Volumen total ventas (en €)	4.000.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	71%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Jesús Barranco	E-mail: ajbarranco@familiaescudero.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: español, holandés, inglés, francés Y alemán. (nacido y vivido 33 años en Holanda)	
Nationality/ Nacionalidad: Española	Tel: +34 941145105	Mobile: +34 608209691

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

4th generation family owned and run winery founded in 1852.
170 hectares of owned vineyards with a mean age of 55 years. Of these vineyards, 35 Ha between 85 to 125 years. Very poor and stony soils 450 -900 meters of altitude.
The winery has one goal which is to produce unique, modern and high quality wines staying true to the style of their ancestors and, above all, the terroir of the area. We grow and elaborate in a 100% organic way for over 30 years. We have organic certification for 80 Ha.
Process based on gravity to prevent breakage of seeds and their subsequent bitterness.
Aging in a park of 5,000 barrels.
17th oldest producer of Spain CAVA. (elaborated in Champanoise style)
The vineyards are 450-900 meters which means that the period of ripening of the grapes is more homogeneous and gives a more elegant character to Cavas.
Cavas are "sur lie" a minimum of 2 years to 7 years.
We have more than 27 years export experience in most parts of the world, Constancy in the quality level of our wines and much of the national and international press. Ranging from Parker 96 points to best wines categorized as the "Greatest amongst the Great Riojas".

PRODUCTS DO – Rioja

SOLAR DE BECQUER
BECQUER
BECQUER ECOLOGICO
VINSACRO
ARVUM
VIDAU
HEREDAD BIENZOVAL

PRODUCTS DO – Navarra

LOGOS
CONDE DE ARTOIZ
PEDRO DE IVAR

PRODUCTS DO – CAVA

BENITO ESCUDERO

DIORO BACO

PRODUCTS DO – CASTILLA (y LEON)

TUDEJEM

CREPUSCULO

OTHER PRODUCTS

BECQUER DE LEYENDA – EXTRA VIRGIN OLIVE OIL.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We offer 4 different appellations: RIOJA, NAVARRA, CAVA and CASTILLA (y LEON) from ENTRY LEVEL to HIGH END.

Also, (ORGANIC) EXTRA VIRGIN OLIVE OIL from our fields with 135.000 olive trees.

We elaborate our wine with grapes from our vineyards and we do it in our winery. In consequence we deliver a very constant quality.

The whole process, starting from the vineyard to the commercialization from the wines is done by ourselves.

Over 30 years using only use organic fertilizers, no pesticides or chemical fertilizers.

We have gained recognition over the years by our national press as well as internationally. (90+ Parker ratings practically each year as well as European recognition)

Over 25 year of Export experience worldwide.

Looking for importers (with distribution to restaurants, stores and/or an importer / wholesaler.)

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS DE FAMILIA BURGO VIEJO

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas de Familia Burgo Viejo	Tax Code / C.I.F.: B26062174
Address/ Dirección: C/ Concordia, 8	Postal Code/ C.P.: 26540
City/ Localidad: Alfaro	Tel.: 9410183405 Mobile:
Fax: 941181603	Web: www.burgoviejo.com
E-mail: bodegas@burgoviejo.com	
Foundation year/ Año de fundación: 1987	Nº employees/nº empleados: 15
Total volume of sales/ Volumen total ventas (en €)	3.000.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	75%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Benjamin Cheminot	E-mail: bcheminot@burgoviejo.com
Position/ Cargo: Export Manager	Languages/ Idiomas: Spanish, French and English.
Nationality/ Nacionalidad: Franch	Tel:941183405 Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Burgo Viejo represents a new way of understanding Rioja, setting the pride of a hundred-year-old tradition in an innovative spirit that bring them to the vanguard of the 21st Century.

More than 200 hectares of own vineyards in the best lands for cultivation in Rioja Baja provide exclusively with the grapes that are used to make all our wines. Our queen is the varietal Tempranillo, flagship of Rioja, but we do not forget other autochthonous such as Graciano, Grenache, Carignan or Viura, that complete the palette with their special features. Thanks to the control of our winemakers and field technicians the grapes are picked in optimal conditions of ripeness to obtain these aromatic, potent and well-balanced wines.

Only the best wines will win complexity during the contact with oak and finally will rest in bottle to achieve All their personality.

One grapes make it to the wine cellar they're carefully placed inside stainless steel tanks which marks the Beginning of the alcoholic fermentation process at a controlled temperature. The latest technologies to achieve top quality wines from grapes are implemented during this key stage of the winemaking process.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

IFS and BRC Certificates.

Lot of Medals from the most prestigious competition in the world.
High scores from Robert Parker, Wine Spectator, Stephen Tanzer...

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS FRANCO ESPAÑOLAS, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA		
Company name / Razón social: Bodegas Franco-Españolas, S.A.		Tax Code / C.I.F.: A26012690
Address/ Dirección Cabo Noval 2		Postal Code/ C.P.: 26009
City/ Localidad: Logroño	Tel.: +34 941251300	Mobile: +34 676661754
Fax:	Web: www.francoespanolas.com	
E-mail: yolanda.martin@francoespanolas.com		
Foundation year/ Año de fundación: 1890	Nº employees/nº empleados: 50	
Total volume of sales/ Volumen total ventas (en €)	13,000,000	
Exports (% total sales)/ Exportaciones (% total ventas):	50%	
PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE		
Name/ Nombre: Yolanda Martin	E-mail: yolanda.martin@francoespanolas.com	
Position/ Cargo: Area Manager	Languages/ Idiomas: English, Spanish	
Nationality/ Nacionalidad: Spanish	Tel:	Mobile: +34 676661754
COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION		
<p>Founded in 1890 in Logrono, Spain, Bodegas Franco-Españolas is one of the oldest and most prestigious wineries in the country and in its flagship region, Rioja. It sets itself apart from other Spanish and Rioja wineries as its "house" philosophy is to age all of its wines longer than legally required – both in barrel and in bottle.</p> <p>The winery produces wines using the modern, cutting edge technology and follows the toughest quality control systems in Europe. It certainly has become one of the most prestigious and highly respected wineries in the world today. Bodegas Franco-Españolas' motto is "Quality and Honesty".</p> <p>The winery strives to uphold the traditional production of certified-origin Rioja wines and continues to seek the utmost quality in winemaking. Bodegas Franco-Españolas wines are available in 55 markets worldwide, including: Spain, the United States, Germany, Scandinavia, Mexico, the United Kingdom, Belgium, Netherlands, Luxemburg, Russia and China.</p>		
<p>COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.</p>		
<p>QUALITY CERTIFICATIONS : BRC by UKAS International Food Standards by ENAC ISO 14001 by ENAC GOST-R by ROSPOTREBNADZOR</p>		
<p>MARKETS : Our wines are available in 55 markets worldwide, including: Spain, the United States, Germany, Scandinavia, Mexico, the United Kingdom, Belgium, Netherlands, Luxemburg, Russia and China.</p>		
<p>SPECIAL INTEREST : Denmark, Netherlands, Germany, United Kingdom, USA, Japan, Chile</p>		

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS GOMEZ CRUZADO

COMPANY DATA/ DATOS DE LA EMPRESA: Bodegas y Viñedos de Gómez Cruzado S.A.

Company name / Razón social: Bodegas Gómez Cruzado	Tax Code / C.I.F.: A78661741	
Address/ Dirección: Avda. de Vizcaya, 6, s/n.	Postal Code/ C.P.: 26200	
City/ Localidad: Haro	Tel.: 941 312 502	Mobile: 687 580 100
Fax: 941 303 567	Web: www.gomezacruzado.com	

E-mail: bodega@gomezacruzado.com

Foundation year/ Año de fundación: 1886 Nº employees/nº empleados: 5

Total volume of sales/ Volumen total ventas (en €)

Exports (% total sales)/ Exportaciones (% total ventas):

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Daphne Roos	E-mail: daphne@gomezacruzado.com	
Position/ Cargo: Export	Languages/ Idiomas: Español, Inglés, Holandés	
Nationality/ Nacionalidad: Holandesa y Española	Tel: 941 312 502	Mobile: 619 334589

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

CRUZADO is the boutique winery of Barrio de la Estación in Haro. Founded in 1886, this winery is located in a century-old house, where the details and typicity of fine wines receive the utmost respect. Gómez Cruzado is managed by the duo of David González and Juan Antonio Leza, two young winemakers and wine experts with over a decade of highly specialized experience as consultants for major projects in Rioja, Ribera del Duero, Arlanza, Rueda, Toro, Navarra, Somontano, Castilla la Mancha, Extremadura, among other areas.

This expertise has enhanced their sweeping perspective of the industry. González and Leza are currently focusing their experience and passion on this project with great potential, in an area producing great terroir-driven wines is definitely possible. González and Leza began as consultants for this project in 2008, and by today it has become their passion.

Gómez Cruzado's philosophy remains faithful to its founding principles from 128 years ago: create a fine Rioja wine that meets the standard of the other reds produced in el Barrio de la Estación in Haro, while exploring the individual expression of the 50 hectares of vineyards controlled by the winery in three different sub-areas: Garnacha of the Alto, Najerilla valley near the mountain range Sierra de la Demanda; and Tempranillo, from both the heart of Rioja Alta (the triangle formed by the villages Uruñuela, Torremontalbo and Cenicero) and the mythical area in the foothills of Sierra Cantabria which includes Rioja Alavesa and Sonsierra.

Products:

Gómez Cruzado white 2014: Parcels of over 30 year old vines of Viura planted on pebbly soils between the Ebro and the Najerilla rivers. Bebourbage followed by a low temperature fermentation. 50% of the wine ferments in French oak with a minimum toast and is later aged in it for 5 months. The other half remains in stainless steel vats with weekly battonages

Gómez Cruzado Crianza 2011: 80% Tempranillo from vineyards in the foothills of the Cantabria range and in the low course of the Najerilla river (Uruñuela, Torremontalbo) and 20% Garnacha from the high Najerilla (Badarán). 12 months in new American oak barriques.

Gómez Cruzado Vendimia Seleccionada 2014: Tempranillo (50%) and Garnacha (50%) grapes from grapes 30 year old vines planted, in the Hills of the Ebro river Valley. Tempranillo vineyards are in the high foothills of the Sierra Cantabria, and the Garnacha ones in the Najerilla river Valley, at the foothills of the Sierra de la Demanda. Malolactic fermentation in new French oak barriques, in which it further aged for 5 months.

Gómez Cruzado Reserva 2009: Tempranillo of over 30 year old bush vines located in the Sierra Cantabria foothills and the low course of the Najerilla river. Aged for 18 months in French and American (50% each) new and second year oak barriques, followed by 2 years of bottle ageing at our cellar.

Gómez Cruzado Honorable 2010: Our oldest vineyards in the foothills of the Sierra Cantabria with a south-south east orientation (“Carasoles”) are used for this wine, so the assemblage is very much that of a field blend, with Tempranillo having the lion’s share, but also Garnacha, Graciano, Mazuelo and Viura of over 50 year old vines. Malolactic fermentation in new oak barrique with weekly “batonage”, followed by 18 months in French thin grained oak barriques.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Prices:

GOMEZ CRUZADO Vendimia Seleccionada 2014 – 4,65 €/bott

(Tempranillo 50% + Garnacha 50%)

GOMEZ CRUZADO Blanco 2014 – 4,65 €/bott

(White wine, Viura + Tempranillo Blanco – (Available from May 2015))

GOMEZ CRUZADO Crianza 2011 – 4,50 €/bott

(Classic, 12 months in barrel; Tempranillo 80% + 20% Garnacha)

GOMEZ CRUZADO Reserva 2009 – 7,90 €/bott

(100% Tempranillo; Classic fine wine 18 months in barrel)

HONORABLE 2010 – Special selection 11,00 €/bott

(98% Tempranillo + 2% Graciano, Garnacha, Mazuelo; 18 months in barrel)

Countries we already export to:

Mexico, United Kingdom, Germany, Switzerland, Netherlands, Denmark, E.E.U.U. etc.

Countries we are interested in:

All the rest of the countries....

We are interested in importers who work with Horeca and specialized shops.

COMMERCIAL PROFILE / PERFIL COMERCIAL

**INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015.
ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.**

BODEGAS J.E.R., S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS J.E.R. S.L.		Tax Code / C.I.F.: B26301598	
Address/ Dirección CRTA. PLANIGÜELA POL,10		Postal Code/ C.P.: 26314	
City/ Localidad: HUÉRCANOS		Tel.: 941745020	Mobile:635955448
Fax: 941745021		Web: www.bodegasjer.es	
E-mail: info@bodegasjer.es			

Foundation year/ Año de fundación:2000	Nº employees/nº empleados:3
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: EVA	E-mail: info@bodegasjer.es	
Position/ Cargo: OWNER	Languages/ Idiomas:	
Nationality/ Nacionalidad: SPANISH	Tel:635955448	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

WINES ELABORATED IN RIOJA D.O.C. CALIFICADA
 WHITE WINE ELABORATED WITH VIURA GRAPES 100%
 ROSÉ WINE ELABORATED WITH GARNACHA GRAPES 100%
 RED YOUNG WINE ELABORATED WITH TEMPRANILLO GRAPES 100%
 CRIANZA WINE ELABORATED WITH 90% TEMPRANILLO 10% GARNACHA
 CRIANZA WINE ELABORATED WITH 100 % TEMPRANILLO

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

OUR WINERY IS NOT EXPORTING YET. WE'RE TRYING TO MEET ENTERPRISES WHICH WANTS WINES FROM FAMILIAR AND SMALL WINERIES, LIKE US. OUR MARKET IS NATIONAL , WE'VE CAPACITY FOR ELABORATE 300,000 KGS GRAPRES. WE'D LIKE TO EXPAND AND EVERY CONTRY IS GOOD FOR US.

WE WORK ALSO WITH WINERY WHICH BOTTLE WINE WITHOUT RIOJA D.O.C. , IN BOTTLE AND BAG IN BOX

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS NAJERILLA, S.COOP.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS NAJERILLA, S. COOP	Tax Code / C.I.F.: F26013227	
Address/ Dirección Carretera de Anguiano, s/n	Postal Code/ C.P.: 26311	
City/ Localidad: ARENZANA DE ABAJO (LA RIOJA)	Tel.: 941362783	Mobile: 669865111
Fax: 941410369	Web: www.bodegasnajerilla.es	
E-mail: najerilla@bodegasnajerilla.es		

Foundation year/ Año de fundación: 1975	Nº employees/nº empleados: 7
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Total volume of sales/ Volumen total ventas (en €)	6.449.297
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Exports (% total sales)/ Exportaciones (% total ventas):	5%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Ignacio Flamarique	E-mail: iflamarique@bodegasnajerilla.es	
Position/ Cargo: Responsable comercial	Languages/ Idiomas: Español , Ingles	
Nationality/ Nacionalidad: Español	Tel: 941 362 783	Mobile:618 654 377

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

1ª HIGH RIOJA WINERY PRODUCER

MEMBERS: 300

OWN VINEYARDS: 1.000 Has

LITERS ELABORATION: 6.000.000 L

BARRIQUES: 2.500

BOTTLES DISTRIBUTION: 800.000

WINES

White Viura 2014 - White oaked Viura 2009 - Rosé Grenache 2014 - Red Tempranillo 2014 - Red Crianza Tempranillo 2011

Red Crianza Grenache 2009 - Red Reserva Tempranillo 2008 - Red Reserva Tempranillo old vines (+100 years)

Red Reserva Tempranillo Premium 2005 old vines (+100 years)

MAIN EXPORT MARKETS: CHINA, USA, SWITZERLAND..

KEY CLIENTS: BODEGAS EL COTO, UNITED WINERIES, PERNOD RICARD, BODEGAS FAUSTINO, BODEGAS LAN, BODEGAS PATERNINA, LUIS CAÑAS...

TARGET MARKETS: ALL COUNTRIES

TARGET CLIENTS: ALL SORT OF IMPORTERS FOCUSED IN VALUE FOR MONEY

BRANDS FOR INTERNATIONAL RELEASE: SEÑORIO DE VALDIESTRO / PURA CEPA.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

QUALITY CERTIFICATIONS: ISO 9001:2008 / ISO:14001:2004

AWARDS:

ZARCILLO AWARDS 2013 / RED TEMPRANILLO- GOLD ZARCILLO / RED CRIANZA TEMPRANILLO-GOLD ZARCILLO

LAST ACCOLADES: WINE ENTHUSIAST- RED TEMPRANILLO VALDIESTRO 85 POINTS

<http://buyingguide.winemag.com/catalog/senorio-valdiestro-2013-joven-tempranillo-blend-rioja>

INTERNATIONAL WINE CELLAR-STEPHEN TANZER- RED TEMPRANILLO VALDIESTRO -87 POINTS

HISTORICAL SURROUNDING

MONASTERY OF SAN MILLAN COGOLLA (HERITAGE OF HUMANITY) <https://www.youtube.com/watch?v=K3ggmmsFZHg>

MONASTERY SANTA MARIA LA REAL (MIEVEAL ROYAL PANTHEON) <https://www.youtube.com/watch?v=JL8yGoHWTg>

WAY OF ST JAMES (PILGRIMS)

<https://www.youtube.com/watch?v=0qWfUxN7H9g>

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

NUBORI, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: NUBORI S.L.	Tax Code / C.I.F.: B90026394	
Address/ Dirección AVDA. DEL EBRO S/N	Postal Code/ C.P.: 26540	
City/ Localidad: ALFARO	Tel.: 941183502	Mobile: 685943770
Fax: 941183157	Web: www.bodegasnubori.com	
E-mail: dirección@nubori.es		

Foundation year/ Año de fundación: 1.989	Nº employees/nº empleados: 12
Total volume of sales/ Volumen total ventas (en €)	1.200.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	700.000

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: BORJA MATEOS	E-mail: bm@nubori.es	
Position/ Cargo: MANAGING DIRECTOR	Languages/ Idiomas: ESPAÑOL//INGLES	
Nationality/ Nacionalidad: ESPAÑOLA	Tel: 941183157	Mobile:636971804

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

The wine cellar was founded in **1889 (124 years ago)** by **D. Pedro de la Torre** and his main object was to age and bottle Rioja wines and launch them to the market. Nowadays the wine cellar is called NUBORI.

The Bodega has had various owners, however it has maintained its philosophy of wine ageing from the beginning since its foundation. In **1996**, the Bodega reached an **historical record, it sold more than 7 million bottles.**

In order to continue offering the same quality of wines, the wine cellar renewed its technical equipments in **1999**, providing it with the latest vinification and storage installations achieving one of the most modern and trustworthy quality control system within the sector (6 millions Euros in technical systems).

NUBORI is the actual **name** of the wine cellars and also the name of its products. Our aim is to launch a modern style and design of wine, always maintaining the traditional wine making process techniques carried out since the beginning

NUBORI produces a **new modern wine which fits with the current gastronomy taste**, without forgetting the prestige and knowledge that has been built throughout the last 100 years.

It is for this reason that we expect to surprise you with this new offer of quality, prestige and tradition developed by a **professional team** with more than forty years experience in production and commercialization of Rioja wines.

- **Medium Range:** Campo Burgo (with different varieties: Vintage red wine, white wine, rose, crianza and reserva)
- **High Range:** Marques de Campo Nuble (Crianza y reserva), NUBORI Crianza. Rueda and Pazo de Nubori Rias Baixas
- **Premium Range:** NUBORI Crianza y Reserva and "NUBORI Vendimia Seleccionada And Nubori Cvee Special".

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We have the next certifications IFS, BRC, ISO 9001 AND ISO14.001

Counties that we are interested:

ASIA MARKET
EEUU
RUSIA
EUROPE
SOUTH AMERICA

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS ONTAÑÓN

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS ONTAÑÓN	Tax Code / C.I.F.:B26038174	
Address/ Dirección AVENIDA DE ARAGON, KM3	Postal Code/ C.P.:26006	
City/ Localidad: LOGROÑO	Tel.: 941 234200	Mobile:+34663882767
Fax:	Web: WWW.ONTANON.ES	
E-mail:LETICIA@ONTANON.ES		

Foundation year/ Año de fundación: 1978	Nº employees/nº empleados: 35
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: LETICIA	E-mail: LETICIA@ONTANON.ES	
Position/ Cargo: RESPONSABLE EXPORTACION	Languages/ Idiomas: INGLES, FRANCES, ITALIANO	
Nationality/ Nacionalidad: ESPAÑOLA	Tel: +34 663882767	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We are a many generation, family-owned winery in Rioja. For many generations, the Perez-Cuevas family has owned vineyard land outside our hometown of Quel, in the Yerga mountain range. We have continued to purchase property adjacent to our original holdings on the higher elevation slopes of the Yergas (average vineyard elevation ~ 750 m) and now have more than 250 hectares with a combination of iron-rich, clay soil and some calcareous deposits planted under vine, and have become one of the top three largest vineyard land owners in Rioja. The climate is strongly influenced by the high elevation, but also by the Mediterranean weather patterns. Our aim is to produce wines that are pure of fruit with a strong underpinning of acidity - true to where they come from in a style that is : unique to the distinctive parcel of land within the mountain valley of "Ontañón."

We elaborate unique wines in DOCa Rioja, DO Ribera del Duero and Navarra. Distinctive ONTAÑÓN wines characterised all of them by their long fruit taste and perfect balance.

TRADEMARKS

ONTAÑÓN CRIANZA, ONTAÑÓN RESERVA 2005, ONTAÑÓN GRAN RESERVA 2005 and MITOLOGY COLLECTION.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Quality certifications: ISO 14000, IFS, BCR. Single logistic point in Rioja for all three DO's.

We are present in around 25 markets we look for long term partners who share our Passion for Wine.

Prizes:

VETIVER BLANCO 2009

· Robert Parker 90 pt

VETIVER BLANCO 2010

· Guía Peñín 90 pt

· Robert Parker 90 pt

VETIVER BLANCO 2012

· Sommelier Wine Awards 2014: Gold

ONTAÑÓN CLARETE 2013

- Commended diploma International Challenge 2014

ONTAÑÓN CRIANZA 2008

- Wine & Spirits 100 best values of the year

ONTAÑÓN CRIANZA 2010

- Guía Peñín 91 pt. "Excelente relación calidad/precio"

ONTAÑÓN CRIANZA 2011

- Medalla Oro 2014 Challenge International du vin de Burdeos

ONTAÑÓN RESERVA 1995

- Gold Winer 2001 The International Wine and Spirit Competition

ONTAÑÓN RESERVA 2004

- Prague Regional Champion (Rep. Checa) 91 pt
- Wine Spectator 91 pt.
- Stephen Tanzer's International Wine Cellar 90pt
- Robert Parker 90 pt
- Rioja Masters Competition (uk) Medalla bronce. Bronze.
- Medalla Oro, Concours Mondial Bruxelles 2011

ONTAÑÓN RESERVA 2005

- Bacchus Oro 2013
- Guía Peñín 90pt.
- Oro Concurso Vinalías Internacionales 2014

ONTAÑÓN GRAN RESERVA 1994

- ORO Expovina

ONTAÑÓN GRAN RESERVA 2001

- Rioja Masters Competition (UK) Medalla de Oro
- Decanter 92 pt
- Stephen TANzer's International 91 pt
- Robert Parker 91pt
- Wine & Spirits 2012 Medalla de Oro. 92 pt
- Robert Parker 2014. 91pt.

ONTAÑÓN GRAN RESERVA 2004

- Bacchus Oro

ONTAÑÓN GRAN RESERVA COLECCIÓN MITOLÓGICA 2001

- Guía Peñín 91 pt
- (2012)Robert Parker 92 pt

ARTESO 2008

- Bacchus oro 2013
- Guía Peñín 94pt
- -Parker points,
- -Guía Peñin points,

Interested in: Germany, Denmark, Switzerland, Japan

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

PAGOS DEL REY

COMPANY DATA/ DATOS DE LA EMPRESA		
Company name / Razón social: Pagos del Rey	Tax Code / C.I.F.: B13356340	
Address/ Dirección Ctra. 232 km 477	Postal Code/ C.P.:	
City/ Localidad: Fuenmayor	Tel.: 34 941 450 818	Mobile:
Fax: 34 941 450 818	Web: www.pagosdelrey.com	
E-mail: rioja@pagosdelrey.com		
Foundation year/ Año de fundación: 2006	Nº employees/nº empleados: 20	
Total volume of sales/ Volumen total ventas (en €)	200.000.000 (grupo Félix Solís avantis)	
Exports (% total sales)/ Exportaciones (% total ventas):	55%	
PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE		
Name/ Nombre: Félix Solís Ramos	E-mail: fsa@felixsolisavantis.com	
Position/ Cargo: Export Director	Languages/ Idiomas: Inglés	
Nationality/ Nacionalidad: Español	Tel: 926 322 400	Mobile:
COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION		
<p>Pagos del Rey winery in Rioja belongs to Félix Solís avantis, one of the Top 10 wine companies in the world and the largest producer of still wines in Spain with more than 200 million litres sold in more than 100 countries. Félix Solís avantis is responsible for commercialization of high quality wines from the most important areas in Spain. Pagos del Rey (Rioja, Rueda, Toro and Ribera del Duero) and Félix Solís (Valdepeñas, La Mancha, Vino de la tierra) are the two main wineries under the group.</p> <p>The prestigious magazine "The Economist" has mentioned Felix Solís avantis as one of the leading companies in Spain, and Drinks International includes it among the 50th Most Admired World's wine brands 2015.</p>		
COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.		
<p>Many prizes in international competitions. Own commercial delegations in France, United Kingdom, Czech Republic, the US, Mexico, Japan, and China. More than 50 years of experience in international markets. A large brand portfolio for off – trade and on- trade.</p>		

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS PASTOR DÍAZ, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Pastor Díaz, S.L.	Tax Code / C.I.F.:B26167049	
Address/ Dirección: Avda. Gonzalo de Berceo, 91.	Postal Code/ C.P.: 26559	
City/ Localidad: Aldeanueva de Ebro	Tel.: 941142390	Mobile:630957256
Fax:941142391	Web:www.pastordiaz.com	
E-mail: comercial@pastordiaz.com		

Foundation year/ Año de fundación: 1995	Nº employees/nº empleados: 4
Total volume of sales/ Volumen total ventas (en €)	750.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	35%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Gonzalo Pastor Díaz	E-mail: comercial@pastordiaz.com	
Position/ Cargo: Director de Exportación	Languages/ Idiomas: Inglés	
Nationality/ Nacionalidad: Española	Tel:941142390	Mobile:630957256

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

The Pastor Díaz Family has been growing wines, and producing olive oil for as long as anyone can remember. Bodegas Pastor Díaz have the latest winemaking and ageing equipment in a bodega which has been continuously extended over the year, always the aim of improving the quality of the wines. We label in three different brands: Castroviejo, Valdejimena & Castro Real; all of the from young wine to Gran Reserva wine. We also make a white an organic wine too.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Every one our wines qualified by D.O. Ca Rioja. The organic wine is also qualified by organic agriculture.

Our wine passes many awards. Some of the most prestigious are:

- Concours Mondial de Bruxelles 2008
- Premio Zarcillo de Oro: Castroviejo Ecológico 2007.
- Challenge 2008: Medalla d'Argent. Castroviejo Reserva 2004.
- The wine advocate: 90 puntos Parker: Castroviejo Reserva 2004.
- Tempranillo al Mundo: Tempranillo de oro: Castroviejo Reserva 2001 y Tempranillo Oro: Castroviejo Reserva 2005.
- Mundus Vini Biofach: Gold Castroviejo Ecológico 2009
- Ecoracimos de oro: Castroviejo Ecológico 2011.

Nowadays we are increasing our exporting capability, focusing on reaching every wind of market and countries. We want our wines to be known in every part of the world.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS PATROCINIO, S.COOP.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas Patrocinio. S.coop	Tax Code / C.I.F.: F26040717	
Address/ Dirección Ctra. Cenicero s/n	Postal Code/ C.P.: 26313	
City/ Localidad: Uruñuela	Tel.: +34 941 371 319	Mobile:
Fax: +34 941 371 435	Web: www.bodegaspatrocinio.com	
E-mail: info@bodegaspatrocinio.com		

Foundation year/ Año de fundación: 1985	Nº employees/nº empleados: 25
Total volume of sales/ Volumen total ventas (en €)	5.000.000
Exports (% total sales)/ Exportaciones (% total ventas):	40%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Matthias Pawlita	E-mail: mpawlita@bodegaspatrocinio.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: ES, EN, FR, DE	
Nationality/ Nacionalidad: German	Tel: +34 941 371 319	Mobile: +34 660 74 00 23

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

BODEGAS PATROCINIO is a progressive, quality focused winery situated in the heart of Rioja's top subzone, Rioja Alta. Wines are exclusively produced from our own vineyards surrounding the winery. Our vineyards situated in privileged surroundings are the key factor for success and justify important investments made in vineyard management (GIS technology, detailed sil maps), research and development (terroir project, ...).

We offer a wide range of white, rose and red DOCa Rioja wines, and have the right to mention the subzone "Rioja Alta" on our labels.

Patrocinio commercializes traditional as well as modern brands like Señorío de Uñuela, Sancho Garcés, Lágrimas De María. The style clearly reflects the origin, Rioja, and takes also the consumer into account, concentrating on more fruity and less oaky wines. Our limited production ZINIO wines are selected from our best old vineyards and offer Rioja Alta's elegance combined with appetizing fruit flavors.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

IFS certified. BRC certified. Organic production certified.

Exporting to over 20 countries.

Awards from major wine competitions and magazines such as:
Berliner Wein Trophy, Concours Mondial Bruxelles, Decanter, International Wine Review, Japan Wine Challenge, Mundus Vini, Peñin Guide, Wine Advocate, Wine Enthusiast, Wine Spectator

Interest in both boutique wine importers (for our Premium Brands) and bigger importers or chains.
Interest especially in Austria, Belgium, Switzerland, Germany, USA, Sweden (importers focused on Horeca, or Horeca chains).

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS PERICA

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS PERICA	Tax Code / C.I.F.: B26164582
Address/ Dirección Avenida de La Rioja, 52	Postal Code/ C.P.: 26340
City/ Localidad: San Asensio	Tel.: (+34)941 457 152 Mobile:
Fax: (+34)941 457 240	Web: www.bodegasperica.com
E-mail: info@bodegasperica.com	
Foundation year/ Año de fundación: 1912	Nº employees/nº empleados: 10
Total volume of sales/ Volumen total ventas (en €)	2.000.000
Exports (% total sales)/ Exportaciones (% total ventas):	20%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre:	E-mail:
Position/ Cargo: Export Manager	Languages/ Idiomas: Spanish and English
Nationality/ Nacionalidad: Spanish	Tel: (+34)941 457 152 Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Perica is a family winery with strong traditional values that traces its origin to 1912. The winery owns 140 hectares of vineyards in the best areas of Rioja Alta, and this enjoying the advantage of a total control over grape growing, harvesting and winery operations.

We have 3.500 barrels from France, USA and East of Europe barrels, who replace every four years.

We own new allier French oak basins, where our wines make the fermentation and maceration process.

We elaborate DOCa Rioja wines with the following brands:

Perica Oro: Red Special reserva of the family

Olagosa: The brand of our ageing wines Gran Reserva, Reserva, Crianza and the white cask fermented

Mi Villa: The brand for the young wines: red, rose, claret and white

6cepas6: Author wines with an amazing style. There are young wines with French barrel: red, rose and white.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Bodegas Perica have the ISO 9001. Also our wines have various recognitions like silver decanter in our Reserva Olagosa and white cask fermented Olagosa, bronze decanter in our Crianza Olagosa, who has been the official wine for a second years on a row of Rotary Club. Parker and Peñin have marked our wines with a good puntuations (Parker: 87 points for our Gran Reserva Olagosa, 89 points in our Reserva Olagosa and 86 for the Crianza Olagosa/ Peñin: 92 points in our Perica Oro, 89 points for our 6cepas6 red, 88 for ours Reserva, crianza and white cask fermented Olagosa and 87 for the 6cepas6 rose and 6cepas6 white)

We are very interested in the USA and European market although we don't close to other markets. Our wines are present in a quality markets like "El Corte Ingles", "Costco"... in specialized shops and in restaurants with Michelin stars...

We would the importers visit our winery, where they can see the process of the wine from the vineyard to the glass.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. *ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.*

BODEGAS RIOJANAS, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS RIOJANAS, S.A.	Tax Code / C.I.F.: A26000398	
Address/ Dirección: C/ Estación, 1-21	Postal Code/ C.P.: 26350	
City/ Localidad: Cenicero	Tel.: 941454050	Mobile:661891690
Fax:941454529	Web: www.bodegasriojanas.com	

E-mail:info@bodegasriojanas.com

Foundation year/ Año de fundación:1890 Nº employees/nº empleados: 65

Total volume of sales/ Volumen total ventas (en €) 16.500.000 €

Exports (% total sales)/ Exportaciones (% total ventas): 3% - 2.100.000 €

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Liola Hernández	E-mail: liolah@bodegasriojanas.com	
Position/ Cargo: Export Area Manager	Languages/ Idiomas: Spanish and English	
Nationality/ Nacionalidad: Española	Tel:941454050	Mobile:661891690

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

In 2015, Bodegas Riojanas celebrates its 125 anniversary, founded in 1890 in Cenicero by two families with deep winemaking roots, Bodegas Riojanas known for the outstanding quality of Reserva and Gran Reserva has become one of the most renowned Spanish winemaking firms.

Being a liding example of combining traditional and modern winemaking in La Rioja. BR Group grew out of its century-old winery in La Rioja.

Pursuing a diversification strategy that has led it to incorporate a rate of quality wines from the most prestigious wine regions os Spain such as Toro, Rueda and Rías Baixas intensifying its presence in international markets.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We are one of the oldest and more traditional wineries in La Rioja specialized in Reserva and Gran Reserva, we destinate 65% of our capacity to these categories. Our Reserva is third Reserva most sell in Spain and we are present in international markets as UK, Germany, EEUU, Mexico, Switzerland, Denmark, Poland, Austria, France, Dominican Republic, Colombia, China...

Based in La Rioja, our winery group enlarge the portfolio with wineries in the main Spanish appellations as Toro, Ribera, Rueda, Rías baixas and Cava.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS SAN PRUDENCIO

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas San Prudencio S.A	Tax Code / C.I.F.: A01034669
Address/ Dirección Ctra de Viana Km 1	Postal Code/ C.P.: 01320
City/ Localidad: Moreda	Tel.: +34945601034 Mobile:
Fax: +34 945 622451	Web: Bodegasanprudencio.es
E-mail: rubensaenz@bodegasanprudencio.es	
Foundation year/ Año de fundación: 1986	Nº employees/nº empleados: 6
Total volume of sales/ Volumen total ventas (en €)	785.500
Exports (% total sales)/ Exportaciones (% total ventas):	15%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Ruben Saenz Lopez	E-mail: Ruben Saenz Lopez
Position/ Cargo: Owner	Languages/ Idiomas: English
Nationality/ Nacionalidad: Española	Tel.: +34945601034 Mobile: 637726380

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas San Prudencio is situated in Moreda, a privileged place in Rioja Alavesa. San Prudencio winery is a young, dynamic and innovator company. We born with the aim of creating innovative wines adapted to new consumer tastes. The team is formed by a group of professionals who share the same passion for the world winw. "Spirit creative and dynamic, which reflects in each of our wines". Throughout the year we dedicate all our efforts and tenacity to looking after our vineyards, inherited from our ancestors. Our main is to harvest top quality grapes to produce our wines. All of La Rioja's most traditional varieties can be found in our vineyards: Tempranillo, Garnacha, Mazuelo and Graciano. After a careful vinification the wines with the best qualities and characteristics are selected. They rest in French and American oak barrels for at least one year, from which they take on oak flavors and essences, until the moment that they reach the optimum character and quality for their classification. The owners, the brothers Saenz Lopez, play an essential role in the winemaking process, actively supervising the production and ageing of the wines, and leaving their personal stamp on every single bottle of Bodegas san Prudencio. They balance respect for the traditional ways of working, with a modern vision of La Rioja's wines. Winemaker Ruben Sanz is the wine's author. Just 31 years old, and one of the youngest enologists currently working in La Rioja, he has a very promising future. In such a traditional wine region as La Rioja, it is most unusual to find one so young, with such responsibility. Bodegas San Prudencio is proud that all of this effort and work has been recognized by the distinguished wine writer, Robert Parker, with his Wine Advocate awarding 90 points to our young wine in 2007.

WINE LIST:
CUETO (Rioja Alta Wine), ENVITE (Rioja Alavesa Wine), DEPADRE, CONCLAVER RESERVA (Special wine), CONCLAVE ESENCIA (Premium wine), and MALIZIA (Ice Wine, singular in the world).

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We have experience in the international market for 10 year.
We are interested in importing specialized in wines and drinks.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS SOLANA DE RAMÍREZ

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas Solana de Ramírez	Tax Code / C.I.F.: F26048108
Address/ Dirección: C/ARANA, 24	Postal Code/ C.P.: 26339
City/ Localidad: Ábalos	Tel.: 9413080 Mobile: 669382076
Fax:941308049	Web: www.valsarte.com
E-mail: consultas@solanaderamirez.com	
Foundation year/ Año de fundación: 1986	Nº employees/nº empleados: 10
Total volume of sales/ Volumen total ventas (en €)	554.355 €
Exports (% total sales)/ Exportaciones (% total ventas):	5%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Martha Eugenia Buitrago Madrid	E-mail:martha.buitrago@solanaderamirez.com
Position/ Cargo: Export Manager	Languages/ Idiomas: spanish and english
Nationality/ Nacionalidad: Spanish	Tel: 941308049 Mobile: 669382076

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Solana de Ramirez Ruiz is a family company that was founded in 1986. Several generatios behind has been devoted to the cultivation of their vineyards and posterior elaboration and aging of their Wines. We have known reconcile the new technology of the elaboration and cleaning of the Wine, with the most traditional way and handmade of making of the big Wines of Rioja.

The bodega has an annual production of 350 to 400 thousand kilos of grape, produce from 50 Has. From own vine, (80% tempranillo and the 20 % of graciano, garnacho and viura adn other experimental varieties); they are located, in the Municipaly of Abalos and San Vicente de la Sonsierra (Rioja Alta). These vineyards lapse from North to South, from the Cantabria mountains, until the vicinity of the Ebro river. The lands are calcareous, clay that together with the existent micro - climate, influencing for the currents of Cantabrian and Mediterranean air, they make that this zone is very capable in orther to produce wines of excellent quality.

For Crianza and Reserva wine we have and independent space in the underground with 600 barrels of American and French oak, being our Wines, of great quality and prestige inside and outside the Country.

The wines are elaborated artisan for our family with a careful mime, not altering their normal process of fermentation and the result is a wine with character and very flavourful and natural red wine. Red, White, and Rosé with "Destination of Origin Qualifield Rioja". **TYPE:** Young – Crianza – Reserva – Gran Autor Reserva; **BRANDS:** "Solana de Ramirez" and "Valsarte"

- Solana de Ramirez White 2014. Pale yellow color, fine fruit aromas, tasty and sweping. Grape varieties: 90% viura and 10% others.

- Solana de Ramirez Red 2014. Fairly intense ruby tone, strong aroma of red fruits, fruity palate. Grape varieties: 90% tempranillo, 5% garnacha and 5% viura.

- Valsarte Crianza 2009-2010: cherry colour, fruity aromas, strong and balance in mouth with creamy traces of vanilla. Grape varieties: 100% tempranillo.

- Valsarte Reserva: maroon tone, wood aromas, spicy, soft and aroma on the palate, long ageing. Grape varieties: 85% tempranillo, 10% graciano and 5% others.

-Valsarte Gran Reserva: maroon tone, wood aromas, spicy, soft and round on the palate. Grape varieties: 90% tempranillo, 5% graciano and 5% other varieties.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Firstly there is a magazine PEÑÍN GUIDE TO SPANISH WINE. It has a professional team specialized in the sensory evaluation of wines from the different Spanish wine regions, like RIOJA. There are a tasting supporting team, an international consultant in GRUPO PEÑIN and great expert in the identification of the best price/quality ratio, and the two in – house senior wine editors.

Our price quality ratio 2015 in PEÑIN MAGAZINE is:

Valsarte 2008 TR	Rioja	88	****
Valsarte Vendimia Seleccionada 2009 T	Rioja	88	****
Valsarte 2001 TGR	Rioja	87	***
Solana de Ramírez 2010 TC	Rioja	87	*****
Valsarte 2009 TC	Rioja	86	*****
Solana de Ramírez 2013 B	Rioja	85	*****
Solana de Ramírez 2013 RD	Rioja	85	*****

We also have participate in 2014 in BURDEOS (FRANCE) in CHALLENGE INTERNATIONAL DU VIN which web site is <http://www.challengeduvin.com/>. The Challenge International du Vin is a competition organised in the form of tasting. It is open to all wines and wine-based spirits, ready for marketing (bottled), regardless of vintage. The competition was awarded approval by the European Community in 1986 and is governed by the rules of the " International Code of Oenological Practices for Vines and Wines ". The Challenge International du Vin has been **ISO 9001 version 2008 certified** since 2009. It is one of the biggest French international wines competition and one of the most famous wine event in the world. We achive to win the DIPLOME MEDAILLE D'OR 2014 in D.O. CA RIOJA "CRIANZA ROUGE 2009 VALSARTE"

We went to international fairs in other to promote Bodegas Solana de Ramirez, we are working in improve our brand in the international market as well as national market. For us is important the investment in new technologies, for example the shop online, web improvements for instance. Nowadays we have the production and communication technologies in other to be more competitive in wine market. We have also a video of the bodega <https://www.youtube.com/watch?v=2IEopDXTQHM>.

For example VINO&CIA in Colombia, KONDRAT in Poland and ENOMEX in Mexico are our importers in each country. We want to expand international market to other countries, so our target markets are:

The Netherlands
Denmark
Norway
Chile
Great Britain

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS SONSIERRA, S. COOP.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas Sonsierra, S.Coop	Tax Code / C.I.F.:F26007195	
Address/ Dirección El Remedio s/n	Postal Code/ C.P.:26338	
City/ Localidad: San Vicente de la Sonsierra	Tel.: 941334031	Mobile:
Fax:941334245	Web:www.sonsierra.com	
E-mail:administracion@sonsierra.com		
Foundation year/ Año de fundación:1961	Nº employees/nº empleados:15	
Total volume of sales/ Volumen total ventas (en €)	4.667.786,76	
Exports (% total sales)/ Exportaciones (% total ventas):	30%	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Manuel Martinez Rada	E-mail:manuel@sonsierra.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: Español/Ingles	
Nationality/ Nacionalidad:Española	Tel:941334031	Mobile:618781301

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Sonsierra was founded in 1961 in San Vicente de la Sonsierra. The name Sonsierra means "below the mountain chain" and is the region in Rioja that has historically enjoyed greater fame for the quality of its wine, as it features the most favourable characteristics for wine production and its people have dedicated almost exclusively to the cultivation of grapes for generations.

Nowadays Bodegas Sonsierra is the second largest bottling cooperative in Rioja, and is an example of coordination and collaboration of 160 expert vine growers who carefully tend their 570 hectares of vineyards. We elaborate all of our wines from the exquisite fruit of our own vineyards. This is how we manage our wines to maintain their excellent temperament and quality year after year.

The cornerstone of our winemaking philosophy consists of achieving the perfect balance between fruit and oak, so that our wines have a modern style and unique personality, a true reflection of the winemaking tradition of Sonsierra, and maximum expression of the personality of Rioja's star varietals, Tempranillo and viura.

The outstanding singularity of the wines produced by Bodegas Sonsierra has placed them among the most renowned in Rioja. They are aromatically clean and powerful wines, deliciously easy to drink but with structure, and do not leave anyone indifferent thanks to their delicate bouquet and generous qualities.

TRADEMARKS

Sonsierra Selección Red - Sonsierra Selección Rose - Sonsierra Selección White
 Sonsierra Crianza - Sonsierra Crianza Selected Harvest
 Sonsierra Reserva - Sonsierra Gran Reserva
 Sonsierra White Barrel Fermented
 Pagos de la Sonsierra Reserva
 Perfume de Sonsierra High Expression

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS TARON

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas Taron	Tax Code / C.I.F.: F26006833	
Address/ Dirección Ctra Miranda, s/n	Postal Code/ C.P.: 26211	
City/ Localidad: Tirgo	Tel.: 941301650	Mobile: 637213684
Fax: 941301817	Web: www.bodegastaron.com	
E-mail: info@bodegastaron.com		
Foundation year/ Año de fundación: 1964	Nº employees/nº empleados: 8	
Total volume of sales/ Volumen total ventas (en €)	1.200.000	
Exports (% total sales)/ Exportaciones (% total ventas):	30	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Gonzalo Salazar de Gurendes	E-mail: gsalazar@bodegastaron.com	
Position/ Cargo: Managing Director	Languages/ Idiomas: English, French	
Nationality/ Nacionalidad: Spanish	Tel: +34637213684	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

All our wines are made exclusively with grapes from our vineyards in one of the most famous *terroirs* in Rioja Alta, a district protected from the cold north winds by the Montes Obarenes and in whose soils we can find the secret which gives our wine the ideal qualities necessary for cask ageing. You can see photographs of our vineyards on our website www.bodegastaron.com. These lands are difficult to cultivate because you must show a great care on the vine so it could reach the ideal point of ripening. On the other hand, those cares are shown in our strong-personality wines, since we are the Rioja winery located farthest North.

All our wines are awarded with the top quality price-ratio mark in Peñin Guide and have obtained international awards in Decanter World Wine Awards, Concours Mondial de Bruxelles, International Wine Challenge, Tempranillos al Mundo, etc.

Our range of wines:

- TARON WHITE (Viura 100%)
- TARON ROSÉ, with a blend of white and red grapes unique in Spanish Rosé wines
- TARON TEMPRANILLO (Tempranillo 100%)
- TARON 4M (semi-crianza, 4 months of oak ageing) (91 pts Peñin Guide)
- TARON CRIANZA (12 months of oak-cask ageing)
- TARON RESERVA (made with our oldest vines, 14 months oak ageing).

New Release: TARON CEPAS CENTENARIAS (93 Peñin points): flavourful, powerful and concentrated wine whose elegance captures the soul of the Tempranillo centenary vines, surviving the passing of time on our historic Rioja Alta *terroir*.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Single-estate winery, Rioja Alta wines (most prestigious area in Rioja).

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS VALLEMAYOR, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS VALLEMAYOR S.L.	Tax Code / C.I.F.: B-26244913	
Address/ Dirección Carretera Logroño-Vitoria, 38	Postal Code/ C.P.: 26360	
City/ Localidad: Fuenmayor	Tel.: 941450142	Mobile: 626753549
Fax: 941450376	Web: www.vallemayor.com	
E-mail: comercial@vallemayor.com		

Foundation year/ Año de fundación: 1984	Nº employees/nº empleados: 5
Total volume of sales/ Volumen total ventas (en €)	2.000.000
Exports (% total sales)/ Exportaciones (% total ventas):	20%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: RAFAEL PÉREZ GONZÁLEZ	E-mail: comercial@vallemayor.com	
Position/ Cargo: GERENTE	Languages/ Idiomas: Español e inglés	
Nationality/ Nacionalidad: Español	Tel: 941450142	Mobile: 626753549

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas Vallemayor S.L. is a family-owned winery located in Fuenmayor, into the geographic area of La Rioja Alta. We only elaborate high quality wines from our own 60 hectares of vineyards and from other 60 that we control in the area. In Vallemayor the traditional knowledge and the most modern technology are well-balanced in order to produce both a line of coupage wines and another of terroir wines that are the most accurate model of this land expression. We're under the protection of the D.O.Ca. Rioja.

VALLEMAYOR TINTO 13/14: Young red wine with a net, bright red purplish colour. The nose is intensively fruity with hints of liquorice that are peculiar to Tempranillo. // VALLEMAYOR BLANCO 14: White young wine made from the excelent viura grapes from the family Pérez Foncea old vineyards. // VALLEMAYOR ROSADO 14: Rose young wine made from the garnachas and tempranillos (50% and 50%) from family Pérez Foncea vineyards. // VALLEMAYOR CRIANZA 11/12: A clean, bright wine; garnet with ruby-red hues and great intensity. Double gold medal and 98 points in the San Francisco international wine contest.// VALLEMAYOR RESERVA 07: Very intense garnet-red with light brick rim, evidence of ageing in oak and good development. Silver medal in the SFIWC.// VALLEMAYOR GRAN RESERVA 05: The wine evinces great colour intensity, a garnet-red with tawny hues that denotes ageing in oak and good development. // COLECCIÓN VALLEMAYOR VIÑA ENCINEDA 12: A single-varietal Tempranillo wine made with grapes from "La Encinada". // COLECCIÓN VALLEMAYOR VIÑA CERRADILLA 10: Made with grapes from 5 hectares of vineyards in "La Cerradilla" estate, with vines over 40 years old and a limited production of 4,000 kg of grapes per hectare. // COLECCIÓN VALLEMAYOR BLANCO BARRICA 12: This wine is a rarity. The grapes come from Viura vines that are more than forty years old.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Due to the excellent quality/price relationship of our wines, several of them have been recommended with 4 and 5 stars in Peñín Guide year after year.
Our Crianza 2011 has a double gold medal in the last San Francisco International Wine Contest and our Reserva 2007 a silver medal.
Besides our wines have been prized and recommended by the prestigious Decanter magazine and by the Baja California University, in Mexico, among others.
We have export experience, as long as we've been working with importers during the last 20 years. And nowadays we're looking for new importers in Europe, except UK, Asia and USA.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS VINÍCOLA REAL

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS Vinicola Real	Tax Code / C.I.F.:B26255661	
Address/ Dirección ctra Nalda km 9	Postal Code/ C.P.:26120	
City/ Localidad:Albelda de iregua	Tel.: 941444233	Mobile:639729176
Fax:	Web:www.vinicolareal.com	
E-mail:Export@vinicolareal.com		

Foundation year/ Año de fundación:1992	Nº employees/nº empleados:10
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Total volume of sales/ Volumen total ventas (en €)	
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Exports (% total sales)/ Exportaciones (% total ventas):	30%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Myriam Ruiz	E-mail:Export@vinicolareal.com	
Position/ Cargo:Export manager	Languages/ Idiomas:ingles, español	
Nationality/ Nacionalidad: Española	Tel:941444233	Mobile:639729176

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Vinícola Real is the personal project for all wines produce for Miguel Angel Rodríguez, owner and winemaker. Placed in an extraordinary location in La Rioja, our own old vineyards, with low yields and a traditional viticulture give us the way to produce high quality wines, as our 200 Monges Reserva, a wine with more than 30 international awards since his released. After more than 20 years in the wine industry, Vinicola Real has become a reference winery in RIOJA with a big portfolio that gives us the chance to arrive to a variety of consumers.

We produce all our wines in the most traditional way and we also have an organic range Viña los Valles. To complete our big portfolio we develop a range of value wines, under the brand anme of Urbion, a full range of Rioja wines (joven, crianza, reserva) with a good value for money, wines with high scores (90/91 Parker) in a standard price level.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We have BRC, IFS, Certification NOP, and Organic viticultura European certification.

Almost all our wines have been scored with 90 Parker points or more, not only our famous premium range. Our URBION crianza has vintage after vintage GOLD Medal at Mundus Vini.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS Y VIÑEDOS CARLOS MORO

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Bodegas y Viñedos Carlos Moro	Tax Code / C.I.F.:B26521567	
Address/ Dirección: Camino Garugele s/n	Postal Code/ C.P.: 26338	
City/ Localidad: San Vicente de la Sonsierra (La rioja)	Tel.: 941334093	Mobile: 607713941
Fax:	Web: www.bodegacarlosmoro.com	
E-mail: comunicacion@bodegacarlosmoro.com		

Foundation year/ Año de fundación: 2015	Nº employees/nº empleados: 2
Total volume of sales/ Volumen total ventas (en €)	-
Exports (% total sales)/ Exportaciones (% total ventas):	-

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: JAVIER CORNADO	E-mail: directorcomercial@bodegacarlosmoro.com	
Position/ Cargo: GENERAL SALES DIRECTOR	Languages/ Idiomas: SPANISH / ENGLISH	
Nationality/ Nacionalidad: SPANISH	Tel: 941334093	Mobile: 663205585

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas y Viñedos Carlos Moro is a business and wine project marked by the passion of a winemaker, winemaker and winery owner that has successfully deployed its stamp on other designations of origin, equally demanding and prestigious.

An exciting work also driven by a team of winemakers, responsible for selecting a collection of special vineyards on the left bank of the Ebro River with its epicenter in San Vicente de la Sonsierra, and which constituting the starting point for wines that aim to be in the elite of the Qualified Denomination of Origin Rioja. 20 hectares of own vineyards and another 40 managed by Grupo Matarromera form the starting point for this exciting challenge.

The underground corridors with a surface of more than 1.200 m², with a capacity for over 2,000 barrels, allow natural and homogeneous aging throughout the year because of the optimum temperature and humidity conditions, regardless of weather conditions outside, without dependence on industrial refrigeration equipment and / or air conditioning.

Grupo Matarromera will also invest in the acquirement of enological machinery of the latest technology for the production of high quality wine, with techniques such as the automatically "bleeding" of the wine and the separation of the stems from the grape skin without braking them, which permit to improve the process of winemaking for limited and exclusive productions. Moreover, joining tradition and modernity, some of the fermentation processes will take place in concrete deposits, covered with isolation material. All this combined with the technical knowledge and passion of the team of enologists of Grupo Matarromera, as well as the exciting challenge of making wines of the highest quality in the well known D.O. Rioja.

At the same time Grupo Matarromera is evaluating the investment in a system that could take advantage of the humidity and the temperature of the underground corridors, so that these low temperature can be used in the rest of the rooms of the winery. All this will contribute to the philosophy on sustainability and the protection of the environment.

This new winery forms the backbone between two regions, between two rivers which, flowing in the opposite direction, lead to the same destination: a market accustomed to the requirement and the excellence of its wines, motif set with humility, simplicity and professionalism, the principal and noble goal of this new Rioja winery.

TRADE MARKS: OINOZ CRIANZA, OINOZ RESERVA

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

With the acquisition of this winery in D.O. Rioja, Matarromera takes a strategic and qualitative leap in its intention to become a national reference in winemaking at its finest. The company founded in 1988 by Carlos Moro itself is now a business group that closed 2013 with a turnover of over 18.6 million euro and this year expects sales of 19.5 million, which is 4.8% higher. In the past five years, the company has maintained steady growth, going from a turnover in 2009 of 14.9 million euro to 19.5 million euro in 2014 (forecast), an increase of more than 30%.

The project bases its exponential growth in its commitment to the vineyard (with over 500 hectares, one of the largest owners of vineyards in Castilla y León) and especially in research, investing over 40 million euro in different R & D at the international wine forefront in the last ten years. These investments already resulted in pioneering products such as the first non-alcoholic wine high end of the world (Eminazero), the polyphenolic extract Eminol, which is also internationally patented, and the line of high-end cosmetics Esdor

COUNTRIES WE ARE INTERESTED IN: USA, GERMANY, SWITZERLAND, UK, THE NETHERLANDS, BRASIL.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS Y VIÑEDOS HERAS CORDÓN, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name: Bodegas y Viñedos Heras Cordón, s.l.	Tax Code: B26262188	
Address: Ctra. Lapuebla, km 2	Postal Code: 26360	
City: Fuenmayor La Rioja	Tel.: 0034941451413	Mobile: 0034608176743
Fax: 00034941450265	Web: www.herascordon.com	
E-mail: export@herascordon.com		

Foundation year: 1995	Nº employees: 9
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Total volume of sales 3.500.000 €

Exports (% total sales)/ Exportaciones (% total ventas)	30%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name: Victor Zabalza Ulibarri	E-mail: export@herascordon.com	
Position: Export Manager	Languages/ Idiomas: English, Spanish	
Nationality: Española	Tel: 0034608176743	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

HISTORY OF THE WINERY HERAS CORDON

The Heras Cordon family tradition in wine production can be traced back to the end of the 19th century, when the family built the first cellars in their hometown of Lapuebla de Labarca in the Alaves area of the Rioja.

At the start of the 1990s, a vineyard was purchased in Fuenmayor, a municipality in the Rioja. This was the ideal location for the construction of the new installations which the winery continues to use to date.

This construction began in 1995. Aiming to maintain traditional features, stones were bought for the construction of the winery from abandoned 19th century railway stations.

A 10 meters deep excavation was made in the warehouses to allow the aged and reserve wines to rest and mature.

Construction of the new installations concluded in 2001, the same year as the first HERAS CORDON wine was produced in the new installations – classified by the Regulatory Board as an excellent harvest and a vintage of the century.

There are fifty hectares on the property for the production of these great wines, plus the acquisition of the harvest from a further sixty hectares from local farmers who are assessed to ensure excellent grapes are obtained. All the vineyards are in two sub-areas of great prestige and high quality: Rioja Alta (Cenicero, Fuenmayor and Navarrete), and Rioja Alavesa (Laguardia, Elciego and Lapuebla de Labarca).

Later, in 2004, the “HERAS CORDON BOTTLER’S CLUB” was started: 142 customers receive their bottles in accordance with an annual consumption agreement, wherein they are allowed to use the installations and personalise their bottles.

At the end of 2005, a private restaurant (capacity: 50 people) and a function room (capacity: 30 people) were opened for the exclusive use of the winery and members of the bottler’s club.

The near future will see the opening of a warehouse to house the end product, a shop to sell wines and a small hotel with 8 rooms for customers and friends.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We have a lot of awards, like silver medal from Shaghai fair, Parker Point, etc.

We are the official wine for Vatican.

We have personal bottles with the stamp of the winery. We are using high quality of natural cork.

Now we are working with ones of the best importers in a lot of countries, like USA, Brasil, Germany, etc.

We are interesting in all the countries.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

BODEGAS Y VIÑEDOS ZUAZO GASTÓN

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: BODEGAS Y VIÑEDOS ZUAZO GASTON,	Tax Code / C.I.F.: J01296169
Address/ Dirección LAS NORIAS, 2	Postal Code/ C.P.: 01320
City/ Localidad: OYON	Tel.: 945-601526 Mobile: 617405124
Fax: 945-622917	Web: www.zuazogaston.com
E-mail: export@zuazogaston.com	

Foundation year/ Año de fundación: 2001	Nº employees/nº empleados: 11
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Total volume of sales/ Volumen total ventas (en €)	1.650.000
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Exports (% total sales)/ Exportaciones (% total ventas):	12%
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PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ALBERTO ANOZ	E-mail: export@zuazogaston.com
Position/ Cargo: Export Manager	Languages/ Idiomas: ESPAÑOL / INGLÉS
Nationality/ Nacionalidad: ESPAÑOL	Tel: 945-601526 Mobile: 617-405124

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Bodegas y Viñedos ZUZO GASTON is the result of several winegrowers generations with the illusion, effort and dedication of a great professional team headed by Prudencio Zuazo Gastón coming true his family project. Based on **family owned vineyards** located in the village of Oyón, Rioja Alavesa, combining an old tradition making Rioja wine, an eco-friendly attitude towards the land and the ultimate enological techniques come together our quality wines.

PRODUCTS:

RIOJA D.O.Ca. WINES

BRANDS: ZUAZO GASTON Vendimia Seleccionada ; ZUAZO GASTON Crianza ; ZUAZO GASTON Reserva ; ZUAZO GASTON Finca Costanillas ; ZUAZO GASTON Selección de Familia Reserva, ZUAZO GASTON Viura ; VADILLO Tempranillo ; VADILLO Crianza ; VADILLO Reserva.

CERTIFIED VARIETAL WINES:

G7 Sauvignon Blanc/Viura, G7 Tempranillo Rosé, G7 Tempranillo Red, G7 Tempranillo Madurado. TERRA SARA Tempranillo Red, TERRA SARA Tempranillo Rosé, TERRA SARA White.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

ZUAZO GASTON wines have been awarded at several international challenges during the past 3-4 years:

- Concours International LYON,
- CATAVINUM,
- Salón Internacional de Vinos ARRIBE,
- International Wine Challenge BACCHUS,
- Concours Mondial BRUXELLES,

Our cellar is exporting to different markets such as USA, México, Colombia, Poland, R.P. China, Ireland, ... We are interested on markets like: GERMANY, AUSTRIA, U.K., BELGIUM, NETHERLANDS, DENMARK, CANADA, REP. CHECA, TAIWAN, etc.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

EVERYDAY IS LIKE SUNDAY, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: EVERYDAY IS LIKE SUNDAY	Tax Code / C.I.F.: B26511253	
Address/ Dirección PORTALES 21, 1º DCHA.	Postal Code/ C.P.: 26001	
City/ Localidad: LOGROÑO	Tel.: 941251809	Mobile: 629454720
Fax:	Web: WWW.EVERYDAYISLIKESUNDAY.ES	
E-mail: ELVIRA@SIDECARONLINE.COM		
Foundation year/ Año de fundación: 2013	Nº employees/nº empleados: 3 PARTNERS	
Total volume of sales/ Volumen total venta	40.000	
Exports (% total sales)/ Exportaciones (% tc	3.200	

PARTICIPANT DATA DATOS PERSONA PARTICIPANTE

Name/ Nombre: ESTELA ASENJO PASCUAL	E-mail: EXPORT@EVERYDAYISLIKESUNDAY.ES	
Position/ Cargo: EXPORT MANAGER	Languages/ Idiomas: ENGLISH	
Nationality/ Nacionalidad: SPANISH	Tel: 607941783	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

In EVERYDAY IS LIKE SUNDAY we want everyday to be like Sunday for you.

We wish there were at anytime a special moment to drink a toast, because the sun has risen, for your love, for a song... or just because you feel like doing it, without excuses.

We want everyday to be unique, so we elaborate and commercialize wines and products from different Appellations of Origin, from all over Spain. We search for the best and the most different of each place. To create unique and special products. Betting on both design and quality.

We like the idea that each day could be a holiday for you, to enjoy, to get excited and surprised, because it keeps us amused and inspires what we do.

That's why we look for the most genuine and distinguishing delights from each production area. Creating designs and one-of-a-kind products, different, creative, funny and provocative...Surprises do not end here.

THE SEVEN SINS

A family of wines which is very complex, with many subtle nuances. Every one of the wines has its own unique, fully formed personality. Each of the seven sins finds its reflection amongst these wines.

The design has also had an important influence on the development of the wines themselves.

Every bottle tells a story. Every sin is represented in a way which evokes different feelings in the viewer. Lust, enveloped in a woman's stocking, is evocative to the touch as soon as you pick up the bottle, or Envy, coveting everything around it, hence its mirrored finish, reflecting and trapping its surroundings. Laziness, looking like it just emerged from a cemetery of bottles where it had been sleeping for some undefined stretch of time, now covered in dust and with its lettering tilted to the side, lying down just the way it prefers to be.

On another bottle we find evidence of a display of unchecked Anger in the form of a burnt label... it couldn't be avoided. Pride, always looking down on the rest, now standing out with glittering Swarovski crystals. Gluttony was too much even for the cutlery, leaving it completely misshapen and useless from so much use and abuse. And finally, so that it lasts longer, not to be touched, a sturdy lock safeguards Greed.

There's no life without sin.

THE SNOB. Brut Reserve Cava. Sparkling wine. WHAT ARE YOU GOING TO WEAR TODAY?

The term "Dress code" defines the way one has to get dressed for any important occasion.

Our Cava "Black Tie" is a reference to the indispensable use of this accessory with the tuxedo. It represents the second

level of elegance in the dress code.

OLORAMAR. White wine. Albariño.

Rias Baixas is home to this unique indigenous Galician grape vine, planted on granitic soils and trellised in traditional pergolas to allow for phenolic ripeness within the grape clusters. In this less-than-ideal climate (it rains here often), this positioning of the vines is critical; placed above the height of an average human being, allowing the nearby sea breezes to freely circulate through the vineyards and maintain healthy fruit.

SMELL OF SEA. This Albariño is born from the sea. From sailor spirit, from nautical tradition, from traditional Sargadelos pottery, from smell and taste of a magical land; Galicia.

OZÚ. Rioja Red and Rose Wine. White Wine.

"Spain is different" ... is the phrase that best defines our way of life. Fun, party, gastronomy, wine, tapas, sun, folklore, beach, music, history, avant garde and tradition, friendship, love, enjoyment... all of this and more is our new wine, OZÚ! This is our youngest and freshest wine. Our topics... without complex.

Fruity and sincere wines, very appetising. Wines with the usual Rioja quality, but with a modern and young touch.

Ideal to enjoy daily as an appetizer or with our biggest contribution to the gastronomy: tapas.

Its polka dot image calls your attention where ever it is and it becomes the king of the party, the center of any celebration, in reflection of our way of being and living the life.

Here comes the sun.

LOLITA. Extra virgin olive oil. Organic.

She was Lo, plain Lo, in the morning, standing four feet ten in one sock. She was Lola in slacks. She was Dolly at school. She was Dolores on the dotted line. But in my arms she was always Lolita."

Vladimir Nabokov

Lolita is a special selection of the best ecological Arbequina's olives from La Rioja.

It is a premium oil that stands out for its harmony and balance, on the nose as well as in the mouth.

Its slight bitterness prevails with a spicy note, bringing in the mouth a freshness characteristic of green oils. Its intense fruity tone reminds green apple, freshly-cut grass, tender almond. Its color is intense green with a golden touch.

Lolita, the book

Lolita is the Russian writer Vladimir Nabokov's most famous novel, and was first published in 1955.

Lolita is first of all a linguistic performance, a verbal achievement, a whole example of subtlety punctuated with resonant sentences in French.

The novel managed to seduce the cine director Stanley Kubrick, who decided to adapt it for the screen, giving the story its definitive success.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

WE HAVE JUST STARTED TO EXPORT. WE HAVE EXPORTED THE SNOB TO TAIWAN AND 7 SINS TO CHINA.

WE ARE IN CONVERSATIONS WITH USA . WE ARE INTERESTED IN ALL COUNTRIES

7 SINS HAVE ALREADY GET ALL THIS AWARDS. OLORAMAR AND LOLITA ALSO HAVE INTERNATIONAL DESING AWARDS

INTERNATIONAL DESIGN AWARDS



COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

FINCA LOS ARANDINOS

COMPANY DATA/ DATOS DE LA EMPRESA		
Company name / Razón social: FINCA DE LOS ARANDINOS	Tax Code / C.I.F.: B26411850	
Address/ Dirección Ctra. LR-137, Km. 4,6	Postal Code/ C.P.: 26375	
City/ Localidad: Entrena, La Rioja	Tel.: +34941446065	Mobile: +34620620352
Fax: +34941446423	Web: www.fincadelosarandinos.com	
E-mail: export@fincadelosarandinos.com		
Foundation year/ Año de fundación: 2007	Nº employees/nº empleados: 15	
Total volume of sales/ Volumen total ventas (en €)	320.000€	
Exports (% total sales)/ Exportaciones (% total ventas):	60%	
PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE		
Name/ Nombre: Stephanie Abel	E-mail: export@fincadelosarandinos.com	
Position/ Cargo: EXPORT MANAGER	Languages/ Idiomas:	
Nationality/ Nacionalidad: dual nationality, Spanish & American	Tel: +34941446065	Mobile: +34620620352
COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION		
<p>Finca de los Arandinos is a family-owned winery with more than 80 years of viticulture located in Entrena. 18 Has of own vineyards, all native grape varieties.</p> <p>Our viticulture and careful processing offers fresh and delicate wines, from the very high and north oriented vineyards. We offer artisanal wines full of depth and character, at very competitive prices.</p> <p>Finca de los Arandinos is a committed, flexible, sense of place business partner. Day by day, vintage after vintage you will find <i>good value for money</i> wines.</p>		
<p>COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.</p>		
<p>Third edition and third time Finca de los Arandinos participates in this Trade Mission! One of the purposes of these B2B meetings is to match small and medium wineries with importers, and we are very proud to have found new partners as a result of this initiative.</p> <p>The sort of importers we are seeking for are medium sized distributors, importers and retail stores from U.S., Japan, U.K, Germany and Scandinavian countries, excepting Denmark (recently covered).</p> <p>Additional information: In this moment we are in the 4th year to obtain the Organic Wine Certification. Despite being a young winery (only 8 years old), we have some of the best distributors in Spain, such as LAVINIA, and our wines are already represented in 16 countries.</p> <p>Finca de los Arandinos is the first winery in La Rioja with Boutique Hotel, Slow Food oriented Restaurant & Spa. We would be happy to show our facilities and our beautiful winery to potential importers/distributors.</p> <p>Wishing you successful B2B meetings!</p>		

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

FLAVOURS AND COLOURS OF BIODIVERSITY, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: FLAVOURS AND COLOURS OF BIODIVERSITY S.L.	Tax Code / C.I.F.: B26523118
Address/ Dirección CTRA. COMARCAL LR-115 KM 43	Postal Code/ C.P.: 26559
City/ Localidad: ALDEANUEVA DE EBRO	Tel.: <input type="text"/> Mobile: <input type="text"/>
Fax: <input type="text"/>	Web: <input type="text"/>
E-mail: <input type="text"/>	
Foundation year/ Año de fundación: 2014	Nº employees/nº empleados: <input type="text"/>
Total volume of sales/ Volumen total ventas (en €)	<input type="text"/>
Exports (% total sales)/ Exportaciones (% total ventas):	<input type="text"/>

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ROSA GIL	E-mail: rosa@embutidosluisgil.com
Position/ Cargo	Languages/ Idiomas: <input type="text"/>
Nationality/ Nacionalidad:	Tel.: <input type="text"/> Mobile: <input type="text"/>

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Flavours and Colors of Biodiversity created by the union of organic producers, mainly exporting to offer a wide range of products to the end customer directly and easily.
Quality products, made with livestock, vineyards and olive trees themselves.
Leading to special products, behind which professionals are excited totally eco-conscious world, caring for the environment, agriculture and livestock, and with many years of experience and history.

We are a new company formed by three organic producers with a long experience, our products are:

- Virgin olive oil Extra ecological of the highest quality obtained directly of our own olive trees and elaborated by means of mechanical procedures.
- Organic cold cuts, such as ham, chorizo, sausage, pork belly... from our own animals raised ecologically in complete freedom, in harmony with nature and mankind.
- Organic Rioja wine, the winery has their own lands, an area of 65ha, where they use traditional techniques. All their agricultural practices are natural and organic.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We all have the organic certification.

One of our bigger advantages is that we offer very good quality products with the same label and we make easier for the buyers to find different products from LA RIOJA.
Also with very good quality/price.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

VIÑA OLABARRI, S.A.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Viña Olabarri, S.A.	Tax Code / C.I.F.: A26106054	
Address/ Dirección: CTRA. HARO – ANGUCIANA, S/N	Postal Code/ C.P.: 26200	
City/ Localidad: HARO	Tel.: 941310937	Mobile: 663586893
Fax: 941311602	Web: www.bodegasolabarri.com	
E-mail: mcastro@bodegasolabarri.com		

Foundation year/ Año de fundación: 1985	Nº employees/nº empleados: 7
Total volume of sales/ Volumen total ventas (en €)	1.100.000
Exports (% total sales)/ Exportaciones (% total ventas):	400.000

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Marta Castro Vilalta	E-mail: mcastro@bodegasolabarri.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: English	
Nationality/ Nacionalidad: Española	Tel:	Mobile: 663586893

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

We're a familiar winery from the Rioja Alta. We make classic Rioja wines from Ciranza yo Gran Reserva. Our wines are divided in two brands, Viña Olabarri and Bikandi.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

VIÑEDOS DE ALDEANUEVA, S.COOP.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: VIÑEDOS DE ALDEANUEVA.	Tax Code / C.I.F.: F26006957	
Address/ Dirección AVDA. JUAN CARLOS I, 100	Postal Code/ C.P.: 26559	
City/ Localidad: ALDEANUEVA DE EBRO	Tel.: +34 941163039	Mobile:
Fax: +34 941 163 585	Web: www.aldeanueva.com	
E-mail: export@aldeanueva.com		
Foundation year/ Año de fundación: 1956	Nº employees/nº empleados: 50	
Total volume of sales/ Volumen total ventas (en €)	27 millions of euros	
Exports (% total sales)/ Exportaciones (% total ventas):	49%	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Juan Velilla Arrieta	E-mail: export@aldeanueva.com	
Position/ Cargo: Export manager	Languages/ Idiomas: English, Spanish	
Nationality/ Nacionalidad: Spanish	Tel: +34 941 163 039	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

It was founded on 20 November 1955 by a group of growers from Aldeanueva de Ebro. Months later, in February 1956, the first Articles of Association were drafted and they began building the winery. Those founding partners joined together with the goal of uniting together against the few buyers of the time, who took advantage of the dispersed offering of grape growers in the small town. **Throughout the 1960s**, the bodega expanded to accommodate increased production needs from fruit from the new plantations and the arrival of new members who were attracted by the growth of the company. **In the 1970s** the first bottling plant was installed —employing primarily manual processes— and the first bottled wines were put on the market. The wine was consumed mainly by the members and a few local clients. **In the 1980s**, sales expanded in the domestic market and the first bottling line was replaced with more efficient, more advanced equipment. Towards the end of the decade, Bodegas San Isidro S. Coop. acquired a major share portion of Bodegas Berberana, becoming its main shareholder and holding position of chair of the board of directors. **In 1995, the share in Bodegas Berberana was sold** and a major expansion, vinification and bottling project was implemented, with the first facilities in which wines could be aged. The bodega soon changed its name from Bodegas San Isidro to Viñedos de Aldeanueva, seeking to set itself apart from the numerous other winemaking co-operatives in the country that use the name of the patron saint of growers. **In 2001, a new management team took over.** From that moment and with this professionalized management implemented, a strategy to achieve sales of 13 million bottles per annum is attained.

Viñedos de Aldeanueva has four facilities in Aldeanueva —two wineries used for making wine, with a capacity of 4.5 and 8.5 million litres respectively, and two underground cellars constructed with cement in the 1960s. The latter constitute a true luxury, as they are ideal for preserving both recently-made wines and wines to be aged and sold as Crianzas, Reservas and Gran Reservas. For **grape selection at harvest time**, Viñedos de Aldeanueva has 6 hoppers that enable it to make a first selection for making varietal wines and carry out an initial separation of grapes by qualities —an essential step in producing quality wines. **Three ageing halls** hold approximately 15.000 oak barrels.

mainly made of American oak, where the wines age in ideal conditions. **At the bottling stage** Viñedos de Aldeanueva has three bottling lines, two with a combined capacity of 18,000 bottles/hour and a third line used for special bottle sizes —magnum, half litre and 3/8 litre.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

IFS, BRC, ISO 14.001.

OFF TRADE 70 % AND ON TRADE 30%

WIDE RANGE OF WINES: MONOVARIETALS, YOUNG, ORGANIC WINES, CRIANZAS, RESERVAS, GRAN RESERVA, LIMITED RELEASE WINE OF ALL PRICE CATEGORIES.

WINES AWARDED IN SEVERAL MAGAZINES AND INTERNATIONAL AWARDS: MEININGER GROUP, CONCOURS MONDIAL DE BRXELLES, DECANTER, INTERNATIONAL WINE CHALLENGE, BERLINER WINE TROPHY, LES CITADELLES DU VIN, INTERNATIONAL WINE & SPIRIT COMPETITION, INTERNATIONAL WINE GUIDE AND RIOJA MASTERS (UK).

10 MILLIONS OF EUROS OF EXPORT SALES.

OVER 20 YEARS OF EXPERIENCE IN EXPORT SALES AND MARKETS.

WE ARE INTERESTED IN: USA, ASIA, DENMARK, SWITZERLAND, RUSIA, BALTIC STATES, AUSTRIA, POLAND.

OTHER BEVERAGES

- MATEO Y BERNABE
- DESTILERÍAS RIOJANAS

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

DESTILERÍAS RIOJANAS, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: DESTILERÍAS RIOJANAS, S.L.	Tax Code / C.I.F.: B-26474924
Address/ Dirección: AVDA. DE CAMEROS, 55	Postal Code/ C.P.: 26.150
City/ Localidad: AGONCILLO	Tel.: +00 349414371 Mobile:
Fax: + 00 34 941 437 127	Web: www.destileriasriojanas.com
E-mail: info@destileriasriojanas.com	
Foundation year/ Año de fundación: 20	Nº employees/nº empleados:3
Total volume of sales/ Volumen total ven	750.000€
Exports (% total sales)/ Exportaciones (% ventas):	8%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: FERNANDO ARRONIZ - CEO - SPANISH SUSANA MARÍN ADMINISTRATION MANAGER – SPANISH/ENGLISH JEAN CLAUDE BONNEFOY - SALES AGENT – FRENCH/SPANISH JUAN CARLOS BENITO - WINERY MANAGER - SPANISH	E-mail: administracion@destileriasriojanas.com
Position/ Cargo:	Languages/ Idiomas:
Nationality/ Nacionalidad: SPANISH / FRENCH	Tel: +34 941 437 127 Mobile: +34 722 21 34 52

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

DESTILERÍAS RIOJANAS, S.L. was founded in the heart of La Rioja as evolution of a traditional wine cellar with several years of experience. Our goal is to share the good work and culture of local wines, applying this knowledge to the markets of other types of drinks.

Our sweet wines well deserve a special mention; the winery department can provide a beverage to suit all the customer's requirements: alcohol content, sweetness, flavor, color, etc.

We are specialized in the production of beverages on demand.

Flexibility: we sell table wines from our region as well as our own produced beverages in a wide range of packaging: bottles, cans, drums, Bag-in-Box, etc.

Patented Own Brands & Customers trademarks

- "Chapeau", "Señorío de Miranda", "La Villareña", "Preferente", "Compromiso"...
- The trademarks of our customers retain their own properties and image.

There is not small customer for us.

DESTILERÍAS RIOJANAS, S.L. is an entrepreneurial business, which takes the customer's needs as professional challenge and improvement, adding all the time new lines of products. As the latest examples: Wine without alcohol and the bio/organic line.

Dedicated to the production of all type of drinks and beverages:

- Wines
- Wine derived drinks: sangria, vermouth, muscat...
- Spirits: pacharan (sloe gin), vodka, gin, rum
- New lines:
 - Wine WITHOUT alcohol
 - Organic/Bio wine

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

With us you will find:

- A large capacity and variety of production in any format, facilitated by our 4,400 m2 installations and well-defined working lines.
- We mix the traditional know-how with the modernity and speed required by today's markets.
- We adapt the products in composition and format to suit the client and its market (organoleptically and aesthetically).

We are in:

- EE.UU.: Sangría and Sweet Wines
- UK: Table wines
- Lithuania: Table Wines
- France: Sangría

We are interested in All Countries

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

MATEO Y BERNABÉ ALIMENTOS ARTESANOS, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Mateo y Bernabé Alimentos Artesanos S.L.	Tax Code / C.I.F.: B26486373
Address/ Dirección: Ortega y Gasset 4, 2ªA	Postal Code/ C.P.: 26007
City/ Localidad: Logroño	Tel.: +34 941 12 88 37 Mobile: 629 05 82 77
Fax:	Web: www.mateoybernabe.com
E-mail: friends@mateoybernabe.com	

Foundation year/ Año de fundación: 2011	Nº employees/nº empleados: 3
Total volume of sales/ Volumen total ventas (en €)	300.000
Exports (% total sales)/ Exportaciones (% total ventas):	18%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: José Gómez García	E-mail: jose@mateoybernabe.com
Position/ Cargo: Cofounder	Languages/ Idiomas: English
Nationality/ Nacionalidad: Spanish	Tel:+34 629 05 82 77 Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Mateo and Bernabé was founded in 2011 to present a new alternative in La Rioja. Currently, we have five brews: Mateo (Weizen) and Bernabé (Golden Ale), which give their name to the brand, and the latest ones: Santiago (Belgian Abbey Ale), Fermin (Red Ale) and an exclusive beer Daniel (Robust Porter aged in Rioja wine barrels). These are only the start of a wide range of signature hand-crafted beers. With an iconic, attractive design, almost like a visual poem, where the most significant imagery of our region is symbolized and comes to life. Like the sickle of San Mateo and the fishes of San Bernabé. The accompanying rubric that strives to serve as the ambassador of the Rioja region.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

Mateo and Bernabé is a very young brewery that, in just 3 years, has been recognized all over the world with several prizes. The image has been very important and, because of our packaging, we have obtained national and international awards (Pentawards, Laus...), but the most important award obtained was the silver in the 2013 World BeerAwards for our Belgian Abbey Ale (Santiago). Furthermore, our brewer Alberto Pacheco, has been invited to several international breweries to do some collaborations with other brewers. Concretely, he has brewed in Sheperd Neame and Adnams Breweries (UK) for several International Wetherspoon Festivals, and, last summer, he also went to Canada to do a collaboration brew with Big Rock Brewery, which is one of the most important canadian breweries. On the other hand, we have invited brewmasters from US, Italy and UK to our brewery in Spain and we have been doing with them several collaboration brews. All these issues make our brand really exportable and we are interested in all the countries in European Union, USA and Canada.

OTHER PRODUCTS

- **FLAVOURS AND COLOURS OF BIODIVERSITY**
- **LÁCTEOS MARTÍNEZ**
- **MISSFRUIT**
- **VALLE DEL RINCÓN**

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

FLAVOURS AND COLOURS OF BIODIVERSITY, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: FLAVOURS AND COLOURS OF BIODIVERSITY S.L.		Tax Code / C.I.F.: B26523118	
Address/ Dirección CTRA. COMARCAL LR-115 KM 43		Postal Code/ C.P.: 26559	
City/ Localidad: ALDEANUEVA DE EBRO		Tel.:	Mobile:
Fax:		Web:	
E-mail:			
Foundation year/ Año de fundación: 2014		Nº employees/nº empleados:	
Total volume of sales/ Volumen total ventas (en €)			
Exports (% total sales)/ Exportaciones (% total ventas):			

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ROSA GIL		E-mail: rosa@embutidosluisgil.com	
Position/ Cargo		Languages/ Idiomas:	
Nationality/ Nacionalidad:		Tel:	Mobile:

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Flavours and Colors of Biodiversity created by the union of organic producers, mainly exporting to offer a wide range of products to the end customer directly and easily.
Quality products, made with livestock, vineyards and olive trees themselves.
Leading to special products, behind which professionals are excited totally eco-conscious world, caring for the environment, agriculture and livestock, and with many years of experience and history.

We are a new company formed by three organic producers with a long experience, our products are:

- Virgin olive oil Extra ecological of the highest quality obtained directly of our own olive trees and elaborated by means of mechanical procedures.
- Organic cold cuts, such as ham, chorizo, sausage, pork belly... from our own animals raised ecologically in complete freedom, in harmony with nature and mankind.
- Organic Rioja wine, the winery has their own lands, an area of 65ha, where they use traditional techniques. All their agricultural practices are natural and organic.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

We all have the organic certification.

One of our bigger advantages is that we offer very good quality products with the same label and we make easier for the buyers to find different products from LA RIOJA.
Also with very good quality/price.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

LÁCTEOS MARTÍNEZ, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Lácteos Martínez S.L	Tax Code / C.I.F.: B-26184036	
Address/ Dirección: Pol.Ind. Fuente Ciega, C/Nogales Nº 55	Postal Code/ C.P.: 26200	
City/ Localidad: Haro	Tel.: 941 31 09 40	Mobile: 670 491 158
Fax: 941 30 47 09	Web: www.loscameros.es	
E-mail: export@lacteosmartinez.com		

Foundation year/ Año de fundación: 1961	Nº employees/nº empleados: 49
Total volume of sales/ Volumen total ventas (en €)	12.000.000€
Exports (% total sales)/ Exportaciones (% total ventas):	3%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Mario Pérez Serrano	E-mail: export@lacteosmartinez.com	
Position/ Cargo: Export Manager	Languages/ Idiomas: Spanish and English	
Nationality/ Nacionalidad: Español	Tel: 941 91 09 40	Mobile: 670 491 158

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Lácteos Martínez- Los Cameros is a medium size family company (50 person working) founded in 1961, located in the north of Spain in Haro (La Rioja).

Currently we are producing 2 million kgs of cheese per year and exporting successfully to 12 countries. As you can see in our web sites www.loscameros.es, www.quesocamerano.com we have a wide range of products as cheese blocks, wheels of natural rind cheeses (SemiCured Mixed, Cured Mixed, Cured Sheep milk) and PDO Camerano Goat milk chesses is made with the milk from 11 goats farms in La Rioja. It is natural rind cheese, rubbed with olive oil several times during its maturation process.

Los Cameros brand is well known for its natural rind cheeses- our Semicured and Cured cheeses are rubbed with olive oil several times during its maturation process.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

ISO 9001:2008
ISO 14001:2004
D.O.P Queso Camerano
Marca de garantía RC

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

MISSFRUIT, S.L.

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: Miss Fruit SL	Tax Code / C.I.F.: B26526319	
Address/ Dirección C/Ancha 4	Postal Code/ C.P.: 26550	
City/ Localidad: Rincón de Soto	Tel.: +34 941 16 06 56	Mobile: +34 628 66 19 37
Fax: + 34 941 16 06 56	Web: www.missfruits.com	
E-mail: lcalvo@missfruits.com		
Foundation year/ Año de fundación: 2015	Nº employees/nº empleados: 5- 25	
Total volume of sales/ Volumen total ventas (en €)	N/A	
Exports (% total sales)/ Exportaciones (% total ventas):	100%	

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: Luis Calvo	E-mail: lcalvo@missfruits.com	
Position/ Cargo: Commercial Director	Languages/ Idiomas: English and Spanish	
Nationality/ Nacionalidad: Spanish	Tel: +34 941 16 06 56	Mobile: +34 628 66 19 37

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Miss Fruit SL is a company owned by a group of fruit growers based in Rincon De Soto, La Rioja (Spain) growing conference pears. Our company is dedicated to the cultivation, storage, packing, and commercialization of Top Quality Conference Pears with Protected Geographical Indication.

With over 30 years' experience in the fruit business and a production capability of over 5000 tonnes, Miss Fruit SL is capable of fulfilling all the expectations of its clients in international markets. Our headquarters, including packing facilities, cold stores, and distribution area are located in close proximity to our pear trees. Our cold stores, with leading technology in controlled atmosphere and ultra-low oxygen can store enough fruit to satisfy our clients' demands. Our facilities are Global Gap, IFS and BRC approved

We have a wide range of packaging presentations adapted to our customers' requirements (from bulk trade and personalize boxes to smaller presentations in vacuum packed trays, bags, baskets etc.). Our packaging and handling procedures are very versatile and flexible at our packing facilities. We adapt to your clients demands and the needs of your business.

Miss Fruit SL is currently looking for new business opportunities and seeking for international partners to help us promoting and selling our product range. If you are an importer, central market, wholesale or supplier looking to grow your business with a top quality product and a long term committed business relationship contact us.

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

BRC. IFS and Global Gap.

Countries of Interest: UK, France, Italy, Germany and any other EU countries.

Potential partners: fruit importers, wholesale & cash and carries, supermarkets and central markets.

COMMERCIAL PROFILE / PERFIL COMERCIAL

INVERSE TRADE MISSION in the AGROFOOD SECTOR. Logroño, 3th and 4th June 2015. ENCUENTRO CON IMPORTADORES DE ALIMENTACIÓN Y BEBIDAS 2015.

VALLE DEL RINCÓN

COMPANY DATA/ DATOS DE LA EMPRESA

Company name / Razón social: SAT VALLE RINCON	Tax Code / C.I.F.: V26253138	
Address/ Dirección POLIGONO VARILLAS, CALLE A	Postal Code/ C.P.: 26550	
City/ Localidad: RINCON DE SOTO	Tel.: 941141704	Mobile: 608780034
Fax: 941141952	Web: WWW.VALLERINCON.COM	
E-mail: COMERCIAL@VALLERINCON.COM		

Foundation year/ Año de fundación: 2003	Nº employees/nº empleados: 40
Total volume of sales/ Volumen total ventas (en €)	6.000.000 €
Exports (% total sales)/ Exportaciones (% total ventas):	10%

PARTICIPANT DATA/ DATOS PERSONA PARTICIPANTE

Name/ Nombre: ERIZ ZUMARRAGA	E-mail: COMERCIAL@VALLERINCON.COM	
Position/ Cargo: COMERCIAL	Languages/ Idiomas: ENGLISH	
Nationality/ Nacionalidad: ESPAÑOLA	Tel: 941141704	Mobile: 608780034

COMPANY DESCRIPTION. PRODUCTS AND TRADEMARKS DESCRIPTION

Coop SAT Valle de Rincón is located in La Rioja, in the middle part of the Ebro river, region well known for the excellent quality of its wines. We grow our fruits and vegetables in a privileged region in an artisan way. Climate is sunny and dry, cold in winter, a gorgeous river crosses the orchards and we have a rich soil. Our products are GlobalGAP and BRC certified.

All those factors allow us offer consumers a traditional product whose flavor, juiciness and freshness are its main assets. The storage and packaging, opened in 2006, contains electronic sorters that meet maximum quality of pears, peaches and plums and cold chambers are equipped with Dynamic Controlled Atmosphere storage, which allows us offer a postharvest residue free product.

Our three reference products are:

- Pear Rincon de Soto Designation of Origin.

www.perasderincondesoto.com

- Cauliflower. IGP Cauliflower of Calahorra.

www.coliflordecalahorra.com

- Plum Claudia Reina. Quality Mark "Ciruela Nalda y Quel". Particularly adapted to our soil, it is recognized in the Spanish market as the most juicy and tasty, due to a perfect balance sugar/acids.

In addition to these products, our catalog includes summer pears (Morettini, Ercolini and Limonera-Guyot), stone fruits (Red Peach, Nectarine, Flat Peach, Apricot and Cherry) and the typical assortment of local vegetables (Artichokes, Asparagus, Brussels sprouts, during the period from February to May).

Our philosophy is oriented to small-scale agricultural production in orchards with an average size of 1 ½-ha oriented east-west, following the course of the Ebro. All agronomic practices and handling at the warehouse are oriented to obtain fruits and vegetables that consumers can appreciate for its sensory attributes. We also grow an orchard in height (altitude 800m) allowing us offer cherries in August and apricots till the end of September.

Availability-Packaging	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dic
PEARS												
Rincón de Soto												
Blanquilla												
Morettini												
Limonera-Guyot												
Ercolini												
STONEFRUIT												
Peach												
Nectarine												
Flat peach												
Apricot												
Cherry												
Claudia Plums												
Colliflower												

Aproximate volume:

- Rincon de Soto Pear: 6.000 ton
- Blanquilla Pear: 1.100 ton
- Morettini Pear: 280 ton
- Limonera-Guyot Pear : 470 ton
- Ercolini Pear: 180 ton
- Peach : 300 ton
- Nectarine : 500 ton
- Flat peach : 150 ton
- Apricot: 200 ton
- Cherry: 150 ton
- Claudia plum: 200 ton
- Cauliflower: 1.200.000 units

COMPLEMENTARY INFORMATION. Quality certifications. Other competitive advantages. Concrete references: relevant clients, prizes... etc. / Experience in external markets if applicable/ Sort of importers/ countries you are interested in etc.

- We are growers.
- We pack all the fruits and vegetables we grow.
- All our products are BRC and Global GAP certified.
- We can pack the fruit and vegetables as required: punnets, flow pack...As our volume is big we have all the sizes available.
- We are very competitive in prices.
- We are used to export.
- As our main clients are retailers, we are very used to different technical specifications, to work "ad hoc" for the client.