

Address: 65 Broadway, Suite 703, New York, NY 10005

Web: www.southportwines.com

T: +1 917-684-7810 **Email:** andrew@southportwines.com

Participants: Andrew Heck and Diane Heck (Owners)

Company Profile

Import License: Yes

Foundation: 2011

N° Staff: 2

Turnover 2012:

Total N° of Imported Bottles 2012:

Products & Markets

Activity: Importers

Customers: Retailers, hotels/restaurants

Average Order Quantity From One Supplier (N° Bottles):

Average N° Of Orders From One Supplier Per Year:

Interested In: Red, Rosé, White, Sparkling, Certified Organic

Price Range: Up to 18,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Basile (Cinigiano)

La Pieve (Montalcino)

Ridolfi (Montalcino)

Poggio Stenti (Montenero d'Orcia)

Aims and objectives:

Create new producer relationships to increase our portfolio for importation and distribution in the USA. We hold both an import license and a distribution license.

Attending 5th November only.

Address: 4801 2nd Ave, Brooklyn, New York 11232

Web: www.empirewinecollection.com

T: +1 718 439 7777 **Email:** gh.wine@yahoo.com

Participants: Andrei Grigoriev (Vice President)

Company Profile

Import License: Yes

Foundation: 2003

N° Staff: 15

Turnover 2012: 2,500,000

Total N° of Imported Bottles 2012: 800,000

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers, retailers, hotels/restaurants

Average Order Quantity From One Supplier (N° Bottles): 2500

Average N° Of Orders From One Supplier Per Year: 4

Interested In: Red, White, Sparkling

Price Range: Up to 18,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Az Agr Bennedeti, Az agr Passeti, Chiusa Grande, Orlando Obriga, Tenuta Cassali, Puinello

Aims and objectives:

Adding new brands to portfolio.

Address: Labban Bldg, 2nd Floor, Beirut

Web: www.rico-group.com

T: 519-884-7600 **Email:** ricardo@intracom.net.lb

Participants: Rizkallah Karam (CEO)

Company Profile

Import License: Yes

Foundation: 1988

N° Staff: 12

Turnover 2012:

Total N° of Imported Bottles 2012: >7,000

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers

Average Order Quantity From One Supplier (N° Bottles): 1500 - 2000

Average N° Of Orders From One Supplier Per Year: 3

Interested In: Red, Rosé,

Price Range: Up to 12,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Arwa and Viña Olabari - Spain.

Aims and objectives:

Meeting new producers and tasting new products.

Address: 79 Rankin Street Unit 7, Waterloo, Ontario N2V 1W2

Web: www.hhdimports.com

T: 519-884-7600 **Email:** nathan@hhdimports.com

Participants: Nathan Pryor (Brand Manager)

Company Profile

Import License: Yes

Foundation: 1981

N° Staff: 8

Turnover 2012:

Total N° of Imported Bottles 2012: Over 500,000

Products & Markets

Activity: Importers

Customers: Retailers, Hotel-Restaurants, Private customers

Average Order Quantity From One Supplier (N° Bottles): 3,600

Average N° Of Orders From One Supplier Per Year: 2

Interested In: Red, White, Sparkling, Rosé, Certified organic,

Price Range: Up to 25,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Complete list on our website. Approximately 75 suppliers. Villa Vignamaggio and Monte Zovo from Italy. Delas Freres, Champy from France. Many German estates.

Aims and objectives:

Meeting new potential suppliers. Educational aspect, learning more about Italian wines. Networking.

Address: 1576 Stonehaven Drive, Mississauga, ON L5J1E7Canada

Web: www.unitedstars.ca

T: 3057331623 **Email:** mpolienko@unitedstars.ca

Participants: Mikhail Polienko (COO, Chairman)

Company Profile

Import License:

Foundation: 2004

N° Staff: 10

Turnover 2012: 10,000,000

Total N° of Imported Bottles 2012: 600,000

Products & Markets

Activity: Agents

Customers: Retailers, Hotel-Restaurants, Private customers

Average Order Quantity From One Supplier (N° Bottles): 5,000

Average N° Of Orders From One Supplier Per Year: 2

Interested In: Red, White, Sparkling, Rosé, Certified organic, Fortified

Price Range: Up to 25,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

We have ~90 products listed in LCBO. Examples of wineries:

Bera Az.Ag,Piemonte, Domusvitae,Tuscany, Az. Ag. Petrera Pasquale(Fatalone),Puglia,Baronne Guichard,Brdx,lal Pomerol,Vbls Gabard,Brdx,Ch.Toumilon,Brdx, Brdx Bio Vignerons d'Aquitaine(RegFm),Brdx, D.Besancenot,Burg,Beaune, JJoseph VTL Exp,Languedoc,Rhone, Celler Prior Pons,S.L,(Coca&Webb)Priorat, Coca i Fito(Coca&Webb),Montsant, B LA Emperatriz,S.L(V&F),Rioja.....

Aims and objectives:

90p Rated wines or wines that target these ratings, competitively priced.

Address: 6020 n.w. 84 Ave, Miami, Florida 33166

Web: www.hidalgoimports.com

T: 3057331623 **Email:** antonio@hidalgoimports.com

Participants: Antonio Hidalgo (Owner) & Gisella Rivera (Wine Buyer)

Company Profile

Import License: FL-L-15240

Foundation: 2006

N° Staff: 30

Turnover 2012: USD 3M

Total N° of Imported Bottles 2012: 500,000

Products & Markets

Activity: Distributor/Wholesalers

Customers: Retailers, Hotel-Restaurants

Average Order Quantity From One Supplier (N° Bottles): 10-18,000

Average N° Of Orders From One Supplier Per Year: 4-5

Interested In: Red, White, Sparkling

Price Range: Up to 25,00 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Cvne, Prado Rey, Jean Leon, Terralsole, Fattoria Di Paltratico, Marques De Grinon, Valduero, Viu Manent.....

Aims and objectives:

Find mainly boutique wineries with good value wines, and learn more about italian wines. I am looking for an affordable pinot grigio, prosecco, chianti,.....

Address: PO Box 146503, 823 West Altgeld Street, Chicago, Illinois 60614

Web: www.bwinedate.com

T: 4258297909 **Email:** lasaan@bwinedate.com

Participants: Mrs LaSaan Georgeson (Wine Buying Director & Sommelier)

Company Profile

Import License: Not yet

Foundation: 2012

N° Staff: 3

Turnover 2012: 450,000

Which (If Any) Professional Organisations Does Your Company Belong To? Court of Master Sommelier, WSET

Total N° of Imported Bottles 2012: 0

Products & Markets

Activity: Retailers

Customers: Distributors/wholesalers, Private customers

Average Order Quantity From One Supplier (N° Bottles): 700-1,000

Average N° Of Orders From One Supplier Per Year:

Interested In: Red, White, Sparkling

Price Range: Up to 17,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

I am the wine buying director for two high-end wine shops in Chicago, Galleria on Southport and Wells. I as well sell direct to the wine enthusiast community of Bwinedate.com as an Independent Sommelier.

Aims and objectives:

This trip would be two-fold:

As the sole wine buying director for two high-end wine shops at Galleria averaging 1M in annual sales, we are looking to discover the possibility of incorporating direct import along with the use of my existing distributors; and to identify wineries for my second book focused on indigenous varietals of lesser known regions producing wines of enviable quality (namely, Campania, Umbria, Puglia and Friuli) to expose to the wine enthusiast community of Bwinedate.

Address: 2, Soi Prachautid, 10, Ratburana 10140, Bangkok
Web: www.cornerstonethailand.com
T: +66859989663 **Email:** mdthai@cornerstonethailand.com
Participants: Ms Pawerak Thanusutiyabhorn (Managing Director)

Company Profile

Import License: Yes
Foundation: 2005
N° Staff: 15
Turnover 2012: 1,000,000 US\$
Total N° of Imported Bottles 2012: 42,000

Products & Markets

Activity: Importers
Customers: Hotel-Restaurants
Average Order Quantity From One Supplier (N° Bottles): 4,000
Average N° Of Orders From One Supplier Per Year: 7,5
Interested In: Red, White, Sparkling
Price Range: Up to 5,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Casa Silva, Bersano, Thorn Clark

Aims and objectives:

Best quality wines at any price range.

Address: 63 David Dunlap Circle, Toronto, ON M3C4B9, Canada

Web: <http://nokhrinwines.com>

T: Information not provided **Email:** lnokhrin@gmail.com, lex@nokhrinwines.com

Participants: Lyudmyla Nokhrin (Sales Manager)

Company Profile

Import License: Yes

Foundation: 2000

N° Staff: 4

Turnover 2012: 450,000

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Total N° of Imported Bottles 2012: 200,000

Products & Markets

Activity: Importers

Customers: Retailers, Hotel-Restaurants, Private customers

Average Order Quantity From One Supplier (N° Bottles): 1,200

Average N° Of Orders From One Supplier Per Year: 5

Interested In: Red, White, Rosé, Fortified, Certified organically produced

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros, 12 - 17,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Daniele Pelassa

Cantine Polvanera

Bocchino

Pometti

Ribusieri

Sant Isidoro

La Canosa

Aims and objectives:

Find new wineries at different price ranges to sell wines to LCBO and restaurants

Address: Upplandsgatan, 91A,, Stockholm, Stockholm 11344, Sweden

Web: <http://amka.se>

T: +46851484980 **Email:** info@amka.se

Participants: Peter Moschna (Product and Business Developer)

Company Profile

Import License: Yes

Foundation: 1997

N° Staff: 8

Turnover 2012: 92,000,000 SEK

Which (If Any) Professional Organisations Does Your Company Belong To? Vinlageret
Randers AS

Total N° of Imported Bottles 2012: ~2,000,000

Products & Markets

Activity: Importers

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

Average Order Quantity From One Supplier (N° Bottles): 10,000

Average N° Of Orders From One Supplier Per Year: 25,000

Interested In: Red, White, Rosé, Sparkling, Certified organically produced

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Santa Rita

Darling Cellars

Martinez Bujanda

Loxarel

Pommery

Sartori

Travaglini Gattinara

Aims and objectives:

To build a more efficient contact net of Italian producers for AMKA. Italy as a country have the largest market share of wines in Sweden and the opportunities are great.

We have pending opportunities and would also like to find flexible producers to tailor-make products for the Swedish market. The AMKA wine group is present in 11 countries in Northern Europe and I would be looking for products that might suit the whole group as well.

Address: Sandakerveien 24D,F2, Oslo, Oslo 0473, Norway

Web: <http://www.amka.no>

T: +47 2311 4914 **Email:** cri@amka.no

Participants: Christian Riviere (Buyer/Product Manager)

Company Profile

Import License: Yes

Foundation: Information not provided

N° Staff: 10

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To? AMKA

Total N° of Imported Bottles 2012: 1,700,000

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers, Hotel-Restaurants

Average Order Quantity From One Supplier (N° Bottles): 5 pallets

Average N° Of Orders From One Supplier Per Year: 3

Interested In: Red, White, Rosé, Certified organically produced

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Prod. Valdobbiadene

Angelo Rocca

Catello Romitorio

Claro Group Wineries

Veuve Ambal

Dominio de La Vega

Aims and objectives:

Tasting and finding good quality/ value wines.

Address: Wiencowa 5, Lodz, Lodz 92-632, Poland

Web: <http://www.folwark.pl>

T: 00 48 42 64 88 247 **Email:** folwark@folwark.pl

Participants: Piotr Rybicki (Owner)

Company Profile

Import License: Yes

Foundation: 1992

N° Staff: 6

Turnover 2012: €500,000

Which (If Any) Professional Organisations Does Your Company Belong To? None

Total N° of Imported Bottles 2012: 100,000

Products & Markets

Activity: Importers

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

Average Order Quantity From One Supplier (N° Bottles): 3000-6000

Average N° Of Orders From One Supplier Per Year: 4

Interested In: Red, White, Sparkling, Fortified

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros, 12 - 17,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Vignobles Cardarelli

Casa Vitivinicola Tinazzi

Chateau Ricardelle

Flli Casetta

Azienda Vitivinicola Forno

Aims and objectives:

To meet future partners.

Address: 9 Rue Paul Lelong, Paris 75002, France

Web: <http://winesoverland.com>

T: Information not provided **Email:** christine@winesoverland.com

Participants: Christine Vallet (Owner)

Company Profile

Import License: No

Foundation: Information not provided

N° Staff: Information not provided

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 8,000,000

Products & Markets

Activity: Information not provided

Customers: Information not provided

Average Order Quantity From One Supplier (N° Bottles): Information not provided

Average N° Of Orders From One Supplier Per Year: Information not provided

Interested In: Red, White, Sparkling

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Barbanera

Rocca

Pelassa

Gioisa

Aims and objectives:

Tuscany producer from entry level to premium, south of Italy producer

Address: Talstr.53, Saarbrücken, Saarland 66119, Germany

Web: <http://www.lavinerie.de>

T: 0681 585900 **Email:** info@lavinerie.de

Participants: Mario Peccheneda (Owner)

Company Profile

Import License: Yes

Foundation: 1988

N° Staff: Information not provided

Turnover 2012: €500,000

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 50,000

Products & Markets

Activity: Importers

Customers: Internet orders, Private customers

Average Order Quantity From One Supplier (N° Bottles): 600

Average N° Of Orders From One Supplier Per Year: 3

Interested In: Red, White, Rosé, Certified organically produced

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros, 12 - 17,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Cantina Paradiso

Racemi,Andrea

Oberto

Giacomo Vico

Azienda

Aims and objectives:

Information not provided but Mario has attended previous Workshops organized by Wine Pleasures

Address: 6 Tamarack Dr, Succasunna, New Jersey 07876, United States

Web: <http://www.bestvaluewinegroup.com>

T: +1 2013149139 **Email:** carl@bestvaluewinegroup.com

Participants: Carl Camasta (President)

Company Profile

Import License: Yes

Foundation: 2010

N° Staff: 5

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 490,000

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers; private customers

Average Order Quantity From One Supplier (N° Bottles): 4,000

Average N° Of Orders From One Supplier Per Year: 4

Interested In: Red, White, Certified organically produced

Price Range: Up to 5,99 Euros, 6 - 11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Botter

Castellani

Aquino

Fantinel

Concilio

Aims and objectives:

We are looking for small lots of high quality, well-priced wines.

Address: PO BOX 155, Meentweg 86, De Meern, Utrecht 3454ZK, Netherlands

Web: <http://www.fattoria.nl>

T: +31651608449 **Email:** cvdijk@fattoria.nl

Participants: Clement van Dijk (Managing Director)

Company Profile

Import License: Yes

Foundation: 2005

N° Staff: 1

Turnover 2012: €500,000

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 8,000

Products & Markets

Activity: Importers

Customers: Internet orders

Average Order Quantity Form One Supplier (N° Bottles): 600

Average N° Of Orders From One Supplier Per Year: 1-2

Interested In: Red

Price Range: 6 - 11,99 Euros, 12 - 17,99 Euros, More than 18 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Tolaini

Donna Laura

Mormoraia

Pietramora

Marchesi Fumanelli

Marchesi Incisa

Villa Medoro

Aims and objectives:

We are looking for boutique wineries with high quality wines. Our customers are businessmen; lawyers; people willing to pay for quality.

Address: 823 NE 19th Avenue no. 3 Fort Lauderdale, Florida 33304 United States

Web:

<http://www.worldofwineguideimports.com>

T: 9549167467 **Email:** rick@worldofwineguide.com

Participants: Rick Musica (President)

Company Profile

Import License: Yes

Foundation: 2011

N° Staff: 5

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 5000

Products & Markets

Activity: Importers

Customers: Distributors/ Wholesalers, Retailers, Hotel/Restaurant, Internet orders

Average Order Quantity Form One Supplier (N° Bottles): 750

Average N° Of Orders From One Supplier Per Year: 750

Interested In: Red, White, Sparkling, Certified organically produced.

Price Range: Up To 5,99 Euros, 6-11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Cascina Del Pozzo

Chateau Gillet

Domenuil Coroanei Segarcea

Cantine Paradiso

Santo Iolo

Cantine Aliani,

Aims and objectives:

To find a few more Italian wines from some less known regions. We are looking to add to our 2014 Portfolio after a very good start to 2013.

More about World of Wine:

[Florida Importer seeks hidden gem at Wine Pleasures Workshop, Italy](#)

Address: Green House 102, 4-33-21 Yoga, Setagaya-ku, Tokyo, 158-0097 JAPAN

Web: <http://www.v-trading.co.jp>

T: +81-3-5717-9914

Email: info@v-trading.co.jp , t.akiyama@v-trading.co.jp

Participants: Taro Akiyama (President) & Kazuo Yanagi

Company profile

Import License: Yes

Foundation: 1997

N° Staff: 4

Turnover 2012: Information not provided

Which (if any) professional organisations does your company belong to? Information not provided

Number of bottles imported in 2012: 160000

Products & Markets

Activity: Importers

Customers: Retailers, Hotel-Restaurants

Average order quantity form one supplier (N° bottles): 2,4000 bottles

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

Interested in: Red, White, Sparkling

Price range: up to 5,99 Euros, 6 - 11,99 Euros

Buyer is currently importing or has imported from the following wineries:

Mas Rodo, Alcardet, (Spain) Caelum (Argentina)

Pacific Estates, Broken Earth winery, Thomas Henry, Rutherford Vintners, Napa Ridge, etc (California)

Antinori, Tenuta San Guido, Bennati, Broviola, Contemassi, etc (Italy)

Charles Lafite, CH, Le Merle, etc (France).

Aims and objectives:

We have been handling Italian wines since 2004 however most of wines are buying from Enoteca not directly from wineries.

We are now trying to do business directly from wineries especially small wineries such as family running ones from the region of Tuscany, Piemonte and Veneto.

Address: 3 Pickering Street #01-12 Singapore, Singapore 048660 Singapore

Web: <http://www.hotfrog.sg/Companies/Wine-Baroque>

T: Email: jaimeang88@gmail.com

Participants: Jaime Hannah Ang (Director), Benjamin Tan

Company Profile

Import License: Yes

Foundation: Information not provided

N° Staff: Information not provided

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To?

Number Of Bottles Imported In 2012: 350,000 Bottles

Products & Markets

Activity: Distributors/Wholesalers

Customers: Retailers, Hotel-Restaurants, Private customers

Average Order Quantity Form One Supplier (N° Bottles): 2-5 palettes

Average N° Of Orders From One Supplier Per Year: 3

Interested In: Red, White, Rosé, Sparkling, Certified organically produced

Price Range: Up To 5,99 Euros to 17,99

Buyer Is Currently Importing Or Has Imported From The Following Wineries: 1] vini tonon

Azienda agricola Le Torri

Azienda vitivinicola vini ciu ciu

Castello di cigognola

Aims and objectives:

To meet more vineyard owners and import the wine to Singapore

Address: 40 West 37th St Suite 703 New York, New York 10018 United States

Web: <http://www.avivavino.com>

T: 914-473-5909

Email: brian@avivavino.com

Participants: Brian Maurice (Director of Portfolio development)

Company Profile

Import License: Yes

Foundation: 2009

N° Staff: 20

Turnover 2012: 15 million

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 1,5 million

Products & Markets

Activity: Distributors/Wholesalers

Customers: Distributors/Wholesalers, Retailers, Hotel-Restaurant.

Average Order Quantity Form One Supplier (N° Bottles): 3000

Average N° Of Orders From One Supplier Per Year: 4-8

Interested In: Red, White, Rose', Sparkling, Certified organically produced.

Price Range: up to 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Dominio de Atauta

Vinas Cenit

Chateau de Cazeneuve

Aims and objectives:

To build a strong Italian portfolio within our existing portfolio

Address: Staldgade 24 Copenhgen, Vesterbro 1699 Denmark

Web: <http://lofnw.dk>

T: + 45 53 74 78 04 **Email:** danna@lofnw.dk

Participants: Danna Bente Corke (CEO)

Company Profile

Import License: Yes

Foundation: 1999

N° Staff: 140

Turnover 2012:

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 200.000 +

Products & Markets

Activity: Distributors/wholesalers

Customers: Hotel-Restaurants, Retailers.

Average Order Quantity Form One Supplier (N° Bottles): 1800

Average N° Of Orders From One Supplier Per Year: 3-10

Interested In: Red, White, Rosé, Sparkling, Certified organically produced

Price Range: Up to 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Vintesa

Ca la bionda

Aims and objectives:

To find great wines

Address: Staldade 24 Copenhagen, Vesterbro 1699 Denmark

Web: <http://www.vidalco.com>

T: +4526239050

Email: kenn@hustedvin.dk/ info@hustedvin.dk

Participants: Kenn Husted & *Søren Andreasen

Company profile

Import License: Yes

Foundation: 2005

N° Staff: 7

Turnover 2012: Information not provided

Which (if any) professional organisations does your company belong to? No

Number of bottles imported in 2012: 200,000 +

Products & Markets

Activity: Importers

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

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

Average N° of Orders from one supplier per year: 3-10

Interested in: Red, White, Rose', Sparkling, Fortified, Certified organically produced.

Price range: All

Buyer is currently importing or has imported from the following wineries:

La spinosa

Corte pavone

Aims and objectives:

To find great priced wines

* Søren Andreasen is a famous chef & Sommerlier from Aarhus, where he is having 2 restaurants, and is importing wine we choose.

Address: Pb. 14 Delitoppen 5 Vestby, Vestby 1541 Norway

Web: <http://www.haugen-gruppen.no>

T: 004790947764

Email: harald.r.giske@gmail.com

Participants: Harald R. Giske (Marketing Manager)

Company profile

Import License: Yes

Foundation: 2007

N° Staff: 20

Turnover 2012: 17 mill NOK

Which (if any) professional organisations does your company belong to? Sommelier

Number of bottles imported in 2012: 300,000

Products & Markets

Activity: Importers

Customers: Distributors/Wholesalers, Restaurants/Hotels, Private customers

Average order quantity form one supplier (N° bottles): 3,000 bottles

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

Interested in: Red, White, Rosé, Sparkling, Fortified, Certified organically produced.

Price range: up to 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros

Buyer is currently importing or has imported from the following wineries:

Le Filigare, Torre dei Beati, Tre Monti, Giovanni Manzone, Rivetto, Mabis Biscardo, Guerrieri-Rizzardi, Qua Quarini.

Aims and objectives:

To search and find new brands for Vinmonopolet tenders and horeca trade.

Address: Annear Rd Kernick Business Park Penryn, Cornwall TR10 9EW United Kingdom

Web: <http://www.wineincornwall.co.uk>

T: 441326379426 or 447779712457 **Email:** nigel@wineincornwall.co.uk

Participants: Nigel Logan (Director)

Company profile

Import License: Yes

Foundation: 1996

N° Staff: 10

Turnover 2012: £1m

Which (if any) professional organisations does your company belong to? Information not provided

Number of bottles imported in 2012: 50000

Products & Markets

Activity: Importers

Customers: Hotel-Restaurants/ Private customers

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

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

Interested in: Red, White, Rosé, Sparkling

Price range: up to 5,99 Euros, 6-11,99 Euros.

Buyer is currently importing or has imported from the following wineries:

Casto pequeno, Sp; Finca la Estacada, Sp

Botter, It; Femar Vini, It

Les Yeuses, Fr; Castel/Patriarche Fr

Aims and objectives:

We need to review our portfolio of low- mid priced Italian wines. We have experienced volatility in pricing and quality (especially in Italy) recently and we want to look at the region from close up. The problems in the Eurozone are in some ways responsible for this however we do not think it is an excuse for poor wines and inflated prices. UK bottling by large UK based companies is increasingly the way forward for medium size regional merchants like us with sharper branding and easier logistics however it is not a trend we particularly welcome and we would like to see what is available on the traditional ex-cellar market. So we come to this trip with intent but with some serious concerns.

Another side of the trip will be seeing some local vineyards really to improve my knowledge and understanding of these wines.

Address: 231 Montrose Avenue Ontario, Canada Toronto Canada

Web: <http://www.terroirwineimports.com> **T:** 662 258 7480/81

Email: terroirwineimports@hotmail.com

Participants: Matthew Naranjo (CEO)

Company profile

Import License: Yes

Foundation: 2005

N° Staff: 4

Turnover 2012: 800,000 Canadian

Which (if any) professional organisations does your company belong to? Information not provided

Number of bottles imported in 2012: 60,000

Products & Markets

Activity: Agents

Customers: Retailers, Hotel-Restaurants, Private customers, Distributors, wholesalers.

Average order quantity from one supplier (N° bottles): 4,800 bottles

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

Interested in: Red, White, Certified organically produced.

Price range: up to 5,99 Euros, 6-11,99 Euros

Buyer is currently importing or has imported from the following wineries:

Portugal - Adega Moncao, Anselmo Mendes, Herdade Grande, Quinta Seara D'ordens

Spain - Vinyes Domenech, Abadia de Acon, L'agnes de Cervera, Barbara Fores, Bouza do Rei

Italy - Tenuta Fernanda Cappella

California - Barell 27, Andis Wines

France - Domaine de Dionysos

Aims and objectives:

To make new contacts in the industry and to form new partnerships with at least one or two new wineries

More Terroir Wine Imports:

Terroir Wine Imports aims to fill niche markets with Wines of Italy at Wine Pleasures

Address: 169 Hopedale Ave Toronto, Ontario M4K 3N1 Canada

Web: <http://www.lamprechtinternational.com> **T:** 4164213908

Email: lamprechtinternational@rogers.com

Participants: Helen Lamprecht (Managing Director), Paul Jackson (Sales Manager)

Company profile

Import License: Yes

Foundation: 1993

N° Staff: 5

Turnover 2012: 1.5m euro

Which (if any) professional organisations does your company belong to? Information not provided

Number of bottles imported in 2012: 122000 bottles

Products & Markets

Activity: Agents

Customers: Hotel/Restaurants, Private customers, Internet orders, Retailers.

Average order quantity form one supplier (N° bottles): 4200 bottles

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

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

Price range: up to 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros

Buyer is currently importing or has imported from the following wineries:

Jean Geiler (Alsace, France); Vasconia Armagnac, Chateau Simian (Southern Rhone, France); Didier & Roger Raimbault (Sancerre, France); Cantine Francesco Minini (Italy); Fattoria il Palagio (Tuscany); Casa Jose Repolho (Portugal); Bodegas Ruconia (Spain); Bon Courage (South Africa); Pyreness Ridge (Victoria, Australia), Bodegas Carelli (Argentina);

Aims and objectives:

Pursuing the LCBO's tenders in all categories, actively working with the LCBO to promote the products, direct marketing to hospitality industry and private customers, providing excellent services including free door to door deliveries.

We are looking to expand our portfolio to include more Italian suppliers for the Ontario market

Address: 726 West Green Street Ithaca, NY 14850 United States

Web: <http://www.sparrowswines.com>

T: 607 256-7145 **Email:** sparrowwine@clarityconnect.com

Participants: David Sparrow (owner)

Company profile

Import License: Yes

Foundation: 1997

N° Staff: 6

Turnover 2012: 2 million US\$

Which (if any) professional organisations does your company belong to? Information not provided

Number of bottles imported in 2012: 120000

Products & Markets

Activity: Retailers

Customers: Private customers, Internet orders.

Average order quantity form one supplier (N° bottles): 280

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

Interested in: Red, White.

Price range: up to 5,99 Euros, 6 - 11,99 Euros

Buyer is currently importing or has imported from the following wineries:

Dom. Le Croix Belle, Cotes de Thongue

Dom. Le Rouviolle, Minervois

Az. Agri. Filippo Maraviglia, Matelica

Additional information:

We seek to identify new wines from Emilia-Romagna, Toscana, Lazio, Umbria, and other Italian regions. We have been successful introducing new types of wines to the New York market based on the wines' typicality and value.

Address: 1401 Dutch Valley Place, NE Atlanta, GA 30324 United States

Web: <http://aicwine.com>

T: 404-876-4500

Email: mattaicwine@gmail.com

Participants: Matt Mullinax (Regional Sales Manager)

Company profile

Import License: Yes

Foundation: 1978

N° Staff: 6

Turnover 2012: Information not provided

Which (if any) professional organisations does your company belong to?

Number of bottles imported in 2012: 350000

Products & Markets

Activity: Importers

Customers: Wholesalers/distributors

Average order quantity form one supplier (N° bottles): 4200

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

Interested in: Red, White, Rosé, Sparkling, Fortified, Certified organically produced.

Price range: up to 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros.

Buyer is currently importing or has imported from the following wineries:

Trambusti, CTG

Baron Fuente

Chateau de Saint Martin

Canals & Munne

Chozas Carrasal

Spagnol

Selbach

Bodegas Dante Robino

Aims and objectives:

To learn what each winery has to offer the American import market in relation to their grape varieties, viticulture, and vinification. To be able to meet and personalize the wines with the winery staff and terroir. To allow each winery to learn about Atlanta Improvement Company and our objectives with distribution and representation. After the visits, to be able to educate distributors about each wine presented in the program.

Address: 908 Algeria Avenue Coral Gables, FLORIDA 33134 United States

Web: <http://www.emporiumnostrum.com>

T: 3054957146

Email: danielle@emporiumnostrum.com

Participants: Danielle Liagi (President)

Company profile

Import License: Yes.

Foundation: Information not provided

N° Staff: 6

Turnover 2012: Information not provided

Which (if any) professional organisations does your company belong to? International Beverage Network, Italian Chamber of Commerce

Number of bottles imported in 2012: 10000 bottles

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants

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

Average N° of Orders from one supplier per year: 5000

Interested in: Red, White, Certified organically produced,.

Price range: up to 5,99 Euros,6-11,99Euros, 12-17,99 Euros, More than 18 Euros.

Buyer is currently importing or has imported from the following wineries:

Cavazza, Azienda Manara, Bodega Diaz Bayo

Aims and objectives:

My goal is to identify new products to be imported to the United States that has the essence of a good wine and that represents a good addition to any distributor portfolio.

Address: 4516 Hwy 245 Antigonish, Nova Scotia B2G2L1 Canada

Web: <http://www.mainbrace.ca>

T: (902) 863-1419

Email: wayne@mainbrace.ca or wj1281@hotmail.com

Participants: John Wayne Johnson (Marketing and Promotions)

Company Profile

Import License: Yes

Foundation: 1979

N° Staff: 8

Turnover 2012: nihil

Which (If Any) Professional Organisations Does Your Company Belong To? Canadian Association of Professional Sommeliers

Number Of Bottles Imported In 2012: Two containers from just one supplier in 2012

Products & Markets

Activity: Agents

Customers: Retailers, Hotel-Restaurants, Internet orders.

Average Order Quantity Form One Supplier (N° Bottles): Anywhere from 50 cases to (as posted 2 containers)

Average N° Of Orders From One Supplier Per Year: anywhere from 2-3 to 4-6

Interested In: Red, White, Rose', Sparkling.

Price Range: Up To 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros.

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Moselland Germany

J Lohr California

Sandleford Western Australia

Bleasdale NSW Australia

Marques de Cacares Spain

DFJ Portugal

Enoport Portugal

Adolph Fougeres France

Buvet Ladulay France

Bottega Italy

Aims and objectives:

To meet with quality producers/winemakers for several categories we can propose to the monopoly (NSLC), and private wine merchants in Atlantic Canada

Address: 1435 West Arthur Avenue, 3 Chicago, Illinois 60626 United States

Web: www.sensus-wine.com

T: [+1 773 413 9466](tel:+17734139466)

Email: lee@sensus-wine.com

Participants: Lee Shaffer (Import Director) & Jennifer Mayle (Import Director)

Company Profile

Import License: Import, wholesalers

Foundation: 2011

N° Staff: 3

Turnover 2012: \$285k

Which (If Any) Professional Organisations Does Your Company Belong To? WSSA

Number Of Bottles Imported In 2012: 6,000 bottles

Products & Markets

Activity: Importers

Customers: Distributors/wholesalers, Retailers, Hotel-Restaurants.

Average Order Quantity Form One Supplier (N° Bottles): 1800

Average N° Of Orders From One Supplier Per Year: 13

Interested In: Red.White, Rose', Sparkling, Fortified, Certified organically produced, Vinegar.

Price Range: Up To 5,99 Euros, 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros.

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

LePlan-Vermeersch, V.Gunther-Chereau, Dom Brial, Domaine Mitroulis, Jolly Ferriol, Loire Properties, Marchand et Fils, Roger et Didier Raimbault

Aims and objectives:

I am looking to add organic and/or bio/natural wines to my portfolio. Also looking to find some fantastic Italian wines that are not worried about parker scores, but are really interested in making authentic wines that speak of their terroir.

Address: Marina Commercial Park Centre Park Road Cork, Ireland **Web:**

[_http://www.bubblebrothers.com](http://www.bubblebrothers.com)

T: +353864110086

Email: soriato.perla@gmail.com

Participants: Perla Soriato

Company Profile

Import License: Yes

Foundation: 1997

N° Staff: 6

Turnover 2012: 800,000 Euros

Which (If Any) Professional Organisations Does Your Company Belong To?

Number Of Bottles Imported In 2012: 100,000

Products & Markets

Activity: Importers

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

Average Order Quantity Form One Supplier (N° Bottles): 1800 bottles

Average N° Of Orders From One Supplier Per Year: 3

Interested In: Red, White, Rose', Sparkling, Certified organically produced..

Price Range: Up To 5,99 Euros, 6-11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Famille Perrin (France - Rhône)

Sovex Woltner (France - Bordeaux)

Pierre Andre (France - Burgundy)

Domaine Rossignol (France - Loire)

Clos Triguedina (France - Cahors)

Mas des Bressades (France - Languedoc)

Classica (Italy Tuscany)

Val d'Oca (Italy - Prosecco)

Tezza (Italy - Valpolicella)

Agostino Pavia (Italy - Piedmont)

Martinez Corta (Spain - Rioja)

Bodegas Pingon (Spain - Riberra del Duero)

Goedverwacht Estate (South Africa - Robertson)

Additional Information:

Improve & diversify Italian range including organic wines.

Address: Wijnhuis Merckx Kerkstraat 42 Herent, B302 Belgium

Web: <http://www.merckxmechelen.be>

T: 0032(0)16480761

Email: info@merckxmechelen.be

Participants: Manu Meyers (Owner), Godelieve Brouns (Owner)

Company Profile

Import License: Yes

Foundation: 1965

N° Staff: 4

Turnover 2012: 500,000 Euros

Which (If Any) Professional Organisations Does Your Company Belong To? Information not provided

Number Of Bottles Imported In 2012: 15000

Products & Markets

Activity: Distributors/wholesalers

Customers: Retailers, Hotel-Restaurants, Private customers.

Average Order Quantity Form One Supplier (N° Bottles): 3000 bottles

Average N° Of Orders From One Supplier Per Year: 9

Interested In: Red, White.

Price Range: Up To 5,99 Euros, 6-11,99 Euros

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Cielo & Terra

Provenza

Elena Walch

Pfannenstielhof

Cagliero

Santa Barbara

elisandro Moroder

Aims and objectives:

We want to extend our product range by new wines from regions which are not yet covered.

Address: Jihovýchodni I. 1619/15 Prague 4, Bohemia 14100 Czech Republic

Web: <http://www.klejna.eu>

T: +420 272 763 017 **Email:** pavel@klejna.eu or office@klejna.eu

Participants: Pavel Klejna (CEO)

Company Profile

Import License: Yes

Foundation: 1992

N° Staff: 16

Turnover 2012: Information not provided

Which (If Any) Professional Organisations Does Your Company Belong To? wine academy, sommelier academy, wawwj.

Number Of Bottles Imported In 2012: Information not provided

Products & Markets

Activity: Importers

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

Average Order Quantity Form One Supplier (N° Bottles): Information not provided

Average N° Of Orders From One Supplier Per Year: Information not provided

Interested in: Red, White, Rose', Sparkling, Fortified, Certified organically produced, Vinegar.

Price Range: 6-11,99 Euros, 12-17,99 Euros, More than 18 Euros.

Buyer Is Currently Importing Or Has Imported From The Following Wineries:

Information not provided.

Aims and objectives:

Klejna obchod s vinem is always focused on top quality products only.

Klejna obchod s vinem does not care about vintage, region, wine style or grape variety. What we care about is the quality in the bottle

If Klejna obchod s vinem makes an order, than we always pay in advance.