

## “Incoming Company Mission with food and wine buyers from Baltics 2019”

### Wines and beverages

**Toledo (Spain) 23 May 2019**

Organizer:



Coorganizers:



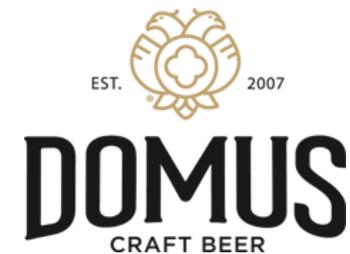
With the support:



## **CERVEZAS DOMUS, S.L.**

Website : <https://cervezadomus.com/>

Contact : Mr. Alvaro Gómez



CERVEZAS DOMUS is one of the pioneer craft beer companies in Spain, founded in Toledo in 2007.

The company has expanded its scope of action throughout the national territory. Domus® has successfully entered the demanding English, Asian and Italian markets, as well as having a presence in the best restaurants in New York.

Products:

Classic and Premium

Styles: Lager, Scotch honey, wheat spiced, pale, IPA, Iberian double IPA, triple belga, imperial red, triple stout

Other products: Beer liquor and beer jam

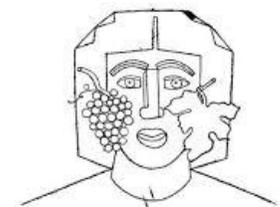
No distributors in Baltic countries

The company is looking for beer distributors.

## **BODEGAS ARRAYAN, S.L.**

Website : <https://www.arrayan.es/en/>

Contact : Mr. Alvaro García de Oteyza



**ARRAYÁN**

Bodegas Arrayán was founded in 1999, it's a winery with own vineyard of Syrah, Merlot, Cabernet Sauvignon and Petit Verdot grape varieties and Petit Verdot as international varieties, and Garnacha and Albillo as autochthonous varieties.

The company produces bottled wines of high quality with the trade mark ARRAYAN certified under the Designation of origin "Mentrida".

Conventional and organic wines

No distributors in Baltic countries. English spoken

The company is looking for direct wine distributor focused on HORECA sector and specialized shops. No supermarkets

**BODEGAS CAMINO ALTO**  
**(Explotaciones Agrícolas Hnos. Raboso)**

Website : <http://bodegacaminoalto.com/?lang=en>

Contact : Mr. Julio Raboso



Family winery with own vineyards dedicated to the production, elaboration and commercialization of organic wines using only organically produced grapes. The wines of Bodegas CAMINO ALTO are 100 % organic and are within the Protected Geographical Indication I.G.P. "Vino de la Tierra de Castilla", to be produced entirely in that geographical area and be regulated according to European Regulation (EC) No. 834/2007 and 889/2008.

Bottled wines in glass 0,75 liters and bagin box.

Trade mark: Camino Alto

No distributors in Baltic countries. English spoken

The company is looking for wine distributors

## **AGROVILLARTA, S.L. (HACIENDA VILLARTA)**

Website : <http://www.haciendavillarta.com/#winery>

Contact : Mrs. Gabriela Calero



Winery producer of Protected Geographical Indication Protected Geographical Indication I.G.P. "Vino de la Tierra de Castilla" and certified under the Designation of origin "Mentrida".

The winery is located in Toledo, about 80 kms from Madrid. They produce their own grapes in 375 acre vine plantation with six different varieties, Cabernet Sauvignon, Syrah, Merlot, Petit Verdot, Chardonnay and, of course, the traditional and world regarded Tempranillo. Even though this estate has had vineyards for over 50 years, fifteen years ago a winery for more two millions litres of wine was built.

The grapes are harvested in the cool of the night to preserve the fresh fruit flavors. The fruit was crushed into drainers and fermented in stainless steel and again fermented in contact with a combination of new and used French and American oak. They thoroughly manage the aging of the wine in wooden barrels to obtain quality wines, gaining a reputation which has been internationally recognized with numerous awards throughout the years. Gold and silver medals in Berliner Wein Trophy , Asia Wine Trophy, Mundus Vini, Decanter, Sakura Women's Awards, Tempranillos al Mundo, Bacchus and several other accolades in Spain, Finland and even Korea.

Products: Bottled still wines 750 ml.

Trade marks of red wines: "Besanas", "Tozara" and "Escalonia"

Trade mark of white wines: YX

New trade mark for frizzantes: "Kiss Me Mucho" White and rosé

No distributors in Baltic countries. English spoken

The company is looking for commercial agents and direct commercial channels as restaurants, hotels, supermarkets. They are opened to all options in order to introduce their wines in new markets.

## VIÑEDOS DE CASTILLA LA MANCHA

Website : <https://www.vinedosdecastillalamancha.com/en/index.html>

Contact : Mrs. Antonia Carrillo



Viñedos de Castilla La Mancha was born from the union of numerous winemakers from the province of Toledo specialized in Premium bulk wine. The Spanish company of recent creation produces an average of 45 million liters of wines (white, red, rosé, sweet, semi-sweet and dry) with the following grape varieties: macabeo, sauvignon blanc, airén, verdejo, tempranillo, syrah, garnacha, muscatel, bobal, garnacha tintorera , merlot, petit verdot and graciano. They are very competitive in production capacity and the wide variety of their grapes varieties allow the clients to design the wines under their requirements.

Products: White, rosé and red wines.

Wines have different certifications: Organic wine and Varietals. They also have different designations of origin and indications: DO Mancha, DO Méntrida, IGP Vino de la Tierra de Castilla and Table wine.

No distributors in Baltic countries. English spoken

They want to offer these wines in bulk to other European wineries with small stock, bottled distributors, importers with trademarks etc or bottled wines “á la carte”. Looking for wine distributors too



## **BODEGAS ALONSO CUESTA, S.L.**

Website : <https://www.vinedosdecastillalamancha.com/en/index.html>

Contact : Mr. Juan Alonso Cuesta

BODEGAS ALONSO CUESTA is a family owned winery specialized in wine production and aging since 1920. It's located in an old palace-house built in the 16th century. In 2000 the heritors decided to modernize the facilities with the most advanced techniques, but with a deep respect for tradition and natural products.

The vineyards occupy about 33 hectares they are planted in an open sandy soil, poor in organic material, acids and little limestone with vines of different varieties (Garnacha, Cabernet Sauvignon, Syrah, Tempranillo, Petit Verdot, Verdejo, Viura and Sauvignon Blanc)

Red and white wines under Designation of origin "Mentrida"

Trade marks for red wines: "Alonso Cuesta", "Camarus", "Valprimero"

Trademarks for white wines: "Alonso Cuesta"

No distributors in Baltic countries. English spoken

The company is looking for wine distributors focused to HORECA channel and enotourism services.

## **BODEGAS ISLA, S.L.**

Website : <https://www.bodegasisla.com/Home.14.0.html?L=1>

Contact : Mr. Carlos Buitrago Rincón



Vine growers and producers of wine for more than 100 years. The knowledge of the land and vineyards enables them to harvest the best grapes.

BODEGAS ISLA has 200 hectares of its own vineyards, with the Tempranillo, Airén and Garnacha varieties.

The winery has a storage capacity of more than 5,000,000 litres and buildings with wooden beams from the beginning of the XX century, cold stabilization, non-microbial filtration, oak barrels, automatic wine vats, temperature control during fermentation... etc

The variety of wines belongs to different indications from Designation of origin "La Mancha", Protected Geographical Indication IGP "Vinos de la Tierra de Castilla" and Table wines

Bag in Box and they could produce under the private brand of the importer.

Trade marks: "Isla Oro", "Monte Milla", "Alto Grande" and "Hispavin"

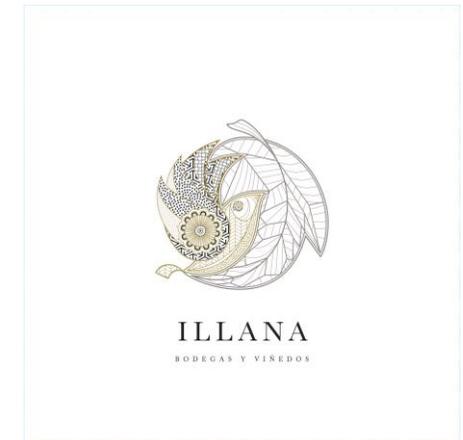
Distributors in Poland but not in Baltic countries. English spoken

The company is looking for wine distributors both for the off-trade or on-trade channels

## **BODEGAS Y VIÑEDOS ILLANA, S.L.**

Website : <https://www.bodegasillana.com/en/>

Contact : Ms. Noe Pérez Carrero



Tradition, craftsmanship, and a strong family spirit are some characteristics that define Bodegas y Vinedos Illana today. They produce wine in Cuenca, in the heart of the La Mancha Denomination of Origin in Castilla La Mancha.

The company has always been very faithful to its origins and they are the fourth generation of vine growers; their passion are the grapes and high quality wines. For this reason, agriculture (and more particularly viticulture) is their way of life.

The estate consists of 100 ha of excellent vineyards of their own that allow a very careful control by the winemakers.

They maintain and respect the grape varietal tradition of the region by growing Tempranillo, Bobal, Airén, they also grow Cabernet Sauvignon, Merlot, Syrah, Petit Verdot, Cabernet Franc and Sauvignon Blanc vines.

No distributors in Baltic countries. English spoken

Bodegas Illana is looking for wine importers and distributors interested on great wines at a very competitive prices.

## **BODEGAS FERNANDO CASTRO, S.L.**

Website : <https://www.bodegasfernandocastro.com/>

Contact : Mr. Javier Piña



Family winery created in 1850, it's the most ancient winery in the region of Castilla La Mancha under the same family.

Winegrowers by family tradition, Bodegas Fernando Castro has 380 hectares of vines with different varieties of grapes.

Tempranillo, Garnacha, Cabernet Sauvignon, Merlot, Syrah ... are the varieties we use for our red wines. Of these, Tempranillo (also known as Cencibel) is unquestionably the most representative grape of their vines. Airén, Macabeo, Chardonnay, Verdejo, Sauvignon Blanc ... are the varieties they use to make white wines.

Under de Designation of Origin "Valdepeñas"

Over the years, it has been able to modernize, following the needs of its customers, expanding its product ranges to new and emerging sectors such as sparkling wines, non-alcoholic wines, kosher wines, organic wines and even sangrias. At present, the winery is committed to offer wines a la carte as the key to success in today's wine market.

No distributors in Baltic countries. English spoken

Bodegas Fernando Castro is looking for new distributors and strengthening relationships with potential customers.

## **VIÑEDOS Y RESERVAS, S.A.**

Website : <http://www.cuevassantoyo.com/en>

Contact : Mr. Jesús Picazo



Viñedos y Reservas is a winery in Castilla la Mancha, a pioneer in the production of sparkling wine since 1987 and under the Differentiated Quality Mark 'CUEVA'. 100% of its activity entails preparation under the traditional method of bottle fermentation

Sparkling wines:

CUEVAS SANTOYO (Semi-Brut-Nature-Rose)

CAROLVS NATURE and GRACE BRUT

GOTAS DE PLATA (Semi-Brut-Nature-Rose)

No distributors in Baltic countries. English spoken

The winery wants to introduce its sparkling wines in Baltic countries and Poland through importers and distributors focused to HORECA channel and supermarkets.

## **BODEGAS Y VIÑEDOS MARTUELA, S.L.**

Website : <https://martue.com/martuela/>

Contact : Mr. Jorge Miranda



Martúe vineyards are located in La Guardia (Toledo), an area of excellent environmental conditions for the production of quality wines.

Finca Campo Martuela: With an extension of 30 hectares and the varieties chosen: Tempranillo, Cabernet Sauvignon, Petit Verdot, Merlot, Syrah.

Finca El Casar: With an extension of 51 hectares, with the same red varieties (Cabernet Sauvignon, Merlot, Syrah, Tempranillo and Petit Verdot), as well as the new Malbec and the Chardonnay white grape.

Red wine MARTUE bottled 0,75 l. and 1,5 l.

Martúe is the star of their Pago, with unbeatable quality and price, produced with the highest quality grapes selected in each harvest

No distributors in Baltic countries. English spoken

Bodegas Martuela is looking for new distribution channels.

## **BODEGAS CANOPY (CANOPY CONSUL, S.L.)**

Website : <https://www.bodegascanopy.com/>

Contact : Mr. Alfonso Chacón



Winery created in 2003 with total of 19 hectares divided between the grape varieties of Syrah and Garnacha. Bodegas Canopy has very old vineyards that allow to elaborate singular wines, with a strong personality and a unique character under Designation of Origin "Mentrida".

Canopy production is based on maximum respect for the grapes in the cellar. His wines follow a process of pre-fermentative cold maceration and early discoveries, to undergo a malolactic fermentation in French oak barrels of different sizes. So far, Bodegas Canopy has launched seven monovarietal references to the market: "Castillo de Belarfonso", "Tres Patas", "Malpaso", "La Viña Escondida", "Congo", "Kaos" and "Loco".

"Tres Patas 2016" 92 points in Peñin wine guide

"Malpaso 2016" 93 points Peñin wine guide

"La Viña escondida 2015" 93 points Peñin wine guide

"Congo 2015" 94 points Peñin wine guide

"Kaos 2010" 90 points Peñin wine guide

"Loco 2015" 90 points Peñin wine guide

"Castillo de belarfonso 2017" 90 points Peñin wine guide

In 2017 they have produces a new wine called "Ganadero"

No distributors in Baltic countries. English NOT spoken

Bodegas Canopy is looking for wholesalers and distributors focused to HORECA channel and delicatessen shops.

## **MIGUEL CALATAYUD, S.A.**

Website : <http://www.vegaval.com/en/>

Contact : Mr. Miguel Calatayud



Bodegas Miguel Calatayud is a family winery , dedicated to the production and aging of high quality wines, with the accumulated experience of three generations and the passion to offer wines adapted to each palate, to each moment and to each place.

Wines under Designation of Origin Valdepeñas and IGP "Vinos de la Tierra de Castilla. Partially fermented must

Trade marks: "Vegaval Plata" and "Trebolé"

No distributors in Baltic countries. English spoken

The company is looking for importers and distributors focused to shops specialized in wine sales.

## **ENCOMIENDA DE CERVERA, S.L.**

Website : <http://encomiendadecervera.com/en/la-encomienda/>

Contact : Mr. Andrés Robles



ENCOMIENDA DE CERVERA produces olive oils and wines from estates with volcanic origin.

For the olive oil, there has been 100 hectares of super intensive plantation of Arbequina variety added to the traditional three-foot long Olive Groves of Cornicabra, and 28 hectares of Isolated plantation of Picual variety. The Oil Press, from the XVIII Century, has been adapted to new technologies of cold press and mechanical methods, extracting the best Extra Virgin Olive Oil for each variety

For the wines, the old vineyards have been renovated and expanded to 50 hectares, adding the traditional Tempranillo and new varieties such as Cabernet Sauvignon, Syrah, Petit Verdot, and Graciano. The winery, from the XIX Century, has been restored, expanded, and modern fermentation installations have been added, always respecting our environment, and improving the quality of the wines.

Volcanic Extra Virgin Oil conventional brands: Vulcanus 100% Arbequina, 1758 Selection First Day Harvest, 1758 Family Reserve Coupage, 1758 Selection Polyphenols, Señorío de Almagro

Organic Extra Virgin Olive Oil Gold "Maar de Cervera" glass bottle

Volcanic Winess conventional brands: "Maar de Cervera" Syrah, 1758 Selection Petit Verdot, Vulcanus Syrah, Vulcanus Alpha Tempranillo, Poker D Tempranillo, Horten Tempranillo, 4T4 Tempranillo, Ananoa Syrah

No distributors in Baltic countries. English spoken

The company is looking for food importers-distributors in gourmet markets, special stores-retails for the Volcanic Extra Virgin Olive oils and wines.

## **UVA DE VIDA**

Website : <http://uvadevida.com/>

Contact : Mrs. Carmen López Delgado



The company is a traditional family farm, initiated and led by a woman business, with vineyard, olive and cereals grove.

The farm is certified in organic agriculture and biodynamic agriculture, no chemical additives are used in the vineyard and in the winery because all its wines are labelled with "does not contain added sulphites".

They produce high quality wines and juice 100% Graciano, a native variety and little cultivated they have invested in this area.

Trade mark: latitude 40 (Tempranillo red and rose, and grape juice)

No distributors in Baltic countries. English spoken

Their objective is to find food distributors of these products in wine specialized shops in Europe.

## **BODEGA SEÑORIO DEL JUCAR**

Website : <https://www.senoriodeljucar.com/en/home/>

Contact : Mr. Ernesto Tébar



It's a family winery in the third generation dedicated to organic wine production and aging. Their values are adaptation to the environment, providing wines with a fresh and modern image, looking for a touch of fantasy with elegance, moreover of a premium quality (under BRC and ISO 14001 certifications). Wines are bottled without any filtration process so that they maintain their integrity and purity.

Cueva Llana wines have been awarded by the main competitions worldwide.

Trade marks: CUEVA LLANA (100% Sirah, 100% Macabeo and 100% Bobal rose), TRANCO DEL LOBO (100% Bobal, 6 months aging in oak),

No distributors in Baltic countries. English spoken

Their objective is to find wine distributors focused to HORECA channel.



## **BOGARVE 1915, S.L.**

Website : <http://bogarve1915.com/?lang=en>

Contact : MS. Carmen García de la Cruz Vega

Family winery producing exclusive wines, mistelas (licor wines) and vermutos since 1915 with the third /fourth generation, most of them under Designation of origin La Mancha and IGP Tierra de Castilla.

In 1996 the family made its first vineyard plantations. They currently have about 120 hectares of vineyards area and agreements with other providers of 1,500 hectares.

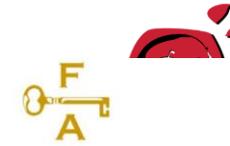
Among the white grape varieties: Airen, Macabeo, Verdejo, Chardonnay, Sauvignon Blanc, Moscatel de Grano Menudo, Muscat of Alexandria, Viognier, and Gewürztraminer. Among the reds include: Aragon, Grenache, Red Grenache, Tempranillo, Syrah, Graciano, Merlot, Cabernet Sauvignon, Petit Verdot, and Bobal.

Products: Conventional and organic white, red and rose wines  
Licor wines (white and red Mistela)  
Vermut

Trade marks: La Cruz Vega, Alma de Vega, Matritellus, Hundred and 19Quince

No distributors in Baltic countries. English spoken

Their main objective is introduce their products in Baltic countries through distribution/importation agreements. Potential contacts are: wine importers, supermarkets, HORECA and online market place specialized in wine sector.



FINCA ANTIGUA

**FINCA ANTIGUA, S.A.**

Website : <http://www.fincaantigua.com/en/>

Contact : Mr. Adrian Blazquez

Family winery located between Toledo and Cuenca with an extension of 1,000 hectares of which 421 are occupied by the vineyard.

They produce surprising, creative and innovative wines that express the personality of the land where they are grown under Designation of origin La Mancha and Protected Geographical Indication IGP Vinos de la Tierra de Castilla.

Grape varieties includes from the national castes of viura, garnacha, tempranillo and muscatel to the international merlot, cabernet sauvignon, petit verdot and syrah, with which we elaborate their creative and avant-garde collection of varietals with aging.

They produce organic wines too

Trade marks: Finca Antigua

No distributors in Baltic countries. English spoken

The winery is looking for wine distributors focused to on-trade and off-trade