



**V. Inward Mission**  
*for Wine and Food Buyers*

**FACE-TO-FACE MEETINGS**  
*& Producer Company Visits*

**SPAIN**  
**LA RIOJA**  
*April 4-5-2017*

**fer**  
federación  
de empresarios  
de la rioja

**enterprise  
europe  
network**  
*Business Support on Your Doorstep*

  
European  
Commission

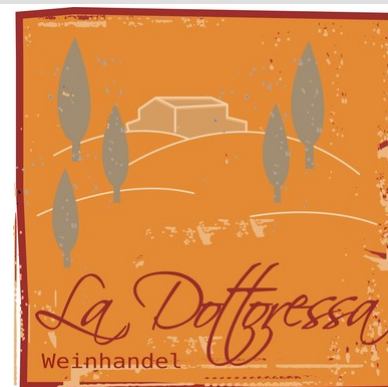
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**Food & Wine 2017**

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# La Dottoressa Weinhandel & Genuss GmbH

## Organisation Name

<b>Country</b>	Austria
<b>City</b>	Grinzens
<b>Street</b>	Kohlstatt
<b>Website</b>	<a href="http://www.ladottoressa.at">www.ladottoressa.at</a>
<b>Organisation Type</b>	Importer / distributor



## Organisation Details

We are a small importer - specialized on iberian wines and fortifieds - placed in Tirol in the west of Austria.

The owner of the company is well situated in the member of boards of the austria sommelierunion and the tyrolean sommelier associaten and is also teaching young sommeliers.

In the wine-distribution we have 3 different types of clients:

- \* whole seller HoReCa (all over austria) and gastronomy (mainly in west-austria and a little in vienna)
- \* well situated private consumers
- \* internet-clients

At this momemt we represant around 34 winery's of the iberian island (mainly portugal).

A small, but growing market is our internet. We are present (and prepairing) in different internet-markets: our own lables (rebuilted 2016), rakuten, manfreddo.com (gastronomy portal in Austria), uvinum (starting in 2017) and a new cooperation-project with very-rare-wines.

We are importing around 35.000 Bottles a year and plan to grow up to 100.000 in the next 5 years.

We are looking for products from Rioca (mainly biological wines or very special wines) that are not present in Austria (and Germany)

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Cheese
- Meat products
- Olive Oil

## Cooperation Profiles

### Producer company: La Dottoressa: wines & food

We are looking primary for biological wines, that are not present in Austria and that are very authentic for the rioja style in grapes and typicity. We also always are looking for goods, like pata negra, bull-ham, cheese, oliveoil, olives and fish - that will be used by our tastings to complete the typical taste of the country.

### **COOPERATION OFFER, PRODUCTS YOU OFFER; ADDITIONAL INFORMATION & STRENGTHS**

Our strength is primary our passion to the Iberian island, our good connection to the Austrian sommelier-associations. We do not work with cheap products - this is not our business. We have fair products for a fair price (and look that we can exist against some cheap dealers all over Europe). So it's very important to have together a long term partnership and expand together in Austria (no supermarkets - only one importer for Austria).

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

350.000

# Intriguing Brands

## Organisation Name

<b>Country</b>	Belgium
<b>City</b>	Aalst
<b>Street</b>	Parklaan 75
<b>Website</b>	<a href="http://www.intriguingbrands.be">www.intriguingbrands.be</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Young, fastgrowing Benelux importer (Belgium, Netherlands, Luxemburg) of mainly Spanish qualitative food & beverages. We sell to all retailers and non-retail companies, both branded and private label products. We are market leader in certain product categories. Our strength is our network and experience in the sector, which enables us to go faster than our competition. The whole team together has the experience of multinationals, but we move like a speed boat, based on win-win partnerships with our clients and suppliers. We have several success stories of the past years with Spanish partner-suppliers.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Cheese
- Meat products
- Other
- Ready meal
- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil
- Fresh fruits and vegetables

### OTHER BEVERAGES

- Beer
- Liquors, other

## Cooperation Profiles

**Importer / Distributor: Intriguing Brands, always looking for Spanish Food & Beverage products. Branded and private label.**

### PRODUCTS AND AREAS OF YOUR INTEREST

we have both Retail (Carrefour, Colruyt, Delhaize, Aldi, Albert Heijn, ...) and Non-retail clients. Both food & beverage products, where we look for added value products. We distribute branded and private label products. We are looking for real partners, not just buyer-seller relations.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

2500000

# Apollowine EOOD

## Organisation Name

<b>Country</b>	Bulgaria
<b>City</b>	Sofia
<b>Street</b>	Sv. Sv. Kiril i Metodii 139
<b>Website</b>	<a href="http://www.apollowine.com">www.apollowine.com</a>
<b>Organisation Type</b>	Importer / distributor



## Organisation Details

Apollowine EOOD is a professional family owned wine merchant with extended Bulgarian wine selection and developed own import selection of top rated wines from the Balkans, Central & Eastern Europe countries and of course France, Italy, Spain and Portugal. Both the selection and the owner's experience have quickly earned its recognition as a trusted place to shop wine online and be the trusted supplier for high-end HoReCa customers on the Bulgarian market. The wines come from small boutique wineries, unfounded, unpopular and best for their value, with limited ranges tasted and carefully curated by the Apollowine Team, both of whom are WSET Advanced Certified in London.

The owner and executive manager of the company Dimitar Nikolov is an international wine judge (Decanter World Wine Awards, MundusVini, Balkans International Wine Competition) and an educator in WSAB (Wine & Spirits Academy Bulgaria).

Apollowine EOOD is working with partners, such as:

- Yalumba, **Australia**
- Almaviva Rothschild, **Chilie**
- Domaine Laroche, Chateau Desclans, Chateau Minuty (Cote de Provance), Albert Bichot, PIPER-HEIDSIECK, Chateau Gassier, Clos Fourtet, Chateau Gran Renom, Ronan by Clinet, Chateau Pichon Baron, etc., **France**
- Ktima Gerovassiliou, Biblia Chora, **Greece**
- Tenuta Sant' Antonio, Antinori, Tenuta Guado Al Tasso, Marchesi de'Frescobaldi, Donna Fugata, Sturm, Mazi, Castelo di Albola, Villa Bella, La Scolca, **Italy**
- Quinta Dos Murcas, Esporao, Ramos Pinto, **Portugal**
- Marques de Murrieta, **Spain**
- Chateau Ste Michell, Coravin, **United States**

The company is distributing wines and accessories through own online shop, and through its own channel to HoReKa customers.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Olive Oil

## Cooperation Profiles

**Importer / Distributor:** Bulgarian importer and distributor of wines and liqueurs is look-

## [ing for partnership with Spanish producers of wines](#)

Apollowine EOOD is looking for producers of wines, liqueurs and other beverages from La Rioja, Spain in order to expand its portfolio of products. The company is distributing wines and wine accessories through its online shop and its well developed channel in the HoReCa sector on the Bulgarian market. The company is looking for unpopular, but top rated, best for their value, boutique and well balanced wines.

### PRODUCTS AND AREAS OF YOUR INTEREST

Apollowine is interested in selection and purchase of wines, liqueurs and other beverages from Spanish producers, and distribution of Spanish wines on the Bulgarian market. The owner and executive manager of the company Mr. Dimitar Nikolov is an international wine judge (Decanter World Wine Awards, MundusVini, Balkans International Wine Competition) and an educator in WSAB (Wine & Spirits Academy Bulgaria). The quality of the wines will be carefully tested and evaluated.

### Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

200 000

# BMC Brno s.r.o.

## Organisation Name

<b>Country</b>	Czech Republic
<b>City</b>	Brno
<b>Street</b>	Jugoslavska 9
<b>Website</b>	<a href="http://www.bmcbrno.cz">www.bmcbrno.cz</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

The company was established in 1992 and it focuses on import of alimentary products since 1996. Nowadays it is one of the most important importers and distributors of spanish products to the Czech and Slovak republic. In 2016 there were 190 trucks and 13 containers of alimentary goods imported. It focuses mostly on HORECA chanel, but it also sells to food chains and other distributors. There are many products included: wine, alcohol, fruit and vegetable cans (fruit cocktail, mandarines, artichoques, tomato...), olives, olive oil, marmelades, almonds etc.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Liquors, other

### FOOD

- Meat products
- Other
- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil

## Cooperation Profiles

### Importer / Distributor: BMC Brno s.r.o.

#### PRODUCTS AND AREAS OF YOUR INTEREST

We mostly focus on HORECA chanel but we also work in retail. Products we are interested in: olives, olive oil, fruit/vegetable tins, wine, alcohol, sweets, fideua... we don't import refrigerated goods at the moment. There are no specific requirements on certifications or promotional material, we like working with reliable producers on long term.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

6000000



# GPW

## Organisation Name

<b>Country</b>	France
<b>City</b>	MARSEILLE
<b>Street</b>	70, BD NOTRE DAME
<b>Website</b>	<a href="http://www.legoutdusud.com">www.legoutdusud.com</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

we import and distribute a lot of products on the french delicatessen market (luxurious goods to eat) from spain, italy, england, Belgium. From spain we are the representant in france for Ortiz, Patatas Torres (huge volume), Orbe from Vigo, Olive oil, Xeres Vinegar (Exvina), San nicasio (crisps), Ines Rosales from sevilla. We are always looking for new products high quality, nice packs and good tasting. you can have a view of our range on our website : [www.legoutdusud.com](http://www.legoutdusud.com)

we deliver to 600 shops in all parts of France , from North to south and from west to east. we have a platform groupage in barcelona, easy !

many thanks, muchas gracias, michel jourdan

## Areas of Activity

### FOOD

- Other
- Ready meal
- Confectionary, biscuit, pastry
- Tinned vegetables
- Olive Oil

## Cooperation Profiles

### Importer / Distributor: GPW

we import and distribute a lot of products on the french delicatessen market (luxurious goods to eat) from spain, italy, england, Belgium. From spain we are the representant in france for Ortiz, Patatas Torres (huge volume), Orbe from Vigo, Olive oil, Xeres Vinegar (Exvina), San nicasio (crisps), Ines Rosales from sevilla. We are always looking for new products high quality, nice packs and good tasting. you can have a view of our range on our website : [www.legoutdusud.com](http://www.legoutdusud.com) we deliver to 600 shops in all parts of France , from North to south and from west to east. we have a platform groupage in barcelona, easy ! many thanks, muchas gracias, michel jourdan

### PRODUCTS AND AREAS OF YOUR INTEREST

essentially dry goods, we do not import frozen and fresh products as milk or chees. and infortunatly, we do not import wines. but we are looking for nice products high quality like Ortiz, or Patatas torres. we are looking for tendancies, and product going for high potential.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

1.2 million € of turn over

# SOFIA COTE D AZUR

## Organisation Name

<b>Country</b>	France
<b>City</b>	MARSEILLE
<b>Street</b>	51 RUE FRANCOIS MIGNET - BP10002
<b>Website</b>	<a href="http://sofia-altezza.com">http://sofia-altezza.com</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Société spécialisée dans le négoce de produits alimentaires, nos clients sont notamment basés dans l'Océan Indien et les Antilles.

Ce sont des centrales de grande distribution, des CASH, des traiteurs/cuisines centrales.

Nous distribuons des produits frais (fromage, beurre et crème,...), surgelés (frites, légumes, SHS, poulet, porc...) et sec (lait UHT...)

## Areas of Activity

### FOOD

- Cheese
- Meat products
- Other
- Tinned vegetables

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

13 000 000

# SYLEXPORT

## Organisation Name

<b>Country</b>	France
<b>City</b>	ST ETIENNE LES ORGUES
<b>Street</b>	RUE DE LA PAIX
<b>Website</b>	
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Sylexport is a French trade cie for wholesales of frozen and fresh foodstuffs , created in 1998. We have a retail warehouse in Africa .

## Areas of Activity

### FOOD

- Meat products
- Other
- Tinned vegetables
- Organic products

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

4 758 000 €

# Heinrich & Keller Weinimport OHG

## Organisation Name

<b>Country</b>	Germany
<b>City</b>	Frankfurt
<b>Street</b>	Oberhöchstädter Weg 36
<b>Website</b>	
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

We are importers and distributors; with our fine wines & fancy foods divisions we deliver to global customers and have long-term contracts worldwide.

We would be joining the invitation with:

Fabian Keller, CEO

Eva Simon, Chief Marketing Officer

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Cheese
- Meat products
- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil

### OTHER BEVERAGES

- Beer
- Liquors, other

## Cooperation Profiles

### **Importer / Distributor: Fine Wines & Fancy Foods**

#### PRODUCTS AND AREAS OF YOUR INTEREST

Fine Wines & Fancy Foods

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

>50m Euro

# Krämer Getränke GmbH & Co. KG

## Organisation Name

<b>Country</b>	Germany
<b>City</b>	Alsbach-Hähnlein
<b>Street</b>	Erlenweg 10
<b>Website</b>	<a href="http://www.kraemergmbh.de">www.kraemergmbh.de</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

We are wholesaler and importer, specialist for HoReCa in the Rhein-Main-Neckar region.

Serving 1.700 restaurants, bars, clubs in cities like Frankfurt, Wiesbaden, Mainz, Darmstadt, Mannheim, Heidelberg, Kaiserslautern, Karlsruhe, Baden-Baden and surroundings.

We have an existing import portfolio as well with some well known Rioja producers but are open minded to find some fresh and new concepts to add.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Confectionary, biscuit, pastry
- Olive Oil

### OTHER BEVERAGES

- Beer
- Liquors, other

## Cooperation Profiles

### **Importer / Distributor: Krämer Getränke GmbH & Co. KG**

wholesaler and importer, specialist for HoReCa in the german Rhein-Main-Neckar area

### **PRODUCTS AND AREAS OF YOUR INTEREST**

wine, sparkling wine, licor, beer, beverages, single serve packed confectionary

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

25000000

# Vino Donino

## Organisation Name

<b>Country</b>	Germany
<b>City</b>	Kempen
<b>Street</b>	Stadtfeld 32
<b>Website</b>	<a href="http://www.vino-donino.de">www.vino-donino.de</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Vino Donino, established in 2003, is situated in Kempen near Düsseldorf.

We import wine and food and are specialized in working with private persons, HoReCa and resellers in Germany and the Netherlands.

In addition we are agents for food and wine.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Liquors, other

### FOOD

- Olive Oil

## Cooperation Profiles

### Importer / Distributor: Vino Donino

Vino Donino, established in 2003, is situated in Kempen near Düsseldorf. We import wine and food and are specialized in working with private persons, HoReCa and resellers in Germany and the Netherlands. In addition we are agents for food and wine.

### PRODUCTS AND AREAS OF YOUR INTEREST

Wine, Olive Oil, Spirits.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

+500.000,-€

# Wine & Spirits

## Organisation Name

<b>Country</b>	Germany
<b>City</b>	Halle in Westfalen
<b>Street</b>	Ostpreußenweg 1
<b>Website</b>	<a href="http://www.wineandspirits.de">www.wineandspirits.de</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

We are **Importer** and **Agent** for Wine (90%) and food from South-European countries. We are located in the north-west of Germany, but are working all over Germany.

Also we also working as **national Key-Accounter for companies which do not have own sales-management** to treat the german market. So we are working as an "outsourced" KA-management for those companies.

### We have 2 types of clients:

- The great german super- and hypermarket groups (GDO). Here we are working as Importer or agent (just like the client want)
- Whole seller (whose clients are HoReCa, specialist-/delicates-shops, wine-bars aso). Here we are working mainly as importer.

### INNOVATIVE ASPECTS AND MAIN ADVANTADGES / BENEFITS:

Very good knowledge about the german wine and food-market and contact to the leading "player" in Germany (look above).

### COOPERATION SOUGHT/OFFERED:

We are looking for Wines and Food from Spain for the german market. Primarily wine - but also food products (Sweets, biscuits, chocolates, conserves, pasta, olive oil, jam, preserves aso).

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Beer
- Liquors, other

### FOOD

- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil

## Cooperation Profiles

### [Importer / Distributor: Wine And Food from Spain for the German market](#)

We are looking for Wines and Food from Spain for the German market. Primarily wine - but also food products (Sweets, biscuits, chocolates, conserves, pasta, olive oil, jam, preserves aso).

### PRODUCTS AND AREAS OF YOUR INTEREST

We want to work with Spanish companies in the German market as - Importer - Agent - National Key Account Manager (outsourcing process) Our clients in the German market: - The great German super- and hypermarket groups (GDO). - Whole seller (whose clients are HoReCa, specialist-/delicates-shops, wine-bars aso).

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

> 100.000€

# Brandbrokers

## Organisation Name

<b>Country</b>	Ireland
<b>City</b>	Cork
<b>Street</b>	142 Blackrock Road, Blackrock riad
<b>Website</b>	<a href="http://www.brandbrokers.ie">www.brandbrokers.ie</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Brandbrokers are Manufacturers agents and your brands representative for Chilled Ambient and Frozen food products to all trade channels throughout Ireland and the UK.

We represent a number of select quality food producers from Spain,UK, Italy ,Greece and South Africa.

Brandbrokers is a full-service sales and marketing company. We represent some of the best, innovative food companies. we sell to all classes of trade including: traditional supermarkets, natural food markets, gourmet markets, ethnic markets, foodservice accounts, and speciality retailers,

We find the producers that have a passion for their product, brand and success and match them with trade partners. Our producers come in all shapes and sizes, but share a commitment to grow by producing and marketing great food.

We are members of the Manufacturers Agents Association of Great Britain and Ireland

## Areas of Activity

### FOOD

- Ready meal
- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil

## Cooperation Profiles

### [Importer / Distributor: Your Representative In Ireland and the UK](#)

Your Representative delivering results for your Business Stage 1 Preparation to sell to the Retail multiples(Tier 1) Identify potential retail partners in the Irish and the UK Market Market survey for your category in Multiples Prepare pitch and timeline targeting of multiples in order of opportunity Organize logistics for profitable implementation Finding the right distributor or wholesale partner Scope market to identify potential partners Market survey for your category in independent sector Assess viability of supplying large independents directly Prepare pitch and timeline targeting of distributors in order of opportunity We act in your best interest as your local representative presenting your best price to the market to give you the greatest chance of success. Stage 2 Implementation Agree pricing strategy and pitch to selected multiple retailers Agree pricing strategy and pitch to distributors, wholesalers and independents Present logistics solutions where necessary for evaluation Follow through with meetings for contract negotiations on your behalf Marketing Advice on email campaigns Localizing social media Localizing point of sale material Arranging and executing in-store promotions We agree target outcomes for a 120 day period We agree commission on sale

### [PRODUCTS AND AREAS OF YOUR INTEREST](#)

Grocery or HORECA

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

1300000



# ILG FOOD GROUP

## Organisation Name

<b>Country</b>	Netherlands
<b>City</b>	Enschede
<b>Street</b>	Jaargetijdenweg 61
<b>Website</b>	<a href="http://www.ilgfood.com">www.ilgfood.com</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

ILG Food Group - Develops and markets food products of high quality for a sharp calculated price. In the culinary world ILG Food Group supplies mainly to the catering wholesalers throughout Europe. With its contemporary style and approach ILG Food Group is famous and unique in its kind. This makes the value of ILG Food Group for customers clearly visible.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Cheese
- Meat products
- Tinned vegetables
- Olive Oil

### OTHER BEVERAGES

- Beer
- Liquors, other

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

250000000

# MAGIA del WINO Premium Wine & Food Importer

## Organisation Name

<b>Country</b>	Poland
<b>City</b>	Lublin
<b>Street</b>	40 Stefczyka str.
<b>Website</b>	<a href="http://www.magiadelvino.pl">www.magiadelvino.pl</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

We are Polish direct importer called "Magia del Vino" ( [www.magiadelvino.pl](http://www.magiadelvino.pl) ). We are specialised in importing high quality wines (85-90%) and food (5-10%) eg. roasted coffee, EVOO Extra Virgin olive oil. We do sell mainly to Horeca channel (95%) and 5% for retailers. We do operate with customers in the whole of Poland. Our company was certified as reliable partner by ICE Italian Embassy in Poland. We are looking for high quality regional and traditional Spanish products suppliers especially from Cataluna, Rioja, Murcia, Galicia, Aragon, Cominidad de Valenciana to be presented to Polish customers.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Liquors, other

### FOOD

- Meat products
- Organic products
- Olive Oil

## Cooperation Profiles

### **Importer / Distributor: Quality Wines requested**

Quality wines requested for Horeca customers

### PRODUCTS AND AREAS OF YOUR INTEREST

DOC Rioja

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

1.420.000 EURO

# Willa Win Sp. z o.o.

## Organisation Name

<b>Country</b>	Poland
<b>City</b>	Lublin
<b>Street</b>	ul. Nałęczowska 33A
<b>Website</b>	<a href="http://www.willawin.pl">www.willawin.pl</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Willa Win is a wine importer and distributor working in Horeca sector. The company cooperates with more than 30 wineries around the world, from Australia, New Zealand, USA, South Africa, Chile, Argentina, Italy, France, Germany, Spain, etc. As far as the clients are concerned they cooperate with 3, 4, 5 star hotels and restaurants in the whole of Poland.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Liquors, other

### FOOD

- Olive Oil

## Cooperation Profiles

### Importer / Distributor: director of sales

Willa Win is an importer of wines from over 30 wineries in the world ( among others: Australia, New Zealand, South Africa, USA, Chile, Argentina, Europe). It distributes wine to Horeca sector in Poland, over 200 satisfied clients. Since 2009 it cooperates with 3,4,5 star hotels and good quality resturants in all regions of Poland. The company is known for excellent service, trainings for waiters but also a group of individual clients for whom it organizes meetings and evenings with wine, wine tours of wineries.

### PRODUCTS AND AREAS OF YOUR INTEREST

Rioja wine as it is very popular in Poland, they would like to extend their portfolio of Rioja producers. Also they are interested in olive oil for Horeca. Channel of distribution - Horeca.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

1.000.000

# Wineonline Sp. z o.o.

## Organisation Name

<b>Country</b>	Poland
<b>City</b>	Warszawa
<b>Street</b>	Szyszkowa 43
<b>Website</b>	<a href="http://www.wineonline.pl/">http://www.wineonline.pl/</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Wineonline is a wine importer distributing wines in Horeca sector in Poland. We are also the owner of the wine shop chain Winestory.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

## Cooperation Profiles

### **Importer / Distributor: Rioja**

Looking Rioja wines for Horeca sector.

### **PRODUCTS AND AREAS OF YOUR INTEREST**

Looking Rioja wines for Horeca sector.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

2 500 000

# A la Carte Food Scandinavia AB

## Organisation Name

<b>Country</b>	Sweden
<b>City</b>	Norrköping
<b>Street</b>	Fridhemsvägen 3
<b>Website</b>	<a href="http://www.alacarte.nu">www.alacarte.nu</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

A la Carte Food Scandinavia AB is a major player in the Swedish market when it comes to mayonnaise-based salads, sauces, seafood and other delicacies. As a private brand à la Carte was launched in December 2003, after several years of collaboration with other companies in the industry. à la Carte Food Scandinavia AB was previously named Salladsgruppen Sverige AB. à la Carte Food Scandinavia AB currently consists of 10 co-owners with about 30 delivery trucks that visit about 500 stores every week. Our goods are shipped directly to the grocery stores and wholesalers from Ystad in the south to Kiruna in the north, a distance of nearly 1900 km!

## Areas of Activity

### FOOD

- Cheese
- Meat products
- Ready meal
- Organic products
- Olive Oil

## Cooperation Profiles

### [Importer / Distributor: Direct Distributor looking for new products to build on the Swedish market!](#)

A la Carte Food Scandinavia AB is a major player in the Swedish market when it comes to mayonnaise-based salads, sauces, seafood and other delicacies. As a private brand à la Carte was launched in December 2003, after several years of collaboration with other companies in the industry. à la Carte Food Scandinavia AB was previously named Salladsgruppen Sverige AB. à la Carte Food Scandinavia AB currently consists of 10 co-owners with about 30 delivery trucks that visit about 500 stores every week. Our goods are shipped directly to the grocery stores and wholesalers from Ystad in the south to Kiruna in the north, a distance of nearly 1900 km!

### **PRODUCTS AND AREAS OF YOUR INTEREST**

Meat products Ready meals Organic products Cheese

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

16000000

# Store Turco

## Organisation Name

<b>Country</b>	Turkey
<b>City</b>	izmir
<b>Street</b>	Akdeniz Caddesi
<b>Website</b>	<a href="http://www.storeturco.com">http://www.storeturco.com</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

We are a import and export firm.Also we have a sunflower oil distributing in Turkey.

We are exporting other countries;

chocolate,cereal,olive oil,dried fruit,dried tomatoes,jam,pasta/macaroni,sauces

We are importing and distributing to Turkey, Sunflower oil,Olive oil,confectionary and ready meal.

We are exporting 6 supermarkets in bosnia,serbia,algeria & kosovo.and north africa.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### FOOD

- Meat products
- Ready meal
- Confectionary, biscuit, pastry
- Tinned vegetables
- Organic products
- Olive Oil

## Cooperation Profiles

### Importer / Distributor: Store Turco Limited Company

Food importer and exporter in Turkey.Also we have a distributors in Dubai.

### PRODUCTS AND AREAS OF YOUR INTEREST

Helal sertificate, Sunflower oil target price : 710 \$ CIF Mersin, Olive oil extra virgin 5,85 USD / kg Riviera 4,35 USD / kg. Others face to face meeting.

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

500.000 € +

# Beviqua Ltd

## Organisation Name

<b>Country</b>	United Kingdom
<b>City</b>	tonbridge
<b>Street</b>	riverside house, river lawn road
<b>Website</b>	<a href="http://www.beviqua.com">www.beviqua.com</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

we are importers and distributors of wines, spirits & beers. We sell through our wholesale B2B channel [www.draysman.co.uk](http://www.draysman.co.uk) & our B2C channel [www.cellier.co.uk](http://www.cellier.co.uk) , we are also suppliers to Amazon Retail in the UK.

## Areas of Activity

### WINE

- D.O.Ca. Rioja wine

### OTHER BEVERAGES

- Beer
- Liquors, other

## Cooperation Profiles

### [Importer / Distributor: UK importer in search of wine, beer and spirit producers](#)

#### PRODUCTS AND AREAS OF YOUR INTEREST

looking for strong, innovative wine, beer and spirit brands that have a focus on social media based marketing and promotion

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

1,500,000

# Curd and Cure

## Organisation Name

<b>Country</b>	United Kingdom
<b>City</b>	Cranbrook
<b>Street</b>	Unit 2b Little Dale Workshops
<b>Website</b>	<a href="http://www.curdandcure.co.uk">www.curdandcure.co.uk</a>
<b>Organisation Type</b>	Importer / distributor

## Organisation Details

Curd & Cure is a family run Food wholesaler operating out of the heart of Kent. Working closely with producers both locally and across the globe we offer an extensive range of carefully selected artisan food products.

Exceptional food isn't just our drive, it's our passion! We carefully select and only work with companies who share this same ethos, as we believe this love and passion will always reflect through the quality of the products they produce.

With our custom built cutting facility we are able to offer a truly unique and flexible cutting service, We have the ability to Slice, Dice, Grate, Crumb and portion the vast majority of our cheese offering and proudly portion cheeseboard for events such as the Rugby World Cup, Wimbledon and the Formula E races.

As well as Foodservice and export, Retail is large part of our business, we specialise in the production of our own Curd & Cure branded products including our Deli Tubs retail ranges, as well as having the capabilities to offer customers an extensive range of pre priced Cheese, meats, Mediterranean vegetables, dips and much more!

With our national distribution we are able to offer more than 1,400 artisan deli, farm shop and foodservice products to customers throughout the UK, next day.

With our pallet consolidation service we are able to offer customers throughout Europe a unique and flexible range of products for export.

## Areas of Activity

### FOOD

- Cheese
- Meat products
- Other
- Confectionary, biscuit, pastry
- Tinned vegetables
- Olive Oil

### OTHER BEVERAGES

- Liquors, other

## Cooperation Profiles

### **Importer / Distributor: Curd & Cure**

#### PRODUCTS AND AREAS OF YOUR INTEREST

Mediterranean Vegetables Cheese Oils Charcuterie

## Additional Information

TOTAL VOLUME OF SALES (IN EUROS)

3420643.00