

“Virtual Incoming Company Mission with food and wine buyers
from Balkans 2020”

Wines

Toledo (Spain) 28th September – 2nd October 2020

Organizer:



Coorganizers:



AGROVILLARTA, S.L. (HACIENDA VILLARTA)

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

Contact : Ms. Angela Vozmediano



Winery producer of 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 Balkans countries

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.

BODEGAS CANOPY (CANOPY CONSUL, S.L.)

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

Contact : Ms. Lorena Díaz



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"

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

BODEGAS HERMANOS RUBIO, S.L.

Website : <http://www.bhrubio.com/>

Contact : Mr. José Agustín Rubio



Bodegas Hermanos Rubio was founded in 1934. It has two warehouses of 1,000 m2 each, where the finished product is stored and it also has a temperature control room with capacity for more than 1000 barrels. Its bottling plant has a yield of 7000 bottles / hour.

It's production is approximately 2 million liters of which $\frac{3}{4}$ parts are white wines and $\frac{1}{4}$ red wines

Annual production: 1.5 million bottles. Export to the EU and outside the EU: 600,000 bottles

Protected by the Designation of Origin "La Mancha" they bottle wines with its brands "Viña Alambrada", "Señorío de Zocodover", "Vega Cedrón", "Ribera de Algodor", "Orla Real" and "Ribera del Cedrón".

Protected by Vinos de la Tierra de Castilla they bottle wines with its brands "Barón de Sabas", and table wines "El Guardamonte", "Lambroa", "La Frasca" and "Viña Salsero".

No distributors in Poland and Balcans countries

The company is looking for direct wine distributor focused on HORECA sector, specialized shops and supermarkets.

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),

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

BODEGAS VERDUGUEZ, S.L.

Website : <https://bodegasverduguez.es/en/>

Contact : Mr. Moisés López



It's a family cellar created in 1950 and from a very early time began in the exportation of their wines. Actually, they have clients in more than 40 countries around the five continents. Their business model is the direct exportation with importers in the destination country.

Bodegas Verduguez has a wide range of products, from grand reserve wines, varietals, sangrias, cocktails, sparkling wines, table wines, grape juices and non-alcoholic wines. To all this is added a multitude of different bottle formats from 18,75 cl to 1,5 Lt and bag in box too. In addition, from January 2021, they will be able to offer a new format: CANNED WINES & BEVERAGES STILL & SPARKLING IN 250ML AVAILABLE FOR A WIDE RANGE OF PRODUCTS

Trade marks: IMPERIAL TOLEDO (Premium), MAGIA EXPRESA, FRENESI, HIDALGO CASTILLA, FOGOSO

Their objective is to find wine importers and distributors, supermarkets interested in initiating importations and HORECA channel.

BOGARVE 1915, S.L.

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

Contact : Mr. Aitor Alonso



BOGARVE 1915 S.L. is a family cellar elaborating wines since 1914. The company produce quality and table wines from young to crianzas 18 months aged in oak barrels wines. The family currently owns a vineyard area of about 120 hectares, performing new plantings each year, and also having agreements with suppliers of another 1,500 hectares. The winery has modern facilities, which annually produce around 16 million kilograms of grapes and has storage of 19 million liters of wine. Moreover, the facilities have modern refrigeration equipment with a storage capacity of 1,300,000 BTU.

Their production includes red, white, rosé, fortified, sweet and dessert wines, also they produce vermouth.

They work with 3 different brands, being LACRUZ VEGA the main one, it has achieved dozens and dozens of international awards.

No distributors in Balcans countries

The company is looking for wine importers and distributors.

MONT-REAGA, S.L.U

Website : <https://mont-reaga.com/en/>

Contact : Mr. Igor Pérez

The logo for Mont Reaga, featuring the brand name in a white serif font on a black rectangular background.

MONT-REAGA is a family cellar elaborating conventional and organic wines since 2003 using French grape varieties wines as Cabernet Sauvignon, Sauvignon Blanc, Merlot and Syrah or Spanish grape varieties as Tempranillo and Verdejo.

Their production includes:

Crianza wines: ISOLA white wine (100% Verdejo) and ISOLA red wine (100% Syrah)

MONT REAGA Blanc White wine (Sauvignon Blanc 6 months in French barrel)

MONT REAGA Tempo (Cabernet Sauvignon and Syrah, 12 months in French and American oak)

MONT REAGA La Esencia (Syrah, 12 months French oak)

Reserve wines: MONT REAGA La Espera (Cabernet Sauvignon and Merlot, 18 months French and American oak)

MONT REAGA Clásico (Syrah, 18 months French oak)

Great reserve wines; LAS LIRAS DE MONT REAGA (Cabernet Sauvignon, 24 months American oak)

MONT REAGA Eleccion (Tempranillo and Syrah, 36 months French oak)

Sweet wine: FATA MORGANA (Merlot, 24 months in American oak)

The company is looking for wine importers and distributors in HORECA channel.