



INVITATION

In DOURO Wine Export Business
Soul Wines
19 to 21 october 2017 - DOURO - PORTUGAL

Soul Wines

"Wines with face, wines with history, wines with passion, conquered to the shale mountain, ripped to a harsh climate by generations of men and women, that over time, learned to extract from the land, true nectars; these are the craftsmen who work from sun to sun, vine to the glass, that present to you Douro and Port wines, of excellence, Wines with Soul!"

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In DOURO WINE BUSINESS
Vila Real | Douro | Portugal
19 to 21 October 2017



INVITATION

Invitation to a business Wine Break
visiting the Douro to discover new Douro and Port wines
Soul Wines

Event: SOUL WINES - IN DOURO WINE EXPORT BUSINESS

Date: 19, 20 and 21 October 2017

Arrival: 19 October

Departure: 22 October

The Soul Wine - In Douro Wine Business is carried out to provide business meetings between wine producers and potential importers. Since the first edition, in 2006, 238 importers from 24 countries and 3 continents have attended this event. NERVIR - Business Association is organizing this event with the contribution of AICEP – Portugal Global.

THE OBJECTIVE OF THE EVENT

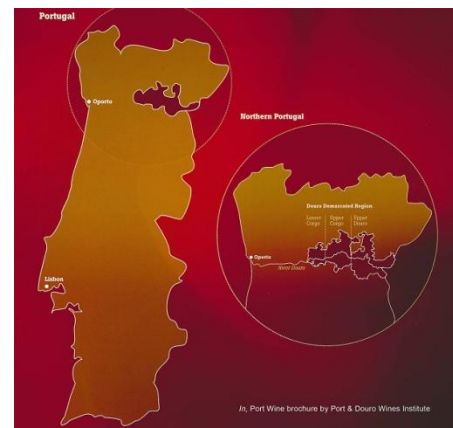
As in the previous years, NERVIR - Business Association, **INVITES WINE IMPORTERS** to the Douro Region, for the *In Douro Wine Business*, a business meeting event, that takes place in the Douro Region since 2006, organized with two main objectives:

- 1 - For the Port & Douro wine producers participating in the event, to find new business partners abroad, for their wines;
- 2 - For the importers invited, to discover new wines suited for their markets and portfolio.

These objectives are achieved when both, producers and importers, make business.

In previous editions, good new businesses were established, due to this wine business meeting event.

Portugal and the Douro Region



THE EVENT

- In Vila Real. Arrival: October 19 / departure: October 22 from Oporto ;
- Both the event and the lodging will be in Quinta do Paço Hotel. [See here!](#);
- The event begins with a **Speed Meeting**, with no tastings;
- Invitation to wine importers from different countries to participate in the event, with the support from Aicep Portugal Global - Trade & Investment Agency;
- NERVIR - Business Association, **ASSURES WINE IMPORTERS THE PAYMENT OF ALL THE EXPENSES** with travels, transfers, lodging and meals for one representative of each company.

Quinta do Paço Hotel



Previous year event



HOW TO PARTICIPATE?

- If you are really interested in finding Port & Douro wines for your portfolio, please fill in the Registration Form, attached to this Invitation, and send back to Nervir;
- After receiving, the Registration Form, Nervir will contact you to confirm your personal data, and then will send you the ticket, (if the number of registrations, total, or per country, has not yet been completed.);
- Entry in the event requires the acceptance by the company and his representative of the entire program on an exclusive base.



Previous years events

PROVISIONAL PROGRAM

October, 19 - Thursday

(Reception and transfer from Oporto to Vila Real and lodging in Quinta do Paço Hotel)

- In Douro Wine Business Opening

17H00 - In Douro Wine Business Speed Meeting

21h00 - Dinner at Quinta do Paço Hotel, with producers

October, 20 - Friday

08H30 - Departure from Hotel for “Wonderful Douro” tour – Galafura

10H00 - In Douro Wine Business opening

13H00 - Lunch at Quinta do Paço Hotel

14H30 - Return to the *In Douro Wine Business*

20H30 - Dinner with producers at Quinta do Paço Hotel

October, 21 - Saturday

09H00 - *In Douro Wine Business* opening

12H30 - Check-out from the hotel – All luggage at the bus

13H00 - Lunch at Quinta do Paço Hotel

15H30 - Departure to the boat cruise in the Douro river - Pinhão

19H30 - Dinner at Varandas da Régua

- Return to the city of Oporto – Lodging in the hotel

October, 22 - Sunday - Transfers from the hotel to the Airport

IMPORTERS FROM PREVIOUS EDITIONS



2014



2015



2016

FEEDBACK FROM PREVIOUS EDITIONS IMPORTERS

"This was one of the most professional and best organized events I've attended. Educational, informative, instructive and inspirational - to all the organizers and participating wineries, my compliments and thanks - well done! They came prepared to work and we're eager to discuss opportunities. Very friendly, accommodating and informative". **2016 event. Paul Mathew, Canada**

"I recommend this event. I discovered very good unknown producers with very good wines and ports". **2016 event. Franz Messeritsch, Austria**

"I think it's a unique opportunity to meet real people with real wines. Each family has a story about their quinta and I was delighted to get to know so many details about Douro wines. Everyone was so warm that I have decided to return to the region in the near future". **2016 event. Cleidi Hearn, Ireland**

"A very good event to get to know more about Douro wines, port wines and the region in general." **2016. Jack Boon, Netherlands**

"The organization was perfect, so thank you. I had the opportunity to taste very good wines of the Douro region, that fits very well in the profile of our company. I gave my selection to the buyers and they will contact the producers if necessary." **Koen Delanghe, Bélgica**

"It was a very nice experience, I really impressed the character of Douro wines. All wines have the same direction. Salty mineral after and nice acidity elegant style. I will propose four wineries to our company." **Oto Shigekatsu, Japão**

"The whole organization was first class, from the venue, the quality of the producers/wines, the transport and the accommodation. With the excellent wines I have been introduced to, I am negotiating with some of the producers to develop a business relationship. Thank you for making the visit so successful." **Alan Mayne, Reino Unido**



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If you are interested in this **business Wine Break**,
to **discover** new Port and Douro wines for your portfolio

**FILL IN, AND SEND US BACK THE REGISTRATION FORM,
ATTACHED, TILL SEPTEMBER 30**

*Participation on a first come, first served basis, according to the number
of importers per country*

Fax: +351 259 330 649 | e-mail: depfeiras@nervir.pt

We will confirm and send you all needed information to participate, if the
number of registrations, total, or per country, has not yet been completed.



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