**XIII INTERNATIONAL WINE BUSINESS MEETINGS**

***Spain, February 10th – 14th 2020***

**COMPANY INFORMATION**

Company name:

Name of representative / Position:

Passport number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Cell phone number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ City:

Region: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Country:

Postal code: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone number: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-mail: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Website: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**REPRESENTATIVE INFORMATION**

❑ Mrs. ❑ Miss. ❑ Mr.

Last name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ First name: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position:

Direct line: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Mobile phone:

E-mail:

Passport nr: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Expiration date:

Nationality:

VISA needed? ❑ Yes ❑ No

Language/s:

○English ○ Spanish ○ French ○ other:

**COMPANY DETAILS (1/2)**

Total staff: Sales staff:

How many subsidiaries do you have in the country?

Company register number (non-published information):

Do you belong to any group or chain? ❑ No ❑ Yes. Which?

Do you own any store? ❑ No ❑ Yes. How many?

Do you own any restaurant/ bar? ❑ No ❑ Yes How many?

Turnover 2018 (USD):

Imported number of bottles in 2019:

Estimated number for 2020:

Importer register / license number (non-published information):

Payment method in international purchases (non-published information):

**Main activity:** Wines Spirits

Importer❑ ❑

Retailer❑ ❑

Wholesaler❑ ❑

Agent❑ ❑

**Specializations**:

❑ Top range ❑ Middle-range ❑ Low range

❑ Bulk ❑ Organic ❑ BIB (Bag in Box)

**Main brands represented:**

**Customers profile (specify % of total sales)**:

Wholesalers: % Mail Order / Internet: %

Supermarkets: % Department Stores: %

Retailers: % Hotel / Restaurants: %

Private customers: % Other: %

**COMPANY DETAILS (2/2)**

Please, describe briefly your Marketing & Sales Strategy:

**Sales geographic area**:

How do you promote your products in your market?

❑ Advertising. Please, specify:

❑ Wine fairs participation. Specify:

❑ Wine tastings / dinners. Specify:

❑ Social networks. Specify:

❑ Sponsorships. Specify:

❑ Others:

Which is your favourite Wine Magazine?

Which is your favourite Wine website?

Social networks used (specify account)?

**PRODUCTS OF INTEREST:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Region**  (detail if you are looking specific regions) | **Private label** | **Organic** | **Price range (Ex-cellar)** |
| ❑ Red |  | ❑ Yes  ❑ No | ❑ Yes  ❑ No | ❑ 0 – 2,99 US$  ❑ 3 – 5,99US$  ❑ 6 – 9,99 US$  ❑ + 10 US$ |
| ❑White |  | ❑ Yes  ❑ No | ❑ Yes  ❑ No | ❑ 0 – 2,99 US$  ❑ 3 – 5,99 US$  ❑ 6 – 9,99 US$  ❑ + 10 US$ |
| ❑ Rosé |  | ❑ Yes  ❑ No | ❑ Yes  ❑ No | ❑ 0 – 2,99 US$  ❑ 3 – 5,99 US$  ❑ 6 – 9,99 US$  ❑ + 10 US$ |
| ❑ Sparkling |  | ❑ Yes  ❑ No | ❑ Yes  ❑ No | ❑ 0 – 2,99 US$  ❑ 3 – 5,99 US$  ❑ 6 – 9,99 US$  ❑ + 10 US$ |