

**gtz**



# Wineries from South Eastern Europe



at the ProWein fair  
26. - 28.03.06

Collective Stand SIPPO Hall 3/ Stand B08  
Presenting companies from Bulgaria, Macedonia,  
Romania, Serbia and Montenegro, Ukraine

National Pavilion from Bulgaria Hall 3 / Stand A08

National Pavilion from Romania Hall 3 / Stand F07

National Pavilion from Serbia Hall 3 / Stand A20

## **SIPPO at a glance**

**SIPPO (Swiss Import Promotion Programme)** is the official import promotion programme under the patronage of seco, the State Secretariat for Economy of the Swiss government. It supports private businesses in emerging markets and markets in transition that are endeavouring to access the Swiss market as well as markets in the European Union.

**SIPPO's** services include business branch-related market information, advisory services for products and marketing, promotion in Switzerland and in the European Union.

At the same time, Swiss and EU companies are informed about the requests for contact received from foreign companies and are given support in their search for new sourcing markets, products and cooperation partners.

The aim of this economic and trade promotion is to support emerging markets and markets in transition in their attempts at comprehensive integration into the global economy:

- an increase in the skills of small and medium-sized companies in selected countries in terms of product quality and marketing
- a strengthening of skills and the inclusion of trade institutions and business-branch associations in the trade development process
- an increase and qualification of small and medium-sized companies' trade contacts with the Swiss/EU import economy
- an improvement in the status of information in the Swiss/EU import economy regarding new sourcing markets in the partner countries

**SIPPO's** programme is a part of Switzerland's development and foreign trade policies. It is conducted complementary to other programmes involved in technical cooperation relevant to trade. Apart from a contribution to the costs by participants in the programme, the programmes are largely financed by the State Secretariat for the Economy, seco.

SIPPO Swiss Import Promotion Programme

Contact person: Oliver Stern

Stampfenbachstr. 85

CH-8035 Zürich

Tel ++41 44 365 52 00

Fax ++41 44 365 52 02

Email: [ostern@sippo.ch](mailto:ostern@sippo.ch)

[www.sippo.ch](http://www.sippo.ch)

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<b>Company name</b>	<b>Santa Sarah AS</b>
Contact person	Dimitar Dimitrov
Street	Hadji Dimitar Asenov N1
Postcode	6002
City	Stara Zagora
Tel	++359 4 264 96 69
Fax	++359 4 264 90 09
Email	office@santa-sarah.com
Homepage	www.santa-sarah.com
Exports	CH / DE / SE

Notes: The vine-growing estate „Santa Sarah“ AD is a wine cellar on wheels. A young team – the average age is at 31 years – of only four members travels through Bulgaria with their small wine cellar (production of 15'000 cases per year). The grapes are purchased from small private vineyards (size 2 – 5 ha). Santa Sarah produces its white (i.e. Sauvignon Blanc) and red wines (i.e. Rubin, Mavrud, Cabernet Sauvignon) in small wood barrels and stainless steel tanks (500-3'500 litres) using the gravity principle.

<b>Company name</b>	<b>Villa Lyubimets</b>
Contact person	Anna Tashkova
Street	Raiko Daskalov str. 44
Postcode	4000
City	Plovdiv
Tel	++359 3 265 90 00
Fax	++359 3 265 90 28
Email	office@tashkov.com
Homepage	www.villalyubimets.com

Notes: The Villa Lyubimets philosophy underlies the motto „Only excellent grapes afford excellent wines“. The wine cellar features 450ha of own vineyards located in south Bulgaria close to the borders to Greece and Turkey. Cabernet Sauvignon, Mavrud, Merlot and Syrah are cultivated. The harvest of the grapes is done by hand. 30% of the wines are stored in french barrique barrels.

<b>Company name</b>	<b>Bouquet Telish PLC</b>
Contact person	Jair Agopjan
Street	Lozenetz str 22
Postcode	1421
City	Sofia
Tel	++359 2 963 17 73
Fax	++359 2 963 30 43
Email	telish@techno-link.com

Exports	CA / CZ / DE / DK / HR / KR / RU / SE / USA
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Notes: Bouquet Telish PLC is specialized in the production of quality red wines made from Cabernet Sauvignon and Merlot grape varieties. Our products are designated for the domestic and export markets. For the past 5 years we have participated in many fairs and exhibitions, as well as prestigious competitions in London, Brussels, Montreal, etc. where we have won recognition, medals and diplomas.

<b>Company name</b>	<b>Cheznomorskozlato</b>
Contact person	Panajot Nikolov
Street	
Postcode	8200
City	Pomorie
Tel	++359 5 963 23 02
Fax	++359 5 963 21 60
Email	office@bsgold.bg
Homepage	www.bsgold.bg

Notes: The wine business of FESTA Holding comprises several legal entities: two wineries Black Sea Gold AD and Vincom AD with four production facilities, located in the vicinity of the town of Bourgas, with a capacity of 45 million bottles of wine, wine brandy and rakiya; Black Sea Gold AD has 80 years of history. After the privatisation Black Sea Gold received substantial investments in technological equipment, in primary production equipment, in bottling lines and turned into one of the newest and most efficient wineries.

<b>Company name</b>	<b>Damianitza AD</b>
Contact person	Elena Gacheva
Street	Philip Kutev str 137
Postcode	1407
City	Sofia
Tel	++359 2 962 17 42
Fax	++359 2 962 40 85
Email	export@melnikwine.bg
Homepage	www.melnikwine.bg
Exports	AT / CA / CH / CZ / DE / DK / FI / IE / UK / USA / RU

Notes: Damianitza is one of the most prestigious wineries, specialised in production of elite red wines of premium and super-premium category. Damianitza produces wines from the indigenous local variety Shiroka Melnishka Loza (Melnik), indigenous Bulgarian variety Rubin (crossing between Nebiolo & Syrah), as well as Cabernet Sauvignon and Merlot.  
Famous brands: ReDark, Uniqato, No Man's Land, Chateau Belitza

<b>Company name</b>	<b>Sun Valley Winery Ltd</b>
Contact person	Tzvetan Angelov
Street	Lavele str 19
Postcode	1080
City	Sofia
Tel	++359 2 981 57 96
Fax	++359 2 980 84 05
Email	sunvalley@mail.bg
Homepage	www.sunvalleywinery.com
Exports	AT / BE / CZ / DE / RU / SK / USA

Notes: This is a new cellar, built in 1998 and specialising in wine stabilisation and bottling. It produces white and red wines from Chardonnay, Muscat, Misket, Sauvignon Blanc, Rkatsiteli, Dimiat, Traminer, Cabernet Sauvignon and Merlot grapes. 93% of the total production is exported.

<b>Company name</b>	<b>Vinex Slavyantsi AD</b>
Contact person	Georgi Zhekov Georgiev
Street	
Postcode	8460
City	Slavyantsi
Tel	++359 5 571 25 00
Fax	++359 5 592 21 31
Email	office@vinexbg.com
Homepage	www.vinexbg.com
Exports	PL / RU / SE

Notes: Vinex Slavyantsi AD is one of the oldest Bulgarian wine cellars. The winery is working in view of the fact that the success is thanks to a combination of tradition and modern technology. The company invests continual in vineyards, technical equipment and good qualifying winemakers. The winery's policy is to save up the high quality of the wine and to satisfy the customers.

<b>Company name</b>	<b>Vini PLC</b>
Contact person	Valeri Georgiev Chulin
Street	Tsar Simeon Blvd. 51
Postcode	8800
City	Sliven
Tel	++359 4 466 76 66
Fax	++359 4 466 73 74
Email	office@vini.bg
Homepage	www.vini.bg
Exports	BE / CA / DE / GB / JP / NL / PL / RU / SE / USA

Notes: VINI Plc was originally founded in 1920 as a winemaking cooperative under the name of „Shevka“. Currently it is one of the biggest wineries in Bulgaria with an annual capacity of about 80 million kg of grapes, 3 bottling lines, and 3000 barrels. The biggest cellar, the bottling facilities, and the administration of VINI are located in the town of Sliven. Additionally there are 4 wine cellars for initial winemaking in the region.

**Bulgaria****Hall 3, Stand A08**

<b>Company name</b>	<b>Vinimpex PLC</b>
Contact person	Radoslav Radev
Street	Lavele str 19
Postcode	1000
City	Sofia
Tel	++359 2 981 97 37
Fax	++359 2 981 12 99
E-Mail	vinimpex@vinimpex.bg

Exports	CH / CZ / DE / FI / IS / JP / KR / LT / LV / NO / PL / RU / SE / SL / UK
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Notes: \*Belvedere Capital Management\* Holding Company comprises Domain Menada winery, Domain Sakar Winery and Oriachovitza cellar and Vinimpex and Belvedere Distribution trade companies. Presently, Belvedere S. A. has subsidiaries in 28 countries and owns more than 60 current trademarks.

<b>Company name</b>	<b>Vinprom Peshtera</b>
Contact person	Evgeniya Maksimova Germanova
Street	Shesti Septemvri str 113
Postcode	4000
City	Plovdiv
Tel	++359 3 260 69 09
Fax	++359 3 260 69 10
E-Mail	export@peshtera.com
Homepage	www.peshtera.com

Exports	AT / DE / GE / KZ / MD / MT / PT / RU / SP / TW / UK / USA
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Notes: „Vinprom Peshtera“ SA is the biggest Bulgarian producer of spirits. The company takes up every challenge to explore new markets and develop new products. We offer our consumers quality products through strong and appealing brands. „Vinprom Peshtera“ SA is a traditional exporter of spirits and aged wine distillate. The products of the company were awarded many medals and honorary certificates at a series of international wine and spirits competitions.

<b>Company name</b>	<b>Vinprom Yambol</b>
Contact person	Andrey Ivanov
Street	Industrial Estate Yambol
Postcode	8600
City	Yambol
Tel	++359 3 260 69 09
Fax	++359 3 260 69 10
E-Mail	export@vinpromyambol.com
Homepage	www.vinpromyambol.com
Exports	CZ / JP / MT / NL / SP / UK

Notes: Yambol Winery is a leading producer of quality red and white wines. The Winery is CMI, ISO 9001:2000 and HACCP certified. Presently, Vinprom Yambol maintains a leading position in exporting its highly-appreciated wines to the UK. During 2005 PERSONA range of wines has been awarded several medals at International Wine Competitions („Mundus Vini“, Germany; The International Wine Challenge, UK; „Vinaria“, Bulgaria)

<b>Company name</b>	<b>Vinzavod Assenovgrad JSC</b>
Contact person	Yordan Stefanov
Street	Bulgaria Blvd. 75
Postcode	4230
City	Assenovgrad
Tel	++359 3 316 22 40
Fax	++359 3 316 80 53
Email	vinzavod@mavrud.com
Homepage	www.mavrud.com
Exports	CN / CZ / DE / DK / NO / SE / USA

Notes: Production of boutique series of 5 000 – 10 000 bottles - Antanata, Assena, Tsaritsa, Mamut as well as high alcoholic drinks – rakiya, vodka, whisky and brandy

<b>Company name</b>	<b>Dudin d.o.oi</b>
Contact person	Vaska Dudin
Street	Aco Adzilov BB
Postcode	1440
City	Negotino
Tel	++389 4 336 85 06
Fax	++389 4 336 88 00
E-Mail	misevm@mt.net.mk
Homepage	www.dudinwinery.com.mk
Exports	CH / SCG / UK

Notes: Dudin was established in 1989 as a family enterprise; the wines were sold mainly in the closer surroundings of Negotino. But the Dudin philosophy of producing top quality wines out of selected grapes entailed a constant enhancement of the production. In 2004 the winery was completely renovated and expanded. It is now equipped with the latest technology from Italy and Bulgaria. Both white (i.e. Sauvignon Blanc, Chardonnay) and red wines (i.e. Merlot, Cabernet Sauvignon) are produced.

<b>Company name</b>	<b>AK Dzumajlija AD</b>
Contact person	Zoran Danevski
Street	
Postcode	2208
City	Lozovo
Tel	++389 3 245 80 06
Fax	++389 3 245 80 17
E-Mail	ak_dzumajlija@walla.com
Homepage	in construction
Exports	DE / HR / SCG / SI

Notes: Dzumajlija was founded in 1954 as an agrarian combine and is still active in all agricultural fields. In 1997 the company was privatised and now belongs to the 335 employees at 65%. The company disposes of 4'500ha of agricultural surface, thereof 500ha are affected to viniculture. Dzumajlija's capacity allows a yearly production of 90'000hl of wine. Furthermore, the winery has a four stars hotel and a motel at its disposal. Examples for grapes processed are Zilavka, Sauvignon Blanc, Merlot or Vranec.

<b>Company name</b>	<b>Skovin AD</b>
Contact person	Nadezda Sofijanova
Street	15 ti Korpus br.3
Postcode	1000
City	Skopje
Tel	++389 2 317 50 97
Fax	++389 2 317 51 49
E-Mail	info@skovin.com.mk
Homepage	www.skovin.com.mk

Exports CZ / DE / HR / JP / SCG / SI

Notes: Skovin was founded in 1979 and is located in the Povardarie region. Having been modernised in the past years, Skovin is now equipped with state-of-the-art-facilities of Italian origin (inter alia Siprem, Spadoni, Gimar or Enoveneta). The vineyards held reach a surface of 500ha in the Pristine hills around Skopje – a place offering fantastic conditions for winegrowing. The band of grapes processed covers Muscat Ottonel, Semillon, Sauvignon Blanc, Teran, Vranec, Cabernet Sauvignon, Merlot and more.

<b>Company name</b>	<b>Tikves</b>
Contact person	Aleksandar Nikolov
Street	Noemvri str 29
Postcode	1430
City	Kavadarci
Tel	++389 4 341 40 24
Fax	++389 4 341 54 51
E-Mail	tikves@tikves.com.mk
Homepage	www.tikves.com.mk

Exports AU / CA / EU / USA

Notes: Tikves was founded in 1946 with only 66ha of vineyards and 20 employees. Today the winery is the biggest of its kind on the Balkan processing 55 Mio. kg of grapes per year. Tikves already disposes of some experience in export business; more than two thousand international awards attest to the popularity of their red and white wines of autochthonous (i.e. Temjanika, Vranec) and international grape varieties (i.e. Riesling, Merlot, Pinot Noir).

<b>Company name</b>	<b>Carpatvin Grup S.R.L.</b>
Contact person	Mihai Gaciu
Street	eciul Domnesc 2
Postcode	625300
City	Odobesti
Tel	++40 237 23 73 83
Fax	++40 237 67 67 26
E-Mail	office@carpatvin.ro

Notes: The winery was built 40 years ago in the middle of the largest vine growing region of Romania. The area around Odobesti has cultivated vine for 400 years. Carpatvin Grup Srl builds a business in vine growing and wine making on a long established tradition.

<b>Company name</b>	<b>Vie Vin Vinju Mare S.R.L.</b>
Contact person	Mariane Girnita
Street	Unirii str 2
Postcode	225400
City	Vanju Mare
Tel	++40 351 40 91 54
Fax	++40 351 40 91 54
Email	office@vvm.ro
Homepage	www.vvm.ro

Notes: We produce wines only from the grapes carefully grown in our own vineyard and processed in our own winery. The winery has been modernized in 2001 using new, updated equipment imported from Italy and Portugal in order to produce high quality red and white wines.

<b>Company name</b>	<b>SC Vin Club Odobesti S.R.L.</b>
Contact person	Florea Savin
Street	Magura str 15
Postcode	625300
City	Odobesti
Tel	++40 237 67 69 70
Fax	++40 237 67 69 70
E-Mail	vinclub@odobesti.com
Homepage	www.odobesti.com

Notes: SC Vin Club Odobesti has been founded by the members of the association „Clubul Podgorenilor“ and provides for the winegrowers the possibility of a collective winemaking and wine trade. We offer white wines, bottled in the year 2002 (the PRIMA brand), 2003 (Aligote and autochthonal varieties) and also red and white wines of the year 2005.

<b>Company name</b>	<b>BTC Glass Design</b>
Contact person	Corina Dinica
Street	Drum Intre Tarlale str 41-45 sector 3
Postcode	032982
City	Bucharest
Tel	++40 212 56 28 91
Fax	++40 212 56 30 58
Email	office@btc.ro
Homepage	www.tuicadeprune.ro
Exports	AT / BE / BG / CA / CH / FR / GB / GR / IE / IT / LU / NL / NO / PL / RU / USA

Notes: We are producing and selling: handmade bottles filled with fine distillates; Bottles, glasses and cruets; Advertising items, special events articles; Tableware & kitchenware; Household accessories; Flowers & candles accessories; Personal care items; laboratory glassware for wine industry

<b>Company name</b>	<b>Cotnari SA</b>
Contact person	Ioan Matei
Street	Sat. Cotnari
Postcode	707120
City	Cotnari, Iasi
Tel	++40 23 273 03 93
Fax	++40 23 273 02 05
Email	office@cotnari.ro
Homepage	www.cotnari.ro
Exports	CA / GB / JP / USA

Notes: The winery has a tasting room. Tourists are offered wine tastings in a festive setting accompanied by typical local dishes. The wine tastings are also conducted in English by specialists. The enormous, 120-metre-long cellar where the wine ages in bottles is unique and contains rarities. Cotnari wine is made exclusively from autochthonous varieties.

<b>Company name</b>	<b>Cramele Odobesti SA</b>
Contact person	Neacsu Lucian
Street	mr Gh Pastia str 5
Postcode	620035
City	Focsani
Tel	++40 23 723 78 00
Fax	++40 23 723 09 40
Email	office_crame@zappmobile.ro
Homepage	www.crameleodobesti.ro
Exports	DE / RU

Notes: Cramele Odobesti SA in collaboration of Senator Pro-dimpex has 800 ha vineyard in 4 regions of Romania (Vrancea, Vaslui, Braila, Caras-Severin) and distributien do completely integrate the works in the vineyards and in the cellar (vinification, stabilisation, bottling and distribution)

<b>Company name</b>	<b>Cramele Recas SA</b>
Contact person	Philip Cox
Street	Complex de Vinificatie
Postcode	307340
City	Recas
Tel	++40 25 633 02 96
Fax	++40 25 633 02 41
Email	office@recaswine.ro
Homepage	www.recaswine.ro
Exports	AT / BE / CA / CY / CZ / DE / DK / FR / HK / IE / JP / KR / MY / NL / PH / PL / RU / SE / SK / SP / USA / UK

Notes: History, tradition, culture, savour, aromas, in one word: QUALITY. All these can be discovered and lived at Cramele Recas. The winery has a Barrique storage facility where the best wines from each vintage are gently matured in small oak barriques of 225 L from French and American oak, giving the wine an outstanding smooth quality.

<b>Company name</b>	<b>Halewood Romania</b>
Contact person	Constantin Nita
Street	7A, Paris Str, Sect 2
Postcode	011813
City	Bucharest
Tel	++40 21 232 85 59
Fax	++40 21 231 12 32
Email	adriana.grecu@halewood.com.ro
Homepage	www.prahova-wine.ro
Exports	BE / CH / DK / EE / IE / IL / JP / LU / LV / NL / PL / RU / TH / USA / UK

Notes: With a history dating back to 1949, the company has recently established itself as a top wine producer in the region. This follows significant investment in technology improvement and know-how. Combined with the extensive experience and talent of the wine making team, Halewood Winecellars SA aim to capitalise upon Romania's exceptional potential and great diversity in viticulture and vinification.

<b>Company name</b>	<b>Mold Vin Trading</b>
Contact person	Carabulea Octavian
Street	
Postcode	107126
City	Ceptura de Jos, Ploiesti
Tel	++40 21 224 10 90
Fax	++40 21 224 10 91
Email	office@prahova-estate.ro
Homepage	www.prahova-estate.ro

Notes: S.C. "Mold Vin Trading" S.R.L. is a new wine producing company, registered in 2003. It has registered the name "Prahova Estate" as its trademark. Under this umbrella brand in 2005 it launched production of three series of wines, namely "Villa Romana", "Premium" and "O inima O viata O iubire". It's worth to mention that all the wines are the dry ones, besides a part of "Villa Romana", we have also included semi-dry wines and "O inima O viata O iubire" are semi-sweet wines. The processing capacity of the factory is 4500 tons of grape-wine per season.

<b>Company name</b>	<b>S.C. Alexandrion Grup Romania S.R.L.</b>
Contact person	Lilia Bitzaraki
Street	Pleasa village, Bucov
Postcode	107113
City	Prahova
Tel	++40 24 427 90 00
Fax	++40 24 427 95 54
Email	office@alexandrion.ro
Homepage	www.alexandrion.ro
Exports	CN / GR / MD / SK / SP / TR

Notes: Alexandrion Grup Romania is among the largest alcoholic beverages producer in Romania, which operates 5 production/bottling units in Ploiesti, Radauti (Romania) and Heraklion (Greece), having a large portofolio of well known products and brands especially in the brandy segment (Alexandrion 3\*, 5\*, 7\*, Classic, Royal).

<b>Company name</b>	<b>S.C. Crama Telna S.R.L.</b>
Contact person	Negru Angela
Street	no1 225
Postcode	517365
City	Telna, commune Ighiu
Tel	++40 25 424 75 70
Fax	++40 25 424 19 42
Email	bauturi@frs.ro

Notes: TELNA WINE CELLAR is situated in the heart of "The Country of Wines", in Transylvania – Romania, and cultivates here more than 43 Ha of Feteasca Regala and Muscat Ottonel. The wine cellar – unique in this region – dates back to 1784 and has a U shape of 150 m length and 6 m width; it enjoys a thermic equilibrium that ensures the optimum required for the fermentation and the ageing of the wine.

<b>Company name</b>	<b>S.C. Murfatlar Romania SA</b>
Contact person	Cristian Din
Street	Murfatlar, No.1
Postcode	905100
City	Basarabi
Tel	++40 24 170 68 50
Fax	++40 24 170 68 52
Email	office@murfatlar.com
Homepage	www.murfatlar.com
Exports	BE / DE / FI / GR / IL / IT / SP / USA

Notes: Along with the prizes and awards won at domestic and international contests over many years, Murfatlar Romania prides itself with being successful in combining tradition, experience, technology and passion to one end only: the masterpiece called Murfatlar Wine.

<b>Company name</b>	<b>S.C. Provinum S.R.L.</b>
Contact person	Basil Zarnoveanu
Street	Sos.Bucharest – Ploiesti No.14-22 13/2, sc.d, Ap 40, Sector 1
Postcode	013682
City	Bucharest
Tel	++40 21 233 40 65
Fax	++40 21 233 40 75
Email	provinum@rdslink.ro
Homepage	www.provinum.ro
Exports	AU / BE / DE / JP / KR / PL / USA

Notes: Provinum is your Romanian partner in all questions around wines. We are traders both in bottled and bulk wine. We sell wine under our own brands: Terra Dacica, Vampire, Amavinum, Carpathian Hills or under private labels of importers.

<b>Company name</b>	<b>S.C. Speed S.R.L.</b>
Contact person	Bunescu Serghei
Street	Ana Ipatescu No.2
Postcode	735100
City	Husi
Tel	++40 23 548 06 28
Fax	++40 23 548 07 28
Email	contact@vinurihusi.ro
Homepage	www.vinurihusi.ro
Exports	DE / GB / GR / IT / SP / RU

Notes: SC SPEED SRL was set up in 1994, registered office in Husi, Vaslui County, its main scope of activity being the wine production and trading. Throughout more than 10 years of activity, our company traded more than 100 million liters of bottled and sold in bulk wine, of white and red varieties, for the domestic and export market.

<b>Company name</b>	<b>S.C. Agricola Stirbey S.R.L.</b>
Contact person	Dumitru Nedelut
Street	Intr. Urali 6
Postcode	010465
City	Bucuresti
Tel	++40 21 211 18 45
Fax	++40 21 211 18 45
Email	office@stirbey.com
Homepage	www.stirbey.com
Exports	AT / BE / CH / DE / DK / FR / LU

Notes: Since the 18th century the Prince Stirbey family, synonymous with excellency, owned vineyards in the Dragasani region (South Romania). Their heir, Baroness Ileana Kripp, gave a renaissance to this tradition, with natural treatment of the grapes and high quality wines from primarily indigenous varieties.

<b>Company name</b>	<b>S.C. Videlmar SA</b>
Contact person	Ionel Marchis
Street	Independentei Nr. 55
Postcode	1131800
City	Urlati
Tel	++40 24 427 17 01
Fax	++40 24 427 17 01
Email	ionel.marchis@tender.ro
Homepage	<a href="http://www.videlmar.ro/">http://www.videlmar.ro/</a>
Exports	AT / CH / DE / DK / MY / PH / SE / SK / TH / USA

Notes: The VIDELMAR company was founded more than half a century ago and its object of activity is represented by the grape production and industrialization and marketing of wine and other alcoholic drinks. Starting with May 2003 it became part of the Tender Group. The VIDELMAR company has participated in many important national and international competitions, fairs and exhibitions, enjoying the recognition of the specialists and successfully representing Romania .

<b>Company name</b>	<b>S.C. Vinterra International SA</b>
Contact person	Alice Grigorescu
Street	Leonida Nr. 8
Postalcode	020556
City	Bucharest
Tel	++402 1 210 08 54
Fax	++402 1 210 62 07
Email	office@vinterra.ro
Homepage	<a href="http://www.vinterra.ro">www.vinterra.ro</a>
Exports	CH / DE / DK / JP / NL / USA

Notes: Brands (Labels) Black Peak – top quality wine, sold mainly in upscale restaurants and specialty stores Bucur Villa (“Joyful Cottage”) – quality almost equal to Black Peak, but a label developed for large scale retail chains. Hariton – for special wine varieties.

<b>Company name</b>	<b>Zarea</b>
Contact person	Mihaela Antoniaide
Street	Bucurestii Noi Av. 111
Postalcode	012357
City	Bucharest
Tel	++402 1 667 02 65
Fax	++402 1 668 64 50
Email	office@zarea.ro
Homepage	www.zarea.ro

Notes: Zarea , as part of the german group Schloß Wachenheim, has more than 90 years experience in producing of sparkling wines (bottle as well as tank fermentation) and spirits (vermouth, brandy, bitter, liquers), annually national and international gold awarded. In the last 15 years has been successfully developed also the field of bottling and selling (incl. export) of still wine.

**Serbia and Montenegro Hall 3, Stand B08**

<b>Company name</b>	<b>Plantaze AD</b>
Contact person	Dragan Buric
Street	Put. Radomira Ivanovica br 2
Postalcode	81.000
City	Podgorica
Tel	++381 8 165 80 32
Fax	++381 8 165 80 31
Email	plantaze@cg.yu
Homepage	www.plantaze.com
Exports	AU / CA / EU / USA

Notes: Plantaze owns 2'067ha of vineyards. This is the biggest cohesive vine acreage in all over Europe; it is located in the valley of the Skadar Lake close to Podgorica. More than 500 awards at wine competitions inland and abroad bear witness to the quality of the wines. Examples for grapes used are Krstac, Vranac, Kratosija or Zupljanka but also Chardonnay and more. The winery disposes of a HACCP system certified by SGS Switzerland. Presently, the company is being prepared to a certification according to the BRC standards.

## Serbia and Montenegro Hall 3, Stand A20

<b>Company name</b>	<b>Aleksandrovic</b>
Contact person	Bozidar Aleksandrovic
Street	Vinca
Postalcode	34310
City	Topola
Tel	++381 3 482 61 38
Fax	++381 3 482 61 38
Email	office@podrumaleksandrovic.co.yu
Homepage	www.podrumaleksandrovic.co.yu
Exports	CH / SE / USA

Notes: Aleksandrovic is a small private owned wine cellar specialised on processing top quality white and rosé wines. The wines (Trijumf et al.) dispose of a very good kudos in Serbia and Montenegro. Currently, the winery is being expanded with state-of-the-art technology of Italian origin. The production of red wines – likewise with the claim of top quality – is planned for the closer future. Examples for grape varieties used are Sauvignon Blanc, Rheinriesling or Pinot Blanc.

<b>Company name</b>	<b>AS-Group</b>
Contact person	Stosovic Branko
Street	Selo Idjos
Postcode	37220
City	Brus
Tel	++381 37 449 043
Fax	++381 37 441 023
Email	as_group@ptt.yu
Homepage	www.as-imperia.com

Notes: The company AS- Group produces the double distilled plum brandy “Imperial” from the famous Serbian plums cultivated in the Kopaonik mountains. Further they produce also “Williams” and other spirits.

**Serbia and Montenegro Hall 3, Stand A20**

<b>Company name</b>	<b>Beograd</b>
Contact person	Blazo Babic
Street	Kumodraska 263
Postcode	11000
City	Belgrade
Tel	++381 11 24 66 229
Fax	++381 11 24 66 229
Email	jasminabbg@ptt.yu
Homepage	www.manastirka.co.yu
Exports	USA / CH / AT / AU / SI / MK

Notes: The company Beograd produces double distilled plum Brandy named Manastirka and Stomaklija (a special fruits herbs Brandy)

<b>Company name</b>	<b>Europamont</b>
Contact person	Goran Rankovic
Street	Bulevar Oslobođenja 127/8
Postcode	21000
City	Novi Sad
Tel	++381 21 4750 540
Fax	++381 21 4750 540
Email	office@europamn.co.yu
Homepage	www.europamn.co.yu

Notes: The company Europamont produces wines of the varieties Grasevina, Riesling, Sauvignon Blanc and Chardonnay. The vineyards are situated on the Fruska Gora Mountain, near the Danube.

<b>Company name</b>	<b>Kovacevic Cellar</b>
Contact person	Miroslav Kovacevic
Street	Djoke Sundukovica 85
Postcode	22406
City	Irig
Tel	++381 22 461 192
Fax	++381 22 462 300
Email	sm.mire@neobee.net

Notes: The Kovacevic cellar produces wines of the varieties Sauvignon Blanc, Chardonnay, Riesling, Aurelius-crossing of Cabernet Sauvignon and of the special vine Bermet an exceptional Liqueur produced through maceration of 20 different herbs and spices.

<b>Company name</b>	<b>Navip A.D. Beograd-Zemun</b>
Contact person	Slobodan Lukic
Street	Mozerova 7
Postalcode	11080
City	Belgrade
Tel	++381 1 131 63 269
Fax	++381 1 131 64 381
Email	navexim@eunet.yu
Homepage	www.navip.co.yu
Exports	AU / CA / EU / JP / RU / USA

Notes: Navip is one of the biggest wine producers in Serbia and Montenegro; the company looks back on a 157 years old tradition of viniculture. 30% of the wines produced are exported. Navip owns several cellars and vineyards in almost all wine regions of Serbia. Various grape varieties are used, Sauvignon Blanc, Muscat Ottonel, Cabernet Sauvignon or Merlot amongst.

**Serbia and Montenegro****Hall 3, Stand A20**

<b>Company name</b>	<b>Metalflex</b>
Contact person	Mileta Djuric
Street	Ivo Andric 1
Postcode	31230
City	Arilje
Tel.	++381 31 891 641
Fax	++381 31 894 042
Email	biser01@ptt.yu

Notes: The company Metalflex produces the plum brandy Zlatna Biserka (Sliwovitz).

<b>Company name</b>	<b>Vocar Kopaonik</b>
Contact person	Raicevic Dragan
Street	Kralja Petra I 42
Postcode	37220
City	Brus
Tel.	++381 37 826 383
Fax	++381 37 826 830
Email	vocarkopaonik@ptt.yu
Homepage	www.vocarkopaonik.com
Exports	DE

Notes: The company Vocar Kopaonik produces fruits brandies from selected fruits and distilled in the traditional manner in copper caldrons and in limited quantities.

<b>Company name</b>	<b>Wolf Inter Export</b>
Contact person	Milan Dimitrijevic
Street	Strahinjica Bana 3a
Postcode	18000
City	Nis
Tel.	++381 18 242 999
Fax	++381 18 523 194
Email	info@stefannemanja.com
Homepage	www.stefannemanja.com

Notes: The company Wolf Inter Export produces the double distilled plum brandy Stefan Nemanja.

**Ukraine****Hall 3, Stand B08**

<b>Company name</b>	<b>Wine Institut Magarach</b>
Contact person	Anatoliy Avidzba
Street	Jantarnaja str 7
Postcode	98654
City	Jalta
Tel	++380 654 33 65 29
Fax	++380 654 33 69 97
Email	af.magarach@yalta.org

Exports EE / RU

Notes: The wine institute Magarach was founded in 1828 and is active in the research and education within the wine industry. The institute owns own vineyards and produces 1 Mio. bottles of wine per year. The institute is also active in publishing education material and books and is one of the most important institution in the wine sector in the GUS.

<b>Company name</b>	<b>Massandra Niaa</b>
Contact person	Valentin Mytyayev
Street	Mira str 6
Postcode	98650
City	Jalta
Tel	++380 654 37 89 81
Fax	++380 654 37 89 62
Email	impex@massandra.ua
Homepage	www.massandra.ua

Exports CA / EE / FR / GB / JP / LT / LV / PL / RU / USA

Notes: The Massandra Winery was founded by Tsar Nicholas II in 1894 in the outskirts of the town of Yalta of the Crimean Black Sea Coast to supply these fine wines to the Imperial family. Massandra with its associated wineries is responsible for the production of more than 24 different types of wines. With the exception of a small amount, in relative term, of table wines produced are fortified and can be classed as either dessert or aperitif wines.

<b>Company name</b>	<b>Sevastopol Winery</b>
Contact person	Alexey Aktchurin
Street	Portovaya str 8
Postcode	99009
City	Sevastopol
Tel	++380 692 48 81 58
Fax	++380 692 48 81 58
Email	Sevvz@mail.ru

Exports DE / IE / RU / USA

Notes: The Sevastopol winery was established in 1961 and produces sparkling wines of the varieties Chardonnay, Pinot Noir, Pinot Meunier, Muscat and Cabernet Sauvignon. 97% of the sparkling wines are produced according to the pressure tank method and 3% with the classical method.

## Counterparts

### All countries

#### SIPPO – Swiss Import Promotion Programme

Contact person	Oliver Stern
Street	Stampfenbachstrasse 85
Postcode	8035
City	Zürich
Tel	++41 44 365 54 42
Fax	++41 44 365 52 02
Email	ostern@sippo.ch
Homepage	www.sippo.ch

### Bulgaria

#### NVWC – National Vine and Wine Chamber

Contact person	Lilia Stoilova
Street	Lavele str. 19
Postcode	1000
City	Sofia
Tel	++359 2 981 08 49
Fax	++359 2 988 47 97
Email	lilia.stoilova@bulgarianwines.org
Homepage	www.bulgarianwines.org

### Macedonia

#### SIPPO Macedonia

Contact person	Natalija Puntevska
Street	Maxim Gorki 19
Postcode	1000
City	Skopje
Tel	++389 2 310 33 50
Fax	++389 2 310 33 41
Email	sippo.skopje@sdcc.net

## Counterparts

### Romania

#### Chamber of Commerce Switzerland – Romania

Contact person	Gentiana Bulau
Street	Dobreta str. 4-10, Apt. 1
Postcode	020521
City	Bucharest
Tel	++40 21 212 27 07
Fax	++40 21 212 27 07
Email	gentiana.bulau@ccer.ro

#### GTZ (Gesellschaft für Technische Zusammenarbeit)

Contact person	Oana Popa
Street	Mărăști 65-67, Pavilion 34
Postcode	011465
City	Bucharest
Tel	++40 21 319 01 76
Fax	++40 21 319 01 81
E-Mail	oana.popa@gtz.ro
Homepage	www.gtz.ro

#### PNVV - Patronatul National al Viei si Vinului

Contact person	Mirela Alexandru
Street	George Enescu 27-29, Sec. 1
Postcode	010303
City	Bucharest
Tel	++40 21 312 63 90
Fax	++40 21 612 63 90
Email	mirela.alexandru@pnvv.ro
Homepage	www.pnvv.ro

#### APEV - Asociatia Exportatorilor si Producatorilor de Vinuri

Contact person	Ioan Stefan
Street	1 Intr. Hobotei, Bl. M1, Sc. B, Ap. 30
Postcode	030465
City	Bucharest
Tel	++40 21 320 33 98
Fax:	++40 21 320 33 99
Email	apev@wineromania.com
Website	www.wineromania.ro

## Counterparts

### **Ministry of Economy and Trade Romania Directorate for Export Promotion**

Contact person Costin Lianu,  
Street Ion Campineanu st. 16  
Postcode 010036  
City Bucharest

Tel ++4021 401 05 44  
Fax ++4021 315 09 61  
E-mail costin.lianu@dce.gov.ro

### **Serbien und Montenegro**

#### **Constansa d.o.o.**

Contact person Dragan Konstantinovic  
Street Bul. Kralja Aleksandra 17/2  
Postcode 11000  
City Belgrad

Tel ++381 11 322 15 14  
Fax ++381 11 334 59 29  
Email s.constansa@ptt.yu

#### **GTZ (Gesellschaft für Technische Zusammenarbeit)**

Contact person Wolfgang Lambert  
Street Decanska 8

Tel ++381 11 323 53 06  
Fax ++381 11 324 35 35  
Email wolfgang.limbirt@gtz.de

#### **Republic of Serbia Ministry of Agriculture, Forestry and Watermanagement**

Street Nemanjina str. 22-26  
Postcode 11000  
City Belgrad

Tel ++381-11-3616-280  
Fax ++381-11-3616-280  
Email d.pusara@minpoy.sr.gov.yu  
Homepage www.minpoy.sr.gov.yu

## Counterparts

### Ukraine

#### National Wine Institute Magarach

Contact person	Anatoliy Avidzba
Street	Kirova str 31
Postcode	98600
City	Jalta
Tel	++380654336529
Fax	++380654336997
Email	af.magarach@yalta.org





SIPPO  
Stampfenbachstr. 85  
8035 Zürich  
Tel.: +41 44 365 54 42  
Fax: + 41 44 365 52 02  
E-mail: [ostern@sippo.ch](mailto:ostern@sippo.ch)