

## Quotes on ProWein 2017

### Exhibitors statements

#### **DWI (German Wine Institute) Managing Director Monika Reule:**

"The mood among German exhibitors at the end of ProWein 2017 was overall positive. The very good quality of this current vintage 2016 went down very well among the many national and international trade visitors. With its smooth and fruity flavour the wine suits the market very well and has broad appeal. We are confident that with these wines we will be able to hold our own in the face of international competition – competition also reflected at the trade fair that has now become ever more international."

#### **Symington Family Estates, Euan Mackay, Sales Director**

„Symington Family Estates is very committed to ProWein. We have been nonstop busy throughout all 3 days. Meetings and discussions with clients were very productive with concrete things as an outcome. We had many international visitors at our booth, from e.g. Asia, UK, Canada.“

#### **Accolade Wines, Ted Popov, General Manager EMEA**

„The ProWein is getting busier and busier every year, which is good for us. We had a lot of meetings this year and had a full meeting schedule right from the beginning until the very end of this year's ProWein with many international clients. The ProWein is the No.1 place to be and we appreciate, that this fair is so well organized.“

#### **Roland Birr, Managing Partner at ABS Europe Ltd.:**

"At ProWein you can meet the whole world. We are the face of some leading family owned wine estates from overseas here at the trade fair. We represent various wine estates from countries such as South Africa, Chile, Australia and Tasmania. On our first day here at ProWein we had already some very promising clients at our booth, e.g. from Scandinavia and Russia."

#### **Guillermo Wright, Presidente, Dos Hemisferios and Carla Artinano, Commercial Director, Ecuador:**

"The fair is very big and impressive. The people here are very deeply in the theme and have a lot of knowledge about wine. This is very important, because Dos Hemisferios is a young winery. We want to start export, so ProWein is the right place for us."

#### **Mimi Suvisooth Lohitnavy, Director of Marketing and Public Relations, Asian Wine Production Association and Ravi Gurnani, CEO & Managing Director, Thailand:**

"We are here for the first time to promote Asian wine. Our association is still very young - three years are gone since the establishment. The ProWein is very important for us. Compared to other markets the Asian market is thirty years old and many people don't know a lot about the wine from this region and its quality. Our aim is to change this and ProWein is the best place for that."

#### **Jacek Turnau, owner, Winnica Turnau, Poland and Zbigniew Turnau, owner:**

"We represent our own winery founded by my father. We plan to expand our wine production for getting one of the biggest wine makers in Poland. Of course we will promote our company at the fair, but we also want to bring quality of Poland as production area of wine closer to the visitors."

#### **Gustavo Ortega-Oyarzun, Beveland, Spain:**

„Of course we are part of ProWein! We want to show the industry a lot of new tastes and we focus on the old spirit of Mexico „Mezcal“ - It is getting more famous since the last 5 years in Europe. Mezcal is already very famous in Mexico, but more bartenders all over the world

recognize Mezcal as an alternative to Tequila. There are more than 100 flavours depending on the destination of origin or the cooking process.”

### **Visitor statements**

#### **Tina Schwarz and Michele Ponzio, both Chef de Rang, Lokal Werneckhof, Munich**

For both of them it is the first time at ProWein and they will stay for two days. “ The trade fair is really huge and here is a lot to discover, but you have to stay concentrated, because of the great selection,“ they told impressed. They are focused on wine and also spirits like cognac and whiskey and of course, they want to see as much as possible.

#### **Emanuele Lattarulo, Owner and Manfred Stückelschwaiger, Consultant and Sales, alimentari, Osnabrück**

They focus on Italian and Australian Wine. “Visiting ProWein is a regularly doing for us and we are looking forward to discover new wine vintages. We know a lot of winegrowers here and we are glad to meet them, but also to get in touch with other winegrowers.“ Of course, both will stay for more than one day at ProWein.

#### **Martin Cheng, Products Director, Jointek Fine Wines Holding Limited, China**

„I am looking for some good German wines and especially Canadian ice wines“, he told. He has exact notions of his days at ProWein and mentioned also to find special wines with new tastes of countries like France, Argentina and Chile. Visiting business contacts is also very important for him at this fair.

#### **Ian Casterton, Consignment Manager, Noble Estates, Canada**

The company represents many of the top wine and spirits producers from around the world. „I visit ProWein for being well informed and also for meeting business contacts like suppliers. My colleagues and me are looking for good wines and if they are also organic, it is perfect, but organic is not our focus. It is the whole range of good wines. For this reason the trade fair is perfect.“

#### **Marcin Taras, employee, Adega, Poland**

„For me it is the first ProWein in Düsseldorf and I´m looking for good wines and food. So what does good wine mean? That is different for everyone. For me and the company it is the range of sweeter wines, especially white wines.“ Talking to well known and also new distributors and other business contacts is also important for him.

#### **Kathleen Moore, Owner and Sommelier, K Cellars, Canada:**

„You can see wines from all over the world here, that is great,“ she told impressed. It is the second time that she visits the trade fair. For her the mix of appointments, impressions and discovering international wines of countries like Australia, South Africa, Chile and France without going by plane and spend a lot of time, is why she will come back next year.