

NÚM. #1B

IMPORT-EXPORT

# WINES

WINES CATALOG B2B

*Vintages:  
The best  
harvests*

*Trends: The  
White Label*

## SPECIAL SPANISH WINES

Types of Wines, Qualities and  
Denominations of Origin of Spanish  
Wines



[www.jaiatrade.com](http://www.jaiatrade.com)

# THE COMPANY.

## A NEW B2B CONCEPT

We are marketers and distributors of wines and beverages.

Our growth has been geometric due to our innovative concept: Scaled High Distribution.

We only work with wholesalers, wholesalers or distributors. We provide assistance and provide these entrepreneurs with the products that their clients demand in competitive conditions. With our system it is possible to make small purchases at the manufacturer's price.

## COMMERCIAL REPRESENTATION

Search for Customers and Suppliers.  
Development and Coordination of the Commercial Network. Commercial Promotion Marketing. Management of Purchase and Sale Operations.

## HIGH DISTRIBUTION WHOLESALE

Storage and Coordination of Supplies to Points of Sale. Reverse logistics. Management of channels and distribution platforms.







# THE MARKETS.

## CONQUERING THE OUTSIDE

We are exporters and importers of wines and beverages.

A long experience in export and international markets makes us the perfect partner to cover all your needs.

Our team of professionals with more than 20 years of experience, with long experience in foreign trade and logistics management will take care of you and your business.

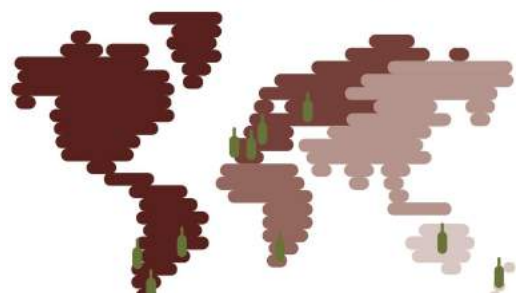
## STRATEGIC CONSULTING

Market Studies. Expansion plan. Taxation and Accounting. Training. International Legal Services. Patents and trademarks. Labeling and Certificates

## IMPORT - EXPORT

Freight Forwarders Services. Contracting of International Transportation. Customs clearance. Tax Settlements Warehouse and Commercial Inspections

***Wines & Vinos***



# TYPES OF WINES AND QUALITIES

## CLASSIFICATION OF SPANISH WINES.

The variety of wines produced in Spain is large, high quality and with some wines that are only made in this part of the planet.

Spain is the place in the world with the highest number of vineyards and is the third world producer of wines.

### THE TYPES OF WINES.

In relation to its geographical origin, we have in Spain:

- A. NAME OF WINE OF ORIGIN (D.O.)
- B. WINERY WINES
- C. WINES OF THE EARTH (I.G.P.)

### THE STILL WINES

The types of wines produced in Spain, due to the color of the grape and its combinations. Its alcoholic content ranges between a minimum of 8.5° and a maximum of 14.5° .:

- A. Red wine
- B. Rose wine
- C. Claret wine (light red wine)
- D. White wine

### THE SPECIAL WINES

Here we have an important variety according to its peculiarities, either in the elaboration or in the result:

- A. Generous.
- B. Natural sweets.
- C. Mistelas.
- D. Natural Sparkling: CAVA.
- E. Gasified or Frizzantes.
- F. Needle
- G. Txakolis.
- H. Aromatized: Vermouth, etc.
- I. Wine Cocktails: Sangria, etc.

### THE TYPES OF QUALITIES.

Let's look at the five different "quality levels" by reason of their age:

- Young Wine: They are those that have not had any type of aging in wood or this aging has been minimal.
- Crianza: Minimum of six months in wood and up to two years in the bottle.
- Reserve: Minimum of one year in wood and up to three years in bottle.
- Great Reserve: Minimum of two years in wood and up to five in the bottle.

In relation to its content in sugar, we will classify them in:

- a) Dry wines: <5 grams / liter sugars.
- b) Semi-dry wines: 5-15 g / l sugars.
- c) Designated wines: 15-30 g / l sugars.
- d) Semi-sweet wines: 30-50 g / l sugars.
- e) Sweet



# VINTAGES AND HARVESTS

## CLASSIFICATION OF THE QUALITY OF THE HARVESTS

This is a comparative table of the vintages of quality wines produced in a given region in Spain over the last fifteen years.

### ASSESSMENTS

**E: Excellent**  
**MB: Very good**  
**B: Good**  
**R: Regular**  
**D: Poor**

AÑADAS D.O.VINOS ESPAÑOLES																	
	'00	'01	'02	'03	'04	'05	'06	'07	'08	'09	'10	'11	'12	'13	'14	'15	'16
D.O. Alicante	MB	MB	B	B	MB	MB	E	MB	E	-	MB	-	MB	B	MB	MB	E
D.O. Arlanza	MB	E	MB	MB	E	MB	B	MB	MB	MB	MB	MB	MB	B	MB	E	-
D.O. Arribes	-	-	-	-	-	-	-	MB	MB	MB	MB	E	MB	MB	MB	-	-
D.O. Bierzo	MB	MB	MB	MB	MB	E	MB	E	MB	MB	MB	MB	E	MB	E	E	E
D.O. Binissalem - Mallorca	MB	MB	B	MB	E	MB	E	E	MB	E	E	MB	MB	B	-	-	-
D.O. Bullas	MB	B	B	B	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB
D.O. Calatayud	MB	MB	B	MB	MB	E	B	MB	MB	MB	E	E	MB	B	B	-	-
D.O. Calificada Priorato	E	E	B	MB	E	E	MB	MB	MB	E	E	B	MB	-	-	-	-
D.O. Calificada Rioja	B	E	B	B	E	E	MB	MB	MB	MB	E	E	MB	B	B	MB	MB
D.O. Campo de Borja	E	MB	B	B	B	E	B	MB	B	MB	MB	MB	B	B	B	-	-
D.O. Catalunya	MB	E	B	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB
D.O. Cava	E	MB	MB	B	B	MB	E	E	E	MB	B	MB	MB	E	B	MB	-
D.O. Cigales	MB	MB	MB	E	E	MB	MB	MB	MB	E	E	MB	MB	E	E	E	E
D.O. Condado de Huelva	E	MB	B	B	MB	MB	MB	-	E	MB	B	-	-	-	B	-	-
D.O. Empordà	MB	MB	B	MB	MB	E	MB	E	MB	MB	MB	MB	MB	MB	B	-	-
D.O. Jerez-Xéres-Sherry y ...	MB	MB	-	B	B	B	R	-	-	-	-	-	B	-	-	-	-
D.O. Jumilla	MB	B	B	MB	E	MB	MB	B	MB	MB	MB	MB	MB	MB	MB	-	MB
D.O. La Mancha	MB	MB	MB	MB	E	MB	MB	E	MB	MB	MB	E	E	B	E	-	MB
D.O. Málaga, Sierras de Málaga y ...	-	MB	B	MB	MB	E	B	B	MB	B	B	B	B	B	B	-	-
D.O. Manchuela	B	B	B	MB	B	MB	MB	MB	MB	E	MB	E	MB	B	MB	MB	MB
D.O. Monterrei	MB	MB	MB	E	E	E	E	MB	MB	-	-	MB	MB	MB	MB	-	E
D.O. Montsant	-	-	MB	MB	E	MB	E	E	MB	MB	MB	MB	-	-	-	-	-
D.O. Navarra	MB	E	MB	B	E	E	MB	MB	MB	MB	E	MB	MB	B	MB	MB	MB
D.O. Penedés	MB	MB	B	MB	R	MB	MB	E	MB	MB	MB	MB	E	MB	-	-	-
D.O. Pla de Bages	E	B	MB	MB	MB	MB	MB	MB	B	MB	MB	E	MB	MB	B	MB	-
D.O. Pla i Llevant	E	MB	B	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	B	MB	B	-
D.O. Rías Baixas	B	B	B	MB	E	E	E	E	B	MB	MB	MB	MB	MB	B	MB	E
D.O. Ribeira Sacra	E	-	MB	-	-	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB	MB
D.O. Ribeiro	E	MB	MB	E	MB	MB	MB	E	E	MB	MB	MB	MB	E	E	-	-
D.O. Ribera del Duero	MB	E	MB	MB	E	MB	B	MB	MB	E	E	E	MB	B	MB	E	MB
D.O. Ribera del Guadiana	MB	MB	MB	B	B	MB	MB	MB	MB	-	MB	MB	-	MB	-	-	-
D.O. Ribera del Júcar	-	-	-	MB	B	MB	MB	MB	MB	MB	MB	MB	MB	B	MB	-	-
D.O. Rueda	B	B	MB	MB	MB	MB	MB	MB	MB	B	MB	E	B	B	-	-	MB
D.O. Somontano	B	E	MB	MB	MB	E	E	E	MB	MB	E	MB	MB	MB	MB	MB	-
D.O. Tacoronte - Acentejo	MB	MB	B	MB	B	MB	B	B	R	B	MB	B	MB	B	MB	B	-
D.O. Tarragona	MB	MB	B	MB	B	MB	MB	E	MB	MB	MB	MB	MB	MB	MB	-	-
D.O. Terra Alta	E	E	B	MB	MB	B	MB	MB	B	E	MB	B	B	B	-	-	-
D.O. Tierra de León	MB	MB	B	MB	E	MB	MB	MB	MB	MB	MB	MB	MB	B	E	E	MB
D.O. Tierra del Vino de Zamora	-	-	-	-	-	-	-	MB	MB	MB	MB	MB	MB	MB	MB	-	-
D.O. Toro	MB	E	MB	E	E	E	MB	MB	E	E	E	E	MB	MB	MB	MB	E
D.O. Txakolí de Álava	-	-	-	-	MB	B	MB	B	B	MB	MB	E	E	MB	MB	MB	-
D.O. Txakoli de Bizkaia	-	-	-	-	-	-	-	-	-	-	E	E	E	MB	E	-	-
D.O. Txakolí de Getaria	MB	MB	B	B	B	E	B	B	B	B	MB	MB	E	B	B	-	-
D.O. Uclés	-	-	-	-	-	B	E	E	MB	MB	B	MB	E	MB	MB	-	-
D.O. Utiel - Requena	MB	E	MB	B	B	E	MB	B	MB	MB	E	E	MB	MB	MB	-	-
D.O. Valdeorras	E	B	E	B	B	MB	MB	-	MB	MB	B	MB	MB	MB	E	-	-
D.O. Valdepeñas	MB	MB	MB	MB	E	MB	MB	MB	E	MB	E	E	MB	B	MB	-	MB
D.O. Valencia	E	MB	B	MB	MB	E	E	MB	MB	MB	MB	E	MB	B	MB	MB	-
D.O. Vinos de Madrid	MB	E	B	MB	MB	MB	MB	B	MB	E	MB	B	B	B	E	-	E
D.O. Yecla	E	MB	B	MB	MB	B	B	B	B	MB	E	MB	MB	MB	E	MB	-
D.O.P. Cariñena	MB	E	MB	B	E	E	MB	E	MB	MB	E	E	MB	MB	MB	MB	MB
D.O.P. Montilla-Moriles	E	MB	E	MB	E	MB	MB	MB	MB	MB	MB	MB	MB	B	-	-	-



# SERVICES TO WINERIES

## WE COLLABORATE WITH YOUR WINES

At JAIA we know that the needs of producers and wineries are not the same, so we have adapted our wine products and services to their needs.

### BULK WINES AND MUST

We also want to be a point of reference, a link in the wine sector, offering in a comfortable, simple and attractive way the possibility of buying or selling wine in bulk, in different ways and conditions, making quality available to professionals in the sector and diversity of Spanish wines, with a wide range that helps their work:

- Bulk wines: red, white, rosé and second.
- Musts in bulk: concentrated and / or rectified, sulfureds, flower or bud and second.

### CO - P A C K I N G

If you want to outsource your production, because you want to expand your product portfolio or because you do not have the infrastructure and / or the technical knowledge necessary for your business objectives, there is no problem!

In JAIA we offer the possibility to wineries to undertake together a CO-PAKING project, we can be your CO-PAKER.





# SERVICES TO WHOLESALE

## OUR WINES ARE YOURS

In JAIA we know the problems of distribution and its permanent struggle renewing its offer to compete, so we want to be your partner and help you achieve your goal: sell and win customers.

## WHITE BRANDS & MOD

In addition to marketing our own brands, in JAIA we collaborate with the white brands and with the brands of the distribution (MOD). If you are a chain of the Great Distribution, a dealer brand or a chain of restoration, we can develop the product and the format under the specifications you require.

There is also the possibility to create your own brand or use an existing one to work exclusively with a customer or market.

## CATALOG SERVICE AND WINE MENU LETTERS

We take care that you have a wide assortment of local wines. In addition, our experts identify the trends and look for profitable solutions for your business, they are at your entire disposal to elaborate or redesign the wine catalog of your company or in your case the wine list of your clients.

## PERMANENT PROMOTIONS

Find in our platform the best offers and promotions, which, we select to increase your profitability.







[www.jaiatrade.com](http://www.jaiatrade.com)  
[comercial@jaiatrade.com](mailto:comercial@jaiatrade.com)

#### OFFICES

+34-951-765321  
553-T26 J.Ortega y Gasset.  
Pol. Mercamálaga-Edif.Ideco  
29196 Málaga, SPAIN

#### WAREHOUSES

+34-951-286323  
Nav.1- Crianza Pol.Lauro Torre.  
29130 Alhaurin de la Torre  
Málaga, SPAIN

#### NATIONAL DELEGATIONS

Badajoz, Sevilla, Madrid y Murcia

#### DELEGATIONS AND INTERNATIONAL AGENCIES

UE-EUROPE: Portugal (Santarem), Rusia (Moscú), Georgia (Poti) y Uzbekistan (Tashkent)  
AMÉRICA: Bolivia (Santa Cruz de la Sierra) (Colombia (Bogotá), México (Mérida-Yucatán)  
y Chile(Santiago)