



AMORIM

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Amorim Group news

Letter

news

Honourable mention for Corticeira Amorim-Indústria S.A.'s Safety, Hygiene and Health Management System

Over the past years Corticeira Amorim-Indústria S.A. (CAI) has been developing a Safety, Hygiene and Health Management System, which, in addition to complying with legislation, has enabled the company to minimise risks and consequently reduce personal and property damage.

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Quinta Nova launches "3 Pomares" wine



"3 Pomares" (2005 White and 2004 Red) are two new wines created by Quinta Nova de Nossa Senhora do Carmo. The label shows the centuries-old orchards of loquat trees, orange trees and fig trees located on the Quinta Nova Estate's 120 hectares and the product itself reflects the best of what the Douro's noble varieties provide.

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Amorim & Irmãos sponsors "Concours Mondial de Bruxelles"



- Wine tasting at the Pavilhão Atlântico

(Left to Right) Louis Havaux (Person in charge of the "Concours Mondial de Bruxelles"), Dr. Jaime Lopes Silva (Portuguese Minister of Agriculture, Rural Development and Fisheries), Dr. António Amorim (Chairman of Corticeira Amorim, SGPS, S.A.), Eng. Rui Nobre Gonçalves (Portuguese Secretary of State for Rural Development and Forests) and Badouin Havaux (Person in charge of the "Concours Mondial de Bruxelles")



Amorim has completed a highly successful partnership with one of the world's most renowned wine and spirits competitions, the "Concours Mondial de Bruxelles".

Staged in Brussels since its inception in 1994, the annual "Concours Mondial de Bruxelles" left its traditional home for the first time this year and was held in Lisbon in April. One of the largest competitions of its type, the event featured 5,450 samples which were tasted by over 200 professional tasters from more than 43 countries.

On the first day of this great event, the 200 professional tasters had the opportunity to visit our Industrial Unit in Coruche and, after that, a dinner was offered by Amorim & Irmãos at Companhia das Lezírias.

Editorial

Here we are again dear reader, and the Amorim Group is pleased to announce that “Wicanders Xtreme WRT - Mele” by Amorim Revestimentos was awarded a prize at Tektónica, the International Construction and Public Works Fair with the greatest impact in Portugal.

Corticeira Amorim – Indústria S.A. received an Honourable Mention for the Safety, Hygiene and Health Management System, in recognition of the work done by all the company’s employees and for which it deserves congratulations!

Amorim&Irmãos added a number of new industrial units and implemented an Integrated Management System, which caused the company to reflect upon its mission, vision, values and management principles.

This edition of the magazine also covers the launch of new wines and the prizes awarded to the Quinta Nova de Nossa Senhora do Carmo 1997 Vintage.

Don’t miss out on reading this issue...

Credits

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Honourable mention

for Corticeira Amorim-Indústria S.A.'s Safety, Hygiene and Health Management System



2005 Diploma of Merit

Over the past years Corticeira Amorim-Indústria S.A. (CAI) has been developing a Safety, Hygiene and Health Management System, which, in addition to complying with legislation, has enabled the company to minimise risks and consequently reduce personal and property damage. The Institute for Safety, Hygiene and Health in the Workplace (ISHST) held a competition called the “More Prevention, Better Life at the Workplace Prize”, during the course

of which the participating companies would be evaluated. Conscious of the work it had carried out, CAI competed for the Prize and received an Honourable mention in the “Good Practices” category and under “Management of professional risk prevention”.

This prize constitutes recognition of the effort made by all CAI’s employees in complying with the rules established, individually and collectively.

Made of Cork – from the Oak forest to our Home

From 16 March to 16 April, the “Made of Cork” exhibit was held at the Faculty of Architecture of the UTL, with co-operation from Corticeira Amorim SGPS.

During the course of the exhibit, at which there were displays of practical utensils, decorative items and objects pertaining to the industrial transformation of cork (insulation and coverings, cork flooring and expansion joints, among others), the flow of visitors far exceeded initial expectations.

Conferences were also held during the exhibit, with talks given by some of the foremost thinkers and experts on such a noble and unique material – Cork.



Cork

– guaranteed comfort, pleasant environment



The Wicanders Series 3000 of flooring in American oak was selected as the best choice by the administrators of the Wieltjesgracht Nursing Home, located in Leper, in the centre of Western Flanders. This cork flooring, made with a decorative layer of real wood, provides a domestic atmosphere in addition to being perfectly resistant to humidity, which is basically the greatest problem in the health care sector.

“If we were to use classic flooring, we would have a hospital environment”, says Vieren, the director of Wieltjesgracht. Also, the nursing home was looking for flooring that would be perfectly resistant to all types of humidity. “It didn’t take us long to decide upon Wicanders cork flooring, manufactured by Amorim.”

“What caught our immediate attention was the fact that the flooring emits heat. This is an extremely important factor in an environment of this kind. By using this flooring, our nursing home acquired a totally different look. It created a cosy and pleasant atmosphere, just like you would find in a private home. Another important factor is that the price is lower than one might expect, especially in comparison with the other alternative materials”, adds Vieren.

Acoustic insulation and flexibility

“Another important point that helped us decide was the flooring’s excellent noise reducing qualities. Due to the overlaying of several layers of cork, one gets good insulation. There is a guarantee of peace and quiet”. – he goes on to say - “We are extremely satisfied with this product. We haven’t

even had problems in terms of maintenance. You can either use a slightly-damp mop or simply dust it. So far the flooring shows no sign of wear and tear.”

10-year guarantee and guaranteed fire safety

Amorim provides a 10-year guarantee against wear on the flooring surface. But another important issue was that it comply with fire-prevention and safety regulations: “The architect, Toon Breyne (in charge of the project) didn’t have much experience with cork flooring, but he was soon won over by the Wicanders Series 3000”, Vieren tells us.

Toon Breyne had already worked with cork flooring by Amorim: “It was a much smaller surface with a completely different application, but we were satisfied with the result there too... The other alternative for Wieltjesgracht would have been to use tiles. However, cork flooring is much more welcoming and cosy.”

In practical terms, the flooring also complies completely with environmental factors. “There are no humidity problems. We applied silicone all around the edges and attached the skirting-board. We worked with a coat of two component polyurethane W2000 varnish”, states Bertrand Matkosi, account manager for Amorim Benelux B.V.

In all, 93 bedrooms were given this flooring, with a surface of 20 square metres: “Once the floating floor was installed, work progressed very quickly. The fact that this flooring consists of several layers makes it very pleasant to walk on. And the plasticized finishing coat guarantees its resistance to wear and tear. This flooring meets all the requirements of a nursing home”, concludes Breyne.

Corticeira at the April 2006 Lineapelle Fair



Corticeira Amorim – Indústria, S.A. (CAI) took part in the Lineapelle Fair, the major European exhibit of footwear components, held twice a year in Italy.

Lineapelle is known as the “Mecca” of footwear component fairs, which is why having its own stand here is essential to Corticeira Amorim - Indústria, S.A.’s sales strategy.

Despite the current industrial dislocation to Asia and the consequent increase in the importance of fairs held in

that part of the world, this edition of the Lineapelle fair attracted a large number of visitors, from Italy and other European countries.

Cork leather - used in covering platform soles, and cork granulates and agglomerates – used in producing insoles and wedges, were the products that aroused the most interest amongst the visitors.

As a result of the fair’s success, CAI intends to take part in the Autumn edition.

Amorim Revestimentos receives a visit from the HolzLand ERFA group, Germany

HolzLand ERFA, one of Amorim Germany's most prestigious customers, visited Portugal from 30 March to 2 April. On the first day of their stay, the 10 members of the group visited Amorim&Irmãos and Corticeira Amorim Indústria for a general visit.

On the second day, the group had the opportunity to watch cork flooring being produced in-loco during their visit to Amorim Revestimentos' two factories (Oleiros and Lourosa).

On the third day the group paid a visit to one of the unique and famous Port wine cellars, followed by a cruise along the Douro.

The four-day program also included a visit to the *Casa da Música* music hall, located in the heart of Porto.

At the end of their stay, the visitors all expressed their desire to continue working with us to promote our cork floorings in the German market.



Amorim Benelux at Europarket



Amorim Benelux was present at the fourth edition of the Europarket fair, held this year from 23 to 25 April in Maastricht. In this 2006 edition, Europarket had 218 exhibitors from 24 countries and was visited by over 6000 visitors, 25% of whom were foreigners.

With an area of 100m² and decorated with Wicanders' new image, the Amorim Benelux stand was one of the most visited, earning itself frank praise.

During the exhibit, Amorim Benelux presented its new Nuances and Vintage collections, the new Xtreme WRT finishing by Wicanders and the new Kentucky Plank collection by Ipowood.

The Europarket fair was a success for Amorim Benelux. The large number of visitors to the stand and the quality of sales confirm and strengthen Amorim Benelux's position in the market.

Amorim & Irmãos, S.A. prepares for the future through Quality, Environment and Food Safety

The year 2006 brought new mergers in the bottle sealing area, with Champcork, Portocork Internacional, S.A. and Vasconcelos & Lyncke, S.A. all becoming new factories belonging to A&I.

As a result of this integration, and also due to the implementation of an Integrated Management System (for Quality, Environment and Food Safety), urgent reflection was required on A&I's mission, vision, management values and principles, without losing sight of the directives of CA, SGPS.

Thus, A&I now has as its:

Mission: to design, produce and sell bottle corks, promoting their use as sealers, serving all market segments and generating a sufficient and sustained return on invested capital for its stockholders.

Vision: to be the leader in the world's major wine markets as a supplier of cork sealers; to be the sector's point of reference in terms of consistency and credibility of visual and sensorial quality.

These commitments have been formally undertaken and disseminated to all A&I's employees through the usual channels (in meetings, through the intranet and on bulletin boards).



AMORIM

Management values and principles:

- To make the teams responsible for complying with the good practices implemented;
- To comply with the legal requisites applicable to the Organisation;
- To be committed to preventing pollution and minimising its impact;
- To provide employees with key skills in business success;
- To strive towards achieving objectives and continuous improvement of procedures;
- To focus on the strict implementation of strategy to the satisfaction of all interested parties (Stakeholders).

Amorim & Irmãos receives a visit from WSET – Wine & Spirit Education Trust

On the occasion of a WSET course held in Porto, covering the themes wines from all over the world, including fortified wines and spirits, viticulture and oenology, Amorim & Irmãos had the opportunity to receive a visit from the members of this association to its premises in Coruche on 18 April.

WSET is an organisation based in the United Kingdom, specialised in training employees working at wine-cellars, distributors, technical staff, hotel staff, restaurant staff and oenophiles in general.



Wicanders Series 4000

A timeless flooring!



Eijerkamp is a family firm of great prestige, in operation for over 75 years, located in Zutphen, Holland. “Eijerkamp, the Inspiration for a National Lifestyle”, brings together, under one roof, furniture and products for about twenty different lifestyle concepts. Annually, approximately 600,000 people visit this store, where atmosphere plays an important role. Amorim Benelux is in charge of their flooring. Recently another 700 square metres of Wicanders Series 4000 flooring was added to the flooring already installed in the communicating corridors.

The interior architect, Nick Rijper, who has worked for Eijerkamp for about 20 years, was in charge of the project: “I felt the passageways should convey a warm atmosphere. This time, I wanted to combine a hard floor with a warm look. The Wicanders Series 4000 suits projects of this type very well. It’s a natural product with a top-of-the-line appearance. The light is reflected beautifully on its surface and the flooring, which is resistant to wear and tear, guarantees extraordinary durability. In addition, this product provides a number of options. We chose the two-strip mahogany version. At Eijerkamp, we have already been using this flooring for years and the product is still contemporary, despite changes in fashion and style. This flooring is timeless.”

“We got the Eijerkamp contract through Nick Rijper”, explains Fred Lakeman, of Amorim Benelux. “The corridors at Eijerkamp have been laid with our products since the 90’s. Our Wicanders Series 4000 is extremely appropriate for intense traffic, with no superfluous luxury, in such a popular place in terms of furniture. This is a unique product – wood on laminated cork with the appearance of parquet. Thanks to intelligent design, it provides excellent walking comfort and is guaranteed to muffle the sound of footsteps.

The transparent vinyl provides extreme durability. In Zutphen, we installed 2,000 square metres of adjacent flooring, to which we recently added another 700 square metres. On the first floor they added another section and on the ground floor they added a section dedicated to modern life.”

According to Lakeman, the thinness of the Wicanders Series 4000 was of great importance in this project. “It’s only 3.2 millimetres thick, so it goes well with other types of flooring, including carpeting, in the different exhibit sections. The surface is glued down with Wicanders W-336 glue, applied to the foundation.”

Lakeman concludes by saying that Eijerkamp is satisfied with the result, having commented that the flooring has the type of appearance wanted in the exhibit area. “That’s an enormous compliment, especially coming from somebody for whom the surrounding atmosphere plays such an important part in business management.”

The market for Amorim Benelux projects

Over the past few years, Amorim Benelux has focused on projects of high repute and actively contacts architects and contractors. “Recently we were involved in helping the office-building market back onto its feet, and the demand in the health care sector has also been increasing. Our new collections, Acousticork NRT (Noise Reduction Technology) and Xtreme WRT, have been very well accepted. There is also a lot of activity in the hotel sector. And that makes us happy”, declares Lakeman.

Amorim Revestimentos - Iberian Market at Tektónica 2006



From 23 to 27 May Amorim Revestimentos - Iberian Market again took part in the Tektónica International Construction and Public Works Fair.

It is the 8th time the fair has been held, which occupied the whole of the FIL exhibition centre at the Parque das Nações in Lisbon. A total of 1,030 exhibition stands were set up, and Amorim Revestimentos - Iberian Market had a stand measuring 81 m², displaying its most recent innovations.

As well as the new collection of Dekwall wall linings, the Wicanders Xtreme WRT and Wicanders Acousticork NRT products aroused the most interest and curiosity among the large number of visitors to the stand, out of a total of 58,000 people who visited the event.

Wicanders Xtreme WRT receives an excellence award at the "Innovation Space"

The fair included an area called "Innovation Space – Selective Display of Innovative Products", which aimed to publicise products, services and equipment that were innovative in technical, functional or aesthetic terms. Companies that had invested in the development of innovative products were distinguished and praised, and Amorim Revestimentos took part with its Wicanders Xtreme WRT and Wicanders Acousticork NRT products.

The new highly resistant "Wicanders Xtreme WRT - Mele" varnish received an Honourable Mention for its high performance, presentation and quality.

With its presence at this fair, reinforced by the awarding of this Honourable Mention, Amorim Revestimentos - Iberian Market strengthened its position as the market leader in the promotion and distribution of cork flooring in the Portuguese market.

Corticeira at the Ortoprotec Fair

Corticeira Amorim – Indústria S.A. took part in the Ortoprotec Fair, one of the major European footwear fairs, geared towards the orthopaedic sector, with the objective of promoting the cork products that are best suited to this sector. There were approximately 100 exhibitors at the fair from different areas of orthopaedics and most of the visitors were professionals employed in the sector.

The products from the Footcork range on display that were a big success were agglomerate cork, cork rubber, thermo-pliable cork, moulded components and anatomical platforms.



Amorim & Irmãos takes part in the “Wine and Drinks Fair” in Krasnodar/Russia, for the first time



Christophe Fouquet (Director of Marketing & Sales at Amorim & Irmãos) with the team from the branch offices in Russia

Last April, for the first time, Amorim & Irmãos took part in the Wine and Drinks Fair held in Krasnodar, the capital of Russia's main wine-growing region.

Along with close to 200 other participants, not just Russian producers but also several firms connected to the international wine-growing industry, in one of the markets with the greatest growth in the past few years, Amorim & Irmãos reinforced its image as world leader in cork sealers. This is a market in which consumption levels rise frequently, which in turn leads to an increase in wine production, with which cork sealer production is intimately related, which the market understands to be a sign of the increase in quality of the products available to Russian consumers.

Amorim & Irmãos' participation was well received, as proven by the fact that the stand received numerous visitors from local partners and producers as well as from participants from other former USSR republics.

2005 Albariño - Cork inside

The 2005 Albariño from boutique Spanish winery Viña Araújo will carry a necktag indicating the wine is sealed with a natural cork.

Handcrafted in the traditional style, Viña Araújo wines exemplify the elegant style of Albariño from the Condado region of the Rías Baixas DO in Galicia.

“To ensure wines of the highest quality that express the unique character of our environment, we limit production and the use of additives and other interventions in our winemaking,” said winemaker José Araújo Peña.

“We use real cork to seal our wines because it is a natural, sustainable product that also allows the wine to develop as nature intended.

“By choosing Amorim cork we are guaranteed of quality and consistency and we want to share that confidence with our customers.”

Marketing and communication Director, Carlos de Jesus, said Amorim was delighted to be associated with a prestigious winery that shared Amorim's commitment to quality and the environment.

For more information about Viña Araújo visit www.adegaaraujo.com.

www.corknature.com -Updated site

Corticeira Amorim – Indústria, S.A. (CAI) is making an internal effort to improve the quality of information about the product ranges it sells.

The Cork Nature brand (internally known as Gifts) now has an updated site that has had a graphic make-over. By clicking on www.corknature.com, visitors can access specific information about products and trade fairs taken part in and they can also download promotional brochures.

Geared mainly towards distributors and retailers, this site is meant to be used as a support tool for the sales team, both within Portugal and abroad.



Wicanders establishes a major new alliance with Gradus



From Left to right:
Marcel Kies, Steve Watt, David Tierney, Paul Heatley

The arrangement, which came into operation on March, sees Gradus Carpets marketing and distributing Wicanders high specification engineered cork and wood flooring throughout the UK contract market.

The first announcement of the deal was made in a conference including Marcel Kies, Sales & Marketing Manager of Wicanders; Steve Watt, Marketing Manager of the Gradus Group; David Tierney, Sales & Marketing Director of Gradus; and Paul Heatley, Key Account Manager, Wicanders.

For Marcel Kies, Gradus is not just a distributor, or a manufacturer. It is a major company focusing on the specification and the A&D community and that is unique in the UK.

We at Wicanders strongly believe in our new cork flooring products. We are convinced that we are back in the UK at the right moment with the right product mix, the right marketing support and the right partner, Gradus.

New Look for AcoustiCork Promotional Items



The AcoustiCork range of acoustic underlayments is Corticeira Amorim Indústria, S.A.'s main sales focus for the year. To this end, all promotional items pertaining to these products are being revamped, including promotional brochures, product dossiers and the look of the stands at trade fairs in Portugal and abroad.

The main characteristic of the new presentation of these products is that the AcoustiCork solutions are being divided up according to the final application surface and the type of installation (glue-down or floating), as well as the comparative positioning of the products. The objective is to clarify and enlighten customers regarding the technical properties and the acoustic and thermal performance of the different solutions available.

The creation of a specific site for AcoustiCork (www.acousticork.eu), for use by distributors, prescribers, installers and other specialists in the area of acoustic insulation of buildings, is planned for the end of the first semester of 2006.

South Africa celebrates 25 years

Amorim Cork South Africa is celebrating its 25th anniversary this year. In a quarter of a century Amorim has distributed more than one billion corks to South African wineries.

Today, the company continues its growth, hand in hand with the country's burgeoning wine industry.

Amorim Cork South Africa is associated with key players in the local wine market and has been an active supporter of the industry in many ways — including uplifting the social skills of cellar workers and promoting local products.

One of the highlights of the milestone year for Amorim Cork South Africa will be achieving Global Standards accreditation with the British Retail Consortium.

This achievement will complement the ISO and HACCP accreditations the company achieved late last year, further enhancing its comprehensive quality accreditation program.

Amorim Cork South Africa was also the first packaging supplier to be accredited by WIETA, the country's ethical trade association.



Praxis visits Amorim Revestimentos

From the 2nd to the 5th of May, Amorim Revestimentos received a visit from one of its most important Dutch customers, Praxis.

During their four-day visit in our country, the members of the group visited both of Amorim Revestimentos' factories, during which they also received a detailed briefing about the unique characteristics of our products.

Champcork, Amorim & Irmãos (unit in Coruche) and Amorim Isolamentos (unit in Vendas Novas) were also among the places visited.

On the last day of their visit, the group also got the chance to enjoy the unique beauty of Lisbon and all that its cultural identity has to offer.

Quinta Nova creates wine for Serralves

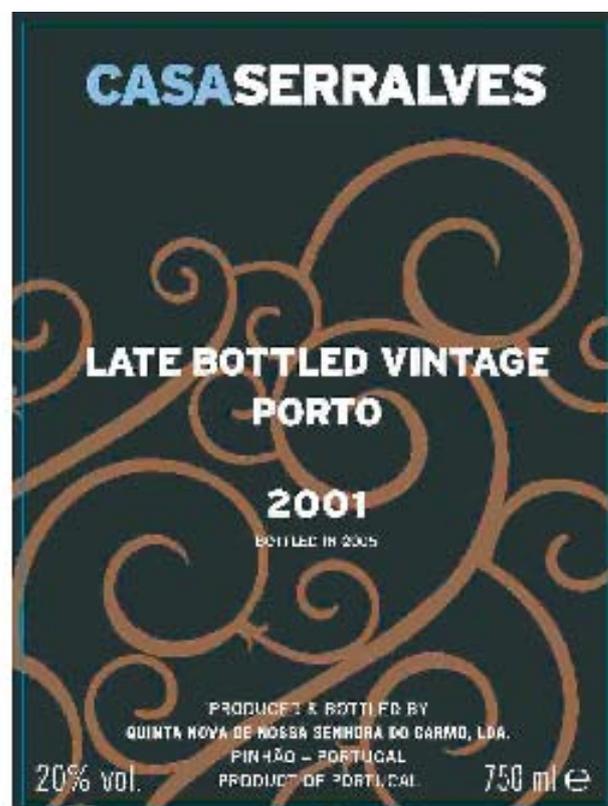


As of the end of March, the Casa de Serralves now has its first Port Wine, personalized for the exhibit of the “Berardo Art Déco” Collection.

This exhibit provided the idea for the edition of a Late Bottled Vintage, from the 2001 harvest, which Quinta Nova de Nossa Senhora do Carmo prepared to enrich the range of exclusive objects with which Serralves paid homage to 20th Century Art Déco.

Quinta Nova could not miss out on being associated with the largest exhibit of pieces of this kind in Portugal, belonging to businessman Joe Berardo.

Once again for sale at Serralves, in a limited number of bottles with ornate labels, you will find the successful marriage between Port Wine, Art and Culture.



Study looks at closure impact

The Amorim Academy has initiated meetings of industry experts to explore three key issues relating to wine closures.

Heading the list of topics is the environment and sustainable development with an expert panel discussing the impact different types of closures have on the preservation of the planet.

A second group have explored the role of closures as a marketing and communication tool, while a

third examined the impact of closures on the evolution of wine.

The three groups will present their findings at the OIV Congress in Logrono, Spain on 28 June.

The OIV Congress will provide an ideal forum at which to discuss the suitability of different types of closures for different wine segments and also which closures best meet the needs of consumers, wine-makers and distributors.

Amorim & Irmãos Receives a Visit from the Ukrainian Delegation

A long-time supplier of this market, Amorim & Irmãos received a visit from the General Managers of Ukraine's main wine-cellars, providing the opportunity to show the Ukrainian producers the verticalisation of the cork sealer production process.

Starting off at the factory in Coruche, the visitors also got the chance to watch the production of several types of bottle sealers and acknowledged the effort made to provide the best quality.

This visit also included a stay at the Quinta Nova da Nossa Senhora do Carmo Rural Hotel, which brought this business visit to a very pleasant close.



Ukrainian Delegation

Quinta Nova Rural Hotel – Happy Style



The Quinta Nova de Nossa Senhora do Carmo Rural Hotel joined forces with the young magazine Happy Woman and created an appealing voucher, called “Happy Time”, available to the magazine’s readers.

The initiative was aimed at creating reader fidelity targeted at people interested in products to promote well-being and relaxation, criteria that fit in perfectly with the philosophy of the Quinta Nova Rural Hotel.

Readers were eligible for discounts on lodging and services at the vinic hotel, as well as an offer provided by the vino-therapy brand Caudalie, especially prepared for this *happy* moment.

A new promotion will be on offer in autumn.



Quinta Nova launches “3 Pomares” wine

“3 Pomares” (2005 White and 2004 Red) are two new wines created by Quinta Nova de Nossa Senhora do Carmo. The label shows the centuries-old orchards of loquat trees, orange trees and fig trees located on the Quinta Nova Estate’s 120 hectares and the product itself reflects the best of what the Douro’s noble varieties provide.

The 3 Pomares White is a wine that is citrine in colour dappled with straw, with a youthful aroma, of good intensity, calling to mind the fruit of mature trees. It has a creamy mouthfeel, with a balanced tartness, an aroma of tropical fruit with a lingering aftertaste.

The 3 Pomares Red, is a wine that is cherry red in colour, with good intensity. The aroma is youthful, with extremely ripe berries and a discreet trace of vanilla and toast that lend personality to the combination. The taste is very smooth, with velvety tannins and a persistent aftertaste.



Quinta Nova Vintage 1997 – success rewarded in Paris

It accompanied the delicious chocolate dessert served at the dinner hosted by Amorim & Irmãos, at the World Competition in Brussels in April... and caused a stir amongst the close to 250 international journalists, oenologists and oenophiles present...

...The Quinta Nova de Nossa Senhora do Carmo 1997 Vintage, the only Vintage dated prior to the emblematic years 2000 and 2003, to be awarded a medal at the Challenge International du Vin (Paris) and the Monde Selection (Brussels). This is a complex wine, of explosive fruitiness and great aging potential.

Don’t leave that space in your wine cellar empty!



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