



AMORIM

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news

Amorim Group news

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# The Founder's Museum

## Cork and the Amorim Family



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## Editorial

This issue let's us link up once more with you, the reader, at the start of this new year.

We are proud to take you on a tour of the Founder's Museum, one of the Amorim Group's new initiatives, which is sited in the emblematic building in Santa Maria de Lamas that was the family's first business premises.

We also report on the renowned annual event that rewards work that has contributed to the advancement of our knowledge of wine - "Amorim Academy's Annual Awards".

There is also a report of Corticeira Amorim-Indústria's participation in an aeronautical project financed by the European Commission, as well as Industrial Solutions participation in the "2006 Small Engine Technology Conference".

The flooring and wall covering field has new products and continues to present some of the large-scale projects in which its products were installed.

We also draw your attention to the international meeting organised by Amorim Isolamentos, which brought customers and distributors of cork agglomerates together in the same room.

Finally, we recommend some of Quinta Nova de Nossa Senhora do Carmo's new products.

We would like to wish you an excellent new year and expect to have your company again in the next issue.

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# Amorim Academy Annual Awards

## Two works awarded prizes in 2006



On 3 November 2006, in Wiesbaden, the Amorim Academy awarded prizes to two pieces of work that contributed to advancing our knowledge of wine.

Paulo Lopes was awarded the exclusive “Grand Prix”, which carried a monetary prize of EUR 5,000, for his thesis “Oxidation phenomena during wine ageing in the bottle: the role of the seal”

The thesis, which was undertaken in the Faculty of Oenology of Bordeaux 2, demonstrates that seals play a fundamental role during wine ageing in the bottle: the colorimetric change and the change in organoleptic quality of wine depend on its permeability to oxygen. Understanding the role played by the seal in oxy-reduction phenomena in wine during bottle ageing and the impact that oxygen has on chemical reactions that involve phenolic compounds is a challenge for scientists in oenological circles and also for those interested in the subject. This was the question that Paulo Lopes decided to tackle, demonstrating that stoppers made of agglomerated / special cork and screw caps are not very permeable to oxygen, as opposed to synthetic stoppers, which have a very large permeability rate. Cork stoppers, which occupy the middle ground between the two, seem best adapted to the changes that promote the correct ageing of the wine.

**Gilles Masson was awarded the Coup de cœur by the Academy for his work “Nuancier des Vins Roses” (Rosé wine colour palette)**

All wines, both reds and whites, offer a broad chromatic range, but rosé wine offers the greatest range of colours, varying from light red to whitish pink. There is the need, according to consumption, image and perception studies of rosé wine, to provide a benchmark for the colour of these wines. This need exists in professional fields: vine specialist, wine technicians,

oenologists and wine traders all require objective benchmarks. In consumption terms, colour definition is a real challenge concerning communication and standpoint.

Colour benchmarks can be semantic (words and descriptions), colorimetric (calculated measures) or visual (palette). The Rosé Wine Research and Experimental Centre run by Giles Masson has been working on three different ways for defining colour and has created a tool that combines the three major sources of information. This colour palette can be directly used by professionals to compare and describe colour. It also comprises an excellent teaching tool when speaking about this relatively uncommon type of wine, its origin, how it is made and how it should be drunk.

The Amorim Academy is an association that gathers the main players of the wine sector under its umbrella. It was created in 1992 by the Amorim Group, the world’s leading cork producer, to contribute to improving wine knowledge. The association awards annual prizes that aim to support oenological research, promoting the discussion of the main challenges of the contemporary winemaking world.

The Academy’s award of a prize to work that demonstrates the role played by the seal in oxidising phenomena illustrates the current importance of this subject and its significant contribution to oenological research.

This award also allowed the discussion on sealants for wine, started during the OIV World Congress, to continue. The debate was fuelled by the journalist Werner Eckert, who posed the following question: “Cork, plastic or aluminium: which should be used to seal German wines?”





# The Founder's Museum

## Cork and the Amorim Family

The Founder's Museum is one of the Amorim Group's new premises. The museum is located in the emblematic building called "Palheiro da Eira" that housed the family's first business, in Santa Maria de Lamas. The Founder's Museum constitutes a hub for interconnecting and interrelating the history of cork and the Amorim family's workplace history.

The Founder's Museum pays homage to the founder of the family's business, António Alves de Amorim, and his successors as well as to all the men and women that brought the cork industry to life through their know-how and dedication. The Museum is the embodiment of the job of recovering all of the artefacts comprising the family's estate concerning the cork business: written media, historical documents, photographs, painted panels, tools and work utensils and other objects of significant cultural interest.

### Cork and Wine: a historical overview

#### Cork and its use in former times

Pride of place amongst the many different objects on display in the museum is an amphora dated to 200 B.C., which was found in the River Sado estuary. This object has great historical significance for this industry, since it is proof that the use

of cork stoppers, the preferred seal of amphorae, goes all the way back to ancient times.

There are brief historical references of the use of cork stoppers by the Ancient Egyptians in the third millennium B.C. and also by other peoples. In Greece, an amphora dating to the fifth century B.C. with the cork stopper still in place was discovered in an ancient Greek marketplace in Athens. During excavation work in Pompeii, archaeologists also found amphorae with cork stoppers.

In 1952, Captain Cousteau recovered about seven thousand 2200 year old amphorae from the seabed off the Italian coast, some of them still sealed and containing wine.

Cork is also mentioned in odes, poems and important written works from different times, as a material used for a wide variety of purposes.

#### Wine and the development of the cork industry

The museum cannot, in hindsight, fail to mention the fundamental influence provided by the winemaking industry on the cork industry.

Cork achieved a position of certain renown in the 17th century as the transport of wine grew at a vigorous rate. The position achieved by cork was driven by the Benedictine monk Dom Pérignon, the cellar master of Hautvillers Abbey.

Dom Pérignon was not content because the wooden plugs with hemp wrapped around them that sealed the bottles often popped out of the bottleneck.

Dom Pérignon noticed that wine from the Champagne region tended to develop a natural froth under pressure inside the glass bottles. Therefore, inspired by the cork-sealed pots of pilgrims from Compostela, he decided to use cork to seal his bottles. The excellent performance provided by the cork led to the birth of a new alliance of cork stoppers and glass bottles, which was further improved in the same century by advances in glassmaking techniques achieved in England.

Since cork stoppers were capable of safeguarding all the qualities of wine, they were soon employed in all products of the most important wine producing firms, such as Ruinart and Moët et Chandon.

#### The Cork Stopper - an essential artefact in the museum

The cork stopper naturally plays a lead role in the Founder's Museum. The manufacturing process is demonstrated through photographs, tools and working utensils, covering the evolution of manufacturing techniques in all stages, from



the gathering of the raw material up to the manufacture of the cork stopper, to the present day.

### The first cork stoppers

Cork stoppers were initially made from cork blocks (cork parallelepipeds), already cut to the length of the final product. These were called “reproduction” stoppers and were produced by a circular cut in the cork block using a burro (knife).

### The Garlopa

At the start of the twentieth century the first industrial cork stopper manufacturing machine was invented. The cork block (parallelepiped) was secured by a clamp. Light pressure was then applied to make an auger rotate the cork block against a sharp blade, thereby producing totally cylindrical stoppers.

### Other objects on display

The environment is indicated by reference to a cork pile, along with working utensils such as axes, drinking cups, manual drills and artefacts such as pails, basins and small items originating from the early business years of Amorim & Irmãos, such as business registers, canteen mugs, photographs of the founders and many more items.

### A meeting point

The Founder’s Museum also possesses a large room on the upper floor, besides the areas devoted to history. This room, which can hold up to 42 people seated, is equipped with all the audio-visual equipment necessary for holding conferences, meetings and other events, organised for the purpose of supporting the different cork business units.



## António Alves Amorim’s business - a brief overview



António Alves de Amorim opened a small workshop manufacturing cork stoppers for the port barrels in 1870. This workshop was located at Rua dos Marinheiros, in Gaia, close to Largo Sandeman. The workshop had 3 employees. In the beginning, the stoppers were freighted to English ports from Gaia Dock.

António Alves de Amorim moved to Santa Maria de Lamas, where his wife’s family came from, at the start of the twentieth century. There he set up a small cork stopper manufacturing business, employing a few workers and using two garlopa machines. The stoppers were transported to Gaia and exported to other countries from there.

The cork industry was very dependent on the oscillations of the port market at that time, despite the growth of other markets employing new uses for cork.

The business grew up to the start of the First World War, and in 1922 Amorim & Irmãos was established, the founding shareholders of which were Américo, José, Manuel, Ana Pinto, Joaquim, António, Henrique, Bernardina Pinto and Rosa Pinto Alves de Amorim.

In 1929, the company prospered as the region’s largest business, despite the economic crisis, and it had established contacts in a number of countries.

The fourth generation of the Amorim family is currently taking its first steps in leading the company. António Rios de Amorim was appointed chairman of the holding Corticeira Amorim in 2001.

The Amorim Group is the leader of the world’s cork industry and this business sector still comprises the company’s core business today. The Group’s main products in the cork sector are:

- cork stoppers (natural cork stoppers, champagne and sparkling wine stoppers, capsulated cork stoppers, agglomerated cork stoppers and special stoppers);
- cork floor coverings;
- engine, gear and valve seals for the motor vehicle industry;
- sound insulation materials;
- anti-vibration material for the construction industry;
- decorative items (gifts and memo boards);
- cork products for the footwear industry...

# Corticeira Amorim Indústria

takes part in an aeronautical project financed by the European Commission



Corticeira Amorim Indústria (CAI) took part in the ATPI Project (High Performance Damping Technology for Aircraft Vibration Attenuation and Thermo-Phonic Insulation), for which AIRBUS held technical responsibility. The project consisted of developing cork based vibration and thermo-phonic insulation for aircraft.

The project had a timeframe of 2 years and was co-financed by the European Commission under the SCRATCH program - Services for Collaborative Aerospace Technical Research. The project terminated in September 2006, and it produced promising results concerning the use of cork in aircraft fuselages.

The ATPI project's aim was to increase aircraft passenger and crew comfort through the improved thermal, acoustic and vibratory performance of the fuselage, using a light product, such as cork, to achieve this.

European companies connected to the aeronautical sector also participated in the project, which further served to demonstrate the excellent properties of cork agglomerates manufactured by CAI, especially at low temperatures (-40°C).

Visit the site [www.aero-scratch.net](http://www.aero-scratch.net) for further information on the ATPI project.

## Quinta Nova 2004 / Gesto 2006

- wine, culture and art

Quinta Nova de Nossa Senhora do Carmo and GESTO - Cultural Cooperative launched, for the second consecutive year, a special edition of 1200 bottles of wine, in two collections of 3 units. The labels are designed by artists and each collection includes the respective graphic work of those artists, which encompass silkscreen prints and wood engravings.

This special edition associates wine, culture and art in a natural manner, through the work of six artists that are members or friends of GESTO. The artists are Cristina Valadas, José Paiva, Marcelo Soares (Brazil), Roberto Chichorro (Mozambique), Rosa Pais and Zulmiro de Carvalho.



This simple and original art form will be on sale from December. It will be available in the shops of GESTO, Cooperativa Árvore and the Serralves Foundation, as well as in main wine merchants throughout Portugal.

## Carpet Land visits Amorim Revestimentos

Amorim Revestimentos hosted the visit of one of its most important Danish clients, Carpet Land, between 2 and 5 November.

The group was able to see all of the cork industry's processes, in a vertical context, during its four day trip.

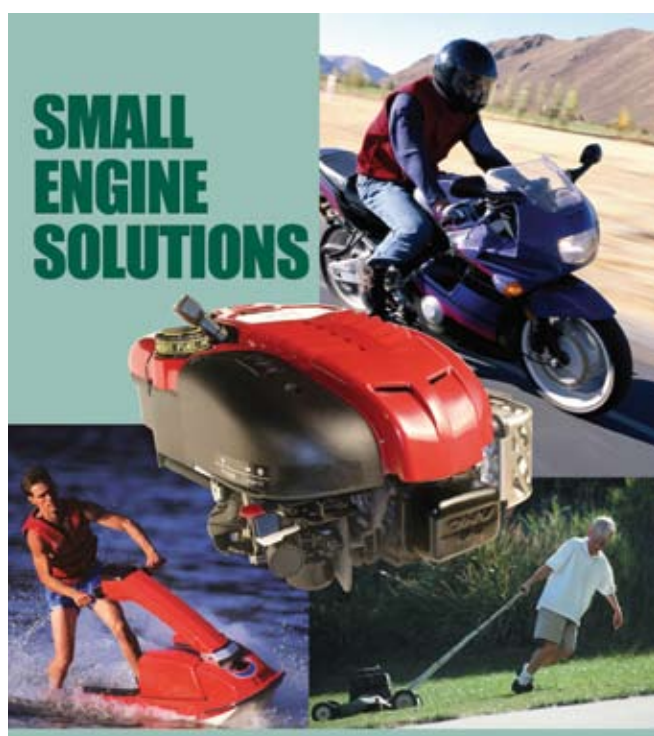
The visiting group visited Amorim & Irmãos, the world's

leading producer of cork gaskets, in addition to Amorim Revestimentos' industrial units.

In addition to the business issues, the visitors also had the chance to go on a series of sightseeing trips in the cities of Porto. The River Douro and the port cellars were the sites that the members of the Danish group enjoyed most.



## Amorim Industrial Solutions participates in the “2006 Small Engine Technology Conference”



**Small Engine Technology Solutions**  
Your Challenge.  
**Our CorkRubber Solution.**

Amorim Industrial Solutions was an exhibitor at the “2006 Small Engine Technology Conference” event, held in November 2006 in San Antonio, Texas, USA.

Designers, engineers and managers of the world’s main small engine manufacturers, including Honda, Kohler, Kawasaki and Briggs & Stratton, as well as many others, were the conference’s main visitors.

Amorim Industrial Solutions displayed its cork-rubber solutions that were specifically developed for this segment of the market. These products were the end result of in-depth analysis of the applicational needs and the efficient response of the product to those requirements. The good level of interest in Amorim Industrial Solutions’ proposed solutions provides for a certain degree of optimism regarding this segment’s future.

It is significant that around 22 million small engines are annually manufactured in the USA alone. These engines are used, for example, to power small tractors, lawn mowers, mopeds, snowmobiles, as well as many other devices.

## German Cork Association New Board with Extended Program

The German Cork Association has unanimously elected a new Board, during this year’s general meeting, in Mainz, where Tomas Cordes, from Amorim Germany was elected President.

The new Board will consequently continue the already started issues in the German speaking area. This also applies to the involvement of the producers in the countries of origin: Portugal, Spain and Switzerland.

The market for floor covering as well as for insulation and isolation material made of cork continuously show growth rates for more than 10 years, specially in the field of construction and living with natural materials.

Contrary to this, the segment natural cork stoppers – stoppers for wine and sparkling wine – has more and more to fight against bottle closures made of synthetic materials, metal and glass. This demands from the board, management and members of the association increased activities for the natural product, which still enjoys a leading position in the favour of the consumers



The new board (from the right): Tomas Cordes (AMORIM Germany), president of the board; Johannes Becker (MeisterWerke Schulte GmbH); Ulrike Schaeidt (Korkindustrie Trier), deputy president; Thomas Rebsamen (Naturto Kork AG); Helmut Dieth, manager of the association.

# Dutch care facility goes for cork

## Wicanders Series 200 as the optimal “out-of-the-box” floor



In rest homes and health care facilities, as De Strijp-Waterhof care facility in The Hague, you don't just put anything down on the floor. Expectations for the floor in the area of noise reduction and hygiene are enormously high, and a long life and high resistance against wear are also expected.

### De Strijp-Waterhof

De Strijp-Waterhof is part of the joint-venture known as the Haaglanden Assisted Living and Care Centres, or WZH (Woon-en-Zorgcentra Haaglanden). Since March 25, 2003, WZH has been a holding company of the General Foundation for the Hague (or AHS – Algemene Haagse Stichting) and the Parco Foundation. With an estimated 2.200 employees and more than 1.000 volunteers, the Haaglanden Assisted Living and Care Centres Foundation (WZH) is one of the larger umbrella organisations in the area of elder care in the Haaglanden region in South Holland.

The WZH is made up of ten assisted living centres in The Hague, Leidschendam and Voorburg, each one with their own unique character and resident life. Each facility is different, and has unique working and living environments, catering to various lifestyles, multicultural care or also young people with non-congenital brain tumours. Small

living groups make life simpler for the residents, and enable more intimate care. Much attention is also paid to area-specific care in the form of meal provisions, care subscriber plans and the opportunity to participate in activities. Such diversity in living arrangements and care within the different facilities is characteristic of the capabilities of the WZH organisation.

### The Hospice

The De Strijp-Waterhof Hospice is especially suited for providing palliative care in the last phases of life. It is situated on the first floor of the Waterhof Care Centre. A maximum of six people may reside at the hospice at the same time. The residents occupy a two-bedroom apartment with a living room and kitchen. In the bedrooms, there are electric adjustable beds, a nightstand, comfortable chairs, cabinet and TV. In the living room, there is also a sleeper couch so that family or friends can stay over.

### A floor that fits

The architect Ria Niclaes had to look for a flooring solution that was suitable to meet the specific problems of a facility such as a hospice. In any case, the floor had to be multi-faceted and flexible in regards to the arrangement of the living units, where a certain way of living is conducted. There is also a wing with an Indian atmosphere, where many of the residents are of Indian origin. A special ambience was created using bamboo and exotic furniture, among other things. The decision was made for cork, because it fulfilled a number of specific requirements. A reduction of footstep noise (by 16 dB) is an extremely important element for a home for assisted living. Cork offers pleasant walking comfort and remains soft and elastic, which in many cases certainly limits potential injuries with older people. In addition to that, it is a natural product that is hygienic and anti-allergenic, considering the fact that it does not entrap dirt.

### Wicanders Series 200

The Wicanders Series 200 is a cork floor available in tile dimensions of 60x30cm with a thickness of 6mm. The 6mm-thick layer of cork feels warm to the touch, and because of the cork's elasticity, it relieves strain on your feet, joints, legs and back.

The Wicanders Series 200 is a pre-varnished floor, and is



available in several different variations, which have increased durability due to the recently developed Wicanders WRT (Wear Resistance Technology) finish. For the hospice, the architects selected Identity and Personality from the Wicanders Series 200 collection.

The patterns always matched the type of surroundings – some of the selections used were the “tea”, the “gold brown” and “yellow blend” versions, among others.

### Installing the floor

The Wicanders Series 200 is a floor that may be installed in all residential areas (including living rooms, dining rooms and bathrooms) in accordance with the EN 685 norm. Depending upon the varnish used, the floor can also be used in light commercial applications.

With the Wicanders WRT finish, the floor has a 15-year warranty for durability in residential and 5-year warranty in commercial applications.

### Levelling the chape

The cork floor is glued directly on top of the chape that first has to be levelled. For levelling the chape, Lecol Z 615 levelling compound is used. Z 615 is a self-fluxing, low-tension, casein-free levelling compound that has stable form and is very strong. The compound can level unevenness from 1 to 10mm on stone-like subfloors. After levelling, the cork floor may be glued directly on top, as the Z 615 compound provides an absorbent subfloor.

### Gluing the tiles

For gluing the cork tiles, the Wicanders 240 adhesive is used, a contact adhesive that is ideal for gluing cork. The unique thing about this contact adhesive is that it is applied to the tile, as well as the floor. The adhesive is first mixed well, and then we apply the adhesive to the tile with a mohair roller. Next, we apply adhesive to the subfloor. Then, the tiles are placed on top of the glued chape and pressure is applied by means of a rubber hammer or hand roller. All excess adhesive should be removed with water. One of the reasons for gluing both surfaces with dispersion adhesive is its ability to withstand rolling loads. In the assisted care facility, the floor has to be able to stand up to beds and wheelchairs, and the double gluing contributes to its ability to do so.

### Finishing onsite

The Wicanders Series 200 comes with a time-saving advantage for the floor layer as well as the end user – at the factory, it is given a special UV varnish. The flooring tiles should also be finished with one or two layers of one of the finishes recommended by Wicanders. In the De Strijp-Waterhof project, Wicanders W 2000 was used. The W 2000 is a two-component, water-based varnish. By applying the finish onsite, all seams were able to be sealed up. This was also a requirement of the architects – that the floor always has to be completely sealed. Some of the issues assisted care facilities have to deal with, play a role in these requirements.



# Wicanders Acousticork NRT Series 3000

- the choice of the Dutch company Funda



Wicanders Acousticork NRT Series 3000 was the product selected for application in the refurbishment works of Funda's office building. Funda is a renowned Dutch company operating in the online real estate field. It possesses the website with the greatest number of visitors in the Netherlands, registering 2.6 million visitors per month!

Even though Funda's core business is implemented virtually, on the internet, the company possesses an impressive office building at a strategic location in Amsterdam. It is a classified building possessing an impressive view over the city. Marjan Baltus, director of Funda, wanted luminous and airy interior decoration, in line with the company's image. This requirement led to the creation of an open space, decorated with easy to move furniture and sliding walls. The floor had to harmoniously tie in with these principles and also solve the problem of the countless computer cables lain across the floor.

The solution was found after Amorim Benelux's project director, Joos Padberg, had been consulted: "In this specific project we had to deal with a magnesite substrate and a floor covered with cables in the computer room. This fact meant that a glue-based solution could not be used, because the cables must be easy to access in the event of anomalies. A floating floor was, thus, the most practical choice."

The chosen flooring was Oak Rustic W310 forming part of the Wicanders Acousticork NRT, Series 3000 collection. "A warm design links up very well with the spatial

demands. The noise reducing qualities of this flooring were equally significant in our choice for this room" stated Funda's director.

## Installation and Maintenance

A total of 560 m<sup>2</sup> of floor was installed in around one and a half weeks by just three people. No problems occurred during installation.

No contract was signed regarding maintenance, but Padberg provided Funda's director with the necessary maintenance advice. "Wicanders Acousticork NRT high resistance finish is protected by a special surface coat that makes maintenance cheap and easy. All that is needed is a vacuum cleaner and cloth to ensure that the flooring keeps its natural appearance."

## The acoustic insulation provided by Wicanders Acousticork NRT Series 3000

Wicanders has developed an intermediate layer made of cork for its flooring, which significantly improves acoustic insulation relative to impact and use noise. The product comprises an integrated insulating cork underlay that makes the flooring more comfortable by absorbing the impact of each step and avoiding the so called percussion sound effect. The cork underlay also aids in alleviating the pressure on back and leg joints. The highly resistant 0.5 mm thick surface finish guarantees wear protection and durability of the flooring.

# “The Big Five” with Amorim corks

African Dawn Wines, in collaboration with the World Wildlife Fund (WWF), has started marketing “The Big Five” range of wines, which aims to support the 5 big African game species: the buffalo, lion, African elephant, leopard and rhinoceros.

The Big Five wines are carefully produced from grape varieties that comply with the South African winemaking industry’s biodiversity recommendations, which aim to minimise the loss of threatened natural habitats and to contribute to sustainable development in winemaking.

The only stopper that could be chosen was cork and, in particular, cork stoppers manufactured by Amorim, which is the only cork manufacturer in the world that has its stewardship chain certified by the FSC-Forest Stewardship Council.

The FSC certification of the cork oak forests and Amorim & Irmãos’ manufacturing units guarantees the conservation of natural heritage, of natural resources and threatened wildlife.

Cork, in addition to its incomparable sealing capacity, is a natural, recyclable and renewable material. Cork is harvested using one of the world’s most environmentally-friendly processes - stripping the bark. The cork oak grows without the need for irrigation, herbicides or chemical fertilisers and it is the only oak tree capable of regenerating bark after it has been stripped off. No trees are cut down to harvest cork, and each tree can be stripped every 9 to 12 years. Cork oaks can live for up to 300 years.



## Amorim Cork South Africa enhances operations with E-Commerce.

Communication and business transactions have been upgraded at Amorim Cork South Africa. Joaquim Sá, General Manager of Amorim Cork South Africa said: “Customers increasingly expect to be able to deal with suppliers electronically as a matter of course and operate in an increasingly complex and interconnected global environment requiring a whole new level of sophistication.”

The new web site [www.amorim-cork.co.za](http://www.amorim-cork.co.za) allows

a twenty four hour interaction with customers, covering all areas of the company. Order on line, check production status, download all relevant documents related to the production and quality inspection of products supplied, accounting, are some of the features which customers can now consult or perform electronically.



## Amorim Cork South Africa celebrates 25<sup>th</sup> anniversary



Fiona McDonald, David and Lorna Hughes were also present to celebrate the 25th anniversary of Amorim Cork South Africa"

Amorim Cork South Africa has celebrated its 25<sup>th</sup> anniversary at Arabella Sheraton in Cape Town. The ceremony was combined with the annual announcement of the **Cap Classique** Winner, having the presence of some guests from co-sponsors Wine Magazine and Amorim Cork.

MC Beyers Truter, a notorious and well respected personality of the wine industry, has made the honors of the ceremony with an amusing speech, while emphasizing how essential it is for the wine industry to ensure partnerships with specialized suppliers who share common values.

During the evening, Amorim & Irmaos, SA Sales and Marketing President Mr. Christophe Fouquet has briefed guests that the holding company regards South Africa as a market bench in terms of quality requirements and will keep its South African subsidiary as a priority in delivery value to customers relationships.



Entrepreneurial Award from the Portuguese Agency for Economic Promotion, in recognition of 25 years of entrepreneurial presence in South Africa.

The evening was also marked with the presentation of a new wine blend, a red from the 2005 vintage with the components made independently in Portugal and South Africa and bottled by Truter at his Beyerskloof cellar.

The Portuguese/South African blend represents a trans-continental combination of indigenous varieties and a vinous alliance between Europe and Africa, Old and New World wine-producing countries blending the legacy of the past and the prospects for the future.

The end result of this blend of Touriga Nacional produced at Quinta Nova and Pinotage from Bottlery Hills was a red wine with a deep, intense, ruby-red colour, a forthcoming nose showing aromas of French oak and cedar, complemented by spicy black fruits. The elegant palate bursts with black cherry flavours, complexity and soft tannins that linger in the mouth and memory long after the wine has gone."

## Jewellery made from cork - "2ndSKIN cork jewellery"

Escola Superior de Artes e Design (ESAD) [Higher College of Art and Design] and DesignLocal are developing a project called 2ndSKIN cork jewellery with Corticeira Amorim Indústria (CAI) as part of ESAD's jewellery course. The objective is to develop jewellery using cork combined with noble metals. 2ndSKIN cork jewellery gives the students, professors and guest designers a unique opportunity to discover and experiment with cork as a working material, supported by all the know-how that our team of engineers and designers can provide. The project also gives CAI the chance to explore new business areas for cork, focusing on cork's unique characteristics and the fact that it is a natural product.

The driving forces underlying this project include innovation, creativity, international expansion and sustainability. The project will generate a number of national and international events, supported by CAI.



The group of students and professors involved in the project visited CAI in October 2006. In 2007, it will be the turn of internationally prominent designers invited by ESAD to take part in this initiative, to visit CAI.

# Siebel Juweliers, in Almere, Holland

## “Vintage” ambience with Wicanders Series 3000



Siebel Juweliers is a Dutch jewellery chain with more than 30 stores, including stores in Belgium.

The architect Coos Scheringa of the Design for Tomorrow agency, based in Amsterdam, was responsible for the installation of Wicanders' Series 3000 Vintage Royal in part of the store, combined with marble tiles.

### Small projects, large-scale outlook

45 m<sup>2</sup> were installed in three days of work by one fitter: "This is a relatively small project, but it has a good chance of leading to other work since this chain has more than 30 stores just in Holland," said Joost Padberg of Amorim Benelux.

### Wicanders Series 3000

Series 3000 is factory finished using a technology-based system that has been developed by Wicanders. This gives the surface an extreme hardness. The varnish-layer itself comprises various sub-layers: the basic fixation layer is the lowest layer. This is laid over the wood veneer. Two consecutive layers are laid on top - one special primary layer and one layer of ceramic varnish. The finish consists of a final protective varnish-layer, Xtreme WRT, which is based on a ceramic compound and is environmentally friendly. Minuscule ceramic micro-beads, invisible to the naked eye, protect the floor from wear and scratches.

### Xtreme WRT

There are not only the exception hardness and the wear qualities, Xtreme WRT also complies with all user friendly maintenance demands. Xtreme WRT clearly

increases the flooring's lifetime. The extremely small ceramic micro-beads roughen up the surface and make the floor less slippery. Xtreme WRT is totally moisture resistant. Spots and dirt, caused by shoes and normal daily use, can easily be removed from the Xtreme WRT varnish-layer, even with intensive use.

### CORK – 100% environmentally friendly

Cork comes from the bark of the cork oak. It is a renewable and lasting resource. When the cork oak reaches 25 to 30 years of age it is deemed to be mature and this is when the bark is removed for the first time. The bark stripping process is traditionally performed by hand. This tradition goes back many centuries. The cork oak is not damaged and the bark fully recovers. The bark's structure becomes increasingly suppler after each harvest. Cork is harvested only every nine years and a cork oak can attain a lifespan of 150 to 300 years, which means that a tree can be harvested around twenty times during its lifetime.

The cork oak is a truly unlimited natural resource. No material that could be used as an alternative to cork has yet been discovered, and it is unlikely that one will be. Cork's structure can be compared to that of a honeycomb. There are 40 million cells in each square centimetre. The cells and the space between them are filled with a volatile substance similar to air. This provides cork with some remarkable properties. Its unique structure and composition provide three of the most important qualities of cork coverings: thermal insulation, acoustic insulation and elasticity.

# First International Meeting

## brings clients and distributors of cork agglomerates together

The First International Meeting, which brought customers and distributors of cork agglomerates together, took place on 29 and 30 September. This meeting was organised by Amorim Isolamentos.

Forty European and Asian clients and eight speakers took part in the event. The objective was to trade technical know-how on the use of cork agglomerates, in accordance with the legal requirements and cultural trends existing in each region of the world.

The programme commenced in Lisbon with the welcoming of the participants, who came from Austria, Germany, Belgium, Korea, U.K., France, Italy, Holland, Japan, Russia, Czech Republic, Turkey and Portugal.

The first day comprised a visit to a cork oak forest. The participants watched falca cork graders and the production of insulation agglomerates and coconut fibre. The Vendas Novas industrial unit provided the chance to check the entire cork manufacturing process (100% natural) as well as all the quality control procedures and laboratory tests, in compliance with the EN 13170 European standard (CE marking).

The delegation then visited the Cork Stoppers Industrial Unit (Equipar) in Coruche. The size and industrial technology of this unit pleasantly surprised the visitors. At that unit, a brief presentation of the cork material produced by the Amorim Group was provided by Carlos Manuel.

### 30 September - Technical Conference

On returning to Lisbon, António Amorim and Carlos Manuel opened the session focused on Amorim Isolamentos' (AISOL) insulation agglomerates: its worldwide distribution, how and where it is used, its advantages over other materials, and many other qualities.

The speakers then related their own experiences in the insulation field.

**Jean Charles Lassale (France):** Described practically all materials existing in the marketplace, stating their strong and weak points, clearly demonstrating the excellent performances of cork and its technical qualities regarding dura-

bility and environment-friendliness (the only material that is 100% natural).

**Edgar Huber/Zipse (Germany):** Dedicated his intervention to the applications of insulation agglomerates and coconut fibre - the environmental advantages and thermal and acoustic efficacy.

**Jos Kastelijns (Holland):** Focused the intervention on the use of agglomerates to insulate doors, quantities, the thermal and acoustic advantages, the process and outcome concerning the response to fire. He also supplied some examples and technical results regarding the use of coconut fibre with floating floor tiles to reduce impact noise.

**Giacomo Maffezini (Italy):** Made a point of stating that he started working with Amorim Isolamentos 12 years ago. He started off with 500 m<sup>3</sup> and now uses 10,000 m<sup>3</sup>. Then he explained the percentages of agglomerates sold for each application type: double wall, outer insulation, terraces, roofs and other uses. He also referred to cork's technical advantages over all other materials in the marketplace.

**Bruno Koch (Röfix-Austria):** Reminded us that the company has been using cork agglomerates since 1984, essentially to insulate outer walls with the assistance of Röfix plaster. This was followed by an excellent technical presentation regarding application, in which the advantages of cork were highlighted: environmentally friendly, dimensional stability, it provides good and lasting insulation in climates possessing large temperature variations.

**Alumasc (England):** Described technical data for insulating flat roofs with cork, the trend in requirement levels/thermal effectiveness in the U.K. and the new/strong future prospects regarding cork agglomerates, with new uses, taking into account the strong demand for environmentally friendly solutions.

**Akita (Japan):** This was the most interesting intervention due to the strong emphasis on the environment and environmentally orientated culture, as well as the resolve to solely use material without additives, since many of these are deemed to be the cause of some diseases. The materials used in the environmentally friendly house are: stone, wood, rice-based glues, paint made from fruits, stucco plaster wall coverings and, as nothing else would do, cork as the insulation.

**Carlos Manuel (AISOL):** Presented the medium/high density agglomerates (anti-vibration) - regranulated cork (filling wooden floor tiles and lean concrete) - decorative agglomerates - acoustic advantages - outer façades (Portuguese Pavilion) - coconut fibre was mentioned (its applications and technical data) and the intervention terminated with sales-related matters.

António Amorim closed the conference, thanking the speakers and those that attended. He deemed the reaction to the subject of the conference to be positive and also praised the healthy ambience created by those connected to the business field of cork insulation.

António Amorim also took the opportunity provided by this First International Meeting to make a few general declarations regarding the present and future situation of cork, deeming this to be positive, on the whole.



António Amorim and Carlos Manuel



# Wicanders Floors

- Cristina Acosta's choice



Cristina Acosta, an acclaimed artist, author, colour consultant and décor designer, has just refurbished the floor of her studio with Wicanders flooring.

Cristina Acosta is a vibrant contemporary artist with a Latin flair.

She lives in Bend, Oregon, and is known for her lively artwork and harmonious colour combinations. Her work has been highlighted in a number of publications, such as *Good Housekeeping Magazine*, *Paint Décor - Better Homes and Gardens* and *Decorate with Paint*.

As the spiritual author and illustrator of the artist's guide, *Paint Happy*, Cristina Acosta's colour and design expertise are held in high esteem. As colour consultant, she guides clients in selecting a colour palette for their houses or offices that lets the true nature of each space sing.

## Why Wicanders?

This luminous artist was attracted by the Wicanders WicCork & WicWood floors due to their environmental sustainability. Cristina confides "Not only does it feel good to walk on, it feels good to know that purchasing a Wicanders flooring product promotes sustainable building materials." The definitive moment of attraction occurred when Cristina discovered the excellent quality of Wicanders flooring and the "stunning colours, the thickness, engineering precision and durability of the finish." Cristina was impressed with Wicanders long tradition in producing these products, which gave her and her family the confidence to buy the new Xtreme WRT, a ceramic-based protective varnish of great durability. The warm look and feel of Wicanders flooring is as important to Cristina Acosta as its sustainability. The sensation of a soft cushioned floor is not provided by any

other flooring. Warm and giving, Wicanders floors are as glowing to the touch as they are to the eye. Cristina chose the Natural colour shade of WicCork's Originals Collection. The varied texture and pattern of her choice, balances the vital energy of her colourful designs with soothing natural tones of Wicanders to create a visual flow throughout the home.

## Installation results

Cristina Acosta's choice was based on a weighted assessment of design, the environment and her family's health.

Wicanders flooring replaces the carpet and the industrial rubber tile floor. The removal of the carpet led to the immediate reduction in allergies caused by dust. Cristina and her family became aware of a very significant reduction in seasonal allergies after installing Wicanders flooring, even during the Juniper pollen season. The cellular structure of locks air into each chamber, making it anti-microbial and anti-bacterial as well as impenetrable to moisture, mildew and even insects.

This unique cellular structure also cushions each step with silence, leading to the clear reduction in noise levels.

Wicanders collections with Noise Reduction Technology (NRT) are the perfect acoustic solution for city houses, condominiums, apartment buildings, and anyplace where peace and privacy are deemed to be an essential requirement. WicCork & WicWood with NRT is also useful in diminishing the echo effect in large corridors and hallways, as well as in specialty rooms, such as libraries, classrooms and home theatres.



# Documentary and film shot at Quinta Nova

Quinta Nova de Nossa Senhora do Carmo opened its doors to two film crews during the grape harvest, as a consequence of the interesting proposals received.

One film crew, working on the production of a documentary for RTP, focused part of its work on the River Douro on the rural hotel at the farm, and shot a number of different winemaking and oenological activities, as well as filming some of this one hundred year old estate's historical sites.

The other team, employed by the firm Alfândega Filmes, was making a film about the River Douro, and it too focused part of its filming on the Quinta estate. This work will continue for a few months so that the natural cycle of the vines is followed and, consequently, the agricultural and social activities associated to the same. The filming will also be adapted to produce a mini-film of Quinta Nova de Nossa Senhora do Carmo oenology and wine tourism projects.





# Quinta Nova wine tasting sessions

Quinta Nova de Nossa Senhora do Carmo has been promoting a number of tasting sessions for different types of target public since last summer. These sessions are a vehicle for Quinta Nova to present its portfolio of Douro wines and port.

The tour started with a tasting session aimed at Greater Lisbon's horeca channel. The event took place in the magnificent Restaurant Eleven, where all the guests could get to know the project and the wines, with the cask samples of future wines taking pride of place.

There followed two initiatives in the El Corte Inglés stores in Gaia and Lisbon, at which Quinta Nova's Douro wines and port were combined with Serra da Estrela cheeses produced by Casa Matias. The general public, comprising habitual clients of the stores, was attentive and interested as it participated in two entertaining wine tasting events directed by two names of reference of the wine/cuisine press, José Silva and Fernando Melo, respectively.

This was followed by participation in a Saint Martinho's wine tasting event at Casino da Figueira, and in the Port & Douro Wine Show, at the new Casino de Lisboa.



## Wine Workshops in London

Amorim & Irmãos recently organised two workshops on defects in wine, in London. The workshops were run by the independent scientist and wine producer Pascal Chattonet.

The event was held in the Mosimann's Club – the former chapel of the Belgravia Hotel, which is now owned by the world famous chef Anton Mosimann.

The press, trainers, critics, catering professionals, resellers, traders and agents were the workshops' target groups. These target groups were selected given that they regularly communicate with the end customer and are thus

the ideal ambassadors for providing correct information on cork stoppers.

The participants had the opportunity to smell wine affected by TCA, TBA and TeCA. They also had the chance to smell reduced aromas, the first time this has occurred in the United Kingdom. Reduced aromas are a typical fault caused by screw caps.

"It was a rare opportunity to analyse all of these faults and discover their true cause. A real revelation!" stated one of the delegates, responsible for countless training courses in the wine field.



# Brilliant Design, by Andreas Dotzauer That's Absolutely Flooring



Internationally renowned designer Andreas Dotzauer, in collaborative creation with Amorim, and their Wicanders brand, has now unveiled a stunningly refined new collection of natural Cork Oak floors.

Wicanders' WicCork Nuances Collection plays on a subtle variance of glowing tones inspired by the warmth of earthen shades. This richly textural collection suggests notes of silken clay, marbled oak, bronzed ginger, and sienna grains.

Andreas Dotzauer and his company, Dotzauer Design Studio Suisse, based in Switzerland, are the foremost interior designers for those in the industry worldwide. Andreas has a team of cutting edge designers in the creation of his color and design concepts for flooring, and other interior applications. In their unique and creative style, Andreas and

his select team of designers hand craft each artistic design, and then expand their work to include digital design.

Andreas was inspired to create the Nuances Collection after learning of the remarkable natural properties of Wicanders' Cork Oak. Cork Oak itself is a natural insulator of both sound vibration and thermal energy. Wicanders Cork Oak is an environmentally sustainable material, which has become a highly valuable attribute in the minds of all conscientious architects, interior designers, and design-build firms today.

The WicCork Nuances Collection is made from great sheathes of Cork Oak bark, each carefully separated by hand from the growing tree. This process does not harm the tree, which continues to flourish for 150-300 years. The bark of the Cork Oaks soon rejuvenates and is collected for harvest every nine years.

Andreas' eye for artistic design and craftsmanship has captured the interest of many leading floor covering companies over the years, including Amorim. It was not long before Dotzauer Studio Designs became a highly sought after name across the globe, partnering with manufacturers throughout Europe, Asia, and North America.

With all of his experience, it was the artistic allure of working with a material as naturally varied and uncommonly breathtaking as Wicanders' Cork Oak,

that inspired Andreas to design the Nuances Collection, the very latest in uniquely fashionable flooring. Drawing from the varied shades of rich Mediterranean earth, where indigenous Cork Oak has thrived for centuries, Andreas Dotzauer has created a true work of art at your footstep.

## ADE exhibits on HolzLand Expo

On Friday, October 6, 2006, the HolzLand Expo started on the Fair Ground of the Expo in Hanover. We exhibited in pavilion No. 33 on 25 square meters our current ipocork Xtreme WRT mix, articles from ipocork Selection as well as new products for 2007.

The HolzLand Group is an important customer for sales of the wood segment (ipocork range) as in this association a huge number of wood-wholesalers as well as wood-retailers are united. Furthermore we produce a range of cork floating articles for this group under the private label HQ.

Until Saturday, October 7, 2006 nearly all HolzLand partners visited the Expo. As our stand was located vis-à-vis the HolzLand booth, nearly all customers also visited our stand and were informed by our sales team. Present on the stand were Mr. Piputa, Mr. Borghaus as well as the sales representatives Mr. Seht and Mr. Waechter.

### Sample Briefcase as New Marketing Tool

The sample briefcase of Wicanders, which was already presen-



ted on the DOMOTEX as a prototype, was meanwhile produced in the second charge. Nearly 4.500 pieces in total have been distributed to the customers. Besides the known ranges Originals, Personality and Identity also the new products Nuances and Vintage are introduced here as well as a part of the commercial articles from Series 1000 and Series 2000.

With big original samples and the emotional touched pictures from the current Wicanders Main Brochure, a broad overview of the complete Wicanders range is shown. Interesting features about the raw material Cork, laying manuals and information about maintenance and care are additionally included in this tool.

For a better presentation of the Series Nuances & Vintage, large pictures of visuals are shown in a separate folder. A CD ROM with technical data sheets, pricelist as well as an Xtreme WRT video complete the presentation. The sample briefcase is seen as benchmark for the presentation of cork floorings in our market.

## “Stories and Traditions from Japan”, sponsored by Amorim



Amorim, through Amorim Revestimentos, was the sponsor for the exhibition “Stories and Traditions of Japan” - the largest cultural exhibition about Japan held in Porto in recent years.

The twinned cities of Porto and Nagasaki inspired this event composed of three exhibitions. The event was held between 29 September and 30 October.

- “Traditional Japanese Dolls” (Collection of Beatriz Martins Janeiro, from the Toy Museum, in Sintra) was on display at Casa do Infante; also on display were the private collections of Ambassador Ingrid Bloser Martins and of the Japanese Embassy - Homage to Nagasaki.

- Casa do Infante also played host to an exhibition of Japanese scenes painted on silk, painted by Thuy Tien, and an exhibition of Japanese teapots, which form the private collection of Ambassador Ingrid Bloser Martins.

- CRAT - Regional Centre for Traditional Arts housed “Views of Japan at the end of the nineteenth century through Japanese engravings” - an exhibition created from the collection of Manuel Paias.

A number of cultural activities in traditional Japanese fields, such as Ikebana (Japanese floral art), or *Origami* (art with paper), were also performed in addition to the exhibitions.

## Amorim & Irmãos plays host to a delegation from the Australian Parliament

A delegation from the Australian Parliament accompanied by Australia’s Ambassador in Portugal, Mr. Luke Williams, visited Amorim & Irmãos’ premises at Coruche, on 20 October 2006.

The principal objective of the visit was to find out how Amorim cork stoppers are manufactured. The group was accordingly shown the processes related to cork stabilisa-

tion, the selection of the raw material, the manufacture of disks for champagne stoppers and the CONVEX boiling system.

The delegation from the Australian Parliament expressed its contentment and stated that it was very impressed, a fact that serves to strengthen relations with Australia.



# Gourmet Products

## Quinta Nova de Nossa Senhora do Carmo

Quinta Nova de Nossa Senhora do Carmo has just launched a new range of gourmet products: virgin olive oil and grape composites of the Tinto Cão and Touriga Nacional grape varieties. These products are produced from the estate's raw materials, processed in a manner fully respecting traditional methods. The products' image is based on simplicity and charm, and they are available in gourmet stores throughout Portugal.



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