

Amorim launches MATERIA®

An innovative collection of items and gadgets with a markedly individual style

Cork is Amorim.

Amorim is cork.

If it exists and prospers, it is thanks to the vision, ingenuity and work of successive generations of the Amorim family. Today, we invite the creative community to join us in making the most of this valuable and unique heritage: the cultural roots of cork, the material's versatility, the most advanced processing technology and the vast scientific knowledge in which make a constant investment.

And the result is an exciting one: a range of items which are unexpected, innovative... irresistible!

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CORTICEIRA AMORIM has a long history which reflects the dedication, determination, audacity and vision with which successive generations have revolutionised the world of cork.

Today, the Organisation is renowned for its commitment to the valorisation, promotion and processing of cork, an activity with a centuries-old tradition and culture, to which AMORIM adds Research & Development, know-how and creativity. The result is a vast range of environmentally friendly products and solutions.

In the International Year of Forests, we speak of cork oak forests, cork oaks and cork in full awareness of the potential of this world and its products in responding to the urgent needs of the Planet. However, we also speak of an unequalled raw material with unbeatable technical and environmental credentials which bring added value to the products and solutions in which it is used. This is for all of us a reason for pride.

This was the beginning of our challenge to the international creative community to, under the artistic direction of EXPERIMENTA, join CORTICEIRA AMORIM in this project, which opens up new paths for cork.

We brought together a diverse range of creative talent which did justice to the challenge with which they were presented, that of designing new applications for cork able to satisfy the requirements of more informed and cosmopolitan consumers. We added functionality, distinctiveness and design to the noble characteristics conferred on those solutions by cork, and... the results were surprising!

We invite you to observe the development of MATERIA®, CORK BY AMORIM, the brand new line of highly distinctive items and gadgets designed for everyday life: playthings for the young and old, lighting for a reading corner or to spice up time spent with friends...

The launch is taking place in Milan from 13 to 17 April in the Fuori Salone and at www.materia.amorim.com.

Choose cork: a present with design!

Cristina Rios Amorim

Director of AMORIM INVESTIMENTOS E PARTICIPAÇÕES, S.G.P.S., S.A.



MATERIA® CORK BY AMORIM

Inspiring, challenging, risking, questioning, surprising

THESE WERE THE MAIN GOALS SET OUT FOR MATERIA®, THE NEW COLLECTION OF CORK ITEMS CREATED UNDER THE DIREC-TION OF EXPERIMENTADESIGN FOR CORTICEIRA AMORIM. REVEALING ITS MANY FACETS AND GREAT POTENTIAL BEYOND THE TRADITIONAL APPLICATIONS IN THE WINE INDUSTRY AND FLOOR AND WALL COVERINGS. MATERIA® AIMS TO PUT CORK FIRMLY ON THE MAP OF CONTEMPORARY EVERY-DAY LIFE, IN THE FORM OF ITEMS WHICH ARE PLEASANT TO THE TOUCH, INTUITIVE, AND SIMPLE YET FLEXIBLE IN THEIR POTENTIAL FOR USE IN DIFFERENT LOCATIONS AND CONTEXTS.

To make MATERIA® a reality, EXPERIMENTADESIGN invited 10 Portuguese and foreign designers to explore the physical and sensory characteristics of this unique material and then transform it into surprising and involving items. The chosen designers come from different paths, generations and nationalities, but have in common the fact that they possess a markedly individual style. By giving their work a pronounced and distinctive character, this feature will undoubtedly prove to be a great asset in the creation of a new product line which seeks to be not just diverse, but also involving and relational. Each designer brings to the collection the influences and sensitivities which they developed over the course of their works, with an end result which is as surprising as it is enriching.



Inga Sempé, Elric Petit (Big Game), Pedro Ferreira (Pedrita) and Carlos de Jesus (CORTICEIRA AMORIM)

The **BIG-GAME** project (Swiss/Belgian designers) is marked by an acute sense of irony, exploring in unexpected but always relevant ways ideas such as throwaway, decontextualisation, application of noble materials to mass-produced goods and the contrast between cultural heritage and contemporary lifestyle.

Parisian designer **Inga Sempé** possesses a vast portfolio of items produced by major brands such as Edra or Ligne Roset. From lighting to furniture via utilitarian and decorative items, her work combines refreshingly simple and uncluttered designs with playful use of volume.

The Japanese collective **Nendo** seeks to create a surprise effect in everyday life. Proposing intelligent and novel ways to solve problems, perform tasks or organise the space around us, their creations challenge our wits and offer unique experiences in trivial situations.

Yael Mer and Shay Alkalay (**Raw Edges**), born in Israel, are driven by different points of interest: Yael is interested in transforming two-dimensional materials into functional forms, while Shay focuses on how objects move, function and react. They share the goal of designing entirely original items which establish a relationship of proximity with the user.

On the Portuguese front, **Filipe Alarcão** combines an incisive design process with experience and a global vision of brand management acquired during the coordination and artistic direction of collections, having worked with major brands such as Vista Alegre/ Atlantis, Asplund, TemaHome, Schréder, Senda, Cerâmicas S. Bernardo and Larus. In addition to authoring one of the items in the collection, **Filipe Alarcão** was also responsible for the coordination of MATERIA®.

He is joined by **Fernando Brízio**, of international renown as a result of his exemplary and consistent output based on the challenging relationship between item and user and the design of multidimensional objects which are not exhausted by a single function or interpretation.

Daniel Caramelo and **Pedrita**, designers from a younger generation, are already established names on the scene of Portuguese industrial production. Creator of the iconic Q coffee machine for Delta, **Daniel Caramelo** is co-founder of the Linha Branca (White Line) brand and founding partner of Diverge Design, working in the field of products and equipment. The **Pedrita** studio (Rita João and Pedro Ferreira) divides its time between equipment design projects and exhibitions for corporate and institutional clients. In parallel to this they also devote themselves to initiatives of an experimental nature combining artisanal heritage and traditional Portuguese industries with a playful touch.

Simultaneously developing limited editions, unique items and products produced by major brands, **Miguel Vieira Baptista** combines product design with extensive experience of atmosphere and exhibition design. Attention to detail and the juxtaposition of erudite and popular references convey eloquence and charisma to deceptively simple items.

With three decades of experience in design, **Marco Sousa Santos** is a major player in Portuguese design. Covering a range of product types in the fields of furniture and lighting, his clients include Csb, Tronconi, Moroso, Atlantis / Vista Alegre, Alma Home, Renault, Marividros, Sátira, Proto Design, Matceramica and Sony.

Once the challenge had been accepted, the next step was to organise a visit to the world of cork and CORTICEIRA AMORIM, with a double aim: gathering information and technical data, and fostering a relationship of proximity and empathy with the material, its history, tradition and context. Familiarity with the raw material and its respective working methods is central to design work. It was therefore imperative from the outset to have a detailed presentation of the morphological and physical characteristics of cork, which permitted the mapping of a possible spectrum of applications as well as the limitations and constraints inherent to its processing.

These aspects were covered in an intensive field trip which began in the cork oak forest, taking in a raw material processing factory and the factories devoted to production of stoppers, coverings and agglomerates. While for Portuguese designers this was an opportunity to expand knowledge, for foreigners it was a genuine revelation, beginning with the first stop on the two day itinerary: the cork oak forest in Coruche.

It is not often that going back to the origins of a particular raw material we are met with a scenery of such beauty and tranquility. Among young and centuries-old trees, surrounded by vegetation and the surreptitious sounds of the occasional bird or small animal, the designers were able to observe the decisive role played by cork in maintaining this ecosystem. Contact with the trees and observation of their natural surroundings vividly illustrated the detailed explanations of Carlos de Jesus, CORTICEIRA AMORIM's Director of Communication and Marketing. They focused on a number of aspects regarding the growth of cork, the importance of its removal to the survival of the tree and the demarcated geographical area in which it grows. The careful management of resources dictated by the long growth cycle and the preservation of the natural heritage of the cork oak forest make the cork industry one of the most sustainable in the world. One hundred percent biodegradable and recyclable, cork is also used in its entirety during processing.

The presentation of the stripping process highlighted the role of workers whose highly specialised knowledge and vast experience are decisive in obtaining cork planks with the best shape for subsequent processing.

Indeed, the importance of the human element and the appreciation of this know-how were factors which came as a surprise to the

committee, and which they would encounter throughout the visit, which followed the journey of cork from the tree to the finished product.

Travelling northwards, from the forest to the factories, the designers came into contact with traditional techniques such as extrusion, laminating and compression, as well as the new composites and transformation processes which the R&D teams have been optimising and which open up the way to new and more daring applications

Although the natural surroundings and aesthetic beauty of raw cork were a source of unexpected delight and inspiration, it was the scale of CORTICEIRA AMORIM's industrial capacity which most impressed the committee. In terms of the volume and diversity of its production, the cork industry has a truly impressive output, considering that it depends entirely on a natural and limited resource which is renewed only at extended intervals.

On the other hand, the investment in new technologies had a powerful stimulating effect on the designers, who were motivated to ask about and explore the limits of existing know-how, receiving excellent support from CORTICEIRA AMORIM's technical team.

After almost a year of creative and technical development, among prototypes, tests and adjustments, the first edition of the MATERIA® collection is about to reveal the complex personality of cork. The world launch will take place in Milan, during the prestigious Salone del Mobile, the media prominence and strategic importance of which have given it the status of a key event in the international design calendar (13-17 April 2011).





Interview with **Guta Moura Guedes**, coordinator of

MATERIA® CORK BY AMORIM

1. EXPERIMENTADESIGN was formed over 10 years ago, but only recently entered the field of consultancy to Portuguese industry. What was the reason for this move?

It was a natural progression of our project and our mission in the area of culture and design. This is to say, EXPERIMENTADESIGN was created as a producer of content and a platform for research and communication, and after a few years it observed that not only the success of its biennales and its visibility, but also the amount of information it possesses and the network of contacts it has built up have an exceptional market value and can be applied in other areas. They represent a substantial asset to a large number of companies or institutions which currently need to innovate and find new paths in order to become more competitive.

Hence the strategic decision to establish a consultancy unit, carefully selecting the clients with which we want to work. We began our activities with a clear focus on the cultural industries, adopting them as a pillar of sustainability for our organisation, to respond to the challenge constantly presented to us by the industry and institutions.



Guta Moura Guedes. chair of EXPERIMENTADESIGN

2. What are the main benefits which EXPERIMENTADESIGN can bring to an industry like Amorim?

EXPERIMENTADESIGN brings to Amorim and the cork industry an immense capacity for innovation as a result of the concepts which it develops and the creators which it invites to work with it. It also brings a powerful element of national and international communication bringing this raw material and Amorim to the attention of extremely demanding opinion-makers with a multiplying potential. Cork must continue to operate in a market characterised by excellence, and must surprise its target audience with its natural qualities but also the diversity and quality of the products in which it can be used. To achieve the goals of renewal, repositioning and innovation it is not enough simply to invite the right creators. Their selection, the definition of their briefing, the artistic and strategic direction of their work, the entire advertising component and the capacity for an international and global vision are all decisive factors. This is the field in which EXPERIMENTADESIGN operates and where the added value it offers becomes apparent.

3. What surprised you the most in this industry?

I was surprised by the co-existence of manual, low-tech processes in which the knowledge and experience of human resources are of such importance, with the industrial and processing capacity and the investment made in R&D in recent years. What I mean is, there is the preservation of what gives cork such an important character with such cultural resonance, the way in which the stripping of the cork oaks is carried out, the accumulated knowledge which affects the quality of the final product, while there has at the same time been a huge investment in the capacity to process cork and a great deal of technological progress resulting from the consistent and coherent research carried out by Amorim. The combination of these two aspects is a huge asset.

4. Considering your professional activities, which also take place abroad, what perception do you think foreign designers have of this raw material?

My opinion is that cork - compared to other materials - has been neglected by the world's best designers, though there are significant exceptions, such as Jasper Morrison, for example, or in the case of architecture Álvaro Siza, among others. It's funny, this wasn't the case in the sixties. Marcel Breuer, to cite just one example, made visible use of cork in his architecture, which is of an extraordinary quality. However, the perception which designers have of this material is still not very wide-ranging. What is happen-

ing right now is that cork offers qualities which are of fundamental importance to the 21st century, specifically its sustainable aspect, its flexibility and its elasticity. What I have observed since beginning these projects with Amorim is an immediate positive reaction and a great desire to try out this material. In the same way, on the part of the international press, when cork and its new applications are mentioned, there is an immediate reaction of interest.

5. In your opinion are there already quality items made of cork? If so, which ones best exemplify the potential of cork?

There are some great projects using cork, but not as many as the excellent potential of the material and the unique skills of Corticeira Amorim allow. I have always liked the stools designed by the Dutch company MOOOI, or those by Jasper Morrison. There is a great lack of smaller objects, more closely connected to everyday life, which are affordable and which better explore cork as a basic material and the results of Amorim's research. I think that the new brand, MATERIA®, will address precisely this issue.

6. What benefits can design bring to the cork industry?

Many. But it is important to realise that design is not a tool that can be used to save an industry. It is merely one of the elements which must be taken into account. You can have the best design in the world, and if your company doesn't properly organise its human resources, its sales, distribution, communication and marketing systems, nothing works. Everything has to be integrated, and design must be introduced at the start of the process and closely follow the production and marketing systems. Design brings creativity and the capacity to innovate, combined with a careful reading of the context and the market, but is always dependent on the overall performance of the company and the way in which it operates in order to bring its projects to fruition. The cork industry, which to the wider public, i.e. people in general, is still very much about stoppers or coverings, has a great deal to gain from the new pathways which design can open up to it. It must be kept in mind that the market is global and highly competitive, and design with quality, relevance and sustainability is something which is difficult to achieve. However, that must be the first and only goal of Portuguese industry, and there are many designers in Portugal with that capacity, though as I mentioned earlier the artistic direction and strategic design of these processes is also of decisive importance.

7. What does this EXPERIMENTADESIGN – CORTICEIRA AMORIM project consist in?

The project, which was developed over a long period as dictated by the nature of the challenge at hand, began with an invitation from Amorim for EXPERIMENTADESIGN to design and direct a project which would contribute towards increasing knowledge of cork and reinforcing cork's image in new market segments. We were greatly honoured to accept this challenge, mainly as it was presented to us by one of the major Portuguese groups with a proven track record of attention to the international situation and which has developed innovative strategies to respond to the new challenges of the global

market. Also of great importance to us was the fact that cork means so much to our country in cultural and symbolic terms, and the fact that we believe it is our duty to make a joint effort to promote and leverage what our country has to offer.

8. Why the need to develop two different approaches?

The two approaches complement each other and respond to what was requested of us, i.e. repositioning cork on the global market. We decided to do this by means of two projects, one with a very pragmatic nature and the other more research-based. The aim of the first project was to create a new brand for Amorim, which we called MATERIA®, and to design quality items which are relevant and affordable, with a confident, contemporary design, using Amorim's new skills. We sent the challenge to 10 designers, six of whom were Portuguese and four from other countries, and we are very happy with the results. The other project, simply called CORK, comprises a challenge to some of the most important creators in the world in the fields of design and architecture to think up new applications for cork. The first phase of CORK will result in a book and an exhibition, and subsequently the commercial application of its results will be examined in those cases in which it makes sense to do so. This project, which has a longer time frame, will be presented in special circumstances in a number of world capitals, with a PR and communication campaign suited to the potential resonance of the guest creators and the Amorim and EXPERIMENTADESIGN brands. To coordinate the two projects we invited the Portuguese designer Filipe Alarcão to work with us. I am pleased to emphasise here that the enthusiasm, vision and commitment of CORTICEIRA AMORIM's management have been absolutely extraordinary, as have the informed and knowledgeable accompaniment of the entire team assigned to work with us. Without such support and involvement, projects like these, which are always highly complex due to their innovative nature, cannot progress as they should.

9. This month (April) the Salone del Mobile (Milan) will take place. How important is the launch in Milan to the internationalisation of this new brand?

Immensely important. The Salone del Mobile di Milano and its Fuori Salone (where the most innovative and prestigious projects are displayed) is the stage par excellence for the presentation of new brands and projects in the field of design. There is a great deal of competition on a worldwide scale for the best locations in Milan for these presentations, given that the world's press and opinion-makers are in this Italian city, as are the main clients and the general public, for 5 consecutive days. The competition is immense! EXPERIMENTADESIGN was able to find a new venue in the Fuori Salone, which has not been used by any other brand before, in one of the most prestigious parts of Milan, Brera, for the presentation of MATERIA®, in the same area as Hermès, Established&Son and many others. MATERIA®, with an image, communication and packaging also created by experimentadesign, and which will have its own website hosted on the Amorim site, will be presented in an exhibition especially designed for the purpose, with a press-preview on 12 April and an inaugural cocktail on 13 April at 6:30 p.m. From the contact I have had so far with the international press, I am sure that the launch will be a great success.





Cork Awards distinguish projects in Japan

LAST DECEMBER, THE OFFICIAL RESIDENCE OF THE PORTU-GUESE AMBASSADOR TO JAPAN HOSTED THE CORK AWARDS CEREMONY, AN EVENT WHICH FORMED A PART OF THE INTER-CORK - INTERNATIONAL PROMOTION OF CORK - PROJECT WHICH DISTINGUISHED THE MOST ICONIC CONSTRUCTION PROJECTS RECENTLY CARRIED OUT IN THE COUNTRY.

Grammys adopt natural cork for their 2011 edition

CORTICEIRA AMORIM programme in US guarantees recycling of all stoppers pulled at official events.

As part of its commitment with regard to sustainability and in recognition of the central role played by cork in this regard, at the 53rd Grammy Awards ceremony only wines sealed using natural cork were served. The stoppers pulled at official Grammy events were subsequently recycled as part of ReCork, an initiative by CORTICEIRA AMORIM in the United States.

Allen Hershkowitz, senior scientist of the Natural Resources Defense Council and once of the mentors of this initiative in support of Portuguese cork congratulates the Grammys for the decision: "Choosing cork over petroleum-based or metal wine stoppers is one of the many small but helpful decisions that consumers can make every day to improve the health of our planet. I applaud the Grammys and other high-profile events that have embraced sustainability programs to protect biodiversity and reduce their carbon footprints.'

The decision in favour of cork was also extended to the MusiCares® Person of The Year, an event included in the official Grammys programme which this year paid homage to Barbara

The stoppers used at the two events will be passed on to the ReCORK recycling programme, an initiative by CORTICEIRA AMORIM in the US which is supported by American Airlines, Diageo and Aria Resort & Hotel, one of the largest casinos in Las Vegas, among others. So far, this innovative recycling programme has collected over 14 million stoppers in the US alone. The recycled cork is used in products manufactured by Sole, a specialist footwear company whose clients include NBA teams and the Special Forces of the US Army and Navy.

This year's edition of the Grammys was held at the Staples Center, in Los Angeles, on 13 February and broadcast live on CBS.



From left to right: Ambassador João Pedro Zanatti, Director of the Nezu Museum, Mr Nezu, and local representative of APCOR and Amorim Revestimentos, Paulo Trancoso

In the first category "Beautiful Design using Cork" the winner was the Nezu Museum, one of Japan's most renowned museums, designed by Kuma Kengo & Associates. According to the designers, the choice of cork was based on the material's excellent performance in the previous building, where cork remained in excellent condition after 20 years, and the fact that it is a natural and eco-friendly material offering exceptional characteristics.

In the second category, the Oriental Hotel Tokyo Bay by Gensler and Associates was the winning project. The Oriental Hotel Tokyo Bay, located in the vicinity of Disneyland Tokyo, boasts the peculiarity of having 48 rooms specifically for children. For this project, ensuring a high level of comfort and security for the children was a major concern, as a result of which cork was the ideal choice, with the added value of being a product which improves the quality of life of future generations.

The Cork Awards initiative largely surpassed expectations both in terms of the number of participants and the interest shown by guests in the issues raised. Among the guests were award nominees, clients of Amorim Revestimentos, architects, media and members of the embassy and AICEP (Portuguese Agency for Investment and Foreign Trade), which supported the event.

Iconic South African wineries return to cork stoppers

CORTICEIRA AMORIM was the selected partner



KLEIN CONSTANTIA, ONE OF THE MOST FAMOUS AND HISTORIC WINERIES IN SOUTH AFRICA, RECENTLY ANNOUNCED THAT SCREWCAPS WILL NO LONGER BE USED IN THE PACKAGING OF ITS PREMIUM WHITE WINE - THE PERDEBLOKKE SUAVIGNON BLANC - WHICH WILL FROM NOW ON USE A CORTICEIRA AMORIM NATURAL CORK STOPPER.

According to Adam Mason, the winegrower in charge of Klein Constantia, reduction problems noticed in lots sealed with aluminium caps were behind the decision to use natural cork stoppers to seal this magnificent white wine.

Exported all over the world, the complex Sauvignon Blanc is aged for around 10 months in the barrel and remains in the bottle for a similar period before going on the market.

"With this kind of maturation, there is a greater risk of the appearance of sulphides which - in my opinion - is exacerbated even further by using screwcaps" said Adam Mason. "This is a problem I have never encountered with cork stoppers. The reason behind our original switch to aluminium closures was the unacceptable percentage of stoppers causing problems, but in recent years I have observed a notable improvement in the performance of cork stoppers. Nowadays, the low risk of cork stoppers causing problems is by far outweighed by the inevitable presence of the effects of reduction in wines sealed using screwcaps".

This improvement in the performance of cork stoppers and their excellent environmental credentials, in conjunction with a growing awareness of the potential problems associated with alternative closures has sparked a change in choice of closure by a number of wineries, which are all returning to cork stoppers.

Just recently, quoting reasons of an environmental and technical nature, the Rutherford Wine Company based in Napa Valley also announced a return to natural cork stoppers. According to Steve Rued, the company's director of winemaking, "As a sustainable winery, cork is the natural choice for Rutherford. And from a technical perspective, there is nothing that protects and ages wine better than natural cork".

In the USA, with the aim of supporting wine consumers in their choices and preference for cork stoppers, an online guide was recently launched listing wines sealed under cork. The guide, entitled CorkWatch, containing over 1500 wines, can be accessed at www.corkwatch.org





Amorim Isolamentos

supports Uma Casa Portuguesa (A Portuguese House) project

A LIVING DISPLAY OF PORTUGUESE PRODUCTS. THIS IS THE CONCEPT OF *UMA CASA PORTUGUESA* (A PORTUGUESE HOUSE). A 100% PORTUGUESE HOUSE WHICH INVITES CONSUMERS TO SAMPLE AND DISCOVER THE COUNTRY'S PRODUCTS DURING THEIR STAY. THE AIM OF THE INITIATIVE IS TO BRIDGE THE GAP BETWEEN CONSUMERS AND QUALITY PORTUGUESE PRODUCTS WITH AN EXPERIENCE WHICH PUTS THEM IN DIRECT CONTACT WITH THOSE PRODUCTS.

Amorim Isolamentos will provide thermal and acoustic insulation for the house. Expanded cork agglomerate is a sustainable insulation solution manufactured without the use of additives of any kind. Made from a natural, renewable, environmentally-friendly and versatile raw material - cork - it provides very effective insulation, unlimited durability and is totally recyclable.

The architectural plan for the House combines traditional stone

construction techniques and the traditional concept of patio houses with contemporary requirements of comfort and habitability. In charge of the architectural design is Pedro Homem, an architect who has already worked with Carrilho da Graça in the past.

Patrícia Valinho, the promotor and person responsible for the project, discusses the thinking behind the initiative: "Portuguese companies need to show their products to the end consumers; if Portuguese people do not consume national products, why should the global market? The Portuguese economy would be more dynamic if everyone consumed a small percentage of Portuguese products. It is not about adopting protectionist measures, but policies which stimulate the economy: acting at home in order to take Portuguese companies abroad. *Uma Casa Portuguesa* is my contribution: creating a venue which favours consumption of Portuguese products, from the traditional to the innovative ones.

From August 2011, this local accommodation venue will be open to the public in one of the Slate Villages, Ferraria de S. João (municipality of Penela).



CORTICEIRA AMORIM

provided in 2010 free technical consultancy for 8.5 thousand hectares of forest areas

Surpassed goals and expectations lead to temporary suspension of the service

THE FREE TECHNICAL CONSULTANCY SERVICE PROVIDED BY CORTICEIRA AMORIM IS TO BE TEMPORARILY SUSPENDED, HAVING ATTRACTED EXTENSIVE PARTICIPATION BY FORESTRY PRODUCERS AND BODIES RESPONSIBLE FOR THE MANAGEMENT OF CORK OAK FOREST AREAS LOCATED IN PORTUGAL, SURPASSING THE EXPECTATIONS AND GOALS SET OUT FOR IT.

Having targeted 24 properties and around 8.5 thousand hectares of cork oak forest areas in 2010, the service will enable the introduction of good practices in the management of forest areas and biodiversity, leading CORTICEIRA AMORIM to make a very positive assessment of the initiative's outcome.

This measure was promoted and financed by CORTICEIRA AMORIM, as part of the Business & Biodiversity initiative and the protocol signed with AFN (National Forest Authority), the ICNB (Institute for Conservation of Nature and Biodiversity), QUERCUS and the WWF. The service was implemented to promote the execution of a diagnostic study enabling the identification of opportunities for incorporation of better practices with regard to the valorisation and sustainability of cork oaks and associated biodiversity.

Its resumption in 2010 followed on from the success of the two previous editions, carried out in 2008 and 2009. In this time, 25 estates and around 8000 hectares of cork forest areas benefited from the service.

Amorim Cork Composites presents Korko at Ambiente A new brand of home consumer goods

In keeping with tradition, Amorim Cork Composites attended the Ambiente trade fair, held in Frankfurt from 11 to 15 February. At this year's edition of what is considered to be the most important trade fair for products in the Home segment, Amorim Cork Composites presented Korko, a new brand of contemporary home goods made primarily from cork.

Korko is characterised by new product types with a targeted design, combining cork with other materials, and was very well received by potential clients as well as the press and opinion leaders.

In addition to Korko, the Magic Forest and Farm product lines by Corknature also caused a positive impression, with visitor numbers to Amorim Cork Composites' stand up 10% in comparison to last year's edition.





US wineries

consolidate their preference for cork stoppers

FIFTH CONSECUTIVE STUDY REVEALS AN INCREASE IN SALES OF WINES SEALED UNDER CORK

Premium American wineries continue to demonstrate a preference for natural cork stoppers, as can be seen from a new increase in their use. According to a study by A.C. Nielsen, published in January, wine brands which use cork enjoy higher sales figures than those using alternative closures.

This is the fifth consecutive study with positive results for cork stoppers, showing on the one hand an increase in their use and on the other a rise in sales of wines sealed under cork.

Of the 100 brands examined, over 10% recently adopted cork stoppers, bringing the total in this group to 74 wines, which saw

increases in sales of 10.3% compared to the previous year. The same increase falls drastically to just 3.6% in wines which use other closures. In addition to this, in recognition of the value which cork brings to products, is the value perceived by consumers in natural stoppers: the difference in cost between wine sealed with a cork stopper or an artificial one can be as high as 1.10 dollars (67 pence). This data from A.C. Nielsen takes on even greater relevance if one considers the period from 16 October to 8 January, in which the equivalent increase in sales for brands using cork stoppers was 10.8%, while that for other closures fell by 0.3%.

Angove Wines vintage, a prestigious client of CORTICEIRA AMORIM, celebrates 100th anniversary

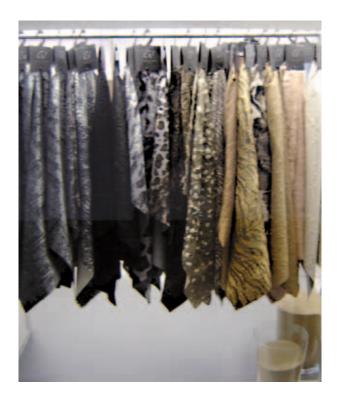
HERITAGE, TRADITION AND SUSTAINABILITY ARE THREE OF THE VALUES EMBRACED BY ANGOVE WINES, THE OLDEST WINE PRODUCER IN THE RIVERLAND REGION IN SOUTHERN AUSTRALIA, WHICH CELEBRATES THE 100TH ANNIVERSARY OF ITS VINTAGE THIS YEAR.

Heritage, tradition and sustainability are also values which are inseparable from the cork industry, with its centuries-old connection to wine which confirms the status of cork as the sealant of choice for nectars of the very highest quality. Its belief in this philosophy has been central to Angove Wines' long-standing business relationship with CORTICEIRA AMORIM.

The Twin Top® stoppers, suited to fruity wines and those not requiring long periods of bottle ageing are the product which is most sought after by this client.

Angove Wines started out in 1886, but it was in 1910 that the second generation built the region's first winegrowing establishment. "It's a big milestone for the company, to think that four generations before me have stood right here at the start of harvest and made wine" said director and fourth generation family member John Angove.

However, 2011 presents a challenge, with around 10 to 15 percent of the harvest affected by the heavy rains: "Our 100th vintage will not be our biggest, but if we achieve our planned intake it will rank as our third biggest vintage over the 100 years span".



Gierlings Velpor

takes part in another edition of Première Vision Paris

IN KEEPING WITH TRADITION, GIERLINGS VELPOR TOOK PART IN WHAT IS REGARDED AS THE MAIN TRADE FAIR FOR CLOTHING TEXTILES IN EUROPE AND THE WORLD, PREMIÈRE VISION, HELD IN PARIS.

Although this edition was devoted mainly to the Spring/ Summer seasons and Gierlings Velpor statedly produces items intended mainly for Autumn/Winter, the outcome was a very positive one, with visitor numbers and orders at over double the figures of the previous year.

This reaction proves the "new vitality" which the clothing market has recently been experiencing, and validates Gierlings Velpor's investment in a powerful image, with an innovative and creative collection and a bolder approach to the market intended to retain client loyalty by creating a relationship of proximity with them, even in seasons which by nature might not be as favourable.

It should be noted that Gierlings Velpor also took part in the *Munich Fabric Start* and *Milano Unica - Moda In* fairs, with equally excellent results.

AMORIM CORK COMPOSITES at BAU 2011

AMORIM CORK COMPOSITES ATTENDED BAU 2011, ONE OF THE LARGEST AND MOST IMPORTANT TRADE FAIRS IN THE WORLD IN THE CONSTRUCTION SECTOR, WHERE IT PRESENTED THE OFFERINGS OF ITS ACM (ACOUSTIC CORE MATERIALS), ACOUSTICORK AND CORKWALL BRANDS - SOLUTIONS CREATED ESPECIALLY FOR THE PURPOSE OF SUSTAINABLE CONSTRUCTION, ONCE AGAIN REINFORCING ITS WIDE-RANGING PORTFOLIO OF SUSTAINABLE PRODUCTS SPECIFICALLY DESIGNED FOR THE CONSTRUCTION MARKET.



The wall segment of the WallinBlock project, extensively covered in the media, was the great novelty from the ACM brand for 2011. Presented using a life-size model exemplifying the type of wall filling which can be achieved with cork (in granulate form or as a roll) in modular construction systems, WallinBlock attracted a great deal of attention.

Of the CORKwall products presented at BAU, the most prominent were the countless technical possibilities provided by cork wall coverings applied by projection.

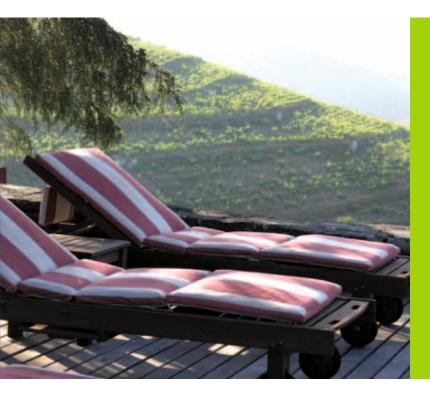
The Acousticork insulation solutions, more specifically the underscreed product line, stood out as a result of their excellent technical performance, alongside the sustainability element which is always present in the Amorim Cork Composites product range.

BAU is held in Frankfurt, Germany, in January every two years, and has always enjoyed record attendance levels. In 2011, visitor

numbers to this trade fair were up 12% on the previous edition in

2009, with a total of 238,000 visitors.





Easter in the Douro: why not?

QUINTA NOVA DE N. S. DO CARMO OFFERS A TWO-DAY EASTER PROGRAMME IN WHICH YOU CAN GET TO KNOW ONE OF THE DOURO'S FINEST *QUINTAS* AND EXPERIENCE EVERYTHING THE REGION HAS TO OFFER. AND WITH THIS YEAR'S LATE EASTER, EVEN THE WEATHER WILL BE IN YOUR FAVOUR!

From boat trips and museum visits to vantage points, visits to *quintas*, regional food and drink... soak up the region without hesitation and let yourself be carried away.

For more information please contact:
hotelquintanova@amorim.com

Pupils design houses with cork

Winners of the Educational Service of the Architecture Triennale propose cork

CORTICEIRA AMORIM sponsored the Educational Service, an initiative belonging to the Lisbon Architecture Triennale with the principal mission of providing to a wide-ranging and diverse audience a set of initiatives of an educational, recreational and cultural nature with a view to promoting the democratisation of knowledge.

At the beginning of the school year, the Educational Service opened a competition aimed at pupils from all of Portugal with the tagline "Imagined House". The challenge proposed to the pupils was to imagine what their homes would be like if designed by one of the countries represented at the exhibitions of the Triennale. Angola, Brazil, Denmark, Finland, Mozambique, Norway, Sweden and Switzerland were the cultures available to the pupils in order to understand the importance of architecture to everyday life and to the quality of life of different societies.

Pupils submitted models made from recyclable and sustainable materials such as cork. The proposals were evaluated by a jury comprising architects designated by the Triennale and by the Portuguese Order of Architects:

Diogo Burnay, Isabel Barbas, Joana Andrade and Flávio Barbini, nominated by the Amorim Group, and Elisa Marques, from the Ministry of Education. In all, 28 proposals were evaluated.

Three of the four winning projects in the competition's different categories used cork as a construction material for their houses.

Alongside the number of visitors attracted to the activities of the Educational Service - around 10 thousand participants - this fact



translates into a positive outcome for CORTICEIRA AMORIM's presence in the initiative.

The Triennale took place from mid October 2010 to January 2011, in three different venues (Berardo Museum, Museum of Electricity and Chiado Museum) and was attended by over 90 thousand visitors. CORTICEIRA AMORIM's partnership with the Triennale provided an excellent way of disseminating sustainable cork solutions for construction and reinforcing the technical and environmental credentials of CORTICEIRA AMORIM's vast product portfolio for this important market segment.





Tein Café Physiomed

Wicanders® continues to win over clients all over the world

Vinylcomfort, **Wood**comfort and **Cork**comfort: the charm and comfort of cork

In conjunction with vinyl, wood or applied on its own, cork offers irrefutable arguments - comfort, functionality and versatility - which make it the ideal solution for any kind of project or decoration trend. With the Wicanders® product line, Amorim Revestimentos' premium brand, a versatile palette of looks is combined with irreprehensible performance based on a natural material with unique characteristics.

Below are some of the latest projects carried out in Turkey, Canada, Germany and the US in which **Vinyl**comfort, **Wood**comfort and **Cork**comfort were the chosen floor coverings.

Turkey (Istanbul)

Tein Café, in Bahçeşehir: 250 m² of **Vinyl**comfort Chalk Oak Plank Loc;

Galata Muhallebicisi Café, in Nişantaşı: 300 m² of **Vinyl**comfort Provence Oak Plank Loc;

Pelit Cafe, in Ikitelli: 450 m² of **Vinyl**comfort Provence Oak Plank Loc;

Lovells Chocolate Café, in Etiler: 250 m² of **Wood**comfort Beech Taan Plank Loc;

Emre Arolat Architecture Office Project, in Etiler: 230 m² of **Wood**comfort Rustic Oak Plank Loc;

Clinix Hospital, in Feneryolu: 250 m² of **Cork**comfort Moonlight, in combination with 200 m² of **Vinyl**comfort Bianco Travertine and 100 m² of **Vinyl**comfort Volcanic Ash;

Dentist's Office Project, in Selamiçeşme: 300 m² of **Wood**comfort Bamboo Medium Vertical Plank Loc;

Pierre Loti Hotel, in Eminönü: 100 m² of Woodcomfort Mutene.

Canada, Germany and US

Physiomed (physiotherapy centres), in Vaughan (Ontario), Canada: 139,354 m² of **Vinyl**comfort Elegant Oak (applied in 3 clinics);

Hotel Hochwälder Wohlfühlhotel, in Losheim am See, Germany: 2000 m² of **Cork**comfort Linn Ciocolato;

St. Michelle Winery, in Woodinville (Washington), US: 1400 m² of **Cork**comfort.

Lovells Chocolate Café



Hotel Hochwälder Wohlfühlhotel







CORTICEIRA AMORIM launches DYN CORK

An innovative textile made of natural cork gives rise to new applications in the field of Eco-design

CORTICEIRA AMORIM, S.G.P.S., S.A., BY MEANS OF ITS SUB-SIDIARY AMORIM CORK COMPOSITES, S.A., AND SEDACOR – SOCIEDADE EXPORTADORA DE ARTIGOS DE CORTIÇA, LDA., HAVE FORMED A NEW COMPANY, DYN CORK – TECHNICAL INDUSTRY, LDA., WITH THE AIM OF DEVELOPING AN INNOVA-TIVE LINE OF CORK PRODUCTS.

At the origins of the DYN CORK project are the introduction into the sector of new printing technologies and recourse to laminating/ gluing technologies for products complementing cork.

Owned in equal parts by the two companies, DYN CORK will use printing techniques for cork in thicknesses which in the past were impossible. Thanks to an innovative gluing technology it is possible on an industrial scale to apply cork to extremely flexible and durable materials which reinforce its impermeability and mechanical resistance, as well as the thermal and acoustic properties of natural cork. This new technology will drive forward the expansion of cork's field of use to applications which traditionally use textiles and leathers, and the segments targeted by the company are interior decoration, footwear, textiles and the transport industry.

The new company, born of a partnership between two major companies in the cork industry, will begin operation in the second half of 2011 and intends to invest 2,500,000 Euros in the following 18 months.



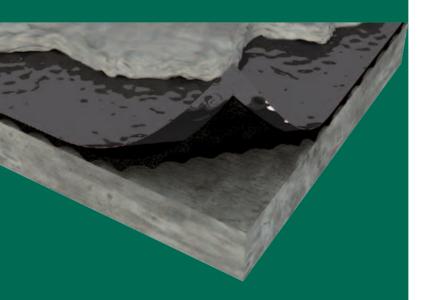
Charming Hotel Casa do Conto chooses Acousticork

CASA DO CONTO (HOUSE OF TALES) ARTS & RESIDENCE, A CHARMING HOTEL LOCATED IN THE MIDST OF THE CITY OF PORTO, CHOSE THE ACOUSTICORK UNDERSCREED NOISE REDUCTION SOLUTIONS FOR THE RENOVATION OF ITS ICONIC BUILDING AFTER ITS DESTRUCTION IN A FIRE.

As a result, this culture and hotelry project, created in a magnificent 19th century bourgeois home, will offer unmatched benefits with regard to acoustic and thermal comfort, achieved by using a cork solution by Amorim Cork Composites.

The final flooring will be polished screed, for which it is necessary to ensure insulation against impact noise, made possible in this case by the use of Acousticork Underscreed with a thickness of 8 mm.

Following the reconstruction, Amorim Cork Composites was able to carry out acoustic measurements of the solution, which proved the high performance levels of the Acousticork Underscreed range.



DOMOTEX and BAU

Amorim Revestimentos reinforces its positioning in Germany



In keeping with tradition, Amorim Revestimentos attended BAU and Domotex, Germany's two largest trade fairs in the construction and decoration sectors, with the latest flooring solutions from Ipocork® and what remains the Company's flagship brand on the international scene, Wicanders®.

At Domotex (Hannover), from 17 to 22 January, and BAU (Munich), from 15 to 18 January, the distinction, quality, comfort and eco-design lent by cork to any atmosphere were the primary features of the products presented at Amorim Revestimentos' stands.

According to Tomas Cordes, Marketing Director at Amorim Cork Deutschland, "today, the main trend in the construction sector is towards sustainable and renewable raw materials with a high level of quality. This trend has resulted in a significant increase in demand for our brands and their excellent uptake in this market. This situation is also influenced by the coherence of the advertising campaigns we have carried out in the country, as well as the campaign in praise of cork executed by the DEUTSCHER KORK VERBAND (German Cork Association)". Among long-standing clients and new contacts seeking to become better acquainted with the solutions presented, both trade fairs saw large numbers of visitors to Amorim Revestimentos' stands, suggesting a very promising year with regard to the German market.





Top Series® premium stopper collection presented in Paris

As part of its partnership with Selective Line, of the Verallia Group (Saint Gobain), CORTICEIRA AMORIM presented its Top Series® collection of capsulated stoppers for premium spirits in Paris. The presentation took place at the end of the year at Emballage

2010 – Salon International de l'Emballage, the largest and most prestigious international packaging fair in Europe, the Middle East

and Africa.

Prestige, Elegance, Premium and Classic Value are the four ranges which make up this luxury collection, created by Amorim Luxury Unit, which specialises in capsulated stoppers. The Prestige stoppers flaunt a daring and innovative look, based on luxury materials; the Elegance stoppers make use of materials such as ceramics, wood and metal; the Premium stoppers can be customised with logos, formats and other materials; the Classic Value range is designed according to the specific needs of each client.

With the tagline "Luxury by Nature", Top Series® is the result of a production process based on cutting-edge technology and solutions custom-made for each client, combining the benefits of sustainability and the unequalled performance of cork with the distinctive character of each product.

Wicanders® Coverings

receive "Best Product in terms of Quality" award at Domotex 2011

At the Domotex 2011 fair, held in Hannover, Wicanders coverings were deemed the "Best Product in terms of Quality", as voted by readers of "Eurodecor", a magazine specialising in decoration.

The prize was awarded in person by the editors of the magazine to Tomas Cordes and Sonja Stuckenbrock, of Amorim Cork Deutschland, and António Rios de Amorim, Chairman of CORTICEIRA AMORIM.

This was the third time that CORTICEIRA AMORIM received this award, an achievement which it also boasted in 2005 and 2009.



Sonja Stuckenbrock, António Rios de Amorim and Tomas Cordes



Miguel Sousa, of Amorim Revestimentos, at a Corkroadshow

CORKROADSHOWS present cork coverings

Amorim Revestimentos is taking its range of coverings with a cork appearance or made of cork combined with wood, vinyl, linoleum and parquet to a number of Portuguese cities, as part of a promotion campaign called CORKROADSHOW.

The succession of events, taking place from February to May of this year, is intended to present cork as a covering, praising its virtues and potential, which result from its status as an eco-design material offering unequalled characteristics in terms of sustainability.

The initiative is aimed at Amorim Revestimentos' clients, their sales teams and architects and professionals working directly with audiences in search of innovative, contemporary and trendy solutions offering a high degree of technical performance.

Each presentation included in the CORKROADSHOW includes a practical training element.

CORKROADSHOW schedule:

Fafe – 14 February Porto – 28 February Coimbra – 14 March Leiria – 28 March Torres Vedras – 29 March Lisbon – 18 April Lisbon – 2 May

Inspiration and Emotion with Wicanders® Parquet

AMORIM CORK DEUTSCHLAND GAVE A PRE-PRESENTATION OF THE NEW WICANDERS® PARQUET SAMPLES BROCHURE FOR THE GERMAN MARKET DURING THE DOMOTEX AND BAU TRADE FAIRS IN HANNOVER AND MUNICH. THE OFFICIAL LAUNCH OF THE BROCHURE TOOK PLACE IN FEBRUARY THIS YEAR.

The brochure brings together a selection of the main variations and looks, taking into consideration current trends in interior decoration.

All of the Parquet items presented - including Manor House, Boutique Selection and Metropolitan Selections - have already demonstrated their potential for high sales and look set to carry on winning over the construction and decoration sectors.





"Gallo Nero" Chianti Classico,

Cork and Design in a natural partnership

Cork played a central role in the launch of the new Chianto Classico wine collection presented in Florence on 15 and 16 February.

As a result of the partnership between Amorim Cork Italia, the Consorzio Chianti Classico and the IED (Istituto Europeo di Design) in Florence, cork, wine and design are seamlessly combined, embracing and ennobling values of tradition, sustainability, quality and modernity and reinforcing their crucial importance to the major producers of Chianti, a renowned winegrowing region in Tuscany. Under the tagline "Gallo Nero per Save Miguel", advocating the adoption of cork products as a more sustainable alternative for the consumer and the environment, the partnership was developed based on the following goals:

- · raising awareness of the importance of recycling used cork stoppers;
- · directly collecting all stoppers used in the wineries belonging to the Consorzio Chianti Classico (around 250 wineries);
- \cdot creation of a range of design items by the IED to be marketed by the Consorzio Chianti Classico.

The event, of international scope, included the presentation and early tasting of the 2010, 2009 and Reserva 2008 Chianti Classico vintages.

Over 500 people, including journalists from all over the world and winegrowers (from the 250 companies belonging to the Consorzio) attended the official dinner, where the iconic cork exhibition attracted a great deal of attention due to cork's special relationship with the prestigious "Gallo Nero" wines.



The Gallo Nero (Black Rooster) is the symbol of the Consorzio Chianti Classico, a foundation made up of winegrowers in the Chianti Classico region. Since the 1980s, the foundation has supported a range of research and development initiatives in the sector, with the constant goal of enhancing the quality of the region's prestigious wines.

Visitors captivated by cork at Japan **Home & Building Show**

A number of cork solutions for construction and interior decoration captivated visitors to the APCOR (Portuguese Cork Association) stand in the latest edition of Japan Home & Building Show, held in late 2010.

Cork, presented in a range of solutions from different perspectives, filled the stand, demonstrating its status as the material of choice for the 21st century, not just as a result of its proven benefits in terms of comfort, insulation and durability, but also for its environmental credentials and creative and innovative potential for the construction and decoration sectors. From floor and wall coverings to decorative items and the iconic cork kimono, designed especially by CORTICEIRA AMORIM for Expo Aichi 2005, numerous cork products and solutions were present at the exhibition, providing visitors with the opportunity to watch practical demonstrations of the acoustic insulation, ease of installation and durability of cork.

Participation in Japan Home & Building Show came about as part of the Intercork - International Promotion of Cork - Project, the largest ever advertising campaign for cork, aimed at extolling the virtues of cork as a product for the future, offering unique added value in terms of sustainability and infinite potential for different applications.

Amorim Cork Deutschland

cuts CO₂ emissions

In pursuit of its sustainable development policies, Amorim Cork Deutschland has posted a 53 tonne reduction in its yearly

This result was achieved thanks to a change in the type of electrical energy consumed - the Company now relies on renewable energy.

Combining productivity and the reduction of its environmental footprint, Amorim Cork Deutschland is thereby continuing its commitment to incorporate the environment into its business principles, in harmony with the eco-efficiency inherent to a material such as cork: indeed, in addition to being a natural, renewable, recyclable and biodegradable material, cork acts as an important CO₂ sink, and its overall life cycle has a positive effect on the environment.

New Wicanders® display

DURING SURFACES 2011, HELD FROM 25 TO 27 JANUARY IN LAS VEGAS/USA, AMORIM FLOORING NORTH AMER-ICA INTRODUCED A NEW DISPLAY FOR RESELLER SAM-PLES BASED ON THE TAGLINE "THE AMAZING FLOORS OF WICANDERS®".



This new practical and original sales aid made a very positive impression on customers both as a result of how the samples are presented and the sheer size of the display.

During the event and subsequent weeks over 400 displays were sold, a testament to the popularity of cork floorings among the American public.



Amorim Benelux elected "Supplier of the Year 2009"

AMORIM BENELUX WAS ACCOLADED WITH THE TITLE "SUPPLIER OF THE YEAR 2009", OFFICIALLY AWARDED LAST JANUARY BY THE PARKET TREE ORGANISATION.

This award is the result of an assessment of various suppliers by the 14 members which make up this Dutch organisation, based on a combination of the following criteria: collection, quality, price, frequency of visits by the sales manager, consumer service, complaints management and service in general.

Rob van der Storm, of Amorim Benelux, accepted the reward, which represents recognition of a commitment to quality and customer satisfaction in a market which is extremely demanding and of great importance to the coverings sector.

Pomares Moscatel, a unique Douro DOC

THE FIRST VINTAGE OF POMARES MOSCATEL, THE FRUIT OF A DESIRE TO INNOVATE, IS NOW AVAILABLE ON THE MARKET. IT IS A WINE WITH GOOD VARIETAL EXPRESSION, BUT WITH ALL OF THE DELICACY AND COMPLEXITY RESULTING FROM ITS TERROIR AND THE INNOVATION WITH WHICH IT WAS MADE.

Fermentation at a low temperature was followed by a period of ageing in stainless steel for roughly 3 months, resulting in a dry and out-of-the-ordinary Douro DOC.

This young and attractive wine of a citrine colour has an intense Muscatel aroma, with citrus notes enhanced by tropical fruit. On the palate it is creamy, with well-integrated acidity, an intense flavour and a very persistent finish.

It offers excellent value for money, as can be expected from the Pomares range.



Photo: Moema Quintas





Quinta Novaenters the US market with glowing praise

Recently arrived in the United States, Quinta Nova de Nossa Senhora do Carmo wines have been the subject of extensive praise by renowned world wine experts. The well-known Wine Spectator and Wine Enthusiast magazines and reputed wine critic Robert Parker, on his official website, awarded these wines surprising ratings: all wines tasted from the Reserva and Grande Reserva lines received over 90 points.

This is the best possible start to 2011 for Quinta Nova, with its wines distinguished in the US markets.

The specific scores are as follows:

Robert Parker, by Mark Squires:

Quinta Nova Reserva 2007 – 92 points Quinta Nova Touriga Nacional 2007 – 92 points Quinta Nova Colheita 2009 – 89 points

Wine Spectator, by Kim Marcus:

Quinta Nova Touriga Nacional 2008 – 92 points

Wine Enthusiast, by Roger Voss:

Quinta Nova Grande Reserva 2008 – 92 points Quinta Nova Reserva 2008 – 90 points Quinta Nova Colheita 2009 – 85 points Quinta Nova LBV 2005 – 89 points

These scores confirm the quality of these wines, placing them on the same level as great wines from around the world. "This result is also yet another international recognition of the serious and consistent work carried out by Quinta Nova in the creation of high quality wines", highlights Luísa Amorim, director of the Quinta Nova project.

The recognition comes after other high scores awarded by British wine journalist Jamie Goode, one of the most credible and renowned in the world, to Quinta Nova wines in April 2010. Scores above 90 (out of a possible 100) were displayed on Jamie Goode's blog (www.wineanorak.com) in the article "Quinta Nova de Nossa Senhora do Carmo: an important new producer of Douro wines".

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