



Business Support on Your Doorstep

II Inward Trade Mission for Commercial Agents to La Rioja (Spain)

Logroño, 3rd and 4th February 2016

Business Round – bilateral meetings.

The II Inward Trade Mission for Commercial Agents to La Rioja will join Spanish companies in different sectors: wine and food, footwear, Safety footwear, textile and fashion, metal-mechanical etc and commercial agents from European Union (France, United Kingdom, Germany, Italy, Poland, Austria, The Netherlands, Denmark...)

The event consists of:

- Bilateral business meetings previously established in individual agendas, between companies and commercial agents.
- Personalised Visits to Rioja companies' premises also previously established in individual agendas (according to the selection made by each commercial agent)

The Regional Business Federation of La Rioja is the promoter of the event, co-organized by Business Organisations from the above mentioned countries, all of them member of the Enterprise Europe Network (the Business Network of the European Commission).

Objective

Facilitate the international business of principals and commercial agents, and match principals' interests with Commercial agents that wish to enlarge their clients' portfolios.

Sectors represented.

- *Enterprises in the Agrofood Sector from one of the most important agrarian and agrofood industrial areas in Spain (Ebro River Valley- La Rioja): Sausages (serrano jam, chorizo...), Ready meal, tinned vegetables, other
- *Wine in Denomination of Origin Rioja,
- *Footwear (fashion and safety footwear)
- *Metal- mechanical Industry
- *Textil and fashion
- *Other.

Meeting place: Riojaforum.

Date: 3rd and 4th February 2016

Financing: Spanish companies, Regional Business Federation of La Rioja and Enterprise Europe Network.

Conditions of participation for Commercial agents:

Free travel and lodging for Commercial Agents from EU:

Commercial agents' travelling costs to/from Logroño and lodging expenses for three nights will be covered 100% by FER (free travel and lodging). Applications must be accepted.

In case of cancellation of participation after 7th of January 2016, cancellation costs will be charged to Commercial Agents (cancellation costs EU: 350 €).

Calendar.

16/11- 18/12/2015.	Commercial Agents register in: www.b2match.eu/eucommercialagents2016 or send the Registration form in word to EEN local point/FER (priority to prior forms). FER must accept the application to confirm the participation.
21/12- 30/12/2015:	Selection of Spanish companies which to maintain interviews with and to visit. Also envoy of a copy of the passport (for flights arrangements) and credit card data (to guarantee participation, no payment requested. If there are problems to obtain these data, we will give an alternative).
07/01/2016:	Envoy of definitive agendas of interviews and visits to commercial agents
From 14/01/2016:	Envoy of flight tickets to each commercial agent by e-mail.
03-04/02/2016:	Business Meetings in Logroño (La Rioja). (Agenda of interviews of 30 minutes each one in Rioja Forum), and visits to companies' premises according to the Commercial Agents' interests.

Agenda.

3TH February .

08.00 h.	Transfer to Riojaforum.
8.15 h.	Participants' Registration and delivery of documentation.
8.40 h.	Official Welcome with representatives of La Rioja Government and FER.
9.00 – 14.00 h.	Bilateral meetings according to previously established agendas.
14.00 – 15.30 h.	Lunch.
15.30 – 19.00 h.	Bilateral meetings or/and visits according to previously established agendas

4th February.

Visits to companies, prearranged according to the interests expressed by Commercial Agents. Visits could also take place during 3rd February.

Promoter: Regional Business Federation of La Rioja (Spain).

Contact: Sheila Argáiz, Sheila.internacional@fer.es . Tel: 00 34 941 271 271

www.fer.es

Video of 2015 edition (Spanish): http://sie.fer.es/fertv/entrada_22051.htm

Co-organiser organisations from Enterprise Europe Network.

