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www.southlandsvillage.ca





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Cover photo by Ian McCausland

Bramosia Chianti Classico DOCG

This world class wine is a modern chianti classico from the birthplace of romance, the heart of Tuscany.

Just as Cupid's arrow sparks the true bramosia, or desire, in love, this chianti classico brings passion to your palate with big fruit and sensual flavours.

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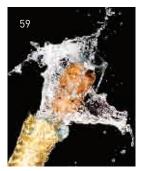












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Premium cheeses inspired by flavours from around the world.



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CHEESE

Cellar Door

Publisher and Editorial Director Lisa Muirhead lisa@poisepublications.com

Publisher and Marketing Director Megan Kozminski megan@poisepublications.com

Creative Director Ehren Seeland ehren@poisepublications.com

Contributors Tina Jones, Todd Antonation, Pauline Burnett, Mike Goreski, Gary Hewitt, Sylvia Jansen, Jill Kwiatkoski, Joel Lamoureux, Ian McCausland, Saralyn Mehta, Mike Muirhead, Karen Nissen, Darren Raeside, Kendra Roberts, Betty Setka, Richard Thurston, Rick Watkins

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Banville & Jones Wine Co. is a fine wine boutique in Winnipeg, Manitoba that specializes in promoting wine education and lifestyle. Opened by sisters Tina Jones and Lia Banville in 1999, it is located in a 3-storey Tuscan-inspired facility that houses fine wine and accessories, an educational facility, and a private function room.

Banville & Jones Wine Co. 1616 St Mary's Rd., Winnipeg, MB R2M 3W7 Phone: (204) 948-9463 www.banvilleandjones.com



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Rated 94 in Wine Enthusiast Magazine, April 2008.

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Photo by Joel Ross Studios

a message from tina jones

At Banville & Jones Wine Co., we are always looking for new ways to explore and expand our knowledge of wine and it is important for us to share the world of wine with our many friends, customers and colleagues. Many Banville & Jones regulars loved our newsletter, which for 9 years was our principal way of reaching our over 25,000 loyal customers. When Poise Publications approached me about a glossy wine lifestyle magazine, I knew it was the right time to grow and transform the newsletter into a publication that fully represents the wine lifestyle we love. The idea was perfect—so let's raise a glass and Salut! Here's to *The Cellar Door*!

Ask any wine lover, whether they have a beginner's palate or the coveted Sommelier certification, about their favourite bottle of wine, and prepare to be seated. Every bottle of wine has a great story. Experiencing wine goes beyond lifting a glass, not only the complexity of wine is enjoyed, the complexity of the moment is paramount. A good wine story is about the friends who share a glass; it's about the food that we discover; it's about the memory of a beautiful place or a perfect moment in our lives.

Like that unparalleled adventure that comes with each glass of wine, I hope the inaugural issue of *The Cellar Door* brings you a great new experience each time you pick it up. Enjoy the magazine and be sure to give us feedback—Banville & Jones Wine Co. and Poise Publications have produced this magazine for you, so that we may all come closer to sharing the great life that comes with our passion for wine.

All my very best wishes as we raise our glasses together! Here's to another new beginning! Cheers!

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ask a sommelier

When my partner spends a fortune on expensive wine from regional wineries and purports to "cellar" it, why does it taste terrible when he finally determines that it is time to open it? What is the proper method of cellaring wine (I assume the answer will not be "store it on the shelf under your microwave!"), and how do you know when it's peaking?

— Marnie McConnell

Dear Marnie,

Cellaring allows wines to evolve from obviously fruity and sometimes harsh youth into complex, elegant and silky maturity. Optimum cellar conditions resemble the environment of a cave—unwavering cool temperature (13°C is ideal), dark, moderately humid and vibration-free.

Cellared wines may disappoint because the wine was never intended to be aged; cellar conditions were sub-optimal—the longer the storage the greater the impact; or the wine was kept too long and dried out, i.e. lost its fruit concentration leaving only acid, alcohol and tannins. Or, you may not like the sometimes caramel, earthy, meaty taste of age.

Some age-worthy wines peak after a few years whereas others need at least 5–10 years. To hit the drinking window of a given wine, put down at least 3 bottles (12 is even better!) and monitor its maturation. Experts like to predict how a wine will age, but the best indicator of aging potential is the success of previous vintages.

- Gary Hewitt

Every time I drink red wine I get headaches, but I am totally fine with white. I have heard that it is the tannins that cause them. Is this true, or is there something else in red wine that causes them? Is there any red that is "headache-free"? — Ainsley Price

Dear Ainsley,

Good question. Since wines are complex blends of many components, there is no simple answer.

Tannins are often thought to be the culprit. Strong tea and chocolate contain tannins, so if those are alright, look further. Histamines and phenolics (from grape solids) are also thought to be a problem. Sulfites have been blamed, but white wines contain more sulfites than redsand other foods, like pickles and dried fruit contain even more. For some. oak does it. French oak tends to be tighter-grained than American oak, so some people find luck with French oak-aged wines, or no oak treatment *at all.* Others believe that pesticides and herbicides in the vineyard do it.

Low tannin wines (such as Pinot Noir), or Rosés might work for you. Or you might do better with wines from smaller producers who take an organic approach. But for some, it is impossible to predict.

The best solution is to keep track and see if you can find a pattern. The folks I know who have done this have made interesting discoveries!

On a final note, please remember that I am a Sommelier, not a doctor. Be sure to consult your doctor if you need medical advice. — Sylvia Jansen

Will the labelling of wine according to "cepage" eventually come to be the global standard even in places like France that still rely on the notion of "terroir?"

- Patricia Denton

Dear Patricia,

Great question, but a tough one to answer. While the "New World" almost exclusively bottles with the "cepage" (grape variety) on the label, most of the "Old World" (Europe) still labels regionally (eg: Bordeaux, Burgundy, Chianti, etc). The reason behind this is that the grapes that are grown in these regions have been grown there for centuries as they were found to be the most suitable to those regions. In fact, only 15 years ago, you could see Canadian wine labelled as Chablis (Chardon*nay*) because it reflected this style. International rules now do not allow that.

It is unlikely that we will soon see Bordeaux labelled as "Cabernet/ Merlot/Cabernet/Franc/Petit, Verdot/Malbec" or Chianti as "Sangiovese" in the near future, but we are seeing labelling changes beginning to evolve, especially in the South of France where

most producers can name their wines as a varietal under the French wine laws. We even have one producer, Mischief & Mayhem, from Burgundy that has started stating Pinot Noir and Chardonnay on their labels—who knows what doors this

could open.

- Mike Muirhead

If you have questions for our Sommeliers, please submit them to www.banvilleandjones.com

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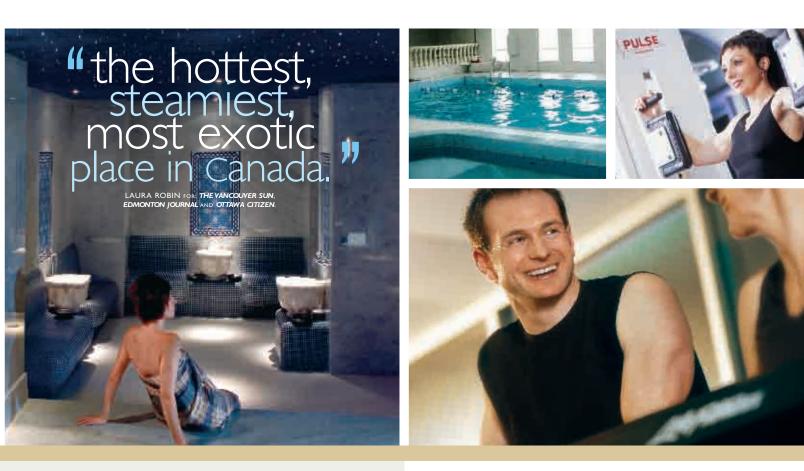
DINING

Experience The Fort Garry's award winning Sunday Brunch or our legendary daily breakfast. The Gallery Deli and Gift Shop is open around the clock for confectionaries and light meals. Relax in the Palm Lounge with refined live jazz nightly and a wide variety of superb menu selections.

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Other amenities include: complimentary coffee, tea and cookie delivery to all guest rooms, L'Occitane beauty products, wireless printing from your room[†], free local calls, pay per view movies and video games.

product review

PRIVATE PRESERVE

Private Preserve is the answer to those nagging doubts you have about opening a nice bottle of wine that you know you will not finish immediately. One shot of the inert gasses will allow you to "reseal" your wine and prevent oxidation, for months if necessary. The product also works to prevent oxidation in port, sherry, single malts, single batch bourbons, old Cognac, sake, ultra-fine tequila, and in the kitchen, fine cooking oils and vinegars.

Product website: www.privatepreserve.com Price: \$18.99

WINE SKIN

PRIVATE

Perfect for the travelling wine lover! This simple packaging fits most bottles of wine (up to 750 ml), and provides a safe and effective way to package and transport your wine purchases. The bubble wrap-lined bag has an inner and outer seal to ensure the safety of both the bottle, and other valuables that will be travelling with your wine. Whether you are bringing wine back home from your overseas travels or packing it in the trunk for a trip to the cottage, you can be sure that your wine will arrive intact!

Product website: www.ftscontent.com Price: \$2.99



EISCH BREATHABLE GLASSES



poured into an Eisch Breathable Glass will show signs of aeration equivalent to the same wine that has been decanted and aerated for 1 to 2 hours. This fully natural process takes place within the wine itself, letting the wine's aroma and palate impression become more open and generous, while maintaining the original character and structure of the wine. In addition to wine, Breathable Glasses can also improve the taste of spirits, fruit juices, and mineral water.

> Product website: www.eisch.de Price: \$15.99 - \$34.99

WINE DECANTERS

Wine decanters are not only useful for decanting wine (separating the sediment from the wine and allowing your wines to open up and breathe), a finely crafted decanter is an artistic piece to add to any table setting. Banville & Jones carries a broad range of wine decanters, including the always-beautiful Eisch line, one for every budget to grace your table, or as a beautiful and unique gift.

Product website: www.eische.de Price: \$19.99 – \$189.99



SWISSMAR CHEESE KNIVES

Banville & Jones carries a broad range of stainless steel Swissmar cheese knives. The Moist Cheese Knife features a fork on the tip to lift cheese and holes through the blade to prevent cheese

from sticking. Also featuring the same blade, the Soft Cheese Knife is made specifically for cutting soft cheeses such as brie, Camembert, and Gruyère. The Cheese Plane is designed to shave off even, consistent slices of cheese such as cheddar, swiss and Monterey Jack. The Cheese Cleaver is ideal for cubing cheese like mild cheddar, havarti, swiss, and colby. The Two-handed Cheese Knife is perfect for cutting pieces from large cheese wheels.

Product website: www.swisscatalogue.com Price: \$14.99 - \$19.99

WINE AWAY

Finally, an answer to your red wine spills. Forget all the home remedies you have tried that only end up smearing the stain: Wine Away is widely recognized as the most effective red wine stain remover, and the best part is that it is non-toxic. Derived from fruit and vegetable extracts, this product contains no bleaches or phosphates, making it safe for use around children and animals, and safe for all of your fabrics. Check out their website for great tips!

Product website: www.wineaway.com Price: 80z \$10.99; 12 oz \$15.95 **®** hine Away



ANTWERP

WINNIPEG

TORONTO

behind the label: la vis

By Mike Muirhead



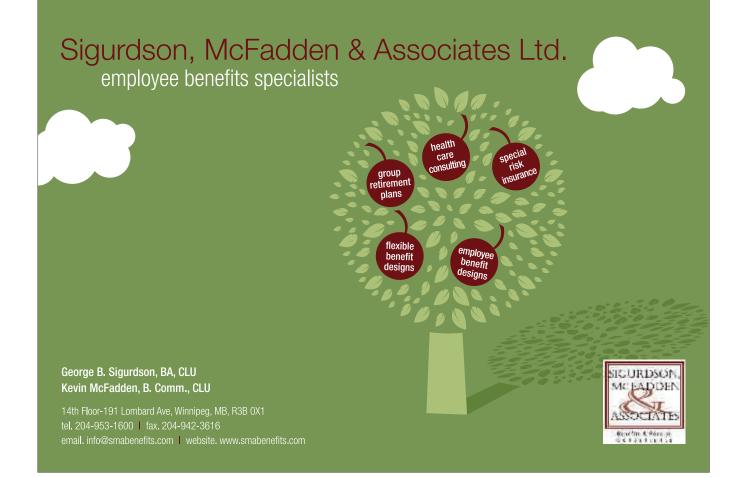
As the saying goes, what was once "old" becomes new again. La Vis has been producing wine for decades, but it is their achievements in the last 10 years that have made them one of the true innovators of the modern wine world.

La Vis is located in Trentino Alto Adige, Italy. The winery runs as a co-op, meaning that they source fruit from many local producers. This may seem like an easy way to make lots of inexpensive wine, but at La Vis, their main focus is quality.

Many wineries buy grapes in tons per acre, which is a simple economic equation that means the more grapes you pull off per acre, the more wine you can produce. But these economics are where the problem lies. Much like when you plant your tomatoes too close together, high volume does not mean good quality—and this is where La Vis has become a quality leader. La Vis pays their growers solely by the acre. If one ton of grapes or 10 tons come off those acres, the grower gets the same amount. This has motivated growers to produce better grapes, not more grapes. And La Vis is watching, too. The growers who produce the best grapes over the years get more for their acreage, so it gives all growers something to strive for. The better the grapes, the better the pay—and for us, the better the wine.

La Vis has watched this process unfold over the last 10 years, and has gone on to take those best parcels of land and create special cuvées (or blends) from these wines. Grape growers are given bonuses if their grapes make that grade.

It all comes back to the winery knowing that if they produce a great wine at a great price, the consumers will love it. In the end, good wine always starts with good grapes. \mathfrak{B}





RARE, YET WELL DONE

When you like your steak rare, but you want it served in a classic setting, only the biggest and best will do. Giant lobster, jumbo prawns and huge cuts of the rarest beef in Canada – richly marbled Canadian Prime certified Alberta beef are now being served in this historic, million-dollar riverside mansion on Wellington Crescent.

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Experience

banville & jones and company



Banville & Jones Customer Appreciation evening (clockwise from top left): Lorainne Dodick & Caron Procak; Peggy Van Elslander & Doug Stephen; fine wines for our guests; Robb & Christie Denomme; Jeff Glover, Jim Morden, Mike Jones, Jackie Stephen; Joel Lamoureux & Dave Procak; Winemaker Pierluigi Tolaini & Christopher Sprague, Sommelier of Platinum Wine List Award winner 529 Wellington at the Winnipeg Wine Festival



An exclusive wine tasting evening for *The Cellar Door* advertisers: (clockwise from top left): Megan Kozminski & Lisa Muirhead; Donna Remillard, Pam Kaspick, Dr. Sonia Singh-Enns; Lorie Intrater, Mike D'Andrea, Kathy Schwartz; Jason Johannesson, Patti Johannesson, Tina Jones; Jason Abbott, Mike Muirhead, Kyle Romaniuk; Tina Jones & Kevin Neiles; Ivan & Janeen Balenovic

banville & jones events

WINE IN PAIRS

Our Wine in Pairs tastings are a combination wine tasting and food pairing class. You will experience 6–8 small dishes with 6–8 wine pairings. Tasting in pairs is the ultimate way to understand matching food and wine! Guest chefs from the city's finest restaurants and our team of wine experts will delight you with their creations.

Start Time: 7:00 pm

Cost: \$69.99 per person, plus taxes (unless otherwise noted)

Where: Saturday events are held on our main floor and are wheelchair accessible; weekday events are held in the 2nd floor Tuscan Room

Friday, October 24: Savour South America with Dandelion Eatery Friday, November 7: National Treasures with Amici Catering Saturday, January 10: Wines for 2009 with Amici Catering Thursday, January 22: Escape to Australia's Summer with Chef Craig Guenther Friday, February 13: Red Hot Reds with Chef Craig Guenther Saturday, February 21: California Dreaming with Dandelion Eatery

COOKING AND WINE TASTING CLASSES

Our demonstrative Cooking and Wine Tasting classes are held upstairs in the Tuscan Room with some of Winnipeg's finest chefs. These evenings are a great way to learn cooking and wine pairing techniques from experts in the culinary field. The evening includes exclusive wine pairings, gourmet food tasting with recipes and a Banville & Jones apron for you to take home (a \$15.00 value)!

Start Time: 7:00 pm Cost: \$89.99 per person, plus taxes Where: 2nd floor Tuscan room

Wednesday, November 5: Holiday Entertaining with Oui Bistro Tuesday, January 27: Oui Bistro Wednesday, February 18: Hot and Spicy with Rembrandt's

LUXURY TASTING

Once a month, our wine experts open the doors of our Specialties cabinets to explore some of Banville & Jones's exclusive treasures. Each evening will include an in-depth wine presentation by Gary Hewitt (Certified Wine Educator and Sommelier Instructor), Sylvia Jansen (Certified Specialist of Wine and Sommelier), or Darren Raeside (Sommelier). The 6–8 wines presented will be of exceptional quality and are amongst the best in the world. Each evening is limited to 16 guests.

Start Time: 7:00 pm Cost: \$99.00 per person, plus taxes Where: 2nd floor Tuscan Room

Thursday, October 16: Hottest Napa Cabs Thursday, November 13: Fine Ports of the World Thursday, January 15: All that Glitters: Champagne Thursday, February 26: Pinots: Gris, Noir, Blanc

TASTING TOURS

Wine & Cheese Wine & Cheese pairs some of our favourite wines with a selection of Bothwell cheeses. Friday, October 17 Friday, January 23 Friday, February 27

Wine Lover's Walkabout

Wine Lover's Walkabout is our version of Happy Hour! Held in our Tuscan Room, it is a great event to mingle with other wine enthusiasts and taste some fun wines selected by our experts. Friday, January 9 Friday, February 6

Tasting on the Terrace

Tasting on the Terrace celebrates summer in Manitoba. Join us on our beautiful Tuscan terrace for a wonderful summer evening of wine tasting! This is a seasonal event that will resume in the late spring, weather permitting.

For all Tasting Tour events:

Start Time: 7:00-9:00 Where: 2nd floor Tuscan Room Cost: \$35.99 per person, plus taxes

To reserve your space or book a private wine tasting event, call 948-WINE. • Tickets are non-refundable but are exchangeable up to 14 days prior to the event. • When reserving with a Banville & Jones Gift Card, we require the card to confirm the reservation. • We sincerely apologize that events held in our 2nd Floor Tuscan Room are not wheelchair accessible.

Visit www.banvilleandjones.com for info about our wine enthusiast classes in Assiniboine Community College's Continuing Education program in Brandon.

banville & jones wine institute

SEMINARS

Wine Basics, Level 1 Designed for the beginner wine enthusiast. *Two evenings: October 23 & 30 or January 7 & 14; 7:00 – 9:00 pm; Cost: \$69.00 per person.*

Beyond the Basics, Level 2

An intermediate course designed to build upon the knowledge gained in Level 1. Four evenings: January 29; February 5, 12, 19; 7:00–9:00 pm; Cost: \$139.00 per person.

Wine Wisdom, Level 3

This is an in-depth course that allows you to explore the wine world as well as prepare students to write the Certified Specialist of Wine (CSW) qualifying exam. *Go to www.banvilleandjones.com for spring dates. Cost:* \$299.00 per person.

ISG CERTIFICATION

The International Sommelier Guild (ISG) program is intended for wine enthusiasts and for those pursuing a career in the food and hospitality industry. Four courses lead to certification as a Professional Sommelier and ultimately to a Grand Sommelier Diploma.

Banville & Jones Wine Institute joins an international group of schools offering the ISG program in Canada, United States, Australia and South America. We are proud that our own wine educator, Gary Hewitt, has achieved the high standards required of ISG instructors and will present our programs.

ISG Wine Fundamentals Certificate, Level 1

This introductory, 8-class course for the wine novice or enthusiast provides an introduction to the basic aspects of sensory evaluation; wine terminology; grape growing and winemaking; food and wine matching; wine storage and aging; and wine service. Level 1 explores wine based on the major grape varieties and their distinctive characteristics. Up to 60 wines, including fortified and sparkling will be tasted.

Although the course is presented in a casual, fun atmosphere, students must pass a multiple-choice exam to obtain certification. Duration: three hours, once a week, for 8 weeks (non-consecutive). Start: November 18, 2008 (Tuesdays) Cost: \$550.00.

ISG Wine Fundamentals Certificate, Level 2

Level 2 expands upon the topics in Level 1 plus beer and spirits are introduced. The overall emphasis of Level 2 shifts to the study of regional wines with the introduction of regional wine laws, and broad-ranging tastings of more than 100 wines from Old and New World wine regions. Level 2 culminates in an intense 3-hour, 3-part exam.

The goal of this course is to prepare you for the Sommelier Diploma Program.

Duration: three hours, once a week, for 16 weeks (non-consecutive). Start: February 9, 2009 (Mondays) Cost: \$900.00.

Certified Specialist of Wine (CSW) exam

Banville & Jones offers the Certified Specialist of Wine exam on behalf of the Society of Wine Educators. Successful participants obtain the designation CSW, Certified Specialist of Wine, which is recognized in the wine industry throughout North America.

Although there are no prerequisites for this exam, it is strongly recommended that you attend Level 3, Wine Wisdom and work through the CSW study guide.

Dates to be determined based on a minimum number of registrants.

Cost: \$599.99, plus taxes

Registration fee includes the cost of the exam and the CSW Study Guide. CSW Exam Study Guides must be ordered a minimum of 60 days in advance of the exam and are non-refundable.

ISG Sommelier

Diploma Program, Level 3 The SDP curriculum covers viticul-

ture, vinification, tasting techniques, cellaring, investment strategy, menu design, and regional analysis of wines, spirits, and beer. You will taste over 400 wines. A key objective of the program is the development of a high standard of wine service backed by knowledge, experience and technical expertise.

To achieve certification, candidates must successfully pass a 5-part, 2-day examination that covers wine knowledge, restaurant wine management, wine service, and blind tasting.

Duration: 23 classes, 8 hours per class presented over approximately 6 months. Start: September 13, 2009 (proposed)

Cost: \$2,700.00.

All seminars are held in the 2nd floor Tuscan Room. We sincerely apologize that our Tuscan Room is not wheelchair accessible.

Contact Banville & Jones at 948-WINE (9463) for registration information. Gift certificates are available for all courses except ISG.

holiday baskets



THE DONNA LAURA COLLECTION

From Winnipeg winemaker Lia Banville comes the Donna Laura Collection: one each of Ali, Alteo Chianti and Bramosia Chianti Classico, beautifully displayed in our Banville & Jones peek-a-boo 3-pack. – \$55.99



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Our Santa's Complete Holiday Entertainer basket includes everything you will need for that special holiday evening. – **\$99.99**



ULTIMATE HOLIDAY ENTERTAINER Our ultimate holiday basket includes everything you'll need for entertaining during the holiday season! – \$149.99



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THE SWEET TOOTH This specially-designed basket is perfect for the chocolate lover in all of us! – \$54.99



SIMPLY SAVOURY Just what you'll need to satisfy those holiday cravings. – **\$54.99**

SOLO WHITE OR SOLO RED

Our Banville & Jones solid Belgian chocolate emblem with one bottle of red or white wine is wrapped in our exclusive reusable ice bag. – **\$19.99**

THE DUO

One bottle each of red and white wine is cradled in our exclusive, hand-crafted wooden duo crate. – \$36.99

holiday cases

ALL WHITE GEMS

A selection of our favourite dry white wines (3 bottles each of 4 different wines; 12 bottles in total) - \$119.99

HOLIDAY REDS

An award-winning selection of our favourite dry reds (3 bottles each of 4 different wines; 12 bottles in total) – **\$119.99**

WINES OF DISTINCTION

A distinct collection of 6 reds and 6 whites (4 types, 3 bottles of each) —one bottle for each of the 12 days of Christmas – **\$165.99**

Notes: Limited quantities available • Sorry, no substitutions • Banville & Jones reserves the right to substitute a product in the event of a stock shortage. • Banville & Jones will deliver anywhere in Winnipeg for \$10 per location. Order any of our holiday baskets and gifts online 24-hours a day at www.banvilleandjones.com

exclusive holiday offer

TOLAINI AL PASSO CRATES



ONE FOR THEM, TWO FOR YOU A perfect holiday gift! Buy 3 bottles of Tolaini al passo and receive a hand crafted Banville & Jones slide-out wood box.

\$75.99 regular: \$100.96

BANVILLE & JONES GIFT CARDS

Holiday shopping made easy! Purchase a Banville & Jones gift card in any denomination to use toward anything in the store, including any of our wine education events and classes! Free imported Italian gift card packaging with the purchase of a gift card valued at \$25.00 or more.

HOLIDAY HOURS

November Remembrance Day: 1 to 6 December Sunday: 12 to 6 Monday to Saturday: 10 to 9



Special Holiday Hours December 24: 10 to 4 December 25: Closed December 26: 12 to 5 December 31: 10 to 5 January 1: Closed

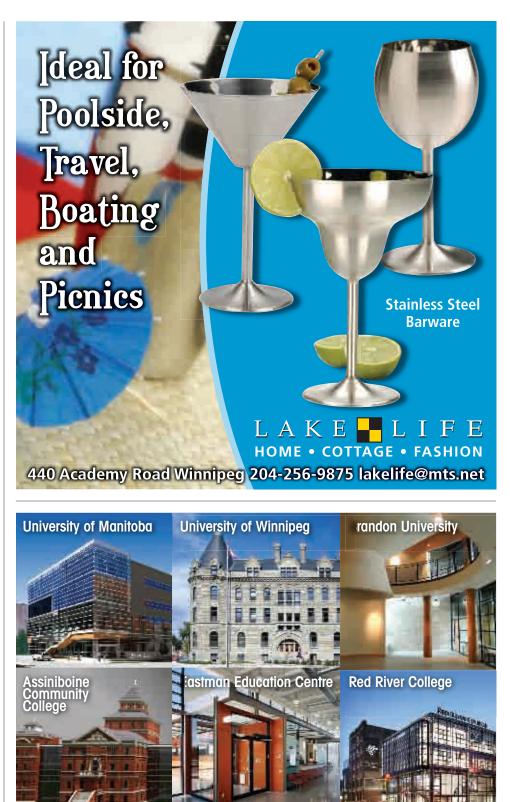
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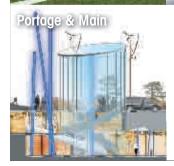
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Ve are pleased to announce that effective April 1, 2008 Cibinel Architects .imited has assumed the business formerly carried on by Corbett Cibinel Architects. George Cibinel became the sole operating partner of Corbett Cibinel Architects on June 15, 2006, to lead the transition to Cibinel Architects Limited. We are excited that this transition is now complete and effective April 1, 2008, all ongoing projects and outstanding professional obligations will be assigned to Cibinel Architects Limited.

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MANITOBA INSTITUTE OF CULINARY ARTS: OUR STUDENTS HAVE A PASSION FOR WINE!



A Manitoba student is heading to Ontario to pursue career options she had never dreamt about a year ago.

Lindsay Schellenberg is enrolled in the Hotel and Restaurant Management program at the Manitoba Institute of Culinary Arts in Brandon. After organizing a wine festival as part of her studies, her fascination with the wine industry led her to summer employment with Angel's Gate Winery in Niagara.

"I was impressed by Lindsay's passion for wine and for what we do here," says AJ McLaughlin, Vice-President of Sales for Angel's Gate.

Lindsay credits MICA for giving her that passion. "The instructors have a desire for people to be successful," she says.

The Manitoba Institute of Culinary Arts at Assiniboine Community College in Brandon is one of Canada's premier culinary institutes, preparing students for careers throughout the hospitality industry.

Join us November 13th for an eight course legacy gala dinner with exquisite food and wine pairings. Call 1-204-725-8722 for ticket information. Proceeds from the Legacy Gala Dinner will fund the students' viniculture field school.

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gary's corner



By Gary Hewitt

Despite jetlag and a hectic schedule, winery owner and vintner Marc Valentini, speaks with the passion of someone who loves what he does. His forum, a winemaker's dinner to showcase his wines, came at the end of a Canadian tour and a week-long visit to Winnipeg.

Marc spoke earnestly. He spoke of vineyards and specific vines, of vintages and of how the wines, like children, grow up. He presented, for the first time in Winnipeg, his Chardonnay. His excitement was palpable-the wine wowed with its elegance, refinement and youthful promise of complexity. Marc was pleased, not so much because we will buy the wine (there are only 150 cases that would easily sell in France), but because we love his baby. He spoke openly about how he will raise the next generation and the changes that he will make in their upbringing (parents should be so lucky).

During dinner, casual table conversation revealed that part of Marc had already returned home, his anxiety about weed growth among his vines having drawn his mind before his body could follow. His investment of soul was clearly evident.

Marc's wines, Le Grand Vallat from the Côtes du Ventoux region just

north of Marseilles in south France, are balanced medium-bodied wines that evolve from firm young wines with restrained character into complex regional wines begging for food. The firm tannins of the reds and the medium intense fruit don't pamper the mouth with round easy accessibility, instead they make a statement with lavender echoes of the region's garrigue.

Undoubtedly, the wines have a sense of place, a quality that many will quickly term *terroir*, the mélange of factors-soil, climate and vinevard site-that go into the making of a wine. Some think terroir gives a wine its personality. For example, in Marc's red wines, the Provençal herb character likely results from wind transfer of essential oils from local resinous herbs onto the maturing grapes. Such character is certainly terroir-based. However, modern viticultural specialists claim many terroir effects can be mimicked through the use of modern vineyard techniques and that certain revered vineyards of the Old World may not be as special as they seem.

Personality in wine is not just in the soil or climate but also in the human touch. Whether a producer chooses to obliterate terroir by the use of supercharged ripe grapes and a carpenter's dream of new oak or to lend full expression to the vagaries of each vineyard in each vintage, winemaking can be a personal, artistic expression of self. We consumers can revel in the personality of a wine as we grow to know it and thereby know the producer (or vice versa!).

For the curious, wine is the unique beverage that allows us to pinpoint its source *and* to know its makers. The importance of this to the deep enjoyment of wine is enormous. In the case of Marc's wines, we can say that to know Marc is to know his wines (or vice versa!).

GOT PERSONALITY?

Renaissance Man Burge Family Wines, Barossa Valley, Australia Rich, thoughtful, complex wines from Rick Burge, a complex and thoughtful man.

Community First Dutschke Wines, Barossa Valley, Australia

Wayne Dutschke thinks globally and works locally in the creation of wines of strong character based on a foundation of family and community first.

Cosmic Messenger M. Chapoutier,

Rhone Valley, France

A world leader in the practice of biodynamics who is willing to let each wine fully express the personality of each different vintage.

Let it be

Weingut Lingenfelder, Pfalz, Germany

Thirteen generations, father to son, instill Rainer Lingenfelder with the confidence that the wines know best.



Against the flow Viña Casa Marin,

San Antonio Valley, Chile

Diminutive Maria Luz Marin takes on the big boys of the Chilean wine industry with highly evocative wines from vineyards on a climatic razor's edge, only 4 km from the Pacific Ocean.

Deep Thought Co-op Cantina Terlano, Trentino-Alto Adige, Italy

Low yields from highly specific sites give varietal wines with a depth of minerality that suggests the vine roots go to the centre of the Earth. **10** © 2008 Porsche Cars North America. Porsche recommends seat belt usage and observance of all traffic laws at all times.



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from Sawmill Creek to SOMMELIER

By Saralyn Mehta

few months ago I stood in my home office and hung up my brand new Sommelier diploma. I laughed to myself and wondered how I went from Sawmill Creek to Sommelier in just 4 years. I realized a single glass of wine was the tipping point— Yarra Yering Dry Red #1.

There is nothing wrong with Sawmill Creek. In fact, a colleague of mine, whom I call Mentor, is quite right when she says that the two most important questions to ask yourself about any wine are: do you like it and are you willing to pay the sticker price? Still, my own tastes have moved to different wines.

Getting into wine is a curious journey; mine began by accident. Four years ago I was a stay-at-home mom with many years in the restaurant industry behind me. Instead of returning to the restaurant industry's late nights, I found an ad for a job in a private wine store. *Great!* I thought. With my restaurant background I was certain I had the wine knowledge needed. I got the job and I got two big lessons. The first was that my restaurant list wine knowledge represented a mere 1% of the wine on the market. The second lesson: that one glass of wine can change the course of your life.

I would sit in tastings and hear people talk about how they were picking up blackberries, dark cherry, rose, tar, or forest floor and cigar box. Silently, I would sit there thinking, *Really? All I can smell is wine!*

THE FIRST ONE'S FREE

When I started at Banville & Jones in October of 2004, I knew one thing about wine: I didn't drink reds. "They give me a headache," I would say. Truth is, I had never enjoyed the red wines I had tried. They were drying in my mouth, often acidic and overpowering. Then, one fateful day I was handed a glass of wine and asked to try it. "Thanks," I said, "but I don't really like red wine."

Though it took some gentle prodding, I took the plunge. To this day I remember exactly what that wine felt like on my palate, the extraordinary fruit qualities it exhibited, and I can ramble endlessly about the incredible aromas it offered on the nose. I was hooked! Often I joke that that glass of wine was my gateway drug. I had gone to the dark side (or should I say the red side?). I knew I had to try more wines like that. This article is my thank you to the person who encouraged me to try it and to winemaker Dr. Bailey Carrodus for having the vision and skill to bring me to Yarra Yering Dry Red #1.

After that fateful glass, I went home and began to read anything I could find about wine. I became fascinated with the winemaking process, awed by the multitude of

A PALATE UNFOLDING

Ateca 2006 *Garnacha de Fuego* Calatayud DO, Spain \$15.99

This wine taught me that an apple is not always an apple. I have long contended that Grenache always tastes like tinned cherries to me. Then I tried this Grenache and POW, off my high horse I went. It is so rich and full of bright, bold, dark fruit notes with not a single tinned cherry to be tasted.

Burge Family Winemakers 2006 *Olive Hill* Semillon, Barossa Valley, Australia \$42.99

Wow, how a few years can change a wine. I had the pleasure of doing a side-by-side comparison of the '02 and '06 vintages of this wine along with the enigmatic Rick Burge. In its youth, this is a medium-bodied delight, full of tropical fruit with a hint of honey and apricot. Give it a few years to mature and it explodes into a full-blown vixen, full of intense honey and lanolin. This is one seductive wine that you will want to drink over and over again.



Tablas Creek Vineyard 2005 *Esprit De Beaucastel* Paso Robles, United States \$53.99

One quiet winter night, as I dined leisurely with a good friend at a chic Winnipeg bistro, I experienced the ultimate in decadence. A 6oz Kobe beef filet and a bottle of this gift from the gods. Rhone varietals grown in sunny California proved to be a stroke of genius, offering a wine full of ripe, dark fruit, sweet spices and a rich layer of chocolate. It is very drinkable immediately, but a little decanting goes a long way. I will surely be laying down several bottles of this baby in my cellar for the next 10 to 15 years. intricate decisions each winemaker comes up against in order to give us their incredible offerings. I wanted to know everything I could about wine. I started taking courses, trying new wines, experimenting with food pairings. I was a woman on a mission.

I am fortunate to work in a place with an abundance of wine knowledge. From the owner to the general manager to the educators and the store staff, each person brings their own expertise, and a willingness to share their knowledge with others. That spirit drove me to pursue my own accreditation.

EDUCATING SARALYN

Although I was passionate about achieving my Sommelier diploma, it came with certain challenges. I struggled to develop my palate and trust my instincts. I would sit in tastings and hear people talk about how they were picking up blackberries, dark cherry, rose, tar, or forest floor and cigar box. Silently, I would sit there thinking, *Really? All I can smell is wine!*

What I discovered in time was that serious assessment of wine takes practice and the ability to understand your own perceptions. The whole class could be smelling lilacs, while I would be thinking, *Smells like the beach near my parents' cabin*. When I realized that the shoreline there is covered in lilac bushes, it all started to make sense. Only through practise do you get to know your palate and start to relate it to your experiences.

To anyone interested in knowing more about wine, I say, take that first step on your journey by learning more, and continue for as long as you find it interesting. Even for those who have achieved an accreditation, there is no end to what can be learned. Things change quickly in the wine world. There are always new processes for wine production, new vintages to be experienced, emerging wine regions bringing us grape varieties we have never known, and endless changes in wine laws and regulations. Most importantly, there are thousands of new wines that your ever-maturing palate can grow to understand.

For me the best experience I can have as a Sommelier is to bring someone to a wine, regardless of its varietal, vintage, region of production or price point, that becomes their very own Yarra Yering Dry Red #1. **D**





VQA I

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The distinct essence of the Niagara terroir captured with purity passion and precision

green cork

What is the 'Green Cork'? By Mike Muirhead

What does it mean today to be "green"? In this column, we will explore what makes wine "green" and what is being done to reduce the impact that wine production has on the environment.

Many of you have come into Banville & Jones and asked for organic wine, some out of curiosity, some out of environmental concern, and some for health reasons-all great reasons to try organic wine. The truth is, wine has been produced using organic processes for centuries, and it is only in the past 3 decades, with modern technology, advanced agriculture, and a shrinking world market, that organic wine has become big business.

There are many rules—some may say too many—governing the production of organic wine. In order to bear the "organic" label, wine must be certified by an international governing body such as Ecocert or ISO. This certification indicates that, during the winemaking process, the producer has used no synthetic products (herbicides, pesticides, etc); the level of sulphites have been kept to low or no addition; no synthetic additives have been used, and, in Europe, it also means that no genetically modified organisms were used in the production of grapes (e.g. in grape vines).

These seem like pretty easy rules to follow, but you also have to remember that wine production serves as the livelihood of many people.

Let's bring this closer to home. Say you're a wheat farmer on the Manitoba prairies and you have a horrible fungal problem that threatens to wipe out your entire crop and income. Are you going to sit back and let the infestation take place, or take action to make sure that your whole year isn't a waste? The decision seems obvious.

> The same goes for grape growing. For the most part, we are talking about operations that are still family-run businesses that rely on this crop as their livelihood. In order to maintain organic status, they have to complete and maintain standards for 3 years, before being certified. This process comes at a very large cost to the grape grower/winemaker, and if they experience one of those really bad years where they have to spray to save their crop, they

have to start all over again.

In future articles, we will discuss the alternatives and enhancements to organic viticulture (sustainable farming, biodynamic, carbon neutral), how these effect the environment, and how winemaking has evolved to be both eco-friendly and damaging to the environment at the same time.

There are several ways in which winemakers can "go green." At Banville & Jones, we promote eco-friendly wine made by people who care about the land for future generations of wine and winemakers. 20

Where to look at Banville & Jones

We have many wines that are organic, biodynamic, carbon neutral, and we also represent wines from wineries that promote sustainable agriculture. That's a lot of words, so we use 'Eco-Friendly' to mark them throughout the store. See any of our customer representatives for details on the wines that interest you!

CARBON NEUTRAL:

Parducci 2006 Pinot Noir, California, United States -The first in the United States to go neutral! Light and luscious with red strawberry, this Pinot features a touch of spice and a clean finish. - \$17.99

ORGANIC:

Paul Blanck 2006 Riesling AOC Alsace, France – This French organic offering is a fresh, clean, mediumbodied gem! Full of lime and a touch of petrol, with racy acidity and a long, clean finish, it is the perfect pairing for your next spicy Thai meal. - \$25.99

BIODYNAMIC:

Burge Family Winemakers 2004 D&OH Shiraz-Grenache, Barossa Valley, Australia – Rated by Robert Parker Jr. as one of the WORLD'S best wine estates. Big and rich yet subtle and restrained, this wine offers roasted herbs. berries, dusty tannins and beautiful mouth feel. - \$59.99



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Craftmanship: Guaranteed for Life

W innipeg-based Genuwine Cellars has been producing wine cellars of unmatched quality and design since 1995. Drawing on three generations of experience, Genuwine has designed and installed wine cellars across North America and Europe. At the heart of their craft is their passion for wine and their commitment to providing discerning clientele with the ultimate solutions in wine storage, presentation and preservation. Over ninety per cent of the cellars that Genuwine designs and installs are residential. Robb Denomme, the CEO and co-founder of Genuwine Cellars, links the growing interest in personal cellaring to the increased accessibility of wine culture and the broadened education of wine consumers—thanks, in part, to the efforts of private wine stores. Good wine becomes great wine with age, and it is more economical to buy a wine young and store it before it ages into an exclusive wine or is no longer available at your wine store.

Genuwine is involved at every stage of your wine cellar building process, including consultation, planning, design, construction and installation. The staff at Genuwine collaborate closely with clients to ensure that the development of their cellars reflect the manufacturers' expertise and represent the clients' own concepts of design and personal expression.

A WINNIPEG WINE CELLAR

In September of 2007, Genuwine was approached by a local Winnipeg resident to install a wine cellar into the basement of a new home. The project began with an on-site consultation. Genuwine assessed the ideal space for the residential cellar, and began working with the original blueprints of the house in order to draft architectural hand drawings of the wine cellar design concept.

The clients were presented with material samples, including wood, paint, stain, tile, glass, hardware, and other product options, allowing them to choose the ideal components for their residential cellar. The vision was to have a finished product that recreated the ideal storage conditions of an authentic underground wine cellar, which also appeared as though part of the original home construction and contemporary design décor. In keeping with the accents of their home, Genuwine assisted the clients in choosing premium grade solid maple and mahogany, ultra-white LED lighting, stainless steel mesh backsplash, polished slate flooring, tile and wood countertops, and sophisticated glass shelving.

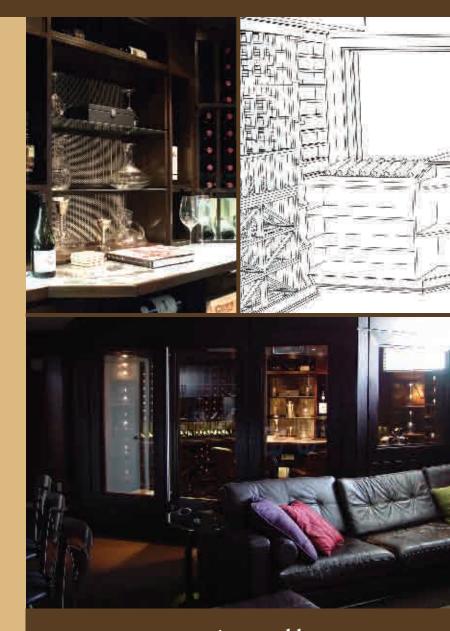
Genuwine then utilized their extensive technical presentation capabilities to create a CAD (Computer Aided Design) model

of the wine cellar. This detailed, full-colour 3-D rendering allowed the clients to "walk through" their cellar in virtual reality, and make any further decisions with respect to layout, product and design.

Construction of the wine cellar took several months. One of the unique challenges of the space included a raised basement window, which had to be blocked and sealed in order to prevent the elements from infringing upon the environment of the cellar. According to Denomme, what many wine enthusiasts don't realize is that a cellar is "nothing like a closet." The perfect wine cellar allows for absolute control over temperature and humidity, and this requires that cellars be engineered down to the smallest detail. The construction process is one of the most important phases of building a wine cellar and Genuwine has perfected this process.

After the unified millwork unit was set into position in the client's basement, Genuwine installed a mechanized, state of the art cooling system. Cooling the air with water and low velocity fans keeps the climate inside the cellar resistant to fluctuation and allows wine to age in a perfectly controlled environment. Genuwine cellars are sealed using products that are specially designed for wine preservation; in fact, all materials used by Genuwine are free of odours and toxins, to ensure that all wine matures and tastes just as the winemakers intended.

Once all of the components of the residential cellar were intact, Genuwine set the temperature and relative humidity to the perfect levels. A thermal insulated glass door with a threshold was installed and the cellar was complete. Thrilled with the look, shape and feel of their new cellar, Genuwine's client reached the climax of their cellar-building process: filling the shelves. With Genuwine's lifetime guarantee of craftsmanship, the wine will age, but the cellar remains timeless. These Winnipeg wine enthusiasts will enjoy the ideal in climate, storage and design in their cellar, and will continue to savour the best wines that the cellar has to offer for years and years to come.



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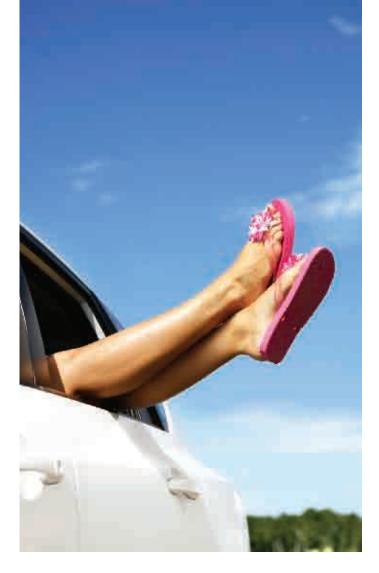
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tasting tours: travelling in WINE COUNTRY

By Sylvia Jansen

An easy drive of about ninety minutes from Paris can see you sipping Champagne in an ancient chalk cellar. The same time from San Francisco finds you in the heart of the Napa or Sonoma Valleys. Or from Pearson Airport in Toronto to a tasting room in the Niagara Peninsula. Even easier is driving from Kelowna, B.C. to a beautiful estate vineyard in the Okanagan Valley.

You get the message: wine country is accessible. It's also beautiful—the landscapes that grapevines love is often rolling, green and gorgeous. Many winemakers and people in the wine industry love their work, and are happy to share it with interested guests. Moreover, great wine attracts great chefs, restaurants and fine accommodation—the elements of wonderful wine travel. Whether you are after a leisurely drive through wine country after a few days of business meetings, or a full package complete with helicopter, the wine experience is hot tourism.

TRAVEL TIPS

Plan Ahead.

Having a plan, even if it's a last-minute one, is a good idea. Some wineries have regular hours for guests; some require reservations or special arrangements to visit. Find







Top: Ployez-Jacquemart Bed and Breakfast in Ludes, France; Centre: Peller Estates, Niagara-on-the-Lake; Bottom: Clayhouse Vineyard in Paso Robles, California

out which is which. Include in your destination some wines you know and love, but also leave enough time to visit their lesser-known neighbours.

Open the door.

While some wineries offer a small taste without charge, many will ask a nominal fee for a taste or a flight of tastes, or have a formula in place if customers make a purchase. Tasting a flight of wines makes sense because it offers a unique window into the approach of the winemaker. To get the most of the experience, be a good taster: hold the glass by the stem, give it a swirl, a smell and a taste. And whether the person pouring is the winemaker or a staff member, be sure to ask questions. These people are almost invariably knowledgeable and enthusiastic.

Immerse Yourself.

Plan to fully immerse yourself in the wine community, advises Sherri Lockwood, the Marketing Manager of Premium Wine Channels in Niagara. "A bit of pre-planning is good, so you can find your favourites and taste wines that you know," Sherri says. "But be open to something interesting. Ask the locals for their recommendations." In any region, the wine community is relatively small, and people know each other. They will be able to send you to interesting new places or lesser-known gems.

"A bit of pre-planning is good, so you can find your favourites and taste wines that you know." —Sherri Lockwood, Marketing Manager of Premium Wine Channels in Niagara

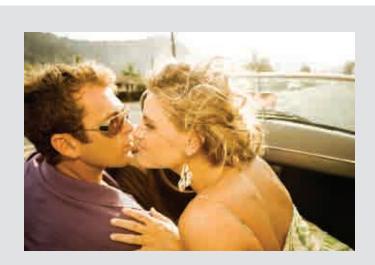
Travelling in wine country is not just about tasting wine. Some wineries offer fine dining with celebrated restaurants on-site, making for a truly remarkable experience. Peller Estates in Niagara-on-the-Lake is home to the renowned Chef Jason Parsons, who has brought his work into their signature "Art of Wine and Food" event. Cellar Door Bistro at the Sumac Ridge Estate Winery in Summerland, British Columbia is another great wineryhosted eatery, featuring the regionally inspired culinary creations of Executive Chef Roger Planiden.

In some places, the added option of staying on-site is a remarkable experience in immersion. Ployez-Jacquemart, a French family-run, high quality Champagne producer, has a beautiful bed and breakfast at their estate in the town of Ludes (see www.ployez-jacquemart.fr). It is a short, scenic drive of about fifteen minutes from the city of Reims. Make sure to book your rooms early: there are not many of these around, and they go quickly.

Getting there, getting home.

If you are travelling in the summer, it's a good idea to bring along plenty of water to drink along the way—it's amazing how dehydrating wine can be. Learning to spit is an advantage (it's what professionals do), but a designated driver will also keep you safe. Even better is a limousine service or an organized tour where someone else does the driving. Depending on your interests and budget, your group can be small and intimate or large and lively.

It's all for the love of wine. If you have an interest in what you are tasting; if you enjoy good food and fine wine; if you have a spirit of adventure, the experience is waiting for you to arrive. **10**



Going Somewhere Special? In Less than Two Hours Go From . . .

Toronto to Niagara: For tours and tasting rooms of the Niagara Peninsula, go to www.tourismniagara.com. For Niagara-on-the-Lake, see www.niagaraonthelake.com.

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Kelowna to the south Okanagan: Navigate from www.hellobc.com to the Thompson Okanagan or wine tour pages; or go straight to www.winebc.com.

Adelaide to Barossa, Clare Valleys: A short drive from Adelaide takes you to South Australia's famous vineyards and beyond. Start the search at www.southaustralia.com.

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WINING AND DINING IN THE BLACK

The holiday season is a great time to unite and celebrate with friends, family and colleagues. It is a time to indulge and imbibe, perhaps wearing that shiny dress or fun tie that only seems appropriate during a few weeks of the year. These activities, unfortunately, can often put the ol' bank account in the red. Those \$15 candle sets you buy for work gift exchanges start to add up to a whole lot of broke.

But fear not! There are ways of getting through the celebrations without crippling the rest of your winter budget. You may party hard, as long as you party smart.

The smartest way to avoid a holiday hiccup in your party budget this year: adopt a creatively frugal approach to each party that you attend. The solution for those pricey weeks of holiday cheer is quite simple—limit your wine budget to bottles ranging from \$12.00 to \$20.00. Ask any of the wine experts at Banville & Jones for their recommendation—there are lots of great options at these price points.

When going out becomes a strain, host an event for your family and friends. Invite each guest to bring



their favourite dish, and throw out a challenge for the best appetizer and wine pairing under \$20.00. For added creativity, ask guests to theme their pairings by wine region. For example, an Italian Bruschetta with a great Sangiovese; or baked brie with a soft French Viognier. All the Banville & Jones staff need to know is what you are serving, and what you like, and they can help find the perfect match.

If you are feeling especially eager to find new wines, ask our wine experts to recommend two or three affordable wines, give you a run down on each, and you can host your very own wine tasting—a classy event that doesn't have to break your budget.

Wining and dining in the black can be a reality for you this season. Who knows? It might even spice up your social calendar at the same time.

Until next time, happy holidays to you, and to your pocketbook. **10**



we recommend

Holiday hosting duties can be a pricy affair. You should always have a little something on hand to offer invited or drop-in guests, but it gets expensive to continually replenish the wine rack. You can keep your budget in check and be a stellar host with Similkameen Superior NV Red or White. These wines come in airtight packaging so you have a steady supply to offer guests right through the holiday season.

This BC wine is available at Banville & Jones in two sizes. The 1.5 litre size is only \$13.99 (equivalent to 2 regular 750ml bottles of wine). If you want it to last right into the new year, splurge and grab the 4 litre size for \$33.99 (that works out to roughly \$6.50 per bottle!). **PO**



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Photo by Ian McCausland

Good things happen when friends come together to enjoy a delicious meal paired with the perfect wine. Banville & Jones would like to invite you into our Test Kitchen, where Chef Joel Lamoureux and three of our Sommeliers will create a unique dining experience with perfect wine choices for every palate and price point.

THE MEAL

Leg of Manitoba Lamb with Confit Garlic and Baby Potatoes Serves 4 to 6 people 1 deboned leg of Manitoba lamb about 2 kg (4 lbs) 75 ml extra virgin olive oil 30 g (2 tbsp) fresh sage, chopped 15 g (1 tbsp) fresh thyme, chopped 30 g (2 tbsp) cardamom seeds, toasted then crushed 15 g (1 tbsp) coriander seeds, toasted then crushed 15 g (1 tbsp) mace powder 8–10 kalamata olives, pitted and halved Kosher salt and freshly ground pepper to taste Butcher twine Canola oil for cooking 15ml (1 tbsp) butter

To prepare and marinate the lamb the day before serving: Butterfly the leg of lamb using a sharp filleting knife, forming a uniform rectangular shape (or get your butcher to do it for you!). Make an incision into the meat every 5 cm and stuff with half an olive. Toast the coriander and cardamom seeds and crush them using a pestle and mortar or spice blender. Mix spices (mace included), chopped thyme, chopped sage and rub into the meat on both

test KITCHEN

sides. Pour olive oil to coat evenly and marinate overnight in a non-reactive dish covered with plastic wrap.

Preheat oven to 375°F. Using butcher twine, roll and tie the lamb firmly, into an evenly shaped roll. (*See www.banvilleandjones.com for illustrated instructions on tying meat*). Season with salt and pepper. Preheat a heavy-bottomed pan (preferably cast iron), add canola oil, butter and lamb, gently searing all around until golden brown. Place in the oven for approximately 30 minutes (time will depend on the size of the lamb). Cook until medium; if using a probe thermometer take out at 130°F and let rest for 15 minutes.

Tip: While searing, you can add extra sprigs of herbs and unpeeled cloves of garlic to help infuse extra flavour while cooking. Careful not to burn the herbs or the butter!

Confit Garlic

15 cloves of garlic, peeled and germ removed (inner green sprout)
2 sprigs of thyme
242 ml (1 c.) extra virgin olive oil (or enough to cover)
1 bay leaf
30 ml (2 tbsp) water

Combine all ingredients in a small saucepan and cook for about 30–45 minutes on low heat until garlic is fork-tender. Discard bay leaf.

Tip: Reuse the extra garlic flavoured oil in vinaigrettes, mayonnaises or to garnish.

Boiled Baby Potatoes in a Spinach and Basil Cream Sauce

454g (1 lb) white/yellow fleshed baby potatoes (fingerling, yukon gold, etc.)
242 ml (1 c.) heavy cream 35%
30 g (2 tbsp) Parmigiano Reggiano, grated
4 tomatoes, peeled and seeded
100g (1 c., loosely packed) each fresh basil and spinach Sea salt
Freshly ground pepper
Blender Continued on page 52

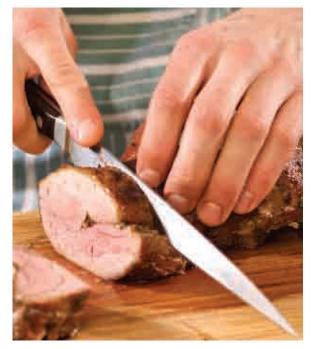


















Photos by Ian McCausland

test results



LUIS FELIPE EDWARDS 2006 RESERVA CARMÉNÈRE, COLCHAGUA VALLEY, CHILE, \$14.99

Mike: This wine stands up well and gets better as the dinner goes on. The garlic softens the Carménère and the olives bring out the mouthwatering effect of the wine.

Darren: This New World wine doesn't dominate the food, but has a balancing acidity and light tannins that work well with the caramelized outer crust of the meat with its classic spice, herbaceousness, bell peppers and core fruit.

Saralyn: The wine is fruit and wooddriven, and that fruit builds in the wine as the meal progresses. It is also drawing out a real oak and vanilla presence in the wine.

Also try: Aragonesas 2005 Don Ramon Campo de Borja DO, Spain, \$10.99; Donna Laura 2005 Bramosia Chianti Classico DOCG, Italy, \$19.99



CLARENCE DILLON 2003 CLARENDELLE, BORDEAUX, AOC FRANCE \$49.99

Mike: Classic. The wine has great grip that holds the meat well. This pairing softens the tannins and brings the fruit forward, even though this is not a fruity wine.

Darren: A great match. The '03 vintage suits the lamb, sage and basil. It is a fist in a velvet glove. There is great acidity, so when it is paired with the tomatoes, it doesn't get lost.

Saralyn: This is the best pairing everything lingers on the palate afterwards. The dish softens the tannins, making this wine even more approachable.

Also try: Gérard Bertrand 2003 Minervois Syrah/Carignane, France, \$19.99; Dominio de Ugarte 2003 Reserva, Rioja DOCa Spain, \$25.99



SAN LEONARDO 2001 VILLA GRESTI VIGNETI DELLE DOLOMITI IGT, ITALY, \$68.99

Mike: Some tannins are lost when paired with the meal. The wine takes on a silky quality in the mouth. If you get a taste of cardamom, it really brings out the citrus.

Darren: A gorgeous wine that takes on a smokiness with this pairing. This wine will not be pushed around by anything on the plate.

Saralyn: This is my favourite standalone wine. The plum and clove flavours really come through with this pairing. The fruit from the Merlot comes out quite intensely.

Also try: Charles Melton 2005 *Nine Popes*, Barossa Valley, Australia, \$59.99; Grosset 2005 Pinot Noir, Adelaide Hills, Australia, \$64.99

Continued from page 50

Scrub potatoes and add to a pot of cold, salted water. Cook until fork-tender and keep warm. In a small saucepan, heat and reduce heavy cream by one third. While still hot, put cream in blender, add spinach and basil and blend on high. Add Parmigiano Reggiano and season to taste with salt and pepper. Pour mixture over potatoes and just before serving, add tomatoes. To plate: Divide potatoes onto warmed plates, arrange sliced lamb and top with confit garlic. Drizzle garlic oil on lamb and serve immediately.

Note: We tried this recipe with red skinned potatoes as well as white, and we noticed that red skinned potatoes reacted in an almost astringent and bitter fashion with the wines, while the white skinned potatoes had no effect!

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no innocent bystander an interview with phil sexton By Mike Muirhead

In an exclusive interview with Phil Sexton of Innocent Bystander and Giant Steps wineries in the Victorian Yarra Valley, Mike Muirhead of Banville & Jones explores the inspiring, community-minded approach of a pioneer New World winemaker. Phil Sexton's winemaking is as holistic as it is entrepreneurial, and his wines are as original and balanced as they are delicious. Phil also knows a little something about winning over his postal code.

MM: Gary Hewitt, my buying partner, and I have always been big fans of Innocent Bystander wine. We were in the Yarra Valley about three years ago.

PS: And what brought you out here?

MM: We are a private retailer, specializing in wines from all over the world. Both Gary and I are Sommeliers by trade, and people in our area have gone from drinking the big Barossa-style to a more reserved style. We like to be ahead of the curve and we know that the wines of Yarra have always been great, but a little bit understated compared to the rest of Australia. Are you following the same trend in Australian wine?

PS: We recently did an afternoon with Jancis Robinson of the Financial Times at the London Wine Trade Fair and we tried to get her to look at a whole new direction for Chardonnay and how Australian wines are coming away from those big blockbuster styles.

MM: You see more and more wineries opening up in regions like the Yarra and the cooler parts of Western Australia. Do you feel that's the direction that Australian wine is going?

PS: Definitely. It's being driven by the small, independent vineyard-based producers, not by the big corporates. We're moving into much cooler areas. Most people think of Australia as

being hot and dusty, but they come to the Yarra Valley and they can't believe it—it looks like Burgundy.

MM: It does!

PS: There's snow on the mountains this morning—I can see it!

MM: Wow! Was it the climate that drew you to the Yarra Valley?

PS: Yes, I owned Devil's Lair in Margaret River. The Margaret River Chardonnays are beautiful wines when they're young wines, but we weren't getting age-worthiness out of them. That really concerned me—if you're going to make pedigreed Chardonnay, it's really got to be age-worthy.

MM: I can tell from your list of wines that you have a very large influence from Burgundy, with Chardonnays and Pinots. Are they just grape varieties that you love, or did you travel there and fall in love with the place? How did you come about those grapes?

PS: They are varieties I love. One of the things that is particularly crucial for Chardonnay and Pinot Noir is a severe winter cycle—they really do need dormancy. The second thing they need is a severe diurnal cycle during the ripening season. If you don't get big swings between hot days and cold nights during the ripening season, you don't get the PH and the acidity that you need to make re-



Phil and Allison Sexton strained styles of Chardonnay and Pinot Noir.

MM: You were a Master Brewer first. What drew you to the wine industry?

PS: I've always been involved in wine. I grew up in a wine district and spent most of my time working in the beer industry making enough money to plant vineyards. [laughs]. It's really only in the last 15 years that I've been able to earn a living in the wine industry. The wine industry is full of people who become patrons—rich patrons-to vineyards and wineries. We're competing against people who don't need to make a profit. I think it's really important to not only be doing it your way without someone telling you how to do it, but definitely doing it so that you are actually self-supporting; because otherwise, you're just a rich man's folly, you know? If you really are going to be serious wine producers, you have to be self-sustaining.

MM: How many vineyards do you own?

PS: We live on our home vineyard, the Sexton Vineyard, right next door to Yarra Yering. It's a beautiful site. It's north-facing and it's got very, very lean soil. I planted the whole thing myself in '96. More importantly, though, this is the first time, commercially, that anyone in Australia had planted clone leaf specifically. A lot of people have paid attention to what we're doing because it's the first time anyone's actually vinified multiple clones. We've learned that some of these clones do not suit us, do not suit Australia. As we have gotten involved in more planting, we've focused on the clones that are working.

We produce around 150 tons of grapes on this 80-acre vineyard every year. We bring in about another 600 tons of grapes from 23 different contracted growers who grow specifically for us. That's given us the opportunity, with the Innocent Bystander label, to blend between vineyards to produce a highly consistent wine across vintages. With Giant Steps, we are much more interested in maintaining the personality of individual vineyards and vintages.

MM: All your wines are screw cap and I can tell you're not a big fan of cork. How do you finish differently with the wines under screw cap?

PS: It's very important to get wines out of their reductive state before bot-

tling under screw cap because it's never going to see any more oxygen. We're bottling with about a third the level of sulphur we'd ever bottle under cork. We are also extending out our oak barrel time to get absolute, total oxidation in barrel prior to bottling. We try to make the wine properly and finish it ready to drink. I think the ultimate closure is glass. We've been bottling under screw caps since 2001, and I go back to some of our 2001-2002 wines, and they're aging beautifully. And I don't think that it's just that we're particularly good wine makers—I think we're bottling under the perfect closure.

MM: You are obviously very passionate about the wine industry. Tell me about your approach to marketing wine. We believe you have some of the best marketing in the industry.

PS: If I put my brewing hat back on, in the very, very early days of the craft beer industry, globally, we were trying to sell beer alongside brewers that dominated the marketplace. They dominated to the extent where they would intimidate retailers so they didn't stock us. In fact, in Australia, the big brewers actually used money to get you out of places.

It's illegal in the US; it happens here all the time. We recognized very early on that we had to out-market them. In other words, we had to take a guerilla approach; we had to tweak their nose a bit, and recognize the strength of brands. That was the tactic they used, and we had to accept that if we were going to build a brand. We couldn't just go out there with a pale ale and expect people to buy it.

Most small wine producers think marketing is a dirty word, like you're prostituting yourself. Whereas I take the alternative, which is, if you can't actually sell your wine, no matter how good you are at it, you're a failure. There is this weird, "I'm better" attitude of wine pro-

ducers, where they won't actually bring themselves to the market.

MM: For sure. I think they want to have that mystique, that cultish sort of "You can get our wine but you're going to have to look for it."

PS: It's just nonsense. I mean, at the end of the day, what are we without an audience?

MM: I think the nonsense comes from the people who are starting out anew and trying to build that persona from the get-go. Wine becomes a cult favourite because it's made by people who are doing things that are outside the box, before everyone else has. That's sort of how I see your marketing approach.



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Call 989-8353 to book your holiday celebration. Prime dates still available. **PS:** I do believe it's a holistic approach to the industry that's really important and it's what makes us sleep well at night: we can grow the grapes, we can make the wine, we can go out there and sell it, and actually bring the money back and re-invest it in our business. We are totally self-sustaining. If you came to our Cellar Door, on any day, one of the winemaking team will be there as well.

MM: Really?

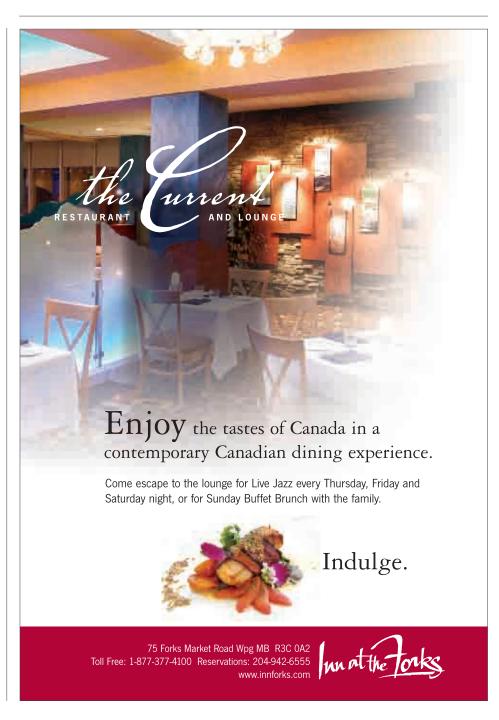
PS: And people are blown away. They'll come in on a Sunday and be chatting away with a guy and say "What do you do here?" And he'll say, "Oh, I'm the head winemaker" or "I'm the owner." They can't believe it! But if the head winemaker can't actually sell a bottle of wine to someone, and talk to them at their level, then he's not really a winemaker; that's a technician. The place is noisy, cluttery, clamoury, stuff going on all the time, but it's full of kids and grandmas and blokey blokes who drink beer -they're not even drinking wine—and then, of course there's a whole lot of wine people here as well.

We try really hard not to force our wine or our wine culture down the community's throat. We're just really glad they came to see us. We don't have rules about trying wine and you don't have to buy things-hopefully they just remember our name, so that when they are picking up a bottle of wine for a dinner party, they don't just go to Jacob's Creek.

MM: Does this go back to your holistic approach—being part of the community?

PS: Yes. One night a week, we have what we call a "3-Double-7-Anything" night because the postal code out in this part of the world starts with 377-, so if they can prove to us that they have a local postal code, they get 30% off everything they eat and drink. It works! They love it. **MM:** That would go over well in my town. Everybody loves a deal in Winnipeg! Listen Phil, thanks so much for your time. I look forward to getting the new vintages of Innocent Bystander and Giant Steps.

Banville & Jones is the exclusive retailer of Innocent Bystander and Giant Steps wines in Winnipeg. Watch for new vintages from the Sexton Vineyard arriving in the fall. 80



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By Sylvia Jansen

I never thought about winemaking as a high-risk activity. But scratch the surface of winemaking history and you will expose both slapstick and horror. Unlucky blokes fainting into open tanks from carbon dioxide rising out of fermenting wine, people falling off the edges of steep slopes trying to bring the crop in, murdering and plundering for the best vineyards—it's enough to bring in the workplace safety people. The scariest workplace hazard had to be in Champagne while they were developing their techniques. Taking a thin, acidic wine and turning it into a sparkling quaff suitable for royal courts in Paris was dangerous work. Bottles exploded on a regular basis. In fact, during the eighteenth century, close to half the bottles never made it to their customers. Before the age of safety goggles and steel-toed boots, we are told that workers would brave the

sidebar

cellars wearing fencing masks to protect head and face. Given what was going on, it's a wonder they did not use full body gear or riotcop armour.

The explosions were the result of Champagne's unique production method: creating a second fermentation in the bottle. Getting the fizz into the wine happened first by accident, but, with its popularity, the process was perfected over time. Today, each bottle is filled with base wine, and a bit of sugar and yeast added. The bottle is laid to rest while the yeast goes to work on the sugar, producing more alcohol and carbon dioxide. With nowhere to go, the gas is absorbed by the wine, and the pressure builds to around six atmospheres-more than in a bus tire. Even today, the pressure is enough to blow the bottom out of the occasional bottle. When they exploded regularly, I wonder how many fingers flew.

Ironically it was the British who swooped in to save the French bubbly, and liberate the front line workers from their fencing masks. Strong British coal-fired glass, rather than the flimsy wood-fired French glass, was the answer. Today, even though an odd bottle still goes off every now and then, at least it's not every other one.

Anyone who has opened a bottle of Champagne—or any sparkling wine, for that matter—knows that too much dancing around with the bottle, or opening it without a good grip on the cork, can take out your window or your neighbour's cat. But compared to doing battle in a Champagne cellar with glass exploding all around you, it's easy. On the other hand, it might be a good idea to wear your fencing mask anyway, just in case.

So here's to you, with sparkles. 🔊

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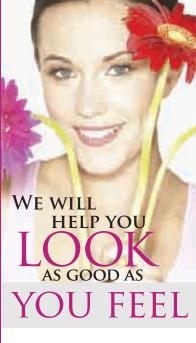


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top picks



JILL KWIATKOSKI Clayhouse 2006 Sauvignon Blanc, Paso Robles, United States \$22.99

This Sauvignon Blanc is the perfect white to enjoy with friends. With soft notes of pear and the slightest bit of minerality, peach and fresh flowers, this wine dances on your palate with its crisp refreshing flavours. This white will wake up your palate and is a wonderful match with grilled salmon, chicken and leafy salads. A unique Sauvignon Blanc that is a delightful find!



RICHARD THURSTON Pirramimma 2004 Petit Verdot, McLaren Vale, Australia \$29.99

Aromas of blackcurrant and pepper to go along with a floral note and a touch of oak. Full bodied on the palate, there is also juicy berry, vanilla, some meaty flavours and a slight herbal note, with firm grainy tannins on the finish. It's a great match for all hearty red meats.



TODD ANTONATION Grant Burge 2005 Filsell Shiraz, Barossa Valley, Australia \$46.99

This isn't your average, everyday Shiraz. Buckle up and let your palate take you on a journey you won't soon forget. This hedonistic, full-bodied monster features oodles of ripe black fruit, with hints of cedar and a finish that sails on and on. This treasure is ready to drink now but with proper cellaring will only improve over the next 15 years. I scored this gem 9 out of 10 on the Toddometer.



KAREN NISSEN Cesarini Sforza nv *Tridentum* Brut Rosé, Trento DOC, Italy \$41.99

I love wine, but my heart has always been with bubbly! This is a great find from Italy and is made just like classic Rosé Champagne (from France). Made exclusively with Pinot Nero (Italian for noir), this bubbly dances on your tongue. It has bright strawberry fruit, a bit of citrus and a great long finish.

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