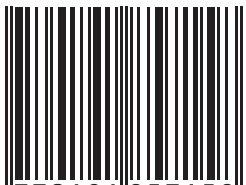


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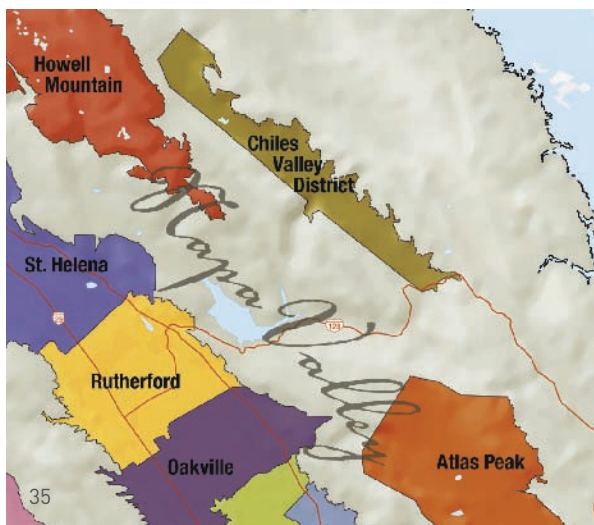




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Cover: The stunning landscape of the Quintessa Estate in Napa Valley (photo courtesy Quintessa)



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# the Cellar Door

Wine and possibilities by Banville & Jones Wine Co.

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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.

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## a message from tina jones

In my early years in the wine business, I recall reading and hearing about the Napa Valley. What made it seem so captivating and wonderful? I remember thinking that Napa felt so far away and exclusive.

After my very first visit, I was hooked. Napa is a magical place, but surprisingly accessible. Envision driving a short distance from the city streets of San Francisco, and suddenly vineyard upon vineyard are within arm's reach. As you enter Napa County, and the 15-mile stretch of Hwy 29, the *real* Napa Valley unfolds, as hundreds of highly acclaimed wineries greet you with signs: "Tasting Room – Open Daily from 10–4." I believe Napa Valley is the most consumer-friendly wine tasting region in the world. One visit invites another, and another, to explore beyond that first taste.

Napa brings together all that is sensual and extravagant about visiting wine country. My very favourite Napa experiences include the undiscovered wineries off the beaten track; the four-hour visits with impromptu picnics that beckon you to stay the entire day; the marathon gastronomic dinners with wines we never dreamed we'd taste; the ultimate in luxurious five-star resorts; and scenery and climate that takes your breath away. Each time we are in Napa we vow to come back soon. Somehow, it is never soon enough.

Join us in celebrating Napa. We are incredibly fortunate to include a once-in-a-lifetime interview with Michel Rolland courtesy of my sister, Lia Banville. Michel Rolland is positively the most intriguing figure in the wine world today, and the Napa wineries he represents are the who's who of the finest wine producers to grace the planet. It is an immense privilege to present our Napa Valley issue to you, our Banville & Jones family.

Salut!



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# ask a sommelier

I love big fruity Australian Shiraz but I would like to try something new. Is there a particular country or grape variety that I should try next to ease me into uncharted territory? There are so many choices out there and I don't want something too far from what I know I like.

—Betty Anne Aitken

Dear Betty Anne,

I completely understand how you feel. It can be so overwhelming to walk the aisles of the wine store and stare at the labels of all these wines that you don't know. If you are going to lay down your dollars for a bottle of wine, you want to know that you will enjoy it. Given your current preference, I think there are some good basic rules to follow.

First, stay in the New World (anywhere but Europe) and stick to warm climate wines that will have softer tannins. Depending on how far you are willing to stray, there are a few options. From there, if you want to keep very close to your comfort zone, you could stay in Australia but try some of the blends. Just adding a second varietal, like a Cabernet blended with Shiraz, might be enough of a change to start.

If you want to stray a little further, I would recommend starting in California. Check out some of the Zinfandel-based blends, which have big fruit qualities and deliver that great punch that Aussie Shiraz can give you. Another option would be Argentinean Malbec. These wines are rich and fruit-forward with gentle tannins that don't dry out your mouth. And remember, your local wine expert is around to help. We are always looking for a good excuse to talk wine!

—Saralyn Mehta

Once I open a bottle of sparkling wine, will it keep its fizzy sparkle? If so, how long?

—Brenda LeBeau

Dear Brenda,

Depending on conditions, those wonderful bubbles in sparkling wine and Champagne might last a few days, or even longer. At worst, a modest bubbly will be mostly flat by morning—or five minutes after someone shakes the bottle and lets it fly. Here's why.

First, the quality of the wine matters. The best sparkling wines are made by the Champagne method, from the region in France where it was perfected. It starts with a quality base wine; bubbles are produced by adding a bit of sugar and yeast, creating a second fermentation (and carbon dioxide gas). The gas dissolves in the liquid, and the sediment created is eventually removed. This all happens in the same bottle that you ultimately purchase. Bubbles can also be created in a large, closed tank, or (I shudder to add) by forcing gas into the wine soda-pop style. Generally speaking, the finer the wine, the longer-lasting the bubbles.

How much wine is left in the bottle also matters. If there is a large amount still in the bottle, the bubbles will last longer than if there is a small amount. In other words, the more air present for gas to escape into, the faster it escapes.

A few things help to slow down that escaping gas. Champagne stoppers push a tiny bit of air into the bottle, and hold it, saving the wine better than a bit of plastic wrap would do. Inert gas preservers (which Banville & Jones sells, and I buy) also help to keep the wine

fresh. Placing the bottle upright on the refrigerator or wine cooler shelf (rather than the fridge door that moves every time someone goes in for a snack) also helps.

—Sylvia Jansen

Is there a difference between a Rosé and White Zinfandel?

—O.F. Clark

Dear O.F.,

The longer a wine sits on its red skins during the winemaking process, the deeper the red hue of the final product. Both Rosés and White Zinfandels get their pale pink colour from the skins of red grapes.

Technically, all wines of this colour are considered Rosés, but due to the branding machine that was the 1980s, most people put White Zinfandel, or blush, in a category of its own because of different production styles. Rosés are normally fermented until dryness, meaning a lot of the sugar is gone in the final product; when producing a blush (White Zinfandel), fermentation is halted early, leaving behind some (and sometimes lots) of sugar. Rosés are nuanced and delicate, and produced in small lots; blush wines are made to taste consistently the same and are made by the tanker-load! One large producer makes more White Zin than Canada's total wine production!

Rosés are a great summer drink for red wine lovers who are dying for something cooler, and White Zin has made amazing marketing strides, getting more people interested and drinking wine. If you haven't tried Rosés, I think you are missing a really fun part of the wine world. From Australia's nearly red Rosés, to Spain's Garnacha Rosé, there is so much to explore!

—Mike Muirhead

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If you have questions for our Sommeliers, please submit them to [www.banvilleandjones.com](http://www.banvilleandjones.com)





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# banville & jones and company



Banville & Jones Customer Appreciation evening (clockwise from top left): Karen and Allan McLeod; Alan and Treena Isaacson; Donna Thordarson, Laura Hansch, and Bill McGarry; Judith Hall and Brenda Zaporzan; Louie Tolaini, Tina Jones, Lorraine and Scott Penman; Jill Kwiatkoski and Dave Procak; Mike Jones, Al McLaughlin, Tina Jones, and Erica McLaughlin.





Faces and places (clockwise from top left): Sylvia Jansen and Lia Banville in Terlan, Italy; Christopher Sprague, Chef Thomas Keller, and Doug Stephen at The French Laundry, Napa Valley; Christopher Sprague at Caymus Winery, Napa Valley; Jill Kwiatkoski in Maipo Valley, Chile; Cory Mospanchuk, Megan Kozminski, Lisa Muirhead, and Gerald Boiteau at a Cellar Door advertisers' event; Winemaker Howard Soon of Sandhill Wines with Gary Hewitt; Tina Jones and Joseph Wagner of Caymus Winery; Chef Mike Dacquisto with Violante Colombini of Donatella Cinelli Colombini Winery.





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# behind the label: quintessa

By Sylvia Jansen, Sommelier (ISG, CMS), CSW



Quintessa 2008 *Illumination*  
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Quintessa 2005 *Faust*  
Cabernet Sauvignon  
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Quintessa 2005 *Quintessa*  
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Both Agustin and Valeria have world-class credentials themselves. A builder of the internationally respected Concha Y Toro brand, with a lengthy, successful career in wine and spirits, Agustin came to the project in Rutherford knowing what he wanted and needed to do. His life partner, Valeria, holds a PhD in biochemistry and is an experienced viticulturalist, enologist, and vineyard architect.

The Huneeus's goal is to deliver the potential of their magnificent Rutherford vineyards into every glass of wine. Valeria's approach to grape growing creates harmony in the use of organic methods and respect for the varied landscape. The winery reflects this respect: the building's crescent shape and natural plantings slip into the landscape in graceful lines. Inside, fruit and fermenting wine are treated with cutting-edge technology and high quality gravity-flow treatment, producing beautiful wines.

In short, they have selected one of the best plots of vineyard property on the planet, and they treat it like the treasure it is. The results are nothing less than breathtaking. *Illumination* is the only white wine in this noble family, born from the

Huneeus's desire for a beautiful white to share with friends and family. Drawn from a small plot of Sauvignon Blanc and blended with Semillon, *Illumination* is vibrant and tangy, rich and round, complex and supple.

*Faust* is a classic Napa Cabernet Sauvignon. Its name is drawn from German playwright Goethe's most famous work, in which the aging scholar, Dr. Faust, barter his soul in exchange for another chance at youth. He gets his chance, but is ultimately saved by love. Dominated by the concentrated fruit of Cabernet Sauvignon, *Faust* is rich, powerful and forward, with the beautiful Rutherford fruit reaching from the glass.

The estate's namesake, *Quintessa*, is a meritage blend (using the finest fruit of the harvest from vineyards yielding Cabernet Sauvignon, Merlot, Cabernet Franc, Petit Verdot, and Carménère). *Quintessa* is assembled from the top fruit of each variety and plot. Winemaker Charles Thomas works with consulting winemaker Michel Rolland to create *Quintessa* from the rich canvas of possibilities. Although every vintage is a unique expression of the year's harvest, each bottle of *Quintessa* is the work of a master artist. With finesse and elegance, power and amazing length, the wine's harmony is accessible early, but will reward cellaring time.

Behind every Quintessa wine is a great love story; it is a story of the unity and harmony that is expressed through great *terroir*, great technique, great care, and great passion. 🍷



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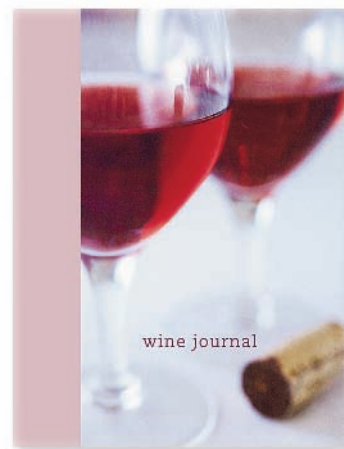


# product review

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*Price: \$19.99–\$39.99*



## Serving Up Style: Creating Endless Possibilities for Canada's Restaurants



Lance Kingma & Robb Denomme, Co-Founders

For the past 15 years the name "Genuwine Cellars" has been passed from mouth to mouth as more and more people take notice of the private and public sculptures created by this Canadian-born company. Traditionally wine cellars have been a residential feature, often a focal point on a house tour at a party: "And down here is our wine cellar ..."

But, oddly enough, we are starting to see more and more commercial projects being submitted to the Design Loft at Genuwine. And why not? Every restaurant that serves anything from Ice Wine to Dom Perignon needs to protect and preserve their vintages in a safe, reliable and beautifully crafted cabinet or wine vault. The last thing you want to serve your cliental is spoiled Bordeaux. Many of the brand new restaurants rising up in the Winnipeg area are coming to this realization and calling on the team at Genuwine to create their latest masterpiece – Wasabi, Bellissimo and The Current have already followed suit. But it's not just in the restaurants around the 'Peg where you can find a Vintage Vault designed and built by Genuwine.

Next time you're in Toronto, go up and have lunch at the 360 Degree Restaurant at the CN Tower. There you'll sample wine from a Genuwine Vintage Vault that has the honour of being the world's highest wine cellar. Skiing in Banff? You can drink from a wine vault by Genuwine at the Banff Springs Hotel, one of the world's most beautiful restaurants and resorts. Genuwine's extensive commercial resume includes other prestigious restaurants and hotels across Canada like the Prince of Wales Hotel, the Air Canada Centre in Toronto and the University of British Columbia.

So, next time you're eating out take notice of the wine vault you're waiter pulls your bottle of Bordeaux out of. It could just be one of the newest, innovative designs from the team at Genuwine.



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# the best of the best:

## AN INTERVIEW WITH MICHEL ROLLAND



Michel Rolland, enologist extraordinaire (photo courtesy Sandro Michahelles, Firenze, Italia)

By Lia Tolaini-Banville

*In February of this year, I had a chance to sit down with Michel Rolland, undoubtedly the most famous and sought-after enologist in the world. I have had the great fortune of getting to know Michel through his work as the consulting enologist at Tolaini Estate, our family winery in Tuscany.*

Born, raised, and living in Bordeaux, Michel Rolland is an incredibly charming gentleman with a French accent that adds to his debonair flair. In his late 50s and a dedicated family man, Michel has two daughters and a beautiful wife, Dani, of over 30 years. He moves through his work and everyday life with an enviable *joie de vivre*.

In a sense, Michel was born into the wine business. “My father and grandfather owned (Chateau) Le Bon Pasteur and a few other wineries in Bordeaux so I learned about wine early,” he shares. When Michel graduated with a degree in enology in 1973, he found work in a regional enology lab situated in the now ultra-premium Right Bank Bordeaux appellation of Pomerol. He and Dani purchased the lab in 1976 and today it serves as the home base for their consulting business. The *laboratoire* receives samples from wineries around the world and is entrusted to perform the many analytical tests needed to ensure

the production of healthy wines and, more importantly today, quality wines.

Michel recounts, “In the early days, the customers of the lab did basic analyses of their wines and did not want any advice. The job of an enologist was straightforward. No one spoke about quality, they just wanted a safe wine with no volatile acidity, no bad smells, et cetera.” Michel explains that it was the highly-regarded warm Bordeaux vintage of 1982 that changed things.

In subsequent vintages, producers strove to repeat the quality of the 1982 vintage and Michel Rolland quickly became the man to ask. His approach to vineyard management, grape maturity, and vinification rose to the vanguard of contemporary wine production. Rolland advocated severe grape selections, yield reductions by green harvest (early removal of grape bunches to reduce vine fruit load





Michel Rolland with Lia Banville

Why did he become so famous? With a straight face, he ponders, “Mmm . . . I don’t know really. Maybe it’s because I am . . . charming?”

and to concentrate flavours in the remaining bunches), and canopy management to expose fruit to sunlight and air. A few brave winery owners started first with 50 or 100 plants, then 200 and so on. It wasn’t until the end of the 1980s that people started applying these techniques to their entire vineyards.

Over subsequent decades, throughout the 1990s, the wine industry changed. Today, these modern viticultural techniques are practiced everywhere. The days of letting the plants grow “wildly” and harvesting when the grapes looked “ready” has become a thing of the past. Everyone has started to cut back their crops and have lower yield production in order to concentrate 100 per cent on quality fruit.

And this was not just a French phenomenon: the effectiveness of these techniques was being discovered simultaneously

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Michel Rolland and the art of blending

around the world. One wonders how Rolland was so successful in convincing producers to adopt them. Why did he become so famous?

With a straight face, he ponders, “Mmm . . . I don’t know really. Maybe it’s because I am . . . charming?” I laughed at his unexpected answer, which is typical of Michel. Then I considered his response seriously. Perhaps he’s right—charm resting on a foundation of intricate technical knowledge is a perfect combination.

Michel, in a more serious tone, explains that he thinks there are two reasons for his fame. “Number one, I have had a coaching role to convince people to change their minds and see a different way of doing things, and the second, because I have a very hard head and I insist, and I won’t take NO for an answer.” He adds jokingly, “It took me a lot of time to do this. That is why I am so old now!”

Rolland’s influence extended from the vineyard into the winery. Bordeaux is essentially a blended wine of at least two grape varieties. The blending requires great skill in the winery. Once upon a time, the final blend for a Bordeaux wine meant that the “bad” batches or barrels

of wine were discarded and the final wine was made only from the good, with no consideration of the final contribution of each grape variety. This certainly made for cleaner wine, but Michel and his professors of enology were among the first to recognize that better wine can be created by selecting just the right combination of grape varieties, much in the manner that a master blender creates the perfect perfume.

While travelling extensively to promote his own wines in the 1980s, Rolland recognized the opportunity to work as a consultant. It quickly became evident that Michel was not the worst blender in the world. His first opportunity arose in the United States and now he consults in thirteen countries. His influence is missing in Australia because “three continents is enough, and it is already hard enough keeping the jet lag under control.” Michel now has ten assistants who travel independently and consult in the wineries. Things have changed in 20 years. As Michel explains, “at the beginning, consulting was more difficult, but today it is different. I work for who I like.”

The list of wineries using his consulting services is long and reads like a who’s who of the wine world. Napa Valley’s



Harlan Estate has received near-perfect scores from top journalists and is touted as one of the top Cabernet Sauvignons in the world. Another example is Ornellaia who makes *Massetto*, a Merlot from Tuscany that fetches upwards of \$350 retail, if you can find it. A third is Casa Lapostolle, a Chilean winery where Michel has consulted for years: they just won No. 1 Wine of the Year from *Wine Spectator* magazine for their flagship wine, *Clos Apalta*. The impressive list goes on and on. In Robert Parker's Top Wines, Michel is the consultant for 22 of the wineries listed with top scores between 96 and 100 points. No other enologist has more than one wine on the list; he has 22.

In addition to his extensive consulting business, Rolland owns five wine properties in Bordeaux (Château Fontenil, Le Bon Pasteur, Bertineau St-Vincent, Rolland-Maillet, and La Grande Clotte), two in Argentina (Val de Flores and Yacochuya), two in South Africa (Remhoogte and Bonne Nouvelle) and one in Spain (Campo Eliseo). It seems that his high profile clients get so much attention that most of his own wines—Château Le Bon Pasteur (Pomerol) and Fontenil (Fronsac) excepted—are like well-kept secrets!

At Tolaini Estate, I have watched Michel blend from over 200 barrel samples. He quickly but carefully tastes each sample, noting its special characteristics before deciding what combination, in what quantities, best creates the final blend. This is a prodigious exercise in concentration and judgment!

As we wind down our conversation, Michel tells me the story of how he met my father and came to work for Tolaini Estates. "At a chance meeting in New York, I remember your father introduced himself and asked me, 'Who do you work with in Italy?' I said, 'I work for Ornellaia' [undoubtedly Italy's top wine producer]. Your father, looking rather sad, replied, 'Oh that is too bad . . .' I was puzzled by this answer and said, 'Why?' Pierluigi then said, 'If you worked for me, I could make you famous.'" Michel and I both erupt in laughter and he says, "I understood that this man is crazy and I like that!"

Sitting with Michel for this interview, I can attest to the fact that his charm is one of his most endearing qualities. Michel is full of laughter. As much as he tries to underscore his accomplishments with his modest wit, he is an incredibly talented enologist with a palate that is nothing less than a gift from God. ☞

If you would like to sample some of Michel Rolland's wines, ask the Banville & Jones wine experts for any of the following, currently in stock:

Château Fontenil, 2000–2004, Bordeaux – \$58.99–\$75.99

Château Le Bon Pasteur, 2001, Bordeaux – \$163.99

Clos de los Siete, 2007, Argentina – \$26.41

Casa Lapostolle, 2006 *Clos Apalta*, Chile – \$128.99

Château Troplong Mondot, 2007, Saint-Émilion – \$99.99

Tolaini Estate, 2005–2006, Tuscany \$29.99 – \$139.99

Tenuta dell'Ornellaia, 2003–2005, Tuscany – \$169.99 – \$248.99

Harlan Estate, 2005, Napa Valley – \$841.99

Quintessa, 2005–2008, Napa Valley – \$61.99 – \$219.99

Bodegas Catena Zapata, 2003, Argentina – \$114.99



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## gary's corner

By Gary Hewitt, Sommelier (ISG, CMS), CWE

Napa Valley is a mature wine region with established wine styles; regional agricultural and food specialties; and thriving hotel, hospitality, and support industries. Maturation came quickly. Only forty years ago, visionary Robert Mondavi built his ground-breaking winery at Oakville, the first large-scale winery built in California since the repeal of Prohibition in 1933.

Mondavi's vision embraced education as a pillar of wine culture, but he was not the first visionary. Consider that the University of California established a dedicated viticulture and enology program in 1880 and the University Farm at Davis in 1906. Davis graduates rode the first wave of the modern California wine explosion to help establish regions such as Napa Valley.

But technology alone cannot ensure the blossoming of wine culture. The wine trade and hospitality industry must truly understand wine in order to appreciate the efforts of the winemakers, and, of utmost importance, to sell wine to customers. To this end, Napa Valley boasts the Culinary Institute of America (CIA), which offers outstanding programs in culinary and wine education.

Yet a third level of education is needed to create wine culture: appreciative consumers. While wine is naturally yummy, the complexity and diversity of wine lends itself to study either formally or just for fun. Again, following Robert Mondavi's lead, many wineries implemented educational programs to help visitors understand the connection between how grapes grow and how wine is made. Tasting rooms proliferated, allowing visitors to talk with individuals who know the wines. Furthermore, public wine appreciation programs and specialty magazines such as *Wine Spectator* helped create knowledgeable consumers.

The combination of educated producers, marketers, publishers, and consumers created a self-perpetuating cycle of world-class wines and a mature wine culture in Napa Valley. All of which brings us to wine culture in Winnipeg and Canada.

Maybe we cannot grow grapes in Manitoba—well at least not yet and certainly in no significant quantity. But we can create the other levels of wine knowledge to enrich our lives. To this end, we have evolving college culinary-hospitality programs. Assiniboine Community College in Brandon has recently expanded programs in their contemporary new Culinary Arts facility by adding emphasis on beverage service. Red River College recently announced the expansion of their Culinary Arts programs to coincide with the opening of a new downtown facility in the Union Bank Tower in 2011.

We also have wine education programs for wine trade and consumers. The emphasis at Banville & Jones is so strong that the facility is more akin to a community centre than a store. In addition to providing a range of light to in-depth programs for public consumption, Banville & Jones has graduated 20 fully trained Sommeliers from the International Sommelier Guild program. In addition, our own local wine magazine hit the shelves this year—it's called *The Cellar Door* (wink, wink). And finally, a new wine festival debuted this fall when the Independent Specialty Wine Stores launched Wine Stage Manitoba in affiliation with Manitoba Theatre Centre.

Maybe we lack a local wine region, but we could adopt Niagara Peninsula or Okanagan Valley and be proud of their developing culture. Let's get on with our love of wine; most of the pieces are in place. We may live in the frozen North but we can happily drink more than frozen daiquiris. ☺

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#### **Wine & Spirits Education Trust**

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#### **Society of Wine Educators**

A USA-based association with a two-tier accreditation, *Certified Specialist in Wine* and *Certified Wine Educator*, and an outstanding annual conference

#### **Brock University Cool Climate Oenology & Viticulture Institute**

A university program for in-depth study in the science and technology of grape growing and winemaking (Mom, I'm leaving home...)

#### **Banville & Jones Wine Institute**

Winnipeg's leader in wine education offers many of the programs noted above in addition to offering non-certification programs called Wine Basics, Levels 1 and 2

See pages 48–49 for more information on the Banville & Jones Wine Institute offerings and schedules.





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# NOTES ON NAPA

By Tina Jones and Sylvia Jansen, (ISG, CMS), CSW

*Napa.* The name itself conjures an image of the finest in luxury and wine. The reputation, especially for fine wine, is well deserved. Napa Valley vineyards account for only 5 per cent of all acreage devoted to grapes in the United States, but internationally, Napa is the best-known American wine region. Top California wines are almost invariably Napa wines.

The Valley has become a destination, thanks in part to the beauty of the green valley floors surrounded by mountains, and the easy access to San Francisco. Winemakers, investors, weary city people, and travellers alike have come to look toward Napa. Here is a little taste of why.

A few fast facts on how, when, and why Napa has risen to such fame:

- **Town, County, Valley:** Napa County covers only a slightly larger area than the Valley, but the Valley is the best place for grapes. The town of Napa sits in the southern part of the county.
- **A Short Drive:** About ninety minutes from San Francisco is the heart of the storied region. The valley in Napa Valley is tucked into an expanse of less than 75 kilometres long and about 35 kilometres wide.
- **The Dirt:** Wappo Indians named Napa Valley, which means “Land of Plenty,” recognizing the great soils and beautiful Mediterranean climate. The cooling fog rolls in from San Pablo Bay in the south, and heat comes in from the north end of the Valley. In short, it is a perfect climate to grow grapes, and a perfect place for tourism.
- **Protected:** Napa Valley became the first Agricultural Preserve in the USA in 1968. The protected zone includes 36,000 acres.
- **Latecomer:** Napa was first planted in the 1830s after Sonoma to the west. The Valley’s wines grabbed attention in the late 1960s and 70s for intensely flavoured, stylish Cabernet Sauvignon and Chardonnay.



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A handfull of Cabernet and Chardonnay grapes

## THE KINGMAKERS

- Famed Grapes: Napa Cabernet Sauvignon and Chardonnay are prized the world over. Several dozen other varieties abound, including Merlot and Cabernet Franc (often partnered with Cabernet Sauvignon). Heat-loving Zinfandel and Petite Sirah are grown in the warmest areas, and in cooler areas such as Carneros are quality Pinot Noir and Sauvignon Blanc.
- Famous Places: Top viticultural areas include Rutherford, Oakville, and Stags Leap District; up from the valley floor, the areas of Mount Veeder, Spring Mountain, Diamond Mountain, and Howell Mountain are among the best.
- Sweet Spots: There are a few vineyards where the conditions are optimal, and the growers who tend them so respected, that any wine coming from the fruit gains instant attention. These include places such as the Krupp Family's Stagecoach Vineyards, which is situated on 500 acres of vines on the volcanic slopes of the Valley. Stagecoach vineyards provide grapes to some of the most desired wineries in Napa. The Krupp Brothers launched their own label (Veraison and Black Bart lines), and these are drops of Napa treasure. In Manitoba, Krupp Brothers wines are available exclusively at Banville & Jones.



Sunset over the Napa Valley





The annual Auction Napa Valley fundraiser held at Meadowood (photo courtesy of Meadowood, Napa Valley)

## THE REALITIES

- **The Word on Fruit:** Grape prices in the large production zones in the Central Valley of California are about \$500 per ton; in the Napa Valley, the same amount of fruit can be ten times that price.
- **The Word on Land:** Napa vineyard property sells for approximately \$500,000 US per acre.

## THE CHARACTERS

- **The Galaxy:** More than 300 wineries produce wine in the Napa Valley.
- **The Stars:** Napa wineries produce many sought-after wines. Banville & Jones carries a selection of the best, including premium wines from Quintessa, Caymus Vineyards, Joseph Phelps Vineyards, Rubicon Estate, Harlan Estate, and Krupp Brothers (see the Shopping List on page 61 for specific products and prices).
- **Starry Winnipeg Connection:** Claus Janzen, who left Winnipeg about 15 years ago for the warmer climes of the Napa Valley, has become one of the Napa stars. He helped build Caymus vineyards to fame, and has since gone on to create his own line of wines under the Janzen label, including *Bacio Divino*, *Pazzo*, *Vagabond*, and *To-Kalon*. ☞

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# green cork

By Mike Muirhead, Sommelier (ISG, CMS), CSW

This summer, I received the gift of four months of organic produce delivered to my door. Even for the short Manitoba growing season, I loved trying all the fruits and veggies grown locally and organically. As I enjoyed working my organic produce into a summer of fresh, beautiful meals, I started thinking about the organic moniker and all it implies. In almost every instance, “organic” is equated to better, more flavourful, and high-quality product; in the wine world, however, organic does not guarantee a “better” product.

My main issue with organic wine production is how it differs from my big, fresh baskets of produce. Growing organic fruit (not to simplify our good farmers’ work) involves one process: you grow it and you sell it. As soon as you add a second, man-made process into a product, like winemaking, you run the risk of messing things up. Being simply “organic” without mastering growing and winemaking techniques does not automatically produce a quality final product.

This is where most organic wines I try fall flat. With great marketing backing their product, producers get to sell lots of wine under the “organic” label; unfortunately, good marketing, and even organic certification, does not guarantee good farming or winemaking. If you start with low-quality juice, there isn’t much that can be done to save the end-product during winemaking.

When we are looking for wine for the store, sustainable practices are a benefit, and most of the producers that we find interesting also share this view. But first and foremost, the wine has to be good, and organic does not always mean good. We have wineries that practice “sustainable winemaking practices,” others that are “carbon neutral.” With so many different organic certifications, it can be con-

fusing as to what points to quality, and what points to good marketing.

We look to producers in Italy and France, who, for centuries, have been producing wine organically and sustainably, the way their ancestors taught them. There is no sticker on the bottle; it is not on their website. Sustainable practices aren’t a marketing strategy, they are tradition. The only reason we know they exist is because we asked!

We are also seeing a trend towards wine regions focusing on what is best for their land and their people. I have recently travelled to two different regions that have created their own set of rules to govern sustainable farming, human resources, and wine-making practices: Lodi (California) and Oregon.

The Lodi certification process is called “Lodi Rules,” and it takes into account how the vineyards are developed and farmed, including creating habitats for local flora and fauna, while making sure employee working conditions are safe, comfortable, and provide living wages.

In Oregon, there are many different certifying bodies, but one of the most interesting is called LIVE (Low Impact Viticultural & Enology). LIVE certifies vineyards for following international guidelines for environmental stewardship, social responsibility, and economic accountability. Creating certification in regions that have a passion for making high-quality wine means that qualifications increasingly focus on quality from the vineyard to the winery.

All of these new standards and practices are raising the bar to create a better environment in both the vineyard and the winery. But remember, don’t rely solely on what the label says. You should also trust your palate. 🍷



## LIVE INC [www.liveinc.org](http://www.liveinc.org)

Cristom Vineyards was founded by Paul Gerrie, an engineer who travelled to Bordeaux to study traditional winemaking methods before moving to Oregon to establish his certified LIVE vineyard. Banville & Jones carries the following Cristom Vineyards wines:

*Marjorie Vineyard* 2006 Pinot Noir – \$65.99  
*Mt Jefferson Cuvee* 2006 Pinot Noir – \$66.99  
*Sommers Reserve* 2005 Pinot Noir – \$58.99

## Lodi Rules [www.lodiwine.com/lodirules\\_home1.shtml](http://www.lodiwine.com/lodirules_home1.shtml)

Liz and Markus Bokisch are leaders in Lodi Rules, and their wines are some of the most unique out of Lodi, concentrating solely on Spanish varieties. Ask our wine experts about the following Bokisch Vineyard wines:

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# gluggy

By Saralyn Mehta, Sommelier (ISG), CSW

Did you ever have one of those days? You know, the one that starts with your alarm not going off, no hot water in the shower, the pants you need still in the washing machine from the night before, and every red light seemingly conspiring to make you even later for work than you already are? We all have them and I'm no exception; sometimes I feel like the rule. When I have had one of those days, I know I need something special to remind me that life hasn't gone to hell in a handbasket. For some it is jewellery, for others it might be clothes or even just a hot bath; for me it is a little time to myself and a great Napa Cabernet or Zinfandel.

Today happened to be one of those days, so before I was leaving the store, I grabbed a bottle of Crauford *Tattoo* Napa Cabernet (\$86.99) and happily began to walk toward the front till. Something in my head urged me, "Avoid personal humiliation and check your bank account." Now, I am a big believer in credit and overdraft, but suffice to say the figure staring back at me from the screen could only be equated to the voice of the Soup Nazi from *Seinfeld* angrily saying "NO NAPA FOR YOU." And so I stood there, mired in that age-old dilemma: Champagne palate on a Diet Coke budget. What's a girl to do? When you are craving Napa but can't have it, where do you go from there?

First stop, California's Central Coast. Look for wines from Paso Robles or the Santa Ynez Valley. Though still not inexpensive, you can get a great Cabernet for around \$25. I really like the *Liberty School* Cabernet out of Paso Robles, and for those who gravitate to white wine, they make a pretty darn great Chardonnay as well. My next stop, Central Valley. Though this area has traditionally been known for bulk wine production (it is home to the massive efforts of E & J Gallo as well as Mondavi's *Woodbridge* line), some hidden gems are quickly emerging. McManis Family Vineyards, located in the American Viticultural Area (AVA) of River Junction, are making


really impressive wines. Their Cabernet cannot be beat at \$21.99, but don't stop there because their other wines are equally as impressive, and all under \$22.

Another area of the Central Valley that will provide you with wines full of guts and glory is Lodi. Yes, the area gives you great Cabernets but you should also try the Zinfandel-driven blend of Laurel Glenn's *Reds, A wine for the people*.

Some wines just knock your socks off and this is one of them—especially falling in at only \$19.99.



If the \$20 mark is still pushing it financially do not count out wines that fall under the basic California appellation. Though a little like shopping at Winners (you have to wade through the piles of polyester to find a great cashmere), this basic appellation can still give you some great bang for your buck. Wineries like Beaulieu Vineyards, based in Napa, make wines in a range of price points. Their premier wines are made with Napa fruit. Their entry-level line, called *BV Coastal*, is made from fruit coming from anywhere in California and really over-delivers for under \$15. In this range, it is a little bit of hit or miss, but just ask and you can be guided to some really amazing finds. There is nothing more fun than finding a wine that defies its price point.

For those of you who are wondering how my long, bad day ended up, I didn't get the Crauford *Tattoo* or much time to myself. I did get some *BV Coastal* Cabernet, with a rousing game of *Sorry* and a big hug from my son, Max. Sometimes life is like the Rolling Stones say: you can't always get what you want, but if you try, sometimes, you get what you need. 



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Meadowood Resort (courtesy Meadowood, Napa Valley)

## touring napa valley: THREE TOURS FOR THREE BUDGETS

By Tina Jones, Mike Muirhead, Sommelier (ISG, CMS), CSW, and Gary Hewitt, Sommelier (ISG, CMS), CWE

Napa wine country suits all manner of vacations, from hedonistic luxury escapes to moderately priced excursions and casual outdoor adventures. We offer the following suggestions and tips, based on the experiences (mixed with a dash of wishful thinking) of Banville & Jones travellers about how to build a complete Napa experience. Let the dreams begin.

### TINA'S "PLATINUM" NAPA

Napa Valley, North America's most romantic getaway, is a long stretch of premium vineyards and home to some of the finest wineries, hotels, restaurants, and dens of luxury in the world. Do you want to splurge and celebrate? Napa Valley is just the place.

For luxury accommodation, consider two of the most highly rated resorts in the USA, *Meadowood* and *Auberge du Soleil*, each nestled in the hills outside of the quaint town of St. Helena. Our family favourite is Meadowood for its lovely cottages and full resort amenities, including croquet, tennis, golf, and a Michelin 2-star restaurant. If you'd like some deluxe comfort at the south end of the valley, try *The Carneros Inn*.

The charming town of Yountville boasts a number of exquisite restaurants including *Redd*, where Chef Richard Reddington interprets wine country cuisine with influences from Asia, Europe, and Mexico; *Bottega*, arguably the Valley's best new

restaurant, led by Chef Michael Chiarello; and "the best restaurant in the USA," *The French Laundry*, owned by Chef extraordinaire Thomas Keller. If you're lucky enough to score a reservation at this 60-seat Michelin 3-star restaurant, it will set you back approximately \$500 per person, but you will leave there utterly amazed at the service, the food, and the setting. Elsewhere, *La Toque* in the Westin Verasa in Napa showcases Chef Ken Frank's sensational cuisine and thoughtful wine pairings, and Domain Chandon, a sparkling wine specialist, runs the Valley's only upscale winery-based restaurant, *Étoile*.

Getting around? Of course you can rent a California-livin' convertible or luxury sedan for the drive up from San Francisco and around the Valley, or you can leave the driving to pros such as *California Carriage Limos*, and recline in your stretch limousine. Get up in the air with a hot-air balloon trip with *Calistoga Balloons*, or ride the rails on the *Napa Valley Wine Train*, complete with dining and beverage car (say no more!).

For a change of pace, luxuriate at *Spa Villagio* (and stay at their inn if you are too limp to leave), or at one of the many other spas. Feeling pampered yet?

#### MIKE'S NAPA: AFFORDABLE INDULGENCE

If you've planned a trip to San Francisco, for business or for pleasure, try to work in a day or two for a spin up to Napa. As a day tripper, you can book affordable tours out of San Francisco that will get you there, feed you lunch, and tour you around the wineries. Depending upon the company and package, prices range from US\$50 to US\$150+ with many options in between. One of the best I have found is the *Wine Country Tour Shuttle*.

If you want more independence and flexibility or plan a longer visit, book a car and take the comfortable 1.5 hour drive up to the town of Napa (a little longer for the scenic route over the Golden Gate Bridge!). Here you can find all types of hotels to suit your needs. One of the best we found was the *Embassy Suites* in Napa. With its central location, and beautiful rooms starting at US\$169 a night, we felt it was luxurious, without breaking the bank. Further up the valley in St. Helena, at the comfortable retro-fashioned *El Bonita Motel*, rates start at US\$99/night.

Many wineries offer added attractions. For panoramic views, take the gondola ride up the hill to *Sterling Vineyards* or stand on the veranda at *Joseph Phelps*. Check out the 1884 Rhine House embellished with stained glass windows at *Beringer Vineyards* or the historic estates at *Beaulieu Vineyard* and *Rubicon Estate*. Art lovers can view the outstanding collections at *Hess Collection* and *Clos Pegase*, and race car aficionados can take a pit stop at *Bennett Lane Winery* up in Calistoga. For stunning architecture, visit elegant *Opus One*, the French chateau at *Domaine Carneros*, the medieval Tuscan castle at *Castello di Amorosa*, or the Persian-inspired "temple" at *Darioush Winery*.



Hot air ballooning high over the Napa Valley

Food is, of course, essential. For a light lunch at a Yountville café, visit *Bouchon Bakery*. In St. Helena, try Tra *Vigne Pizzeria* or the filling burger, fries, and milkshake at *Taylor's Automatic Refresher*. Money saved at lunch may allow a splurge for dinner back in Yountville at Thomas Keller's French Bistro, *Bouchon*—elegant French cuisine at prices for all budgets.

#### GARY'S NAPA ON TWO WHEELS

Cycling's human pace reveals the lay of the land, the hills and the flats, and relative locations of vineyards and wineries. Napa Valley's roads range from the busy Highway 29 that runs north-south through the heart of the Valley (leave this road to the cars), to smooth paved stretches with dedicated bike lanes (e.g. Silverado Trail), less travelled connector roads that crisscross the valley floor, and gorgeous lanes running into the mountains.



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Oakville Grocery in St. Helena

Book a tour with an established outfitter to take advantage of preplanned logistics and knowledgeable guides. Group tours often provide a support vehicle for supplies, wine purchases, bike repairs, and transport if you do not feel like riding. Typical tours run two, four or six days. For spur-of-the-moment cycling, ask at your hotel if they rent bikes. *Napa Valley Bike Tours* specializes, in customized itineraries and offers a dizzying range of options.



The French Laundry

or the *Oakville Grocery*, which offers abundant local produce and specialty foods.

Keen cyclists who want vigorous hill climbs and long distance often cycle first and taste later. More leisurely is the “taste and spit” method, which should keep your alcohol intake low for safety and enjoyment. Don’t worry about spitting—it’s a sign that you take wine tasting seriously (even if you don’t). Pace yourself and take advantage of the many picnic opportunities at wineries and along the road. Above all, as you roll along the roads, soak in the ambiance of one of the most welcoming wine regions on earth.

Visit [www.banvilleandjones/cellarext.aspx](http://www.banvilleandjones/cellarext.aspx) for more winery tour tips and links to all our recommended hot spots! ☞



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# banville & jones wine institute

## WINE APPRECIATION: BANVILLE & JONES BASICS PROGRAMS

If you want to discover the world of wine, we offer relaxed, fun, and informative Wine Basics programs. All Basics classes run from 7:00–9:00 pm in the Tuscan Room. Class sizes are limited to ensure a great learning experience!

### Wine Basics, Level 1

This two-evening course is designed for the beginner wine enthusiast. The classes cover wine styles, major wine grapes, and tasting.

*September 17 & 24 (Thursdays)*

*October 21 & 28 (Wednesdays)*

*January 14 & 21 (Thursdays)*

*February 11 & 18 (Thursdays)*

*March 11 & 18 (Thursdays)*

*Cost: \$79.00 per person*

### Beyond Basics, Level 2

A four-evening intermediate course, for those wanting to taste through the world of wine. Interactive classes cover major wine regions, wine styles, and the scandals that created them!

*October 8, 15, 22 & 29 (Thursdays)*

*February 3, 10, 17 & 24 (Wednesdays)*

*Cost: \$149.00 per person*

*Please see [www.banvilleandjones.com](http://www.banvilleandjones.com) or contact Banville & Jones at 948-WINE (9463) for further information. Cancellation policy in effect. Gift cards are available for Basics classes.*

## WINE CERTIFICATION PROGRAMS

Since 2001, Banville & Jones has proudly presented the *International Sommelier Guild* ([www.international-sommelier.com](http://www.international-sommelier.com)) wine studies programs. Designed especially for hospitality, service, and restaurant professionals, the ISG program is also suitable for amateur wine enthusiasts.

## ISG CERTIFICATION

### ISG Wine Fundamentals Certificate, Level 1

This introductory course for the wine novice or enthusiast covers sensory evaluation; wine terminology; grape growing and winemaking; food and wine matching; wine storage and aging; and wine service. Wine is explored by grape variety. Approximately 60 wines will be tasted, including fortified and sparkling wines. To obtain certification, students must pass a 60-question multiple-choice exam.

*Duration: three hours, once a week, for eight weeks (non-consecutive)*

*Starting: January 12 (Tuesdays); March 16 (Tuesdays), June 9 (Wednesdays)*

*Course cost: \$600.00, includes GST*



### ISG Wine Fundamentals Certificate, Level 2

Level 2 expands upon Level 1 topics, and beer and spirits are introduced. Emphasis shifts to a regional exploration of wines and includes broad-ranging tastings of more than 100 wines from Old and New World wine regions. Level 2 culminates in a challenging three-hour, three-part exam. The goal of this course is to prepare students for the Sommelier Diploma Program.

*Duration: three hours, once a week, for 16 weeks (non-consecutive)*

*Starting: June 8 (Tuesdays)*

*Course cost: \$1,000.00, includes GST*

### ISG Sommelier Diploma Program

The rigorous SDP aims to develop high standards of wine service backed by extensive knowledge and technical expertise. For additional detail, please visit either the Banville & Jones website or the ISG website.

*Duration: 23 classes, eight hours per class, presented over approximately six months*

*Start date: Monday, October 19*

*Cost: \$3,250.00, includes GST*

*Register for ISG programs online at [www.banvilleandjones.com/winedbj.aspx](http://www.banvilleandjones.com/winedbj.aspx)*



## WSET® CERTIFICATION

Starting in 2010, Banville & Jones will also offer courses of the internationally renowned *Wine & Spirits Education Trust* ([www.wset.co.uk](http://www.wset.co.uk)), programs developed for wine trade (the business of wine), and for wine enthusiasts.

### WSET® Level 1: Foundation Certificate

A solid introduction to wine for wine enthusiasts, or an excellent preparation for your first job in the wine industry. Learn about wine styles, main grape varieties, storage and service, health and safety, food and wine matching, and the Level 1 WSET® Systematic Approach to Tasting. Payment includes all materials including wines, workbook, examination, and WSET® Foundation certificate. Choose from two course models:

*Duration: One 8-hour workshop from 9 am to 5 pm*

*Date: Saturday, January 9; additional dates TBA*

*Cost: \$299.00, plus taxes*

OR

*Duration: Two 4-hour workshops from 9 am to 1 pm*

*Dates: Saturday, January 16 & 23; additional dates TBA*

*Cost: \$349.00, plus taxes*

### WSET® Level 2: Intermediate Certificate – “behind the label” (no prerequisite)

Level 2 either follows the Foundation course or can be the first step for those looking for a more in-depth program. Topics include wine styles, factors that determine style, characteristics of main grape varieties, major wine and spirit producing regions of the world, and the Level 2 WSET® Systematic Approach to Tasting. Intermediate Certificate is a prerequisite for further study at the Advanced Certificate and Diploma Program. For more information please see [www.banvilleandjones.com](http://www.banvilleandjones.com)

*Duration: 10 classes; dates TBA*

*Register for WSET® courses at Banville & Jones.*

## OPEN HOUSE: EDUCATION

Join us for an informal presentation and discussion of wine programs at Banville & Jones. Our wine instructors will introduce you to these programs and to our teaching facilities, and help you discover the best program for your interest. Wine and cheese will be served and a selection of holiday gifts will be available for special purchase.

*Dates: Sunday, November 1, 2:00 – 3:30 pm  
and Thursday, November 5, 7:30 – 9:00 pm*

*Admission: By reservation only; no registration fee. Call 948-9463 to reserve your place!*



# especially for you



Photo by Ian McCausland

## GIFTS

### **SANTA'S RED SLIDE \$24.99**

One bottle of red wine paired with our Banville & Jones chocolate emblem and a travel corkscrew, in our exclusive Banville & Jones wood box.

### **SANTA'S WHITE SLIDE \$24.99**

One bottle of white wine paired with our Banville & Jones chocolate emblem a travel corkscrew, in our exclusive Banville & Jones wood box.

### **DUOS \$29.99**

Copperidge *White* and *Red* and a travel corkscrew beautifully wrapped in our exclusive Banville & Jones wooden duo crate!

## BASKETS

### **SWEET TOOTH \$59.99**

For the chocolate lover in all of us: one red wine, one white wine, and an assortment of sweet tooth delights.

### **SAVOURY SENSATIONS \$59.99**

Our Savoury Sensations Basket includes one red and one white wine paired with an assortment of savoury delights.

### **WINE AND CHEESE \$79.99**

Two bottles of red wine and one bottle of white specially chosen by our wine experts, and perfectly paired with cheese and goodies to make your holiday entertaining a cinch.

### **SANTA'S COMPLETE HOLIDAY ENTERTAINER \$99.99**

Everything you will need for that special holiday evening: two bottles of red wine, two bottles of white wine, and an assortment of both sweet and savoury snacks.

### **HOLIDAY TEMPTATIONS \$149.99**

This basket is overflowing with holiday cheer. Three bottles of red wine and two bottles of white wine paired with enough snacks to fill Santa's wish list.

### **WINE LOVERS' CRATE \$249.99**

Our Banville & Jones Sommeliers created this wine lovers' crate, featuring two white wines and six reds beautifully packaged in a Canadian pine crate.





Photo by Ian McCausland

## ONE FOR THEM, TWO FOR YOU

A perfect holiday gift! Buy Kilikanoon *Killerman's* Shiraz, Caymus Vineyards Zinfandel and Tolaini *al passo* and receive a hand-crafted wooden gift box. Special price: \$75.99 (regular price: \$100.96)

### HOLIDAY CASES

#### Holiday Whites

A selection of our favourite dry white wines (three bottles each of four different wines) \$129.99

#### Holiday Reds

A selection of our favourite dry reds (three bottles each of four different wines) \$129.99

#### Holiday Wines of Distinction

A selection of six reds and six whites, chosen specially for your holiday celebrations \$169.99 (regular price: \$229.99. Save \$60.00)

### DONNA LAURA COLLECTION \$59.99

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 three-pack.

### REGULAR STORE HOURS:

Monday to Friday 10 to 8, Saturday 10 to 6, Sunday and holidays 12 to 6

### HOLIDAY HOURS:

**November:** Remembrance Day: 1 to 6

**December:** Monday to Saturday 10 to 9, Sunday 12 to 6

December 24: 10 to 4

December 25: Closed

December 26: 12 to 5

December 27: 12 to 6

December 31: 10 to 5

January 1: Closed

# banville & jones events



## WATCH FOR THIS SPECIAL SPRING EVENT:

Join us in the spring for a very special evening with **Krupp Brothers** from Stagecoach Vineyard, our newest superstar from the Napa Valley. Please refer to [www.banvilleandjones.com](http://www.banvilleandjones.com) for the specific date and details.

## BANVILLE & JONES WINE EVENTS SCHEDULE

October 2009 through February 2010

Events begin at 7:00 pm unless otherwise noted. Please check [www.banvilleandjones.com](http://www.banvilleandjones.com) for updated information on wine event themes and dates.

### Passport to Wine

*Cost: \$69.99 per person, plus taxes*

New this Fall! Travel the world with Banville & Jones international wine and food pairing evenings. Every evening is a chance to explore a new country's wine and food culture. As our very own frequent flyer program, attend three Passport events by the end of 2010, and you will receive a complimentary Eisch Breathable Bordeaux wine glass (\$29.99 value).

Saturday, October 3: South Africa

Friday, October 16: Spain

Sunday, October 25: Tour de France

Friday, November 6: Argentina

Sunday, November 8: Italy

Friday, January 8: Tuscany

Friday, January 22: California

Sunday, January 24: Alsace

Saturday, February 13: Chile

### Test Kitchen Encore

*Cost: \$89.99 per person, plus taxes*

Joel Lamoureux recreates a true taste experiment with this Test Kitchen (page 54). Join the experiment with Joel and our wine experts, exploring how changing the flavours of a dish can affect three levels of wine pairings.

Wednesday, January 13

### Crazy Tasting!

*Cost: \$69.99 per person, plus taxes*

Expect the unexpected! Our wine experts will collaborate with Chef Craig Guenther to bring you some outrageous and unexpected wine and food pairings.

Saturday, January 16

### Wine & Cheese

*Cost: \$35.99 per person, plus taxes*

Our favourite wines are paired with a selection of Bothwell cheeses.

Friday, October 23

Friday, January 29

Friday, February 12

### Cooking and Wine Tasting Classes

*Cost: \$89.99 per person, plus taxes*

The evening includes exclusive wine pairings, gourmet food tasting with recipes from Winnipeg's finest chefs, and a Banville & Jones apron for you to take home.

Wednesday, November 4: Fancy Feasts with Tristan Foucault

Thursday, February 4: Treat your Sweetheart with Café Dario

### Luxury Tasting

*Cost: \$99.00 per person, plus taxes*

Once a month, our wine experts open the doors of our Specialties cabinets to explore some of Banville & Jones's exclusive treasures.

Thursday, October 1: Inspirational Burgundy

Thursday, November 12: Champagne

Thursday, January 28: Port

Join us Saturday, February 20 for a special **Luxury Tasting: Napa in the Cave!** We will be sampling some of Napa's most exciting and exclusive wines.

*Cost: \$99.00 per person, plus taxes*

Visit [www.banvilleandjones.com](http://www.banvilleandjones.com) for info about our wine enthusiast classes in Assiniboine Community College's Continuing Education Programme in Brandon.

To reserve a space or book a private wine tasting event, call 948-WINE. Tickets are non-refundable but are exchangeable 14 days prior to the event.





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Photo by Ian McCausland

This Test Kitchen was a real epicurian adventure. Chef Joel Lamoureux challenged the palates of wine experts Sylvia Jansen, Saralyn Mehta, and Tina Jones by presenting them with variations on each component of this dish. Each slight change to the meal meant a variation in the wine they initially paired with the meal. As they tasted through each part of the meal, Joel's variations and the wine panel's reactions helped to build the best meal with the best wine pairing. Taste the results yourself at our Test Kitchen Encore event on January 13 (see page 52 for details).

## THE MEAL

### Roasted Sable Fish with a Coffee Soy Marinade and Napa Cab Blue Cheese Sauce

#### The Marinade

##### Coffee Soy Marinade

2 c. espresso or strong coffee  
1/2 c. soy sauce  
30g/2 tbsp brown sugar  
4 sprigs each of fresh mint, tarragon, and basil  
2 bay leaves  
15g/1 tbsp peppercorns  
30g/2 tbsp sliced shallots

#### The Fish

Joel provided three fish options: Halibut, Sable Fish, and Monk Fish. Consensus was that the Sable Fish was the best at holding up to the strong flavours in the sauce.

##### Roasted Sable Fish (a.k.a. Butter Fish, Black Cod)

4-200g/7oz pieces marinated Sable Fish  
30g/2 tbsp vegetable oil  
5g/1tsp butter  
Salt and pepper to taste

# test KITCHEN

Mix all marinade ingredients in a pot and simmer, stirring to dissolve the sugar. Cool and reserve. The marinade tastes better if it is made the day before. Cover the fish with the marinade for 1 hour in a non-reactive dish (glass, plastic, stainless steel, etc.). Drain off liquid and pat dry with a towel.

Using a heavy-bottomed pan, heat oil and butter on medium heat until butter foams. Season the fish lightly and place in the pan. Now don't touch the fish! As much as you want to touch it, leave it alone for 4-5 minutes! When the fish has a golden brown crust, it will break loose from the pan. Flip the fish and finish roasting in a 400°F oven for about 5 minutes.

#### The Sauce

The sauce started as a *beurre rouge* with slices of blue cheese. Tina asked Joel to instead build a blue cheese sauce that would flatter the fish, and also look appealing on the plate. They ended up tasting both a white and red version of the blue cheese sauce, and this came out on top.

##### Napa Cab Blue Cheese Sauce

30g/2 tbsp shallots, minced  
15ml/1 tbsp vegetable oil  
30ml/2 tbsp Zinfandel red wine vinegar  
121ml/1/2 c. Napa Cabernet Sauvignon  
121ml/1/2 c. 35% cream  
60g/4 tbsp St-Agur Blue Cheese, cubed  
15g/1 tbsp butter, cubed

In a medium sauce pan, slowly sauté shallots in oil until translucent. Add Zinfandel vinegar and reduce until syrupy. Add red wine and reduce again until syrupy. Add cream and reduce by half. Turn heat off, then whisk in small amounts of blue cheese and butter until fully incorporated. Season with salt and pepper and keep warm until service.

#### The Sides

##### Roasted Cherry Tomatoes

484g/2 c. cherry tomatoes  
30g/2 tbsp olive oil  
2 sprigs fresh basil  
Salt and pepper to taste

Toss all ingredients in a bowl and place on baking sheet. Bake at 400°F until skins start to peel back, about 15-20 minutes.

##### Chanterelle Mushrooms

The panel tried a range of mushrooms, and found that each

The Meal continued on page 57





Photo by Ian McCausland



QUALITY DESIGN.  
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# test kitchen: the wines



**BEAULIEU VINEYARD 2005  
BV COASTAL ESTATES  
CABERNET SAUVIGNON  
NAPA VALLEY, \$13.99**

Saralyn: Tomatoes can be difficult to pair, but they make this low-acidity wine more acidic, and really bring out an interesting complexity that wasn't there on its own.

Sylvia: On its own, this wine is very drinkable. The simplicity of the wine doesn't compete with the complex and hearty flavours in this dish.

Tina: The earthiness of the mushrooms matches the coffee flavours in this marinade. Caramelizing the mushrooms gives them an intensity and structure that stand up to the character of the wine.



**MER SOLEIL 2006 SILVER  
UNOAKED CHARDONNAY  
NAPA VALLEY, \$35.99**

Saralyn: *Silver's* lighter flavours are a contrast to the strong flavours of the meal. The red wines are following the taste profile of the meal, while the whites work as more of a contrast.

Sylvia: When you put everything together, *Silver* isn't working against anything on the plate. It has complexity without the added softening and mellowing of the oakier wines.

Tina: There is a marriage between the *Silver* and every component of this meal. The flavours in the wine don't take anything away from the meal. I'm surprised. I thought this meal would require a wine with strong oak qualities to hold up.



**BENNETT LANE 2004 MAXIMUS  
NAPA VALLEY  
\$49.99**

Saralyn: I like the restraint of it (as far as Napa wines go). This is unbelievable when you put every component on your fork and taste it with the wine.

Sylvia: I would have thought this would be way too big, but it's not. It's shockingly good, especially with the blue cheese sauce.

Tina: The *Maximus* is an amazing pairing with the blue cheese. This is so interesting because never in a million years would I pair a big Napa Cab with white fish and vegetables, but this is a winner.

The Wines continued on page 57

**Also try:** Domaines Astruc 2007 DA Cabernet Sauvignon, Vin de Pays d'OC, France – \$14.99; Chateau Ste Michelle 2005 *Orphelin*, Washington – \$22.99; Dutschke 2006 *Willow Bend* Shiraz Merlot Cabernet, Sauvignon, Australia – \$26.99; Domaine De Chaude 2006 *Ecuelle* Chablis, France – \$32.99; Belle Glos 2006 *Meiomi* Pinot Noir, Sonoma Valley – \$34.99; Bacio Divino 2005 Napa Valley – \$109.99

## Manitoba's Perfect Pairing

Fans of wine, cheese and Manitoba ingenuity will appreciate this perfect pairing. Gary Hewitt of Banville & Jones Wine Co. recommends a Napa Valley creation by Winnipeg winemaker Claus Janzen paired with Bothwell's Smoked 2 Year-old Cheddar Cheese for your holiday entertaining:

Bacio Divino's 2005 Napa Valley *Call me Crazy* Pazzo is a wild blend of Sangiovese, Cabernet Sauvignon, Petit Syrah, Syrah and two white grapes, Viognier and Muscat Canelli. It's wonderfully balanced with soft tannins and a mélange of flavours, plus a little smokiness of its own. It pairs perfectly with the extra-sharp edge of this beautifully smoked cheddar made in New Bothwell, Manitoba. Call me crazy, but you can almost taste a Manitoba personality in this pairing—or maybe I have been staring at the Pazzo label for too long. Enjoy.





The Meal continued from page 54

of them had a different favourite, depending on their own palate.

242g/1 c. chanterelle (or any other favourite fall mushroom)  
15g/1 tbsp olive oil  
5g/1 tsp butter  
Salt and pepper to taste

Heat oil and butter on medium-high. Once the butter starts to foam, add chanterelles and sauté for 2–3 minutes. Place in a 400°F oven until moisture has evaporated and mushrooms start to caramelize. Season and serve warm.

#### *Roasted Butternut Squash*

484g/2 c. butternut squash, peeled and diced  
121g/1/2 c. pistachios  
15g/1 tbsp brown sugar  
5g/1 tsp butter  
45g/3 tbsp olive oil  
Salt and pepper to taste


Sauté the squash in oil and butter for 5 minutes on medium heat. Season with salt and pepper and add sugar and pistachios. Place in a 400°F oven for approximately 30 minutes, until fork tender.

The Wines continued from page 56



**RUBICON ESTATE 2005 CASK  
CABERNET SAUVIGNON  
NAPA VALLEY, \$159.99**

When we discovered how well this fish recipe paired with Napa Cabs, we went a step further and paired it with Rubicon Estate's exceptional 2005 CASK Cabernet. When you put your nose to this wine, you can tell you are in the company of a real artistic accomplishment.

We knew that CASK pairs well with red meat, but this match breaks all the rules. The intensity in this dish holds up to this incredibly complex food wine. Our conclusion: You *can* pair a big Napa Cabernet with white fish and vegetables when you remember to always be mindful of the *entire* meal—not just the protein, but the sauces, marinade, and sides—when considering your wine pairing. 

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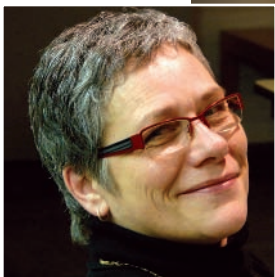
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## sidebar

By Sylvia Jansen,  
Sommelier (ISG, CMS), CSW

When someone asks me if I have tasted anything from Harlan Estate in Napa, or Quintessa, or Backus from Joseph Phelps, I know we are in for a long conversation. These wines belong to a special breed known as the *cult wine*.

We all know what a cult is: a closed group where those inside hold a special kind of experience that sets them apart from those outside; where people's emotions have taken them just a bit past the edge; and where those on the outside harbour a fascination about the inside that can border on fear and loathing. When the term is loaned to the wine world, the main difference is that the experience of cult wine, happily, does not involve having to move into the desert with strangely dressed people.

To become a cult wine, a few critical elements must be present:

**Scarcity:** The world's cult wines include those produced in respected, tightly delineated wine regions where the standards are high: Napa Valley, Burgundy's *Grand Cru* vineyards, a few tiny properties in Bordeaux and Tuscany, for example.

**Demand:** Scarcity counts only if more people want it than can get it.

**Quality:** The wine has to be good—sometimes ridiculously good. A great wine, created by a true artist from a special vineyard, has the capacity to gather together emotion, sense, memory, and mind. The experience sends shivers through


your entire system. Every cult wine has done this to someone.

**The Event:** Something needs to help skyrocket the wine into the limelight. The event can be a long-standing awareness of scarcity, quality, and demand, or it can be a review impossible to ignore, coupled with a stratospheric rating, that catapults a wine into fame. The likes of Robert Parker, *Wine Spectator*, *Gambero Rosso* in Italy, and James Halliday in Australia have seen their enthusiasm for a tiny production wine send the product into cult status.

**Reputation:** Reputation is different from demand or quality, but drives both of these. Sometimes it is the presence on the scene of a gifted winemaker or wine-making consultant that brings the bright lights of the world stage and the bids on the auction markets. Michel Rolland from France and Carlo Ferrini from Italy have the sort of winemaking genius that generate cult following.

The downside is that cult wines are bound to be on the pricey side. Where demand far outstrips supply, some of us are willing to pay for the experience of being among the few who have tasted it. The wines usually start in the hundreds of dollars, and can easily run up to the thousands. For some people, the experience tasting liquid gold makes it worth the price.

The upside is that cult wines make us all pay attention to wines and wine-makers generally. There are more than just a few producers whose reputations are just under the cult-radar, but that have the right combination of great *terroir* and great genius. In comparison to the cult wines you can almost never get, or that are the price of a small car, these are a fantastic option. At Banville & Jones we are fortunate to have a few wines with cult status on our shelves, and more than a few that are of cult quality. Just ask, or have a look around. They are the ones on the shelves, winking and waving at me as I walk by.

So here's to you, rarely. 



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□ Bacio Divino 2005, Napa Valley, USA \$109.99	56
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□ Beaulieu Vineyard 2005 <i>BV Coastal Estates</i> Cabernet Sauvignon, Napa Valley, USA \$13.99	56
□ Belle Glos 2006 <i>Meiomi</i> Pinot Noir, Sonoma Valley, USA \$34.99	56
□ Bennett Lane 2004 <i>Maximus</i> , Napa Valley, USA \$49.99	56
□ Bokisch Vineyard 2008 Albariño, Lodi, USA \$23.99	38
□ Bokisch Vineyard 2007 Graciano, Lodi, USA \$35.99	38
□ Bokisch Vineyard 2008 Garnacha Blanca, Lodi, USA \$25.99	38
□ Bokisch Vineyard 2007 Tempranillo, Lodi, USA \$29.99	38
□ Cantina di Casteggio 2005 <i>Autari</i> Barbera, Oltrepò Pavese, Italy \$17.99	62
□ Casa Lapostolle 2006 <i>Clos Apalta</i> , Colchagua Valley, Chile \$128.99	29
□ Catena Zapata 2003 <i>Nicolas</i> , Mendoza, Argentina \$114.99	29
□ Caymus 2006 Cabernet Sauvignon, Napa Valley, USA \$96.99	37
□ Caymus 2005 <i>Special Selection</i> Cabernet Sauvignon, Napa Valley, USA \$199.99	37
□ Château Le Bon Pasteur 2001 Bordeaux, France \$163.99	29
□ Château Fontenil 2000–2004 Bordeaux, France \$58.99–\$75.99	29
□ Chateau Ste Michelle 2005 <i>Orphelin</i> , Washington, USA \$22.99	56
□ Château Troplong Mondot 2004, St. Emillion Grand Cru, France \$99.99	29
□ Clos de los Siete 2007, Mendoza, Argentina \$26.41	29
□ Cristom Vineyards 2005 <i>Mt Jefferson Cuvée</i> Pinot Noir, Oregon, USA \$66.99	38
□ Cristom Vineyards 2005 <i>Marjorie</i> Vineyard Pinot Noir, Oregon, USA \$65.99	38
□ Cristom Vineyards 2004 <i>Sommers Reserve</i> Pinot Noir, Oregon, USA \$58.99	38
□ Domaine Astruc 2007 <i>DA</i> Cabernet Sauvignon, Vin de Pays d’Oc, France \$14.99	56
□ Domaine De Chaude 2006 <i>Ecuelle</i> Chablis, France \$32.99	56
□ Dutschke 2006 <i>Willow Bend</i> Shiraz, Merlot, Cabernet Sauvignon, Barossa, Australia \$26.99	56
□ Grosset 2004 <i>Gaia</i> , Clare Valley, Australia \$57.99	62
□ Harlan Estate 2005, Napa Valley, USA \$841.99	29
□ Houdini Corkscrew \$60.00	23
□ innocent bystander 2008 Pinot Noir, Victoria, Australia \$20.99	62
□ Iron-X Wine Rack \$219.99–\$319.99	22
□ John Howard Megalomaniac 2007 <i>Narcissist</i> Riesling VQA, Niagara, Canada \$19.99	62
□ Joseph Phelps 2005 Cabernet Sauvignon, Napa Valley, USA \$85.99	37
□ Krupp Brothers 2005 <i>Veraison</i> Cabernet Sauvignon, Napa Valley, USA \$87.99	36
□ Krupp Brothers 2005 <i>Stagecoach</i> Vineyard Cabernet Sauvignon, Napa Valley, USA \$157.99	36
□ Lange Twins Wines \$19.99–\$39.99	23
□ Majella 2006 Cabernet Sauvignon, Coonawarra, Australia \$44.99	62
□ Mazzei 2007 <i>Zisola</i> Nero d’Avola, Sicilia, Italy \$33.99	62
□ Mer Soleil 2006 <i>Silver</i> Unoaked Chardonnay, Napa Valley, USA \$35.99	56
□ Quintessa 2005 <i>Faust</i> Cabernet Sauvignon, Napa Valley, USA \$89.99	19
□ Quintessa 2008 <i>Illumination</i> Semillon/Sauvignon Blanc, Napa Valley, USA \$61.99	19
□ Quintessa 2005 <i>Quintessa</i> , Napa Valley, USA \$219.99	19
□ Rubicon Estate 2005 <i>CASK</i> Cabernet Sauvignon, Napa Valley, USA \$159.99	57
□ Sommelier Washing Brushes \$14.99	22
□ Tenuta dell’Ornellaia 2003–2005, Tuscany \$169.99–\$248.99	29
□ Tolaini 2005 <i>al passo</i> , Tuscany IGT, Italy \$29.99	29
□ Tolaini 2005 <i>Valdisanti</i> , Tuscany IGT, Italy \$49.99	29
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□ Wine Journals \$8.95–\$24.95	22



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# top picks



**ANDREA EBY**  
Innocent Bystander 2008  
Pinot Noir  
Victoria, Australia  
\$20.99

With a beautiful pale ruby colour, this wine may appear innocent, but look out—it packs a flavour punch! Juicy pomegranate and cherry fruit mingle with aromas of flowers, spice, and toasty oak. Pinot Noir is famous for its ability to pair well with a myriad of foods and this one is no exception. You'll be amazed how many different foods it can complement: poultry, pork, or even salmon.



**JILL KWIATKOSKI**  
John Howard Megalomaniac  
*Narcissist* Riesling  
Niagara VQA, Canada  
\$19.99

Talk about refreshing! This Riesling perfectly represents gorgeous Niagara fruit, with a fresh apple note, hint of citrus, and even a hint of juicy pear. *Narcissist* pairs wonderfully with Asian dishes, or stands on its own as a refreshing sipper. Keep it in your fridge at all times to bring the taste of summer feeling back on a crisp fall night. Proudly Canadian, proudly stocked in my fridge!



**RICK WATKINS**  
Majella 2006  
Cabernet Sauvignon  
Coonawarra, Australia  
\$49.99

This may be the best Majella Cabernet yet! Almost black in colour, this wine has a complex nose of black fruit with subtle hints of mint and violets. On the palate, the pure blackcurrant and black plum flavours caress your mouth with a velvety softness. The tannins are fine-grained and the finish lingers. This wine just won "Best Wine of Show" at the prestigious Limestone Coast wine show. With a Winefront Monthly score of 92+, this is one for the cellar.



**JOEL LAMOUREUX**  
Mazzei 2007 *Zisola*  
100% Nero d'Avola IGT Sicilia  
\$33.99

This well-balanced wine shows fresh acidity with a kiss of oak. Medium-bodied with dark cherries and smoke, its cherry and licorice aromas jump out and the finish lingers on your palate. Try this wine with some wild boar or a spicy tomato ragout. Give your palate a dance lesson with a bottle of *Zisola*!



**BETTY SETKA**  
Barbera Autari 2005 *Oltrepò Pavese*  
Cantina di Casteggio, Lombardy,  
Italy  
\$17.99

Autari is a fresh, aromatic red, with ripe cherry and juicy blackberry fruits. It is a well-structured wine with soft tannins and gentle acidity. Autari is the perfect complement to a wide variety of foods or enjoy it while sitting by the fire. This Northern Italian gem is a great alternative to your usual Chianti.



**GARY HEWITT**  
Grosset 2004 *Gaia*  
Clare Valley, Australia  
\$57.99

Silky smooth tannins highlight this impeccable, balanced blend of Cabernet Sauvignon (70%), Cabernet Franc (25%), and Merlot (5%). Intensely pure black cherry aromas with notes of leaf tobacco and mint lead to bright, intense flavours and seamlessly integrated spicy oak. Lively acidity and moderate alcohol keep it fresh. Just now showing its potential, this beauty will evolve over 6–8 years.



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A woman wearing a straw hat and a white lace-trimmed top is leaning over a younger woman who is sitting and looking up at her. They are in a vineyard with green leaves in the background. A large white wine glass is superimposed over the scene, containing text. A bottle of Conundrum wine is in the bottom right corner.

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