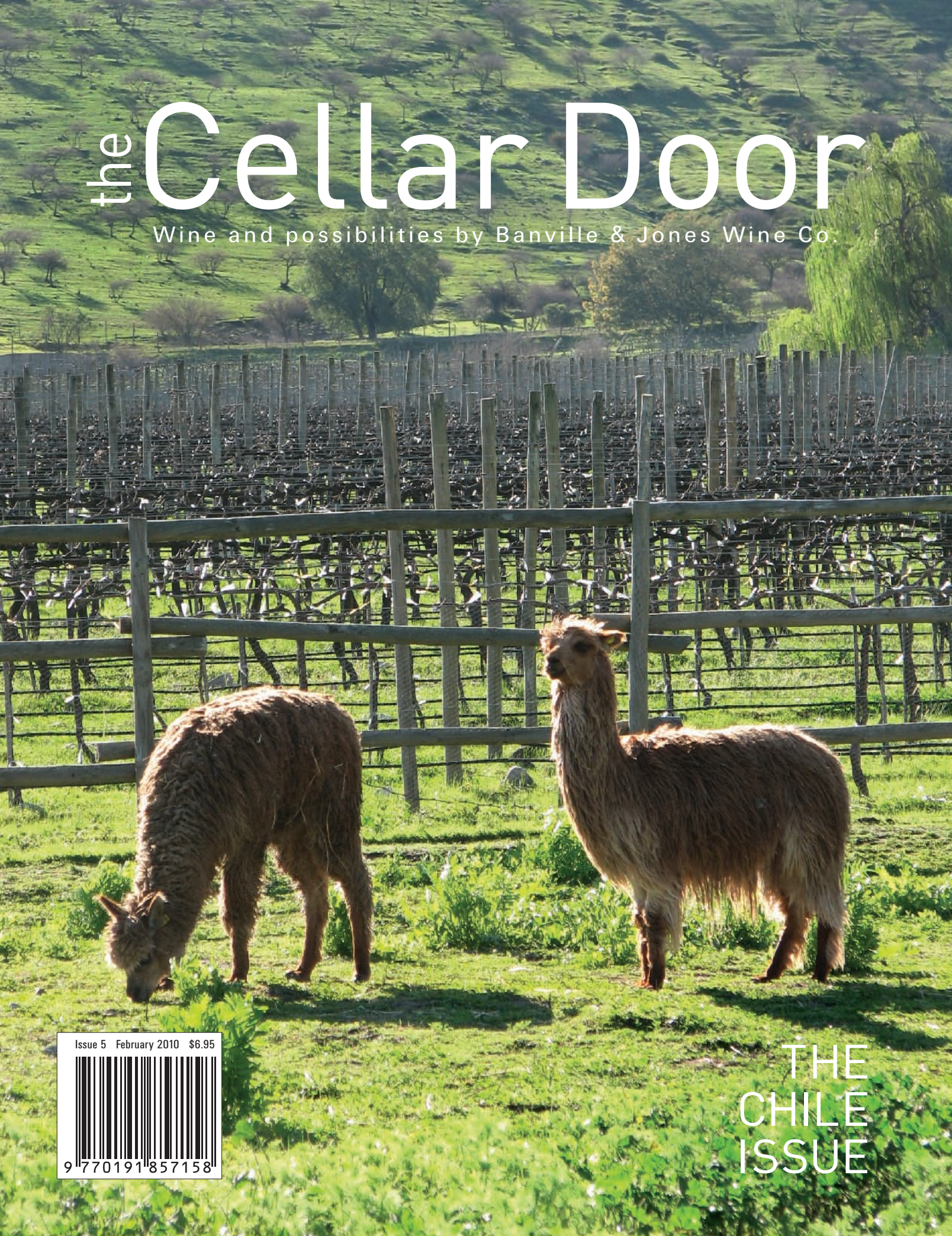
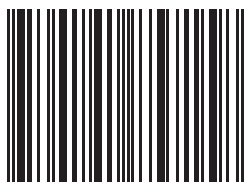


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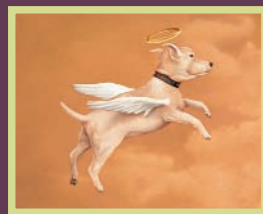
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Alpacas roam the Caliterra Sustainable Estate, Valle de Colchagua, Chile. Photo courtesy of Caliterra.

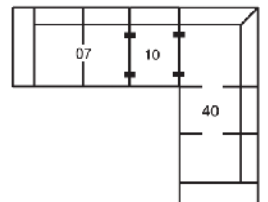
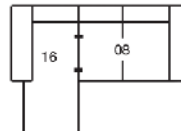
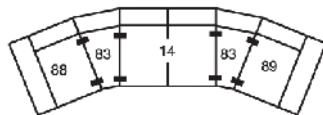
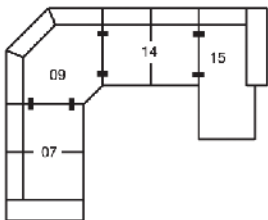


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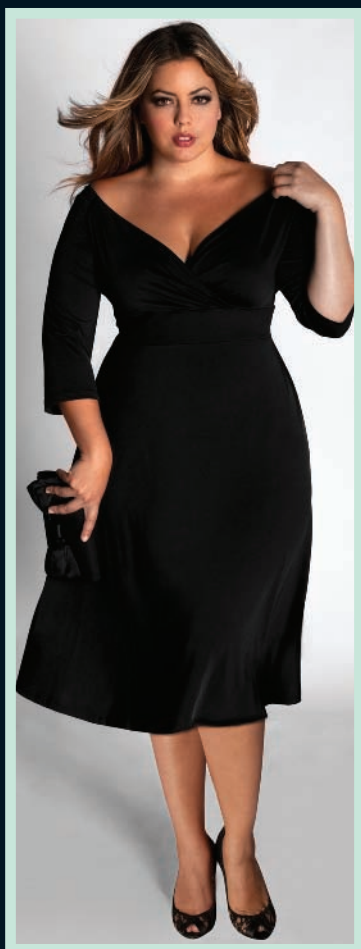




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Banville & Jones Wine Co. is a fine wine boutique in Winnipeg, Manitoba that specializes in promoting wine education and lifestyle. Opened by sisters Tina Jones and Lia Banville in 1999, it is located in a 3-storey Tuscan-inspired facility that houses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

**Banville & Jones Wine Co.**

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## a message from tina jones

When I visited Chile a few years ago, I wasn't surprised to discover how beautiful and remote it is. Navigating the winding roads through the wine regions of the Chilean countryside is definitely an adventure, and the vistas are breathtaking. Since my journey to Chile, Banville staff members Gary, Mike, and Jill have all made the trek, and with each trip, Chile becomes increasingly accessible. Mike and Gary may have spent many hours disoriented in their rental car, but they look back on the adventure with a smile! By the time Jill visited Chile last March, she was well-equipped to have a seamless journey. Jill was very fortunate to be included in a special group trip organized by the good people at Wines of Chile (read about her trip through the Colchagua Valley on page 45)!

Chilean wines are making great strides in today's discerning wine world. A recurring theme in this issue is transition: once known largely for its bulk wine exports, Chile is now being recognized for its high impact, inexpensive wines, as well as some emerging classics.

I hope you enjoy the cultural flare of this issue! We begin with an exploration of Chilean culture and history (page 25), revealing the rich historical context of winemaking in the region. Sylvia Jansen explores Chile's "green" report card (page 53) and Joel Lamoureux stirs up international flavours in our Chilean-themed Test Kitchen (page 62). We are also privileged to feature an interview with iconic winemaker John Duval (formerly of Penfolds, now of John Duval Wines), who discusses his foray into Chilean winemaking at Viña Ventisquero (page 31). If you have not yet discovered the wines of Chile, then you are in for a real treat!

Salut!





LUIS FELIPE EDWARDS

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# ask a sommelier

I am looking at putting in a wine cellar and want a 3–5 year stock of aged wines. Is it better to buy now, knowing I will store them, or buy “aged” wines as desired?

—Robert Paige

Dear Robert,

Generally speaking, the best idea is to buy now, and age the wines for your enjoyment later. This strategy means that you have a broader selection on purchase. Moreover, aged wines on the market are usually more expensive.

When you consider what to put into a cellar, ask yourself a few questions. First: which wine? Most wines on the market today are produced with an expectation that the consumer will enjoy the wine within a few hours of purchase. Do your homework, or ask the advice of a wine expert you trust.

Second: what quality? You usually need to pay a bit more for age-worthy wines. Mind you, there are some modestly priced wines that develop nicely over a few years, and there are many premium- and luxury-priced wines that should be consumed the day after tomorrow, so be careful.

Finally: how much? Try to buy at least 3 or 4 bottles of each wine. This allows you to ladder your consumption, rather than biting your fingernails over when to open a single bottle.

I should also tell you that Banville & Jones provides a Cellar Starter program. Our Sommeliers and buyers do the homework, and subscribers receive a case every few months. Each crate comes packed with information on the producers, wines, and recommended cellaring times. Happy cellaring!

—Sylvia Jansen

I enjoy Valpolicella wine and a friend has recommended that I try an Amarone. When looking at wines, I have seen Valpolicella, Amarone,

and something called a Ripasso Valpolicella. What exactly is the difference between these products?

—Joshua K. Thiem

Dear Joshua,

These three wines are really different versions of the same grape varieties. Back in the 1960s, many people experienced Valpolicella for the first time from a carafe, and would be hard pressed to imagine this light, easy-going wine to be capable of any greatness. Today, producers like Tedeschi make basic Valpolicella seem like something special. At its best, Valpolicella has a lovely cherry colour and flavour, and a fascinating bitter, almondy twist.

Amarone is made from the same (main) grape varietal as Valpolicella, Corvina, except the grapes are dried in barns, usually 4–6 months to raisin, then slowly fermented. (There is sweet Recioto della Valpolicella, labelled Amabile, but we usually see only the dry Amarone in our market.) Rich and raisiny, Amarone can be as alcoholic and intense as some fortified wines. The local name, *vino di meditazione* (meditation) gives you a clue about how to enjoy them!

In the middle price point and flavour profile is the “baby Amarone.” Ripassos (re-passed) are re-fermented Valpolicellas. The best young wines are transferred into barrels or tanks containing the lees (pressed grape skins) from Amarone that has finished fermentation. Active yeast cells that remain in the mixture induce a second fermentation. The resulting wine is a pumped up Valpolicella, with more alcohol and some of that Amarone character.

I think the different styles of Valpolicella have something for everyone, and I hope you enjoy the steps up to the top!

—Darren Raeside

When I order a bottle of wine in a restaurant, some servers make a big show of popping the cork loudly when they open the bottle, others make an effort to do it quietly—which is considered “correct”? What should I do when the server hands me the cork? Do I smell it or not? What else should I look for when the server presents the wine?

—Dorothy Scott

Dear Dorothy,

When a server presents your wine, first be sure to check that the wine is the correct vintage, varietal, and producer. Next, watch as they open the wine. Though we all love the celebratory feeling of a good POP, when opening a wine, it is something you should try to avoid. The proper way to open a bottle of wine is to use your corkscrew to bring the cork three quarters of the way out and then to gently twist the cork with your hand to remove the rest. The reason for this is simple. A gentle touch will avoid stirring up sediment in aged or unfiltered wines. Equally important, opening a bottle gently will save you the trouble of splattering wine all over your shirt.

No need to smell the cork, but look at it for signs that the wine could be flawed, such as the cork being saturated, dried out or showing signs of mold. The same holds true with a screw cap. The enclosure can clue you in to a problem with the wine. In the end, the most important thing is to smell and sip the wine. The truth of the wine is in the glass.

—Saralyn Mehta

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



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Wine Stage Manitoba 2009 (clockwise from top left): Michelle Kirkbride, Kim Templeton & Lisa Janke; wine writer Ben MacPhee-Sigurdson; Lia Banville; Jaime Merino & Juan Ignacio Zúñiga from Viña Ventisquero; Kate Holden, Trina Macdonald & Anne Westwood.





Faces and Places (clockwise from top left): Winemaker Andrew Tierney of Torbreck Vintners; Lynn & Leo Boiteau; Founding Winemaker Aurelio Montes of Viña Montes; Mo Razik, Saralyn Mehta & Jackie Stephen at the 2009 Wine List Awards; Winemaker Rick Burge of Burge Family Winemakers; Grant Cockshott, Aynsley Cockshott, Louie Tolaini, Mary Ann Gilmour, Mike Gilmour & Barb King at Tolaini Estates, Tuscany.





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# behind the label: luis felipe edwards

By Andrea Eby



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Luis Felipe Edwards  
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Colchagua Valley  
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Almost 200 years ago, a young English doctor left London on a ship bound for the New World. Two generations later, his descendents laid down their vineyard roots in Chile. What began as a small family business has evolved into the world-class Luis Felipe Edwards winery, which produces over 1 million cases per year and exports around the globe. Surprisingly, in an age when multinational corporations controlled by boards and shareholders are the norm, the company remains 100 per cent owned and operated by the Edwards family. Hard work and traditional family values such as honesty, loyalty, and diligence have contributed to Luis Felipe Edwards's esteemed reputation on the world wine stage.

The Edwards winery is located in the heart of the Colchagua Valley region, two hours south of Santiago. Few places on Earth are as well-suited to growing high-quality grapes as this picturesque valley. With cooling Pacific breezes, mineral-rich soils and pristine run-off from the nearby Andes Mountains, a grape grower could ask for little more. Despite the natural advantages afforded to the vineyard sites, the Edwards family is not one to rest on its laurels. They continue to expand and invest in their company by acquiring new vineyard locations, improving existing vineyards, and implementing new technology. Sustainability is also a focus: the Edwards ensure that their winemaking practices remain environmentally friendly.

Elevating quality is a common manifesto at Luis Felipe Edwards and is reflected in their newest vineyard plantings: at 800–1000 m above sea level, they represent the highest plantings in the Colchagua Valley. Growing grapes at such extreme altitudes allows for slow ripening and results in fruit with very concentrated flavours. Despite the benefits, these vineyards also present technical difficulties and additional costs. Irrigated water must be pumped up to the vines and handpicking is a necessity due to the heavily terraced sites. Why go through all this additional work and expense?

One taste of the Edwards' iconic wine *Autoritas* should be all the evidence you need. This full-bodied premium blend (85 per cent Cabernet Sauvignon and 15 per cent Syrah) is packed with plum, blackberry, and violet flavours, all wrapped in a soft blanket of French oak. If the *Autoritas* is out of your price range for everyday drinking, you will enjoy the great quality-to-price ratio in their *Gran Reserva* and *Reserva* lines. Ideal growing conditions coupled with careful winemaking have produced Luis Felipe Edwards wines that exceed consumer expectations at every price point. Join the growing community of wine lovers, in Winnipeg and around the world, as they discover the strong family traditions of excellence and dedication that will keep the LFE label on tables, and in hearts, for a long time to come. ∞

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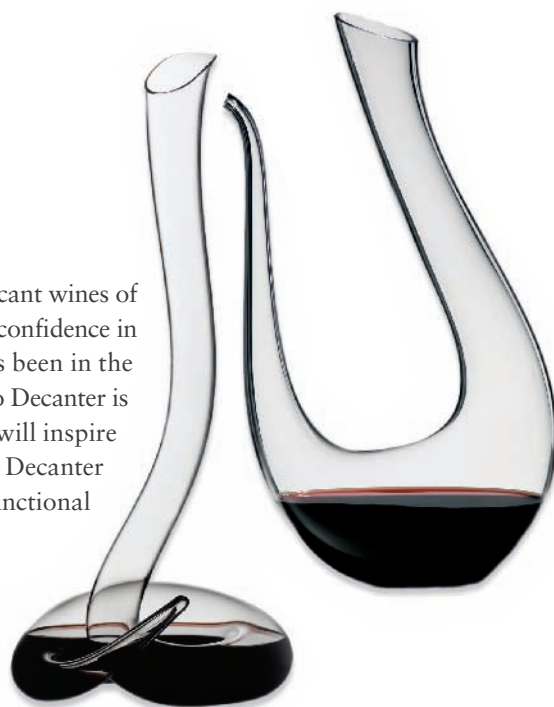
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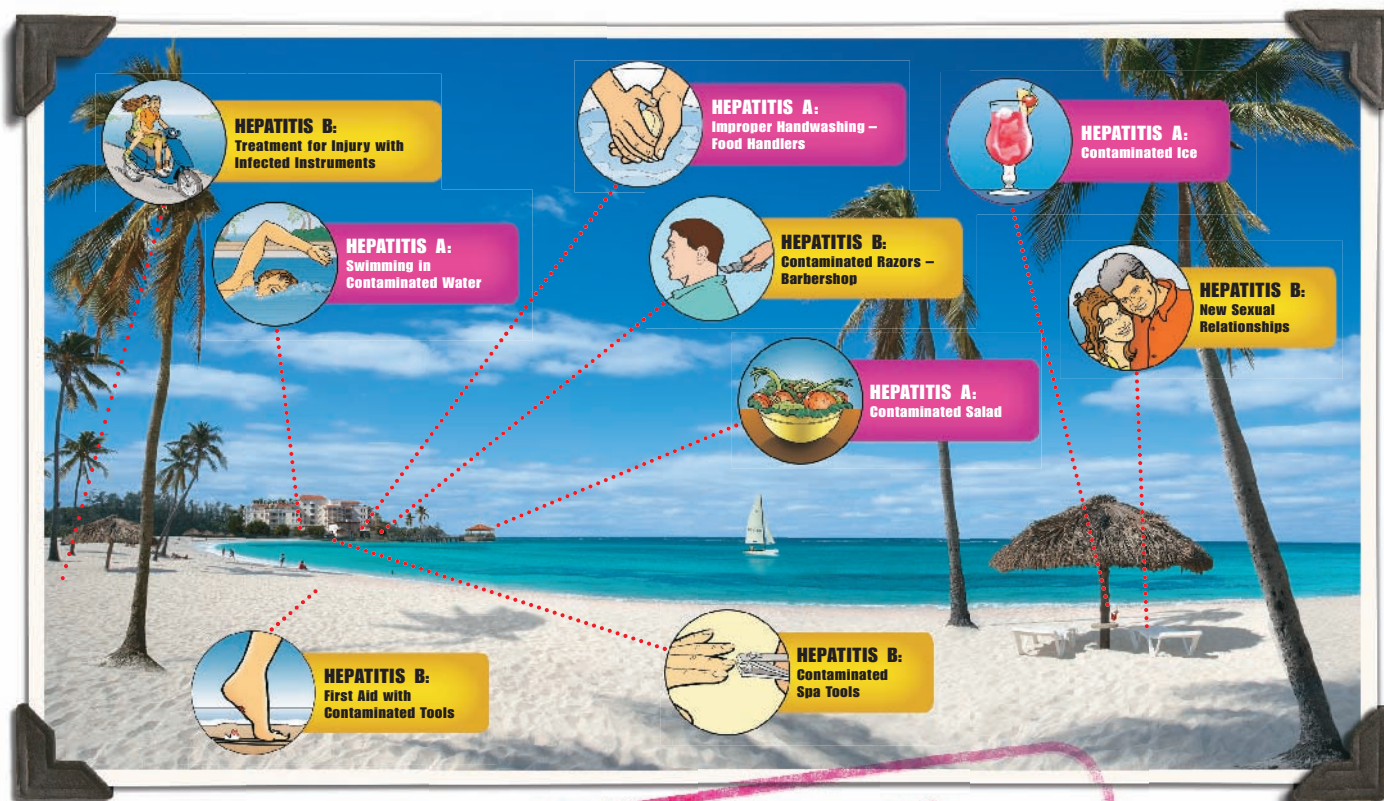


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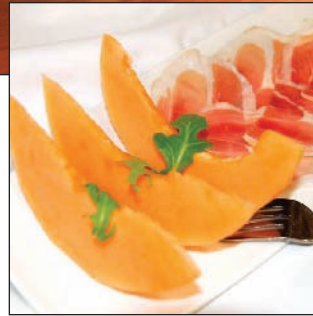
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Map of Chile's wine regions (courtesy of Wines of Chile)

# GETTING TO KNOW CHILE

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

After God created the World, on the 7th day he was resting. Then an Angel came and told him that they had a problem. There were pieces left over. Tired from the act of creation, God sighed and told the Angel to stick the extra pieces in an out-of-the way place that no one will notice . . . Chile.

– *Chilean creation myth*

Wines are expressions of national culture and history. Consider Chile. We know Chilean wines today as expressive varietal wines at a good price. But just scratch the surface and ask which grape varieties prevail or why the wines are so cheap, and you reveal a complex, colourful history, and learn about modern Chile in the process.

## A LAND BEFORE WINE

- The first peoples in Chile likely arrived by the Bering land bridge from Asia or by sea from Polynesia. A number of cultures developed within Chile's natural boundaries.
- The Mapuche people from the extreme south, including Patagonia, resisted conquest by both the Incans and Spanish. Defeat ultimately came in 1881 at the hands of a massed Chilean army that confiscated the Mapuche's lands and gave them reserves. Territorial issues remain unresolved—sound familiar?

## CONQUISTADORS AND PRIESTS

- Chile's first grape vines arrived with Spanish Conquistadors and priests of the Catholic Church. Sacramental wines helped the mission to convert indigenous peoples and maintain strict religious observance among settlers. The Pais variety came to dominate Chilean vineyards.
- Large agricultural estates growing wheat, barley, and vines became symbols of the wealthy minority who controlled politics and the economy.

## INDEPENDENCE AND ECONOMIC EXPANSION

- Revolutions elsewhere in the New World, coupled with Napoleon's victory over the Spanish in Europe, sowed seeds of independence. In 1810, a military *junta* comprised of a small group of army officers took power, and by 1818 independence from Spain was achieved.
- Great wealth accumulated and Chile's landowning class developed an appetite for international travel. Fascination



Colourful Valparaíso, Chile remains an important historical port and cultural centre.

with French culture led to importation of French wines and noble vine stock, including Cabernet Sauvignon, Malbec, Carménère, Chardonnay, Semillon, and Riesling (starting in the 1830s).

- The timing is critical for understanding Chilean wine: these vines were imported from the leading French wine regions *before* the phylloxera plague. To this day, Chile remains phylloxera-free and represents the world's greatest reservoir of own-root vines. One can imagine that Chilean wines still express flavours of the nineteenth century.
- In the late 1800s, political instability in Europe, vineyard devastation by the root louse phylloxera (imported from North America) and the allure of a booming economy led by mineral (copper) mining precipitated a wave of immigration to Chile. This marked the dawn of the first Golden Age of Chilean wines and the establishment of the enduring estates of Cousiño Macul, Concha y Toro, Undurraga, Errázuriz, La Rosa, Santa Rita, Carmen, and San Pedro.

#### TWENTIETH-CENTURY CHALLENGES

- The period between 1930 and 1980 wrought world conflict and economic depression, rampant domestic alcoholism fuelled by abundant cheap wine with no export market, and agrarian land reform aimed at redistribution of estate lands among the less wealthy. All of these factors led to a depression in the Chilean wine industry.
- In 1973, a military *junta* led by General Augusto Pinochet seized power from President Salvador Allende. Military rule reigned until 1990.
- A subsequent smooth transition to democracy opened foreign markets and encouraged an inflow of international investment and technical expertise.
- Nationally, vineyards doubled in size between 1995 and 2002 and exports grew from 43 to 355 million litres. We are currently in the Chilean wine industry's second Golden Age.

#### THE WORD

*I drink to the word, lifting  
a word or a glass of crystal,  
in it I drink  
the wine of language...  
giving crystal to crystal, blood to blood  
and giving life to life, the words.*

—an excerpt from “The Word” in *Plenos poderes*  
by Chilean poet and politician Pablo Neruda  
(translation by A.S. Kline)

#### CULTURAL ICONS

- Chile's national dance is *la cueca*, a Spanish-African influenced social folk dance that facilitated flirting and “partner finding.” During the time of Pinochet, it became a form of protest used by the mothers of the *Disappeared*.
- Rodeo is the national sport practiced in rural areas (and, of course, *real* football is a passion!). A *huaso* is a skilled horseman identified by a *chupalla* (straw hat), a *chamanta* (a short multi-colored blanket worn over the shoulders, also called a *manta* or a *poncho*) over a short Andalusian waist jacket, tooled leather leggings over boots, and impressive carved spurs.
- Chileans call their country *país de poetas*—country of poets. Chile's most famous poet, Pablo Neruda, won the 1971 Nobel Prize for Literature.

#### DID YOU KNOW?

**The *Winnipeg* is the name of the ship that arrived at Valparaíso, Chile, on September 3, 1939, with 2,200 Spanish immigrants fleeing Franco's victory in the Spanish Civil War (1936–39). Poet Pablo Neruda became a national hero for his role in arranging for the immigrants' escape.**

#### WINE TOURISM

- Currently, a visit to Chile's wine regions—except Colchagua Valley—is a driving adventure. A few short years ago, you would be hard-pressed to find an adequate road map. However, change is afoot as hospitality infrastructure emerges and Chile becomes increasingly accessible. Many visitors hire cars and drivers in Santiago and leave the driving to someone else.

#### CHILEAN CUISINE

- Spanish and other European influences abound in Chile's colourful and flavourful cuisine, which is essentially based on meat, especially lamb, fish and





Horsemen dot the Chilean landscape

seafood, much of it unique to the Humboldt Current-influenced Chilean coast. Dishes are highly seasoned and there is a variety of stews and empanadas (see Test Kitchen, page 62, for our version!).

- Chile is a wine-exporting nation—the locals prefer beer and *pisco*. *Pisco*, a specialty of Chile, Peru, and Bolivia, is brandy distilled from wine. Top examples are outstanding perfumed spirits with a jasmine and orange blossom character. 🍷

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John Duval at home in the Barossa Valley (photo by Richard Humphrys)

## a new world partnership: AN INTERVIEW WITH JOHN DUVAL

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

*John Duval has had an enviable wine career. Named Red Winemaker of the Year twice at the International Wine Challenge in London, Duval worked with Penfolds of the Barossa Valley for 29 years, holding the post of Chief Winemaker for 17 years. He has found success with his own Barossa Valley vineyard, John Duval Wines, and joined international winemaking superstars for the Long Shadows project in Washington. In this interview, Duval gives us a look at Chile as an “outsider on the inside” as he discusses his partnership with one of Chile’s most exciting wine producers, Viña Ventisquero. We explore where Chile is going on the global wine stage and how his experience with Barossa Shiraz led to an exciting new enological partnership in Chile between Syrah and Carménère.*

**MM:** John, since we’re doing a feature issue on Chile, we thought we’d speak to an Australian! Perhaps you can give us an outsider’s view of the emerging Chilean market, though you’ve obviously put some roots down in Chile as a consulting winemaker at Viña Ventisquero. In the past, Chile established a reputation as part of the bulk market—selling grapes and wine to markets at very low prices. But, the quality of wine that has been coming out of Chile has just kept getting better, and it’s evolving into a wonderful wine region. What first drew you to Chile?

**JD:** Like a lot of things in life, it was all about the timing. Felipe Tosso [Chief Enologist and Vineyard Manager] at

Ventisquero and Aurelio Montes [of Montes Premium Wines], who was consulting for Ventisquero at the time, heard I was leaving Penfolds to start my own wine company. Aurelio, who I had met at international wine shows, and who had been to visit me in the Barossa, initially contacted me on Felipe’s behalf. When a few of the senior Ventisquero people had a tour of the Australian wine industry, I caught up with them, and next thing I knew, I was flying out to Chile. When I saw the potential of the region, I was pretty excited about it.

**MM:** Ventisquero is quite an operation! They haven’t done anything in half measures. They are only 10 years





John Duval and Felipe Tosso in the Apalta Valley Vineyards

old now, and when I visited there in 2006, the first vintages of *Pangea* were getting off the ground. Their focus, their dedicated work in their vineyards, and their quest for more knowledge really impressed me.

**JD:** What they've achieved in a relatively short time is pretty impressive, actually. When I came in, I decided that I wasn't going to take a recipe from the Barossa Valley to Chile to make a Barossa wine over there. We're trying to make wines that respect the *terroir* and show what can be produced from some amazing vineyards. But with 29 years of experience making Shiraz in Australia, we made a lot of fantastic strides in the Ventisquero vineyards—in Apalta in particular—with Syrah. It is a unique site. Apalta [a sub-region of the Colchagua Valley] is one of the more beautiful vineyard areas I've been to anywhere, with the slope, the different soil types and the lovely, weathered granitic soils to play with. The Ventisquero viticulture and vineyard management team have put a lot of work into trying to understand the soils and a lot of work into getting a lovely expression from the Syrah. It's very exciting.

**MM:** Penfolds *Grange* is not sourced from a single vineyard; it's sourced using the best fruit that Australia has to offer. Having had the opportunity to experience that quality of fruit, how would you compare Apalta fruit? Obviously, you can't compare them side-by-side, but what are the qualities that drew you to the fruit in Apalta Valley?

**JD:** It's not really fair to compare them; they are different expressions. There's a significant difference in vine age too. In Chile, we're dealing with relatively young Syrah vines. I've got a project in Washington State as well [with Long Shadows Wineries], and there are some similarities between Chile and Washington State. Syrah was only introduced in Chile in the modern time. There could have been some planted years ago, but in the modern winemaking era, the Syrah in Chile is probably only 20 years old. It's a similar story in Washington—we're dealing with fairly young vineyards.

Apalta is a single vineyard, so there is an expression from the site. Penfolds *Grange* is not a single vineyard wine, but the majority of it comes from the Barossa. It is a more regional expression of Shiraz. The effect of very old vines is that they are self-regulating and give low-yielding concentrations; there is that extra root barrier exploring a greater soil depth. That to me is the exciting thing about Chile. If we're getting these wines from these relatively young vineyards, then it speaks very well for the future.

**MM:** That answers part of my next question: why Syrah/Shiraz in Chile? Obviously, you are one of the most sought-after red wine-makers in the world, and you've got quite a background with Syrah. Do you see definite potential for Syrah to be one of Chile's flagship wines?

**JD:** I do. Syrah shows more variation in its expression, depending on the *terroir*, than even Cabernet does. If you look at Cabernet around the world, it has got that Cabernet thumbprint and Cabernet character in various expressions. But Syrah can be quite different in the core sites, and that seems to be what's happening in Chile at the moment. We are experimenting growing Syrah in different *terroirs*, especially the spicier core-style Syrah.

**MM:** There are a lot of new plantings of Mourvèdre and Carignan, and new varietals coming to light in Chile. I know wine nerds really love the Rhône blends, and they do fine in our market. Is there going to be a move to a new style of Chilean wine, or do you think they'll still concentrate on the Carménère?



Felipe Tosso and John Duval at Viña Ventisquero



**JD:** I think that Carménère is unique. It's important for Chile to have something that other people are not offering. But, why not try something new? Personally, I love those styles of wine; that's why I'm making it my *Plexus* style in the Barossa. I really like working with those varieties. From what I've seen, Carignan has been planted in Chile for some time, and I saw some young Mourvèdre in the last 12 months, which I thought was quite interesting. I thought there was quite a bit of potential. It could be very interesting.

Five years ago, when I first started going to Chile, I could probably count on two hands the number of wines between \$30 and \$40. Now there's a proliferation of flagship wines from many companies.

**MM:** In order to stay away from some of that green tomato-leaf characteristic, which is one of the great characteristics of Carménère, Ventisquero pushes harvest later to get fuller flavours. Are you finding that there are some characteristics about Carménère that really excite you that match well with Syrah? What brought about this combination?

**JD:** When we released *Pangea* in 2004, it was quite successful. I was getting excited and we were thinking, what other potential do we have at the Apalta vineyard? And we looked at the other varieties there—there's Cabernet planted there, there's Merlot and Carménère, as well as the Syrah. Felipe and I were doing some trial blends, looking at combinations of different varieties, and as a last-ditch sort of trial, I put a Carménère and a Syrah together and I really liked the combination. Carménère, coming originally from the Cabernet family, has a little bit of Cabernet character, but it has its own expression of course, with tannins not quite as full-on as Cabernet tannins. I liked the balance of the two varieties.

**MM:** Over time, has your winemaking changed, in terms of aging potential and drinkability? Coming from Penfolds *Grange*, which is meant to sit for up to 50 years, going next to your *Plexus* line in Barossa, to *Pangea* in Chile, and even *Sequel* in Washington, are you making wines that are more approachable earlier or has this just been an evolution of your winemaking?

**JD:** I think it's probably unfair to look at *Grange* in that context because my job as Chief Winemaker at Penfolds was split into two parts. The first part was amazing—continuing the tradition of being the custodian of wines like *Grange* and *Bin 707* and the traditional Penfolds wines. The second part of my job was exciting as well, because I had the opportunity to develop some new wines. And in many respects, that gives you more of an indication of where my head was at stylistically when I had a chance to make my own wines. I developed the Penfolds *RWT*, which was another expression of Barossa Shiraz. It's a more blackberry/blueberry-style, using French oak rather than the American oak that is used in *Grange* and other traditional Penfolds wines. I have looked for a more elegant expression rather than a big 16 per cent alcohol expression from the varieties.

**MM:** The expression of wines coming together as a *terroir* and as a blend, making sure it's a complete and balanced wine—is that an exciting part of the winemaking process for you?

**JD:** Oh, yes. I cut my teeth on a blending philosophy because Penfolds made a lot of blended wines, multi-varietals, or blending within the district. That's a part of winemaking I really enjoy.



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**MM:** Over the last five years, we see Chileans moving up the hills with their grape planting, and quality and price-for-value has just been stunning. Do you see parallels between how Chile is emerging on the world market and what Australia went through over the last 20 years? Do you see that same sort of powerful force, that upward trajectory, in Chile marketing and branding as a whole?

**JD:** Certainly, there are a lot of differences between the success that Australia has had globally compared to where Chile is, but one of the things I *have* noticed is that there has been a tremendous effort put into the vineyards in Chile. Obviously, there is an abundance of land, so I think that, for the premium wines, there's a lot of emphasis on the vineyard. The other thing that I've really noticed is the product differentiation. You're probably right that a few years back Chile had a reputation for making more commercial wines, but now I'm seeing a ladder of quality. Five years ago, when I first started going to Chile, I could probably count on two hands the number of wines between \$30 and \$40. Now there's a proliferation of flagship wines from many companies.

**MM:** There seems to be a focus on vineyard potential. I know they're using a lot of technology, like satellite and drainage readings, to try and sort out exactly where they need to be focusing their grape planting. The technology is quite exciting.

**JD:** It is. At Ventisquero's Apalta vineyards, Felipe and I have been studying the conductivity measurements of riding a motorbike up and down rows because conductivity is a measure of higher clay content. Working out in the weathered old granitic soils, the slightly high clay content seems to be the areas best suited to the *Pangea* style of Syrah, and when you overlay that with satellite vigour mapping, it gives you quite powerful information.

**MM:** You and Felipe seem to learn from each other. Do you find you have a shared openness to try new things, find new techniques, to make the best wine possible for Ventisquero?

**JD:** That partnership is important because Felipe is my eyes and ears in learning, fast-tracking, in Chile. I'll be the first to admit I don't know everything there was to know down there. I'm still learning about the Barossa Valley!

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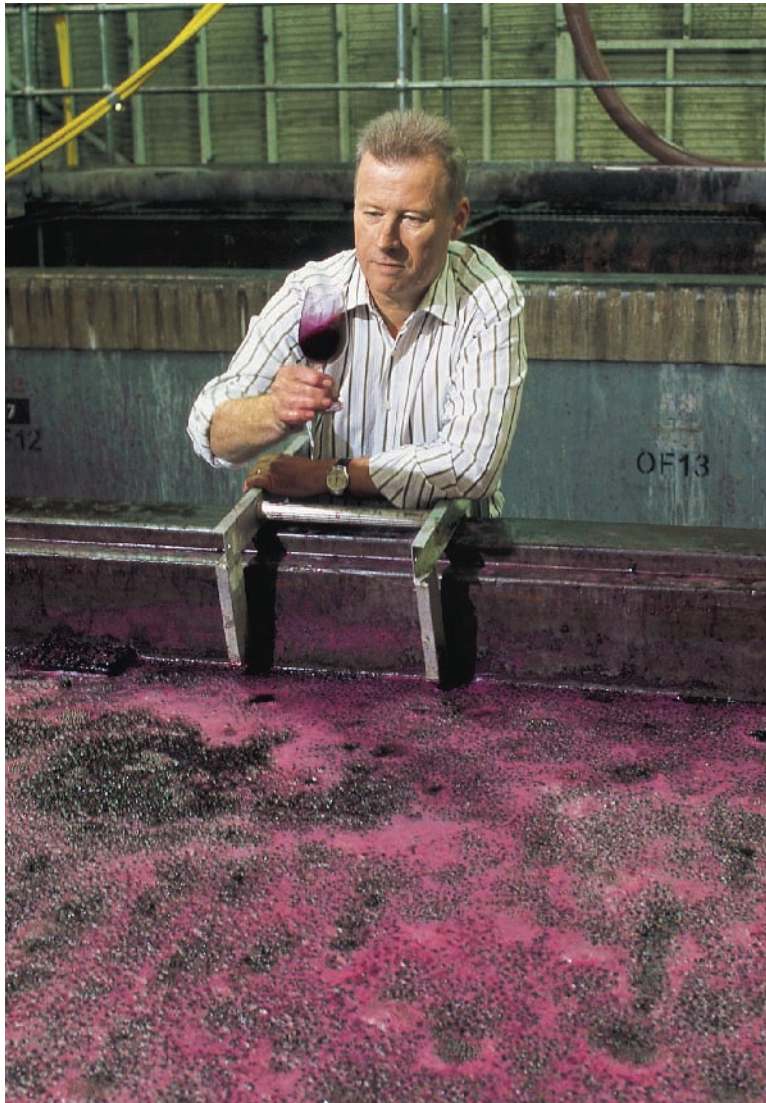
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John Duval checking daily fermentation progress (photo by Richard Humphreys)

Felipe has been a very important source of local knowledge, and the synergy in the way we've been operating has created a great partnership.

**MM:** So, you've got Barossa in Australia, you've got Apalta in Chile, you've got Washington State—are you heading to the Rhône next? What's next for you?

**JD:** Oh, no, I want to stay married to my wife, and I don't want to be on the plane all the time! A focus here in the Barossa Valley is very important, to build our own family project.

**MM:** John, I wish you continuing success in Barossa, Washington, and especially in Chile. Our customers absolutely love *Pangea* so we all look forward to Ventisquero's future offerings.

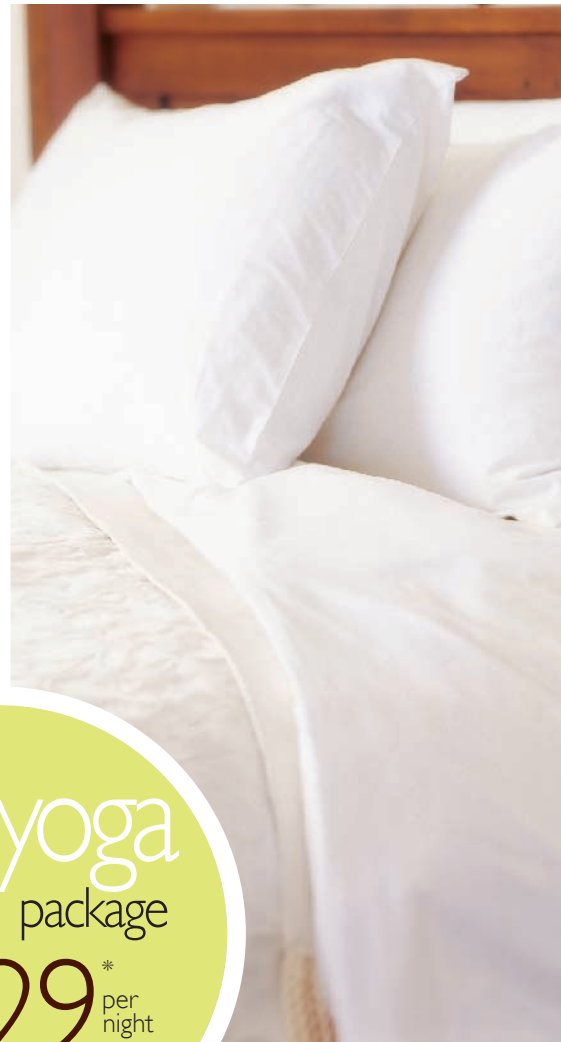
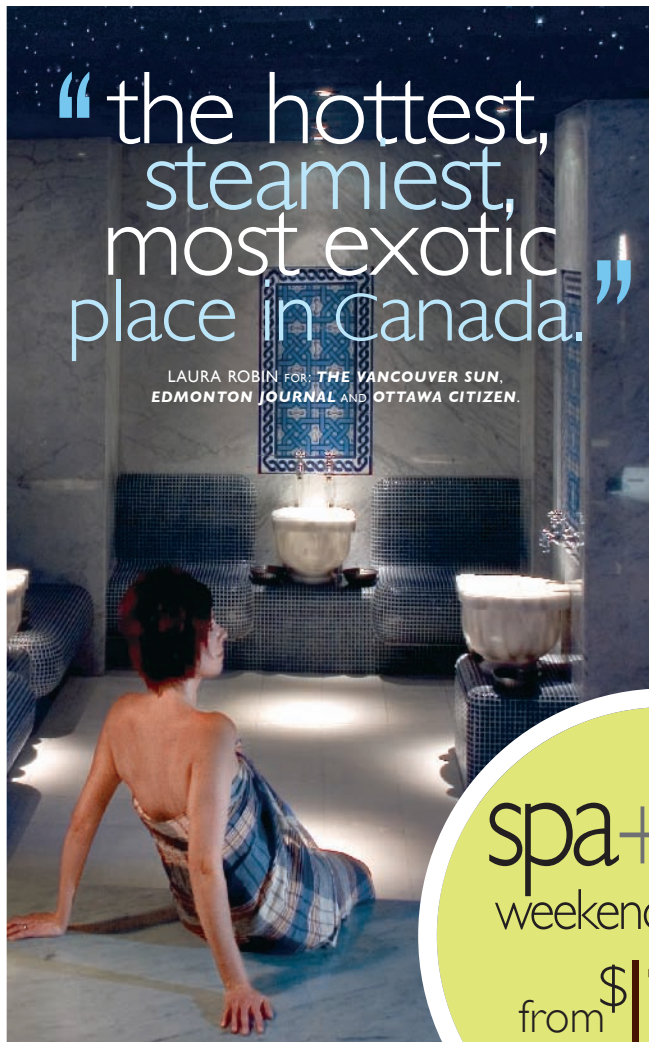
**JD:** Brilliant. Thanks for the support. It's good to hear we've got some fans in Canada. Cheers.

*Ask Banville & Jones wine experts to tell you more about Ventisquero's 2005 Pangea Syrah! 🍷*



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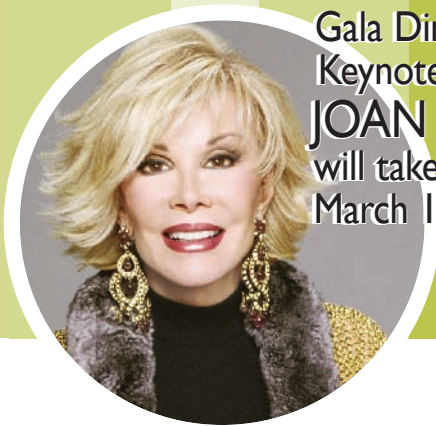
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## gary's corner

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

### CHILE: PUSHING BOUNDARIES

Chilean wines are cheap and cheerful, but why? Vineyard properties are enormous, sprawling across wide, fertile, flat valley floors. Broadly spaced vines are trained for cheap mechanical harvesting, yields are high, and Chile's ideal viticultural climate keeps pest and disease pressure low. Predictable, good quality, and, importantly, good value wines have paved the way to success in international markets. Good old Chile.

But success has bred confidence, ambition, and desire to excel—brace yourself for the good *new* Chile.

A new generation of internationally-trained viticulturalists and enologists are pushing boundaries in Chile's wine industry. They know what works in other parts of the world and want to apply new approaches at home. An old adage states that the best wines grow on hillsides, up off the valley floors. The truth is that hillside vineyards have superior airflow, drainage, and light exposure, and, if altitude becomes a factor, may be cooler than the valley floor. In regions all over the country, Chilean producers are pushing up the hillsides with maturing vineyards that are yielding fruit with greater complexity and perfume. A perfect example is the Apalta sub-region of the Colchagua Valley, an elongated amphitheatre of beautiful slopes covered with moderate-density vineyards. Here, the pioneering efforts of producers such as Viña Montes have garnered international acclaim for their wines of great concentration, purity, and finesse.

Other pioneers are pushing the climatic boundaries by exploring regions further north (Elqui and Limari Valleys), south (Bio Bio), and closer to the cooling effects of the Pacific Ocean. A cooler growing season prolongs ripening and heightens grape character, but it is a razor's edge: too cool and the grapes will not ripen and green, vegetal traits mar the wines. A great example of life on the edge is Viña Casa Marín, the closest vineyard to the Pacific Ocean in Chile. Labeled "crazy" by the wine establishment, in 2000, winemaker and entrepreneur Maria Luz Marín established vineyards only 4 kilometres from the ocean in the San Antonio region, southwest of Santiago. The sheer concentration and extravagance of her wines have convinced others, such as Matetic Vineyards, to venture into this new *terroir* with similar great success. And now, further north, Viña Errazuriz is pioneering a new appellation called Aconcagua Costa for promising new Sauvignon Blanc and Chardonnay wines from vines breathing fresh sea air.

Modern technology is also being brought to the fore. For example, consider the recent micro-*terroir* experiments carried out at Viña Casa Silva, where a comprehensive study correlated a vast number of climatic, viticultural, and soil factors to wine quality for five different grape varieties. Meteorological, agricultural, and satellite methodologies helped characterize vineyards down to the 0.1 hectare scale. Now, similar sectors within a vineyard—rather than the whole vineyard—can be managed and the grapes processed according to their potential rather than to a preset concept. This is an amazing step towards definition of *terroir*—a process that, without contemporary technology, took hundreds of years in Burgundy—and the results are being shared throughout Chile.

It is a great era of excitement and exploration. New vineyards with new character are proudly announced on a regular basis. Great strides are being made with grape varieties new to the region, such as Syrah and Malbec. From Elqui to Bio Bio, from the Pacific to the foothills of the Andes, the viticultural area of Chile is expanding. Wine quality is rapidly improving and prices are on a gentle rise, governed by Chile's lingering image as a supplier of cheap wine and a prevailing we-try-harder attitude. Now is a great time to discover the new Chile. Try a hillside Carménère or a coastal Sauvignon Blanc, not just for the value, but for the high quality. 🍷

### CARMÉNÈRE

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Chilean wines broke onto our market in the 1980s and we discovered the merits of exceptional value "Merlot." Or at least that's what the label said. The nascent and still fragile Chilean export market built on "Merlot" experienced rampant anxiety when Professor Jean-Michel Bourisquot of Montpellier's School of Oenology publicly revealed that perhaps half of all Chilean "Merlot" was an imposter: Bordeaux Carménère!

Carménère was commonly grown in Bordeaux until the late 1800s when a pest called phylloxera decimated the vineyards. The growers replanted new vine stock but Carménère was almost impossible to find—growers weren't too disappointed because it was a "difficult" vine anyway. Abandoned, Carménère was destined to be an historical footnote if not for pre-phylloxera vine shipments sent to Chile. For more than 150 years, it received benign protection from wine growers due largely to its similarity to Merlot.

The Chilean Department of Agriculture officially recognized Carménère as a distinct variety in 1998, and, out of the closet, Carménère had a chance to shine. Chile's climate proved ideal, and winemakers rose to the challenge of bringing out the grape's best attributes.

Today, Carménère, a variety named for the deep crimson (carmin) colour of its autumnal foliage, is proudly regarded as Chile's signature grape variety, a national viticultural treasure that defines Chilean wine on the international market. Not bad for an orphan a long way from home.

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# gluggy

By Saralyn Mehta, Sommelier (ISG), CSW

When I was a student in high school, I was the girl that would wait until the night before a paper was due to start writing it. I functioned from the delusional belief that I worked better under pressure. As an adult, I know that this is not really true and yet I still find myself back in the pressure cooker time and again. Today, after sheepishly asking our magazine editor for an extension, I went home and promptly began to panic about what to write. In a horribly misguided effort to find inspiration, I poured myself a glass of wine and began channel-surfing. I happened upon the movie *Mean Girls*. Though I don't, as a rule, look to Lindsay Lohan for inspiration, this saga of the destructive power of rumours and gossip gave me my idea for this column. If you hear a rumour often enough, or if it is spoken with enough conviction, at what point is it perceived as an unalterable reality? In other words, rumours stick to reputations, often unjustly.

What does this have to do with wine, you ask? At least once a day, I am met with extreme resistance when I recommend a Chilean wine. Some customers claim that it gives them a headache or other physical reaction. Though it can be true that wines from a certain region can afflict certain people, it would be wrong to paint an entire country's wine production with such a broad brushstroke. Chile's initial entry into the international market was marked by bulk-produced wines that were cheap and not terribly interesting, which led to a lingering perception that "cheap wine" was all Chile had to offer. This is not the reality in today's market. The new truth about buying Chilean wines is that they are an incredible bang for your buck. They are good, honest wines made by good, honest people offered to us for good, honest prices.

Recently, my friend and colleague Jill told me a great story that proves this exact point. When you work in the wine industry, people often assume that you only drink higher-end wines. We get teased a lot by friends

who joke that we have become wine snobs. The bottom line for us is not that we need to drink expensive wine, but we do need to drink quality wine. So, when Jill was invited over to a friend's home for dinner, she saw her chance to set the record straight. She came to the dinner party with a couple bottles of Casa Silva *Doña Dominga* Cabernet/Carménère. While they were eating dinner, the other guests began to talk about how great the wine was. People started guessing the price of the wine. "Is it \$20?" one guest asked. "No way, it has to be more!" said another. Finally Jill told them it was

\$10.99 and that this was only one of many Chilean wines that would knock their socks off for under \$20.

*Doña Dominga* is one of the amazing wines from Casa Silva, which consistently over-delivers for the price. Casa Silva *Reserva Carménère* (\$14.99) and Casa Silva *Los Lingues Gran Reserva Carménère* (\$18.99) are mystifyingly good. If red wines are not your preference, rest assured the Casa Silva whites are equally as good. Try their *Doña Dominga* 2008 Chardonnay/Semillon blend (\$9.99) or the Casa Silva 2008 Sauvignon Gris (\$19.99).

The list of over-achieving Chilean wines could go on for pages. Some of my favourites are wines by Montes,

especially their *Classic Series* Merlot (\$14.99). Others, such as the *Matisses* Cabernet Sauvignon from Casa Marin (\$13.99) or Veramonte Sauvignon Blanc (\$15.99), are must-haves.

I guess what it really comes down to is that it is time to give Chile another chance. Though Ms. Lohan's reputation continues to be fodder for the tabloid pages, the Chilean wine industry has made huge strides to improve theirs. So say it with me folks.... MY NAME IS (insert name here) AND I LOVE CHILEAN WINES! ☞



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# unforgettable chile

## A VITICULTURAL ODYSSEY

Text and photos by Jill Kwiatkoski

Meet Jill Kwiatkoski, traveller extraordinaire. A recent Wines of Chile tour through the Colchagua Valley led Jill to some most amazing discoveries: that red carpets are not just for royals; that dozens of wineries exist within an hour's drive from the country's capital, Santiago; that Chilean women winemakers are some of the most inspiring people to meet; and that a Chilean wine tour is worthy of a spot on every person's bucket list. What follows is an excerpt from Jill's travel diary. Happy travels!

### ARRIVAL

After an exhausting 22-hours of travel into Santiago, Chile, I was excited to get through the airport and meet my group. A giant baggage area spit us out into a chaotic world of taxi and tour drivers, all waving signs, smiling, and shouting for their guests' attention. It was overwhelming—it felt a little like I imagine a Hollywood red carpet to be, but without my fabulous gown and George Clooney on my arm. I waded through the crowd to find the driver of my Wines of Chile tour group, a charming man named Hector who spoke no English, but made up for it with his mile-wide smile.

Santiago is a booming metropolis, with lots of tunnels, high-rise luxury condos with tropical plants cascading over balconies, glass office towers, and beautifully maintained boulevards. When I got to my hotel, I found my red carpet! In truth, it was for the King and Queen of Malaysia, who were also staying there, but I got to warm it up for them (despite George's absence).

### DAY 1

Our first day, we left the hotel at 8:00 am. Even in rush hour, we were out of the city and into our first vineyard, **Viña Undurraga** (*viña* is Spanish for "vineyard"), within an hour. The 100-year-old property lies over 600 hectares. Our host pointed out the wood-carved Mapuche (pronounced: mah-poo-cheh): tribal statues erected to protect their land and pay homage to the indigenous locals, for whom the statues are named. The winery also supports the educational needs and work programs for the Mapuche people with a portion of their international sales. After our tour, Winemaker Carlos Concha sat with us to taste 14 wines, including a fantastic Brut Royal that is not yet available in Canada (reason alone for you to go to Chile!).

We left Undurraga and hit the Colchagua Wine Route. Vineyards surrounded us on all sides as we passed through small villages along the route to **Caliterra**. Chief Winemaker Sergio Cuadra and Regional Director Rodrigo Trucco welcomed us with characteristic Chilean warmth. The Caliterra property is over 1,000 hectares—300 for vines

and another 700 of protected land surrounding those. Even more idyllic, wild horses roam the hillsides, eating the grass and keeping natural fires at bay (talk about sustainable practices!).

We tasted ten wines, which were a fantastic representation of the Colchagua Valley *terroir*. After lunch on a terrace overlooking the vineyards and mountains (Chilean avocados are like nothing you've ever had from our sorry Winnipeg produce sections!), we drove up the mountain to overlook the vineyard.

Only about a half hour drive from Caliterra, we visited **Viña Bisquertt**, which was founded in 1978 by Osvaldo Bisquertt. The vineyard is now run by his son, Sebastian, and grandson, Nicolas, who are dedicated to keeping Osvaldo's tradition of quality alive. Here, we met the first of many female Chilean winemakers, Joana Pereira. We tasted 12 of her wines, including a Gewürztraminer/Viognier—a rare blend for Chile! We ended our day at Bisquertt, with dinner and a stay in their beautiful guest house—which was once owned by the president of Chile (I believe I had his bed, because it was the most comfortable bed I have ever slept in).



Mapuche watch over Viña Undurraga



Cycling through the Cono Sur vineyards

## DAY 2

We got an early start, driving a mere 20 minutes to our first stop, **Neyen**. The owner, Jaime Rosello Larrain, took us to his very dramatic tasting room: dark wood, a long oak table, eight illuminated glasses, and some of the best wines we tasted on our tour. He produces only two wines, a Syrah and a Carménère/Cabernet blend called *Espiritu de Apalta*, but he supplies grapes to many respected Chilean wineries, including Undurraga, Caliterra, Valdivieso, and Montes. Some of the vines on his property date back 126 years—that's very old growth for Chile's wine regions.

Once the tasting was over, he gave us a tour of his incredibly modern winery. When you are in Chile, I highly recommend making an appointment with Neyen—for their highly-rated wines, and for their hospitality.

Another 20 minutes up the road, we visited **Casa Lapostolle**. The Marnier family owns this vineyard (you might know their other product: Grand Marnier!) and work with internationally-acclaimed wine consultant Michel Rolland to create award-winning wines: their *Clos Apalta* and *Cuvée Alexandre* lines. Winemaker Jerome Poisson guided us through those, along with their namesake line, *Casa Lapostolle*. This was topped off by the most over-the-top terrace lunch you can imagine: scallop ceviche, octopus carpaccio, beef tenderloin with peppers—I could go on!

We hauled our full bellies into the van and carried on just minutes up the road to **Viña Montes**. The winery was built using feng shui principles, and you can feel the positive energy immediately. Winemaker Aurelio Montes and Export Manager Carlos Serano toured us around this serene winery (Gregorian chants play in the barrel room to promote serenity and peace in the wine). Grapes are hand-picked and hand-sorted out on the roof of the winery, where the vista behind the workers is breathtaking. The tasting at Montes yielded my favourite wines of the trip.

## DAY 3

Our first stop was **Luis Felipe Edwards**, which produces over 1 million cases per year. They drove us up the mountain for a stunning mountain-top view of the vineyard's changing fall leaves (Carménère leaves turn red!). Despite some fog, I think we could see all of Chile from up there, including 700 hectares of LFE vineyards, eight of which are certified organic. We returned to the winery, met Luis Felipe Edwards himself, and did a power tasting of 25 wines in 20 minutes—that's less than a minute per wine. (Don't worry, we were spitting!)

Half an hour up the road, we visited **Emiliana Viñedos** (*viñedos* is Spanish for "vineyards"). The winery was founded in 1986, and in 1998, it was certified biodynamic and organic. There is a small farm in the middle of the vineyard with cows, goats, chickens, and alpaca, whose manure is used as natural fertilizer in the vineyards. The winemaker, Antonio Bravo, took us down to the sorting line, where he stopped production so we could check out his equipment. He restarted everything with a quick "Gracias" to the workers, and led us to the barrel room. We tasted through eight of their wines, and had a beautiful lunch on a table set with white linens and fresh cut flowers, overlooking the vineyards. It was like a moment out of a Victorian period film.

After our pastoral lunch, we headed to **Cono Sur**, where they have been practicing sustainable and organic production since 1998. Winemaker Mateus Rios took us from the main house for a 20-minute ride through the vineyard on the classic Cono Sur bicycles. We tasted a huge variety of wines—about 30 in all. The best part? We spit into spittoons lined with sawdust that they actually recycle back into their soil. We all left a little bit of ourselves in Chile that day.



#### DAY 4

The first vineyard of the day was **Viña Leya**, a young winery that bottled its first wine in 2002. Chief Winemaker Viviana Navarrete led us through nine of their wines. Their Pinot Noir and Chardonnay were some of the best we found in Chile.

Only 20 minutes from Viña Leyda was **Casa Marín**. Maria Luz Marín, the founder and chief winemaker, was one of the most inspiring women I have ever met. Her wines are highly rated (they have never fallen under 90 points with Robert Parker and *Wine Spectator*) and hers was in the “World’s Top 100 Wineries of the Year” in *Wine & Spirits* magazine.

Maria had to fight for her winery. It is built so far up the mountain that government repeatedly denied her permits to build. She is now a leader in quality Chilean wine (and she employs over half the town of Lo Abarca, where she grew up). She gave us a tour and we tasted nine of her award-winning wines. She pulled a 2005 *Laurel* Sauvignon Blanc to taste against her 2008, and months later I still remember the wonderful plantains and tropical fruit on the nose, with flavour bursts of pineapple and papaya!

After a lovely lunch at Maria’s home, we drove ten minutes to **Matetic Vineyards**. We met Winemaker Paula Cárdenas Sáez in the vineyard, where she showed us her new shadow netting system and we met some of the vineyard workers. Another follower of feng shui, Matetic focuses on harmony and balance in their winemaking through organic practices. We tasted six very surprising wines in the barrel room (no Gregorian chants here; their wines prefer silence).

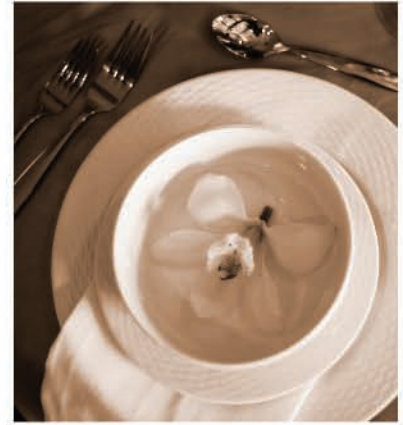
Not only was this an inspiring day of women winemakers influencing the Chilean wine industry, it was effortless travel: all three vineyards were within minutes of each other.

#### DAY 5

We started our day at a humungous operation: the illustrious **Concha y Toro**. You may have heard of their *Casillero del Diablo*? Annually, they produce 1 million bottles of the Cabernet alone! Of course there are 12



The barrel room at Montes (photo courtesy of Montes)



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(clockwise from top left): The tasting room at Viña Montes [Courtesy of Montes]; Jill in the vineyard at Viña Montes; Casa Lapostolle; travelling the Ruta del Vino; loading the day's harvest into fermentation vats at Casa Lapostolle; working the vineyard at Neyen; Viña Undurrago (photos 2–7 courtesy of Jill Kwiatkoski).



other varietals in the *Casillero del Diablo* line, and they produce 10 other lines as well. It's huge! We tasted 18 of their wines and it is easy to see why their entry-level wines do so well in the market—they are easy-going and very consumer-friendly. Their *Marquis de Casa Concha* line is still their best work!

After lunch, we drove to **Viña Pérez Cruz**, which was an architectural dream! My father would have loved how the beautiful soft arched wood nestled into the foot of the mountains. Here, Winemaker German Lyon Larrain led us through their six wines, all of which were red—Cabernet Sauvignon, Carménère, Malbec, Petit Verdot, Merlot, and Syrah. No whites here!

After **Pérez Cruz**, we raced to Santiago and headed back to the airport. It was difficult to believe we had experienced so much, all within an hour of Santiago! I was so sad to leave this paradise of food, gracious people, and—most especially—the diverse, surprising, and always interesting Chilean wines. 🍷



Hand-sorting for only the best fruit

### JILL'S TOP PICKS

These Chilean favourites are available at Banville & Jones:

Montes 2004 *Folly* (Syrah) – \$99.99

Pérez Cruz 2006 Liguai (Cab/Carm/Syrah) – \$47.99

Luis Felipe Edwards 2007 *Gran Reserva* Cabernet Sauvignon – \$18.99

Matetic Vineyards 2006 *EQ* Syrah – \$29.99

Concha y Toro 2007 *Marques de Casa Concha* Chardonnay – \$21.99

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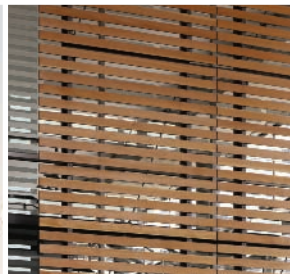
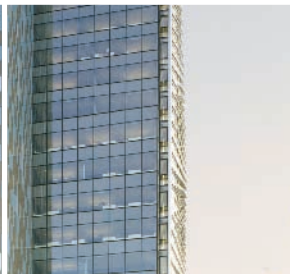
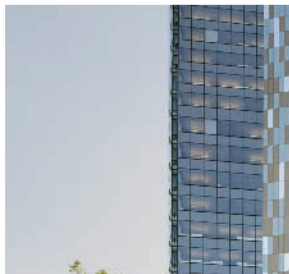
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# green cork

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

Growing conditions for Chile's grape vines are ideal compared to many other wine regions. Stretching a thin line along the western edge of South America, Chile basks in variations on the Mediterranean climate. Warm, dry summers, long growing seasons, and rain that falls mainly, and conveniently, in winter all help produce good grape harvests. Water from the rush of snow melting in the Andes in spring is systematically directed into irrigation channels for added moisture when needed. On top of all these benefits (in some cases, because of them), Chile enjoys an ecosystem with relatively few vineyard pests, blights, and problems.

Even with these advantages, organic practices are not the norm. The international market for cheap and cheerful wines from the country has not encouraged the development of sustainable grape growing, organic practices, or even biodynamics. Grape growers battle mildews and blights like others around the world. Using regular doses of fertilizers, fungicides, and pesticides can give consistent, if not exciting wine.

Led by producers who are aiming at high quality wines with low intervention in the vineyard, Chile is getting greener, and getting better. A number of Chilean producers have been willing to invest in organic grape-growing as well as winery facilities with low environmental impact.

Viña Ventisquero has taken an approach that focuses on uncompromising quality based on sustainable viticulture. They believe in a balanced environment for grape growing: conserving soils, recycling wastewater, diversifying crops, and preserving habitats. Ventisquero's wines have risen to the top quickly: within only a few years of production, they are regarded as one of Chile's top ten quality pro-

ducers. Viña Pérez Cruz takes a similar approach. Pérez Cruz uses a minimal intervention strategy in the vineyard, a remarkable standard of care in harvest, and an ultra-modern winery facility that sees low energy consumption and a focus on quality. Their wines are character-driven and memorable.

In the San Antonio Valley, Matetic Vineyards is also doing impressive work. The producer describes itself as "the future of Chilean wine" with good reason: they are combining a brilliantly modern winery with all-organic grape production. A flagship line is named *EQ*, short for *equilibrio*, the Spanish word for balance. Matetic has a strong commitment to maintaining balance and harmony among soil, climate, and their vines.

Starting from the 2004 harvest, Matetic has produced certified organic grapes, and is embracing biodynamic principles. Matetic's wines receive high praise from critics and consumers alike.

Among small Chilean producers, Viña Casa Marín is the boldest and most daring. Owner Maria Luz Marín produces great wines using sustainable viticultural techniques. In her quest to produce attention-getting wines, Marín has also helped inject economic prosperity into a previously overlooked region, quietly bringing a sense of social equity to

her work.

Backing away from the cafeteria of chemicals available to grape growers is not always easy, and it is not always the least expensive way of making wine. Those who are doing it well are grabbing the headlines for quality wine. They are showing the rest of the pack that a green Chile is a world force.



## GREEN GUIDE

Three degrees of going green in wine production:

**Sustainable Viticulture:** Avoiding chemical interventions as much as possible, using them only when necessary.

**Organic:** Avoiding industrial synthesized compounds and using only natural fertilizers. "Certified organic" indicates formal certification; some organic growers do not take the formal steps for certification but follow organic practices.

**Biodynamics:** Organic farming's extreme sport, biodynamics goes beyond eliminating chemicals and seeks a balance among soil, vines, planet, and cosmos. Techniques include using herbal, organic, and mineral preparations.

GREEN CORK tags on Banville & Jones wine shelves indicate wines from around the globe that are produced under these three categories. Ask our wine experts to tell you their stories! 🍷

# banville & jones wine institute

## WINE APPRECIATION: BASICS PROGRAMS

Discover the world of wine, with our 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.

*March 3 & 10 (Wednesdays)*

*March 18 & 25 (Thursdays)*

*Cost: \$79.00 per person, plus taxes*

### Beyond Basics, Level 2

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

*April 7, 14, 21, & 28 (Wednesdays)*

*May 27, June 3, 10 & 17 (Thursdays)*

*Cost: \$149.00 per person, plus taxes*

*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.*

## ISG CERTIFICATION

Since 2000, Banville & Jones has proudly presented the *International Sommelier Guild* ([www.internationalsommelier.com](http://www.internationalsommelier.com)) wine studies programs. Designed especially for hospitality, service, and restaurant professionals, the ISG program is also suitable for amateur enthusiasts.

Register for ISG programs online at [www.internationalsommelier.com](http://www.internationalsommelier.com).

### 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: 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 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)*

*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 details, please visit either the Banville & Jones or the ISG website.

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

*Starting: current class in progress, next class TBA*

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



## WSET® CERTIFICATION

Starting in 2010, Banville & Jones is offering courses of the internationally renowned *Wine & Spirits Education Trust* ([www.wset.co.uk](http://www.wset.co.uk)). WSET® programs—developed for the wine trade (the business of wine) and wine enthusiasts—meet the exceptionally stringent quality assurance and education standards of multiple U.K. government regulatory authorities and ISO 9002.

Register for WSET® courses at Banville & Jones.

### 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. The course fee 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  
March 6 (Saturday)*

*Cost: \$299.00, plus taxes*

OR

*Duration: Two 4-hour workshops from 9 am to 1 pm  
April 10 & 17 (Saturdays)*

*Cost: \$349.00, plus taxes*

### WSET® Level 2: Intermediate Certificate – “looking 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 with a focus on the business of wine. 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. The intermediate certificate program will be taught by our team of certified WSET® instructors. For more information please see [www.banvilleandjones.com](http://www.banvilleandjones.com)

*Duration: Five 4-hour workshops from 9 am to 1 pm  
Starting: April 24 (Saturdays, non-consecutive)*

*Cost: \$600.00, plus taxes*



Questions about any of our programs?  
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# banville & jones events

## BANVILLE & JONES WINE EVENTS SCHEDULE

*February 2010 through June 2010*

As we creep toward spring, Banville & Jones's Events Calendar gives you a reason to get out of hibernation. 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*

Passport to Wine is your opportunity to travel the world! Each Passport evening, Banville & Jones wine experts and local chefs take you on a journey to explore a different 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, February 13: Chile with Craig Guenther  
Thursday, February 25: Canada with Terrace 55  
Sunday, February 28: The Rhône Valley with Oui Bistro  
Friday, March 5: Northern Italy with Amici  
Saturday, March 13: Germany and Austria with Craig Guenther  
Sunday, March 21: The Loire Valley with Bistro 7 1/4  
Sunday, April 11: South Africa with Lulu's  
Saturday, April 17: Australia with Craig Guenther  
Friday, April 23: The Mediterranean with Rembrandt's  
Wednesday, May 12: Italy and Sicily with Dacquist  
Wednesday, May 26: Women Wine Wizards with Rembrandt's  
Sunday, May 30: Burgundy with Oui Bistro

### *For the Love of Grapes*

**3rd Annual Wine Festival, St. Vital Centre**

Join us in Centre Court on Thursday, February 11 & Friday, February 12 from 1:00–7:30pm and Saturday, February 13 from 11:00–5:30pm.

Sip, sample, and mingle with private wine store merchants, who will teach you the fine art of choosing the perfect bottle every time. Sample tickets are only 50 cents each! Proceeds to Winnipeg Harvest.

### Art and Wine

*Cost: \$29.99 per person, plus taxes*

Join artist and wine expert Brooklyn Hurst for a new event at Banville & Jones. Acclaimed Winnipeg artists share their tastes in art and wine in an interactive Art Exhibition. Wines will be chosen by Banville & Jones wine experts according to artist styles. Works will be available for purchase. Space is limited.

Date: April 10, 2010; Time: 7–9pm

Banville & Jones welcomes **Krupp Brothers** from Stage Coach Vineyards—our newest Napa Valley superstars! Sample their family of wines, from The Doctor to The Bride.

Saturday, May 1; Time: 5:00 pm

*Cost \$149.99 per person, plus taxes*







#### Test Kitchen Encore

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

Celebrate the food and wine of Chile in Chef Joel Lamoureux's newest Test Kitchen (see page 45).

Thursday, March 11

#### 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.

Thursday, February 4: How to treat your sweetheart with Café Dario

Wednesday, May 5: Cinco de Mayo with Lulu's

Wednesday, June 2: Summer Sensations with Pizzeria Gusto

#### Luxury Tasting

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

Taste the luxury as our wine experts open the doors of our Specialties cabinets to explore some of Banville & Jones's exclusive treasures.

Saturday, February 20: Napa in the Cave

Friday, March 19: Australia

Saturday, May 8: Bordeaux in the Cave

#### Wine & Cheese

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

Wine & Cheese pairs some of our favourite wines with a selection of Bothwell cheeses.

Saturday, March 6

Friday, May 14

#### Tasting on the Terrace

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

Help us launch summer with fresh wine selections on our Tuscan Terrace.

Friday, June 11

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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#### STORE HOURS

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The Cave

## PEOPLE

Banville & Jones has 20 full time staff that know wine and customer service. We have five certified Sommeliers, many Certified Specialists of Wine and many more experts on staff to help find the perfect wine for sipping, pairing with any dinner, or placing in your cellar to enjoy for years to come.

## PRODUCTS

Banville & Jones has more than 2,000 different wines from around the world. Our wine experts buy the best wines available around the globe. They search every corner to bring you the very best quality for price. We call that QPR: *quality-price ratio*. It is not uncommon for our experts to attend a trade show and taste 400 wines only to decide that only a few are good enough to import. That means that the end consumer is the winner!

## PROGRAMS

Banville & Jones helps to build world-class wine collections with programs such as the Cellar Starter, which gives priority access to highly allocated wines from around the world. The Wines of Distinction Program is an email-based program that features special pre-sale offers on rare and cellar-worthy wines.

## WINE TASTING EVENINGS

Banville & Jones hosts dozens of events every year. We explore all the delights of wine and food culture (see pages 56–57 for our calendar). Many of our events are held in our beautifully appointed second floor Tuscan Room and Terrace. All of our events have a wine education component so that you can learn more about our favourite wines of the world.

## EDUCATIONAL CLASSES

Banville & Jones's certified instructors offer courses for all wine lovers, from the novice to the industry expert. Try the ISG, the WSET, Banville & Jones fun courses and the Society of Wine Educators to name a few!

## HIDDEN TREASURES

At Banville & Jones, our Tuscan-inspired boutique is designed to enhance your shopping experience. The retail floor is organized by country, with special sections such as Best Bets, Gifts, Specialty Foods, and The Cave. Green Cork tags, located throughout the store, denote wines that are organic, sustainable, and/or biodynamic. We give special mention to these producers and their wines because we believe they are making a difference in our world.





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# banville & jones culinary partners

*Banville & Jones Wine Co. is proud to supply the finest restaurants in Winnipeg.  
We specialize in creating world-class wine lists that are designed to complement each individual restaurant.  
We encourage you to visit our culinary partners very soon!*

529 Wellington (Platinum Award, 2009 Wine List Awards of Manitoba)

Amici Restaurant (Bronze Award, 2009 Wine List Awards of Manitoba)

Asahi Sushi Bar

Bistro 1800 at Hilton Suites Winnipeg Airport

Bistro 7 1/4 (Silver Award, 2009 Wine List Awards of Manitoba)

Café Dario

Cherry Hill Estate (Bronze Award, 2009 Wine List Awards of Manitoba)

Dacquist Cucina Tradizionale (Gold Award, 2009 Wine List Awards of Manitoba)

Earl's Restaurant and Bar

Fazzo Bistro (Silver Award, 2009 Wine List Awards of Manitoba)

Horfrost

Hy's Steakhouse

Joey Kenaston (Bronze Award, 2009 Wine List Awards of Manitoba)

Joey Polo Park (Bronze Award, 2009 Wine List Awards of Manitoba)

Joey's Only Seafood

Kelsey's

Lulu's Restaurant

Maple Tree Restaurant and Steakhouse

Olive Garden Italian Restaurant

Oui Bistro and Wine Bar (Gold Award, 2009 Wine List Awards of Manitoba)

Pizzeria Gusto (Gold Award, 2009 Wine List Awards of Manitoba)

Promenade Bistro

Rembrandt's Bistro (Silver Award, 2009 Wine List Awards of Manitoba)

Spuntino Café (Bronze Award, 2009 Wine List Awards of Manitoba)

St. Charles Country Club

Step'n Out Sur le Boulevard

Sukhothai

Terrace Fifty-Five Food and Wine (Gold Award, 2009 Wine List Awards of Manitoba)

The Current at Inn at the Forks (Gold Award, 2009 Wine List Awards of Manitoba)

Tony Roma's

Urban Prairie Cuisine

Wasabi Sabi (Silver Award, 2009 Wine List Awards of Manitoba)



Photo by Ian McCausland

We travel deep into the southern hemisphere in this issue of *The Cellar Door*, through the beautiful slopes and valleys of Chile. Chef Joel Lamoureux has chosen a fitting international dish for this Test Kitchen: the empanada.

Surfacing first in Spain and Portugal in the eighth century, the empanada travelled into South America with colonists, where each region popularized its own version of the tasty pastry pocket. In Chile, the baked empanada is traditionally filled with *pino*, a beef-based filling. Chef Joel shares his version of the traditional pastry with the Banville & Jones wine experts, who offer up their suggestions for perfect wine pairings. Join Chef Joel on Thursday, March 11 to discover this dish in person at Test Kitchen Encore (see page 57 for details).

#### THE MEAL

***Pino* Empanadas with Roasted Corn Salad, Avocado Purée and *Pebre***

*Empanadas de Horno*

Yields: 8 large or 12 medium empanadas

#### The Dough

Brine: 2 tsp salt, dissolved in 242ml/1 c. warm water  
1 egg yolk  
1/4 c. lard at room temperature  
4 c. all-purpose flour

# test KITCHEN

Mound the flour on a pastry surface and make a well in the centre. Add the lard, egg yolk, and some of the brine to the centre and blend with your fingers, adding more brine as necessary until the dough is formed. Knead until smooth. Cover with a damp towel and let rest 15–20 minutes.

#### The Filling

The *pino* is best when prepared the day before. This allows the flavours to really meld.

#### *Pino Savory Beef Filling*

3 large sweet onions, diced (such as Maui or Vidalia)  
2 tbsp butter  
400g chopped beef strip loin (fat removed)  
2 tbsp oil  
Salt and pepper to taste  
2 tbsp toasted and ground cumin seeds  
1 tbsp smoked paprika  
1 serrano chili, seeded and diced  
1/4 c. golden raisins soaked in 1/4 c. Sauvignon Blanc  
1 garlic clove, minced  
3 tbsp fresh oregano, chopped  
3 tbsp green onion, sliced

On very low heat, sauté the butter and onion in a covered skillet until the onion is very soft, no less than one hour. When the onion is very soft, uncover the pan, add salt and liberal grindings of pepper. Turn the heat to medium-high. Cook, stirring frequently, until the onion becomes a pale nut brown. This method of cooking yields onions that are milder and sweeter, allowing you to use as many as you want without making the mixture too strong. The texture of the onions helps bind everything together.

While the onions are cooking, brown the chopped beef in a separate pan with the oil. Once browned, add garlic and cook for an additional minute. Deglaze the pan with soaked raisins and wine. Cook until all the wine has evaporated. Season with salt and pepper, then add oregano, green onions, ground cumin, and smoked paprika. Add onions to the beef mixture and chill overnight.



To assemble the empanadas, you will also need:  
 4 hardboiled eggs, sliced  
 16 pitted black olives  
 Egg wash composed of 1 whole egg beaten with 1 tbsp water

#### To Assemble

Go to [www.banvilleandjones.com/cellargal.aspx](http://www.banvilleandjones.com/cellargal.aspx) for Joel's illustrated empanada assembly instructions.

With a knife, divide the dough into 8 equal balls for large empanadas (12 for medium-sized). Roll each ball into a circle 2 cm (1/8") thick. The dough is easy to work with as long as it stays warm and moist, so keep it covered with a damp cloth. Divide *pino* filling into equal portions. On the rolled circle of dough, add a portion of *pino*, 2 pitted olives, and 2 slices of egg. Fold the dough over the filling to form a half-moon shape, brush the edges with egg wash, and seal tightly. Brush the top with egg wash and place on a sheet pan with parchment paper. Bake in a 400°F oven for 20–25 minutes or until lightly browned. Let cool 5–10 minutes and serve.

#### The Sides

##### Roasted Corn Salad

4 ears of corn  
 3/4 c. pinto beans  
 3/4 c. black beans  
 Juice of 1 lime  
 Segments of 1 lime  
 Zest of half a lime  
 1/4 c. red pepper, seeded and diced  
 1/2 c. cucumber, seeded and sliced  
 1/4 c. red onion, sliced  
 1/2 serrano chili, seeded and diced  
 1/4 c. extra virgin olive oil  
 1/4 c. fresh cilantro leaves, chopped  
 2 tbsp fresh oregano leaves, chopped  
 Salt and pepper to taste

Rub the ears of corn with oil and season with salt and pepper. Place corn on a hot grill. Turn the corn every 2 minutes until evenly roasted. Set aside and let cool. Once cooled, remove the kernels with a sharp knife. Add the corn and the remainder of ingredients and toss. Serve at room temperature.

##### Pebre (Chilean hot sauce)

4 jalapeño chilies, coarsely chopped and seeded (for extra spice, add 2 serrano chilies with the seeds)  
 1/4 c. canola oil  
 1/2 c. green onions, chopped  
 1/2 c. sweet onion (such as Maui or Vidalia), coarsely chopped  
 1/4 cup fresh cilantro, oregano, and parsley, coarsely chopped  
 2 tbsp (or more) red wine vinegar or fresh lime juice  
 Salt and pepper to taste  
 Combine jalapeño chilies, green onions, sweet onion, and cilantro in a blender or food processor; puree until a paste forms, scraping down the sides with a rubber spatula. Add oil and 2 tbsp vinegar or lime juice and process until the mixture is blended but some texture still remains. Transfer to small bowl. Season with salt and pepper, and more vinegar if desired. This tastes better if made 1 day ahead. Cover and refrigerate.

##### Avocado Purée

2 avocados  
 1 lime, juiced  
 Zest of half a lime  
 3 tbsp extra virgin olive oil  
 Salt to taste  
 Water as needed  
 In a blender or food processor, blend the avocados, lime juice, and zest. As you blend, add oil and adjust the consistency with water. Add salt and cover to prevent browning.




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Photos by Ian McCausland



# test kitchen: the wines



**LUIS FELIPE EDWARDS**  
2008 *GRAN RESERVA*  
CABERNET SAUVIGNON  
CHILE  
\$18.99

**Mike:** This is a typical Chilean Cab, with notes of graphite, current, and tomato leaf, and a nuance of green pepper. This plays off the meal—the green notes disappear, the weight is wonderful, and the tannins turn silky.

**Tina:** The high alcohol content of the wine really changes with each part of this meal. When I tasted it with the salad, all the flavours melded; when I tasted it with the spicy *pebre*, suddenly, there was a stronger alcohol flavour in the wine.

**Gary:** This Cab has slightly grippy tannins, but it's polished overall, with green pepper and ripe fruit qualities. All of a sudden, red wine brings the meat into play. The salad changes the structure of the wine—it is lighter. Aside from the spicy *pebre*, this pairs well with the rest of the meal.



**CASA SILVA 2006**  
*LOS LINGUES GRAN RESERVA*  
CARMÉNÈRE  
CHILE  
\$18.99

**Mike:** For the price, this is one of the most stunning Carménères in the world. The paprika in this dish stands out with this pairing, as does the pastry. The meat, egg and raisins in the filling are a great pairing, but the heat of the *pebre* cuts off the wine's finish.

**Tina:** This is a very velvety, very big wine. It looks like blueberry jelly—like you could cut right through it. The wine is a little too soft, though the oregano in the salad brings out the herbaceous notes, making a really nice match.

**Gary:** This is youthful, but with a nice complexity. It is spicy and herbaceous, ripe with a nuance of caper. I think the ripe fruit of the wine holds together with the spice, but the empanada makes the wine taste harder, and leaves a short finish.



**CASA SILVA 2009**  
SAUVIGNON GRIS  
CHILE, \$19.99

**Mike:** This has a grassy character with notes of melon and rock fruit. This is the best pairing with the cilantro in this dish. The wine is behind the spice, not cutting through it. The avocado puree really lets the wine sing, and paired alone with the salad—holy smokes!

**Tina:** This lighter-weight wine would pair well with salads. I thought it would disappear with the spice, but it doesn't—it works amazingly well with it. It also pairs beautifully with the lime in the salad.

**Gary:** This wine is delicate and nuanced. It would be great as an aperitif. It is young and needs to open up, but there are flavours of lime, green pear skin, and it has lots of minerality. The avocado brings out the savoury quality of the wine and it's brilliant with the cilantro and lime.



**VENTISQUERO 2005**  
*PANGEA* SYRAH  
CHILE  
\$69.99

**Mike:** This Syrah jumps out of the glass and the palate is silky right away. The caramelized onions in the empanada really smooth out the wine, but the spice and cilantro flatten the wine.

**Tina:** There are notes of cinnamon and eucalyptus, an effect of the aromatic trees that grow near the vineyards in the region. The wine works well with the avocado and empanada. There are elements of the meal that work perfectly with the wine.

**Gary:** This is the most aromatic, with an enormous nose. There are notes of vanilla, cloves, nutmeg, with underlying blackberry. A mocha quality comes through. With the meal, I agree—the avocado and empanada bring out the complexity in the wine, and the caramelized onions bring out caramel notes, but the sweet vanilla fruit clashes with the salad.

**Also try:** Casa Marin 2007 *Matisses* Sauvignon Blanc, Chile – \$13.99; Ventisquero 2006 *Queulat* Shiraz Gran Reserva, Chile – \$18.99; AVE 2006 *Gran Reserva* Malbec, Argentina – \$30.99; Montes 2004 *Folly* Syrah, Chile – \$99.99. 



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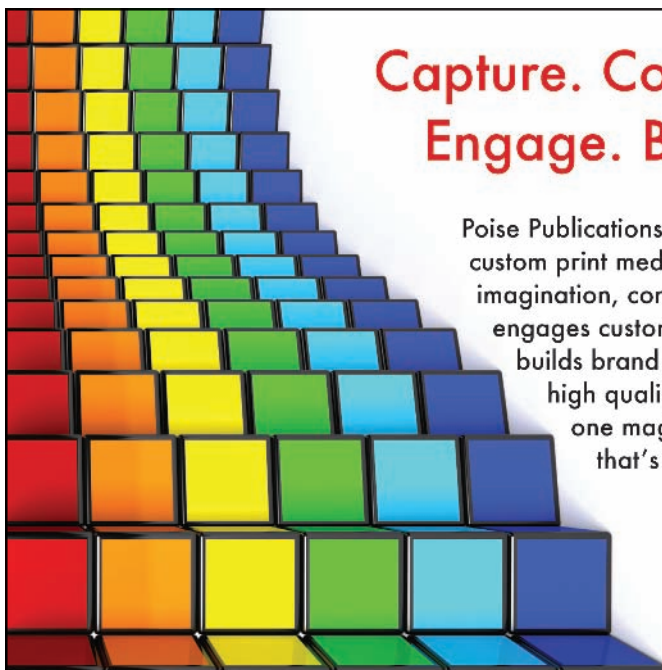
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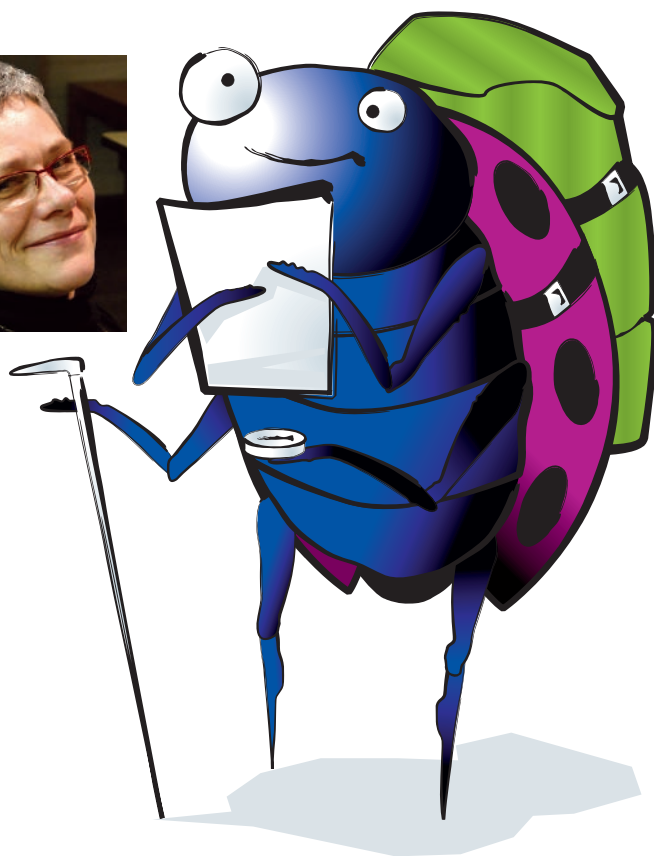
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## sidebar

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

### BUGGED

The questions jump from customs forms every time I fly to the USA, or home to Canada: Am I bringing fruits, vegetables, plants, or seeds into the country? How about disease agents, cell cultures, or snails? Insects, maybe? I nervously check the soles of my shoes to make sure nothing crept into the creases.

Every day, humans transport living things, both on purpose and by accident, and sometimes with catastrophic results. Transplanted organisms can take over. In the wine world, we know that popular grape varieties have travelled widely. Along the way, a little bug named phylloxera changed the entire wine world by hitchhiking aboard a human ship, sailing across oceans.

The problems of transplanting living things were invisible for the longest time. Early explorers needed to return with cool souvenirs as proof to their sponsors that they had made it across the ocean. In the 1800s, biology-loving Victorians took the idea to a new level. The whole world became a science project. Butterflies from the Amazon, exotic birds from Africa, wild plants from anywhere—it was all fair game.

Within this milieu, it was a no-brainer for grape growers to bring their European vines to North America. When their noble vines mysteriously withered and died in the New World, they sent living vines back to Europe to study. (North American grapes made terrible wine, so people were understandably desperate.) Little did they know that the answer,

with a bigger problem, was hitchhiking in the soil: phylloxera, a tiny bug, smaller than the head of a pin. While North American grape vines were resistant, European vines were completely vulnerable.

Once on (or rather, *in*) European soil, phylloxera began quietly eating its way through the continent. At first, there were pockets here and there, then vineyards, entire regions, until almost three quarters of Europe's vineyards were devastated. While their vines were dying, worry settled into terror for *vignerons* and consumers alike. Governments formed committees. People looked seriously at each other across boardroom tables. Some people believed it was the end. They would have to drink North American plonk. Religious fanatics said it was the botanical equivalent of Judgment Day: a fitting punishment for the over-imbibing masses.

When phylloxera was discovered, it was formidable. It had no known predators, a rugged constitution, and lots to eat. People tried flooding their vineyards (not easy on hills). Governments formed committees. People again looked seriously at each other. Prizes were offered. Someone suggested hiring local boys to use vineyards as outdoor washrooms. Finally, biologists proposed the outrageous: *graft the noble European vine stock onto resistant North American rootstock*. It was crazy. And, it worked.

It took a bit of convincing to sidle up to such an unattractive alliance. But over time, and to the present, almost all vineyards the world over use North American rootstock grafted to European vine stock. There are some exceptions: sandy pockets scattered around Europe; the Barossa Valley in Australia; and all of Chile. Surrounded by desert, mountains, the ocean, and Antarctica, Chile has a natural immunity. Thanks to a rigorous quarantine program, it stays that way.

So, if you are considering the idea of bringing some cool new plant home from your travels, think about the bug. Don't do it. And please, wipe your shoes before boarding the plane.

Here's to you, completely unbugged. 🐞

## STAND UP – BE HEARD – AND WIN!

*The Cellar Door* is published with one person in mind: you, the reader. Now it's time for you to help us shape future issues, and earn a chance to win a Banville & Jones gift card, on us!



Since *The Cellar Door* launched in October 2008, we have covered some fascinating wine regions from around the globe: Tuscany, Niagara, Napa Valley, and Chile. In the next two issues, we turn our sights to **Burgundy** and **Australia**.

But first we want to ask you how we are doing. We welcome your feedback, and would like to know:

- What part of the magazine do you enjoy the most, or the least?
- Is there a specific wine region or aspect of wine culture that you would like to read about in the future?

At [www.banvilleandjones.com/cellar.aspx](http://www.banvilleandjones.com/cellar.aspx), we have a special feedback portal called "Ask a Sommelier," where you can submit your wine questions and provide feedback about the magazine.

Any readers who contact us through the "Ask a Sommelier" portal between February 1, 2009 and March 30, 2009 will be entered in a draw for a **Banville & Jones Wine Co. \$100 Gift Certificate**.

Thanks for reading *The Cellar Door* magazine, and we hope to hear from you soon. Cheers!

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| ❑ Casa Marin 2007 <i>Matisses</i> Sauvignon Blanc, San Antonio Valley, Chile \$13.99               | 65     |
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| ❑ Casa Silva 2008 <i>Doña Dominga</i> Cabernet/Carménère, Colchagua Valley, Chile \$10.99          | 42     |
| ❑ Casa Silva 2006 <i>Los Lingues Gran Reserva</i> Carménère, Colchagua Valley, Chile \$18.99       | 41, 65 |
| ❑ Casa Silva 2007 <i>Reserva</i> Carménère, Colchagua Valley, Chile \$14.99                        | 42     |
| ❑ Casa Silva 2009 Sauvignon Gris, Colchagua Valley, Chile \$19.99                                  | 41, 65 |
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| ❑ Morden's Chocolates \$4.00–\$15.00   | 20     |
| ❑ My Dad Has Purple Hands \$22.95  | 20     |
| ❑ Pérez Cruz 2006 <i>Liguai</i> , Maipo Valley, Chile \$47.99                                      | 49     |
| ❑ Riedel Decanters \$250.00–\$469.99   | 21     |
| ❑ Sandhill 2006 <i>Small Lots</i> Syrah, Phantom Creek Vineyard VQA, Okanagan, BC \$39.99          | 70     |
| ❑ Terlan 2007 <i>Gewürtztraminer</i> DOC Alto Adige, Italy \$26.99                                 | 70     |
| ❑ Torbreck 2006 <i>Woodcutter's</i> Shiraz, Barossa Valley, Australia \$32.99                      | 70     |
| ❑ Ventisquero 2005 <i>Pangea</i> Syrah, Apalta Valley, Chile \$69.99                               | 65     |
| ❑ Ventisquero 2006 <i>Queulat</i> Shiraz Gran Reserva, Maipo Valley, Chile \$18.99                 | 65     |
| ❑ Veramonte 2008 <i>Reserva</i> Sauvignon Blanc, Casablanca Valley, Chile \$15.99                  | 42     |

*Due to the nature of the wine industry, any prices and vintages listed in this publication are subject to change and cannot be guaranteed by Banville & Jones Wine Co.*

# top picks



**ROB STANSEL**  
Bouchard Finlayson 2008  
*Blanc de Mer*  
W.O. Western Cape, South Africa  
\$22.99

From cool-climate specialist Peter Finlayson, a self-styled wine poet who likens the harvest to a “stamina-sapping” cricket match, comes this intriguing white blend of Riesling (49%), Viognier (22%), Chenin (15%), Sauvignon Blanc (12%), and a dash of Chardonnay. Clean, refreshing, and well-balanced, expect loads of kiwi fruit and peaches with a touch of sweetness. South Africa’s answer to *Conundrum*.



**TODD ANTONATION**  
AVE 2007 *Premium*  
Malbec, Argentina  
\$16.99

This wine is truly a seductress! If you can get your nose out of the glass after wafting in fresh violets and mountain herbs, be prepared for a taste explosion. Highly concentrated and oozing with black fruit (picture Saskatoon berry pie filling), the grippy mouth feel gives way to a long caressing finish. Just when you thought it couldn’t get any better, try the Ave 2006 *Gran Reserva* (\$30.99). Rated 8/10 on the Toddometer.



**DARREN RAESIDE**  
Sandhill 2006 *Small Lots* Syrah,  
Phantom Creek Vineyard, VQA  
Okanagan, BC  
\$39.99

The *Small Lots* Syrah won “Best Red Wine” at the 2008 Fall Okanagan Wine Festival. The Phantom Creek vineyard is well-drained, with sandy soil and awesome sun exposure, producing fruit that is super-concentrated and ripe. The nose is spice shop-meets-Chambord. Complex flavours include rich black fruit, velvety tannins, and chocolate fruitcake finishes on the palate. Bring out your slow cooker to pair this Syrah with rich meat or lentil dishes.



**KAREN NISSEN**  
Torbreck 2006 *Woodcutter's* Shiraz  
Barossa Valley, Australia  
\$32.99

There is nothing like a rich and meaty glass of *Woodcutter's* Shiraz after a day of chopping wood! You can experience the aromas of fresh-cut wood, wild blueberries, and a hint of clove from the Torbreck Forest of Scotland, where this wine gets its name. I’ll be sure to pack my *Woodcutter's* this spring when we open up the cabin.



**BROOKLYN HURST**  
Carmin Brillant 2004  
*Le Clos de Caveau Vacqueyras*  
Côte du Rhône AC, \$30.99

You know you’ve got a winning wine when everyone at the party takes notice. Unique is the word for this Grenache-Syrah Rhône blend. Along with spice and fruit, I picked up a dose of sage on the nose that I’ve never come across before. Fleshy tannins with medium-to-full body make this wine perfect for lamb, as well as a variety of cheeses.



**SYLVIA JANSEN**  
Terlan 2007 Gewürtztraminer DOC  
Alto Adige, Italy  
\$26.99

With exotic fruit and floral aromas that take you to warm places, and a dry, full frame to stand up to warming winter dishes, the Terlan Gewürtztraminer is close to the perfect winter white. From the northern Italian region of Alto Adige, this Gewürtz (rhymes with “flirts”) lifts from the glass and calls you out of the winter blues.



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in the heart of the Chianti Classico region!



al passo  
\$29.99

Valdisanti  
\$49.99

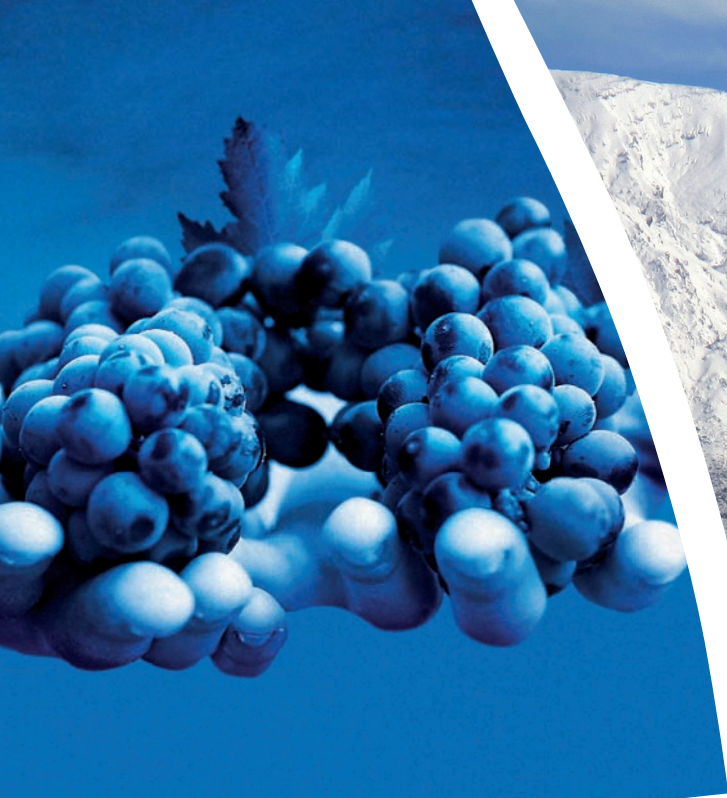
Picconero  
\$139.99



## TOLAINI

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