



# Just Off the Vine ...

## ***OWS's Upcoming Events***

### **❖ Toronto Chapter**

#### **• Cabernet Sauvignons of the World, Tuesday, September 28, 2004**

What differences should we expect from warm versus cool climate Cabernet Sauvignons? How do some of the best Ontario Cabernet Sauvignons compare to the rest of the world? How do the old world Cabernets stack up against the new world and Ontario? Can you detect differences between vintages from Ontario wines or those from other parts of the world? What is the impact of Canadian oak on wine? Bring all your senses & questions to take part in a truly unique tasting experience.

#### **• Southbrook Chardonnay Vertical, October, 2004**

#### **• Canadian Wine Awards, November, 2004**

#### **• Unusual Grape Varieties, January, 2005**

### **❖ Niagara Chapter**

#### **• Annual Dinner at EastDell Estates Winery, November, 2004**

Guest speaker, Tim Hudak, will talk about the latest political issues surrounding the wine industry and answer your questions.

## ***Write-ups on Past OWS Events***

### **❖ Toronto Chapter**

#### **Summer Bin End Dinner, Thursday, August 19, 2004**

The annual Summer Bin End dinner for the Ontario Wine Society took place at the Tasting Rooms restaurant. As this event exhausted the current inventory, this might have been the last such dinner for some time. The great weather allowed us to sit, drink and eat on the patio. The tasting menu allowed for all kinds of wine, from bone-dry to off-dry, from light red to heavy red.

The menu went from halibut tempura on a bed of greens to a grilled peppercorn-sauced Alberta beef tenderloin, a grilled port-glazed lamb rack chop, a braised orange/cranberry-sauced duck breast, and to crême brûlée. With dessert we had a range of late Harvest and Icewines. As always, the whole affair was ably managed by the OWS Executive led by Bob Moore, chief organizer.

Here are some brief notes. There were two dozen

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reception wines, all single bottles, plus two white wines followed by three red wines per table of eight and two stickies. Of course, I did my best to try everything, but it was a bit overwhelming. I worked my way through the Stoney Ridge Chardonnay Reserve 1998 (oaky, oily) and the Pellers Founders Chardonnay Sur Lie 1997 (probably the best wine of the night). There was the Henry of Pelham Riesling Reserve 2002, the Chateau des Charmes



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Viognier 1999, the Peller Muscat 2000, Southbrook Pinot Gris 1998, Jackson Triggs Chardonnay 2000, Harbour Estates Gewurztraminer 1999, and the Legends Riesling Semi-Dry 2002 - all of these I enjoyed, they were holding up rather well.

With dinner, our table got excited about the Reif Gewurztraminer 1999 and the Jackson Triggs Deloraine Chardonnay 2001. The glasses were emptied rather quickly in advance of the onslaught of meat. We cross-tasted three wines with the three meats, but reached no conclusions. Peninsula Ridge Merlot-Cabernet Reserve 2000 was felt not ready, the Crown Bench Beamsville Bench 1999 was mostly Merlot (soft, fruity, developing well at 12.5%), and the Pillitteri Cabernet Franc 2000 was its usual leafy award-winning self. With the crème brûlée there was a Henry of Pelham Late Harvest Riesling 1998, but I never caught the Icewine, never had a chance to taste it.

Dean Tudor, Wine Writer and Professor Emeritus of Journalism, Ryerson University, Toronto, [www.ryerson.ca/~dtudor](http://www.ryerson.ca/~dtudor).

## Ontario Winery Events

### Lake Erie North Shore

#### ❖ Rush Creek

##### 8th Annual Harvest Festival

September 25, 26

There will be farm tour hayrides through the orchards and a free pumpkin for every family that takes in the hay ride. We will have an art show inside our winery featuring artist from Southwestern Ontario. Cheese sampling and wine sampling will also take place inside the winery. Our outdoor BBQ court will be open with live entertainment both days. Saturday will be Celtic music and Sunday will be Jazz from 1:00pm to 4:30pm. Also, we will be hosting a 2 day antique tractor show and ploughing match. Lots of things happening.

Complimentary. Call 519 773 5432 for more details.

### Niagara Peninsula - East

#### ❖ Chateau des Charmes

##### Autumn Reds

September 17 to 26, 11:00am to 5:00pm

Warm up to reds as summer cools down. Visit us for a comparative tasting flight of single-vineyard, red wine varietals. Complement this featured tasting with a selection of Canadian artisanal cheeses.

\$3 wine flight only. \$12 wine and cheese flight. Reservations not required.

#### Rhythms of Steel

Sunday, September 19, 2:00pm to 4:00pm

Château des Charmes celebrates the harvest with the Hummingbird Steel Orchestra. Sip our steel-aged wines to the rhythms of steel drums amidst the vines of our St. David's Bench Vineyard.

\$5 per person (includes one glass of wine). Reservations not required.

#### Art Exhibit

To October, daily 11:00am to 5:00pm

Experience the talent Niagara has to offer. Chateau des Charmes is pleased to showcase artists from the St. Catharines Art Association. Selected works will be featured throughout spring, summer and fall seasons in our St. David's Bench Vineyard Room.

Complimentary. Reservations are not required.

#### ❖ Jackson-Triggs

##### Harvest VIP Tour and Taste Experience

September 18, 19, 25, 26, 11:00am and 2:00pm

During the Niagara Wine Festival, this is an in-depth guided VIP tour, followed by tastings of premium VQA wines paired with selection of Canadian artisanal cheeses.

\$15 for passport holders, \$20 for non-passport holders. Reservations required.

##### Sip, Sense & Savour

September 17 to 26, 12:00pm to 4:00pm

This is a wine flight tasting of premium new release red wines paired with selections of Canadian artisanal cheeses.

\$15.00 for passport holders, \$20 for non-passport holders. Reservations accepted.

#### ❖ Hillebrand

##### Hillebrand Artisans at the Winery

September 18, 19, 10:00am to 5:00pm

We welcome over 50 Canadian Artisans from Aylmer, Quebec to Niagara Falls. Hillebrand Artisans at the Winery, now in its 10th year, invites guests to a leisurely afternoon exploring art which ranges from paint to pottery.

Guests can sip on a glass of VQA wine and enjoy live entertainment provided by strolling musicians as they relish this unique art show venue. Young and Rubicam, the esteemed global advertising agency, created a new logo for this event. Using the craft of a glass blower, the new logo is a bottle of wine wittingly posing as a paint tube - with a little paint/red wine dripping out. This poster pairs well with the new Hillebrand Jazz and Blues at the Winery poster. The winery will be selling a limited number of these prints.

Complimentary. Call 800 582 8412 or visit [www.hillebrand.com](http://www.hillebrand.com).

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## ❖ Hillebrand Harvest at the Winery

September 25, 26

Hillebrand offers various activities, recognizing the season, from the vineyard to the bottle. Grape stomps, tasting from vine to wine, and an outdoor wine bar with featured culinary delights, are among the highlights. Tours, seminars and tastings are also offered.

For more information and to reserve your spot, please call 1 800 582 8412.

## ❖ Konzelmann

### Winemaker's Dinner

Friday, September 17, 7:00pm - champagne reception, 7:30pm - dinner

Enjoy an exquisite five-course dinner with Herbert Konzelmann and experience his passion and appreciation for wine, food and life. Featuring the Winemaster's Collection premium wine series.

\$125.00 per person, RSVP required.

### Harvestfest 2004

September 25, 11:00am to 5:00pm

Join us at Niagara's exclusive lakefront winery and enjoy an outdoor BBQ featuring authentic German Oktoberfest sausage paired with a glass of Konzelmann wine.

Adults \$6, Kids \$4 (sausage & pop).

## ❖ Peller

### Harvest Celebration

September 18, 19, 25, 26

With the harvest season now upon us, the celebration begins. Peller Estates celebrates the harvest with culinary demonstrations, horse-drawn carriage rides and a number of special tastings and seminars.

For more information or to make your reservation, please call 1 888 673 5537.

## ❖ Pillitteri

### Tastes of Tuscany, a Bistro Experience

September 18, 19, 25, 26, 11:00am to 6:30pm

The Pillitteri patio will be sizzling with a selection of authentic Italian cuisine Tuscan style, presented by Toast of the Town chef, Gerald Meechan.

\$14 per person.

### Vineyard Trolley Tour and Tasting

September 18, 19, 25, 26, 12:00pm, 1:00pm, 2:00pm, 3:00pm

Enjoy a guided Vineyard Trolley Tour followed by a tasting of three wines paired with complementing appetizers in our hospitality room overlooking our picturesque vineyards.

\$10 per person

## ❖ Reif

### Grape to Wine

September 18 to 26, 10:30am, 1:30 and 3:30pm.

Sample the corresponding grape variety on one of the public tours guided daily during the festival at Reif Estate Winery.

\$3 per person. No reservation required.

### Purveyors in the Vineyard

September 18 to 26, 10:00am to 6:00pm

Reif Estate Winery welcomes a local purveyor on each day of the festival.

No charge. No reservation required.

## Niagara Peninsula - West

## ❖ Cave Spring

### Going Vertical

September 4, 5, 11, 12, 18, 19 and 25, 26, 11:00am and 2:00pm

Vintage wine encapsulates an entire year in the bottle. Each week we will conduct a vertical tasting of a single grape variety through its various incarnations over several years. A different varietal will be featured every weekend.

\$10 per person. Reservations Required. Call 905 562 3581, Ext. 302.

### Grape and Wine Festival Luncheons

September 17 to 26

Each day during the Grape and Wine Festival, On The Twenty Restaurant will be offering a specially selected entrée that will be matched with a flight of three different styles and varietals of wine. This is a great opportunity to find out how different and sometimes surprising wine matches enhance the flavour of the food.

\$30.00 per person plus taxes and gratuities. Call 905 562 5336 for reservations to avoid disappointment.

## ❖ Creekside

### Celtic Ceilidh

Saturday, September 25

During the Grape & Wine festival will be a casual Creekside Celtic Ceilidh (with Ceilidh being pronounced 'kaylee'). You can rest assured great food will be available!

### Winemakers' Dinner

Sunday, September 26

This will be a seven-course winemaker's dinner, which promises to be a wine and food pairing extravaganza.

## ❖ EastDell

### Niagara Wine & Food Classic

September 10 to 12

EastDell is a featured winery of this ultimate gourmet



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weekend filled with premier tastings, winemaker's dinners, tours and seminars.

For package information visit [www.niagarafallstourism.com](http://www.niagarafallstourism.com)

## **Naughty Noir**

September 17 to 26, 11:00am

Temperamentally exquisite, Pinot Noir is often known as the "heartbreak" grape. Taste its classic nuances in EastDell's award-winning, 2003 Escarpment Pinot Noir paired with stuffed mushrooms.

\$5 per person, free for Grape & Wine Festival passport holders.

## **Forager's Feast**

September 17 to 19, 24 to 26. Seatings from 4:00pm

From forest and field, three-courses bursting with rich fall flavours. Each course paired with a sampling of the wine that inspired the recipe.

\$39.95 per person for Grape & Wine Festival passport holders, \$44.95 per person for non-passport holders. Call 905 563 9463 to reserve.

## **Niagara Grape & Wine Festival**

September 17 to 19 & 22 to 26

EastDell's in the park ... Montebello Park in St. Catharines that is! Join us and our winery colleagues under the tent for this festival highlight.

Call 905 688 0212 for details or visit [www.grapeandwine.com](http://www.grapeandwine.com)

## ❖ **Harbour**

### **4th Anniversary Party**

Saturday, September 18

It just gets bigger and better. Watch our website for details as they unfold. [www.hewwine.com](http://www.hewwine.com)

### **The Great Grape Stomp**

Saturday, September 25, 2:00pm to 5:00pm

Last year over 50 teams competed to raise funds for Hospice Niagara. This year we have several corporate sponsors stepping up to make this event bigger, more fun, more prominent, and a large scale fundraiser for Hospice. Confirmed sponsors to date include Niagara News and Cogeco as media sponsors, Niagara Fallsview Casino, and Vintage Inns. If you have a business and would like to get involved, give us a call.

Don't miss this event, we expect to see 100 teams competing this year. Register early to get your team's spot. More info on the website. [www.hewwine.com](http://www.hewwine.com)

### **Rock'n'Ribs Featuring April Wine**

Saturday, September 25, 7:00pm to 11:00pm

If you missed it last year, here's your chance. International recording artists, and a great Canadian band, April Wine are back for our finale event for the Grape and Wine Festival. Tickets are selling already...so don't hesitate because seating is limited. All

you can eat ribs, corn on the cob and all the trimmings and April Wine.

\$110 per person. Tickets are on sale now. 1 877 HEWWINE

## ❖ **Legends**

### **Niagara Wine & Food Classic**

September 10 to 12

Legends Estates Winery is participating in this spectacular event held under the tent at Victoria Park, Niagara Falls. Weekend ticket includes winery tours, grand tastings, cooking demonstrations, wine pairing seminars and a winemaker's dinner. Single day tickets are also available for Saturday and Sunday. For more information, email [dmccord@LegendsEstates.com](mailto:dmccord@LegendsEstates.com) or call Heidi Werner at Niagara Falls Tourism 905 356 6061, Ext. 40.

### **Fergie Jenkins Celebrity Wine And Cheese Party**

Thursday, September 16, Four Points Sheraton Suites from 7:30pm to 10:00pm.

It is only fitting that Legends Estates Winery supports one of Canada's true athletic legends. Fergie brings along many of his "friends" who are legends as well, from all sectors of sports. Here is a chance to sample great wine while collecting autographs from the greats and bid on unique sports memorabilia. For more information contact Niagara Grape & Wine Festival at 905 688 0212.

## ❖ **Thomas & Vaughan**

### **The Difference A Reserve Makes**

September 17 to 26

Same grapes, same vintage, but taste what happens when a wine receives the "reserve" treatment in this guided tasting of our 2000 Meritage and the 2000 Meritage Reserve paired with hard artisan cheeses.

Free for passport holders. \$6 for non-passport holders.

## **Prince Edward County**

## ❖ **Huff**

### **Live Music on The Patio**

Every Sunday afternoon in September from 12:00pm to 4:00pm

### **Amazing Loyalist Adventure**

September 18, 19

Follow the Empire Loyalist trail through Prince Edward County with a stop at Huff Estates for tastings, tours and entertainment. Huff is the only winery in Prince Edward County owned and operated by Empire Loyalist heritage.



## **25th Annual Prince Edward County Studio Tour**

September 24, 25, 26.

Visit the winery to view talented local artists work on display.

Visit [www.huffestates.com](http://www.huffestates.com) or call 613 393 5802.

## **Toronto**

### ❖ **Southbrook**

#### **Sunset at Southbrook**

Friday, September 24, 7:00pm dinner and dance

3rd Step will be playing into the night while everyone enjoys the wonderful ambiance that only Southbrook can provide. Come out and invite your friends to join us for a spectacular fun-filled evening of great food and wine.

\$65 per person plus taxes. Two glasses of wine are included. Beer \$3.50 a bottle, wine \$3.50 a glass. Call 905 832 2548, Ext. 243 for reservations. Book a table for eight people and receive a complimentary wine tour and tasting certificate valued at \$150.00.

## **Ontario Restaurant Events**

### ❖ **The Grill at the Epicurean**

#### **Reif Estate Winery Winemaker's Dinner**

Saturday, September 11

Held in conjunction with the Niagara Wine and Food Classic.

Package information, details and booking available by calling 1 800 56-FALLS.

### ❖ **Holiday Inn - Trenton**

#### **Winemaker's Dinner - Huff Estates**

Friday, September 24

Winemaker's dinner with Frederic Pickard of Huff Estates.

Plenty of space available for this evening. For more information call Cory at the Holiday Inn at 613 394 4855, Ext. 403.

### ❖ **Milford Bistro**

#### **Winemaker's Dinner - Huff Estates**

Saturday, September 18

Winemaker's dinner with Frederic Pickard of Huff Estates.

Limited space available so book early. For more information visit [milfordbistro.com](http://milfordbistro.com)

### ❖ **Wigamog Inn**

#### **September Feature Winery - Peninsula Ridge**

Wigamog Inn Resort is proud to continue its tradition of supporting our truly exceptional Ontario wineries.

During the month of September Wigamog will be featuring the wines of Peninsula Ridge Estates Winery. Join us each Saturday for a

tasting of Jean Pierre Cola's fine wines in our lobby.

Each evening a selection of these wines will be paired with our four course gourmet country meals for your enjoyment.

Wigamog Inn Resort is a four season, full service recreational resort and country inn overlooking Lake Kashagawigamog and surrounded by the rolling hills of the Haliburton Highlands. We pride ourselves in providing an intimate atmosphere, charming accommodation and superb dining in beautiful surroundings.

For more details or reservations please contact the Wigamog Inn Resort at 1 800 661 2010 or email at [reservations@wigamoginn.com](mailto:reservations@wigamoginn.com). Visit the Wigamog Inn Resort at [www.wigamoginn.com](http://www.wigamoginn.com).

## **Other Ontario Wine Events**

### ❖ **53rd Niagara Wine Festival**

September 17 to 26

Join our "Wine Country" celebration of Niagara's internationally acclaimed grape and wine industry during 10 days in September. More than 100 events including winery tours and tastings, concerts, Niagara cuisine, artisan shows, wine seminars, family entertainment and one of Canada's largest parades. Selected as Ontario's Cultural Event of the Year for three years in a row and as one of North America's Top 100 Events by the American Bus Association in 2003.

For more information visit [www.grapeandwine.com](http://www.grapeandwine.com).

## **Ontario Wine Industry News**

### ❖ **Ancient Coast Introduces Wine Casks For VQA Wines**

Mississauga, Ontario, August 17, 2004

Ancient Coast Wines is pleased announce the release of Ancient Coast's Vidal 2003 and Baco Noir 2002 in new 3 litre Easy Serve Wine Casks, a first-of-its-kind for Canada. At present, Ancient Coast's wine casks are only available at Ontario's Wine Rack stores, but they are expected to join their bottled counterparts on the shelves at the LCBO by 2005.

The technologically advanced Easy Serve Wine Cask was created by Europe's leading wine cask manufacturer, Smurfit Bag-in-Box® in Epernay, France. It was developed to lengthen the preservation of wine by significantly decreasing oxidation and to provide customers with an easy-to-pour container.

These new wine casks feature a superior tap, which significantly reduces oxygen permeation and ensures a tight seal. Wines in traditional containers such as bottles, and casks without Easy Serve Cask Taps, can lose their freshness within two to ten days, whereas Ancient Coast's wines in Easy Serve Wine Casks can be enjoyed in an opened container for up to six weeks.

Current wine regulations in Canada prohibit the use of the VQA designation on wine casks. Nevertheless, Ancient Coast's Easy Serve Wine Casks contain the same wine as the bottles and have been made to meet Canada's exacting VQA standards. As such, steps are being taken to change the rules relating to wine casks, similar to the negotiations that enabled wines with screw cap enclosures to be labelled VQA.

"These are our first Ancient Coast wines to be sold in the new, long-lasting wine cask format," noted Scott Starra, Ancient Coast's Marketing Manager. "This is a breakthrough for Canada and rivals what they are calling a "Revolution" in France, where Appellation d'Origine Contrôlée (AOC) wines from Bordeaux and Burgundy are now being sold in wine casks!"

Crafted by seasoned winemaker, Mira Ananicz, past vintages of Ancient Coast's Vidal and Baco Noir wines have won a number of prestigious awards including medals at the 2004 All Canadian Wine Championships and the 2002 Finger Lakes International Wine Competition. Described as a full bodied and complex wine with fruit characteristics of black cherry and currants, soft tannins and a pleasing finish, the Baco Noir is great with steak, hearty tomato sauce based sauces and pizza. Ananicz also noted that a cask of Ancient Coast's 2003 Vidal, displays a flowery aroma with intense fruit flavours such as rich peach and mango and is a delightful partner for fresh fruit salads, light pasta dishes and a host of seafood.

Commenting on the new Easy Serve Wine Casks, Ananicz said, "Making wines for over 25 years with Vincor International, I have had the opportunity to experiment with many different varieties and many different wine containers. I can say with conviction that the new 3 litre casks are definitely superior to others in their ability to inhibit oxidation. I am proud to present my Vidal and Baco Noir in the new wine casks."

## ❖ Chateau des Charmes' VQA Excellence

July 21, 2004

On June 16 at the Metro Toronto Convention Centre, the LCBO feted the entire beverage alcohol industry of Ontario and awarded the 2004 'Elsie' Award for VQA Excellence to Château des Charmes. The Elsie's are the LCBO's annual recognition program and serve as an

opportunity to salute innovative suppliers and agents who partner with the LCBO to provide consumers with exciting products and information to help them make informed purchases. This is one of the most important awards Château des Charmes has ever received.

The award speaks to the Bosc family's dedication to leading-edge viticulture and artisanal winemaking over the past 26 years. Château des Charmes' goal is to produce nationally and internationally recognized wines in Canada by growing only the finest grape varieties and developing vineyard sites that showcase the distinctive terroir of the Niagara Peninsula. Château des Charmes founder Paul Bosc Sr., is credited with introducing many unique varieties to Canada, including Aligoté, Auxerrois, Viognier, Gamay Noir 'Droit' and Chardonnay Musqué 'Clone 809'.

The cultivation of these distinct varieties has contributed to the winery's robust and diverse wine portfolio. From sparkling wines produced in the méthode traditionnelle, to rich and luscious Icewines, the winery boasts a collection of over twenty table wines made from thirteen different grape varieties that are grown over four distinct vineyard sites.

Early August marks the release at Vintages of the 2002 Chardonnay Musqué (\$15.95). An estate bottled wine produced 100% from Chardonnay Clone 809, this aromatic clone imported from Bissy (Saône et Loire) is noted for low yields but produces a full bodied style of Chardonnay. The wine was steel fermented and aged (no oak!) in order to fully express the spiced fruit and honeysuckle musqué character.

Recently, the winery released its first Rosé since 1995. The 2003 Rosé, 'Cuvée d'Andrée' (\$12.95), was produced by Paul Sr. and his son Pierre-Jean, in honour of Madame Andrée Bosc – wife, mother and winery matriarch and appropriately launched at a commemorative Mother's Day luncheon. An artful blend of 40% Gamay Noir, 21% Merlot, 18% Cabernet Sauvignon and 21% Cabernet Franc, 'Cuvée d'Andrée' was recently judged the finest Rosé in Ontario by capturing a gold medal at the 2004 Ontario Wine Awards. 'Cuvée d'Andrée' is being released at Vintages in September.

Such acclaim has the winery 'flying high' both literally and figuratively. The recently released 2002 Cabernet-Merlot (\$14.25) is served on Air Canada's Executive First Service. This is an important development not only for Château des Charmes but for all VQA wine producers in Canada. "When your VQA wine is selected for the First Class Service of one of the world's largest carriers, you are not only sharing the quality of your own wine, but you are contributing to the promotion of the Canadian VQA "brand" around the world..." says Paul Bosc Jr., vice-president marketing and administration.



Château des Charmes has declined to participate in the 2003 short crop VQA replacement strategy. While not escaping totally unscathed from the ravages of one of the worst winters to ever grip the Niagara Peninsula, the Bosc family has decided to produce only VQA wines from the 2003 vintage. In late 1999, the winery invested \$750,000.00 in 25 state-of-the-art wind machines to achieve greater climatic control and to reduce the negative effects of severe cold weather in the vineyard. Château des Charmes introduced wind machine technology to Canada's wine industry. This foresight continues to pay dividends into the current vintage. Despite another difficult winter, Château des Charmes can now report healthy yields from its four vineyards for the 2004 crop. Should the Ontario wine industry choose to pursue a 2004 short crop strategy, Château des Charmes will again take a pass; a decision that the Bosc family hopes will put Château des Charmes in a position to reclaim the 2005 Elsie Award for VQA Excellence!

## ❖ **Vincor Acquires UK-Based Western Wines Ltd.**

Toronto, Ontario, July 30, 2004

Vincor International Inc., one of North America's largest producers of wine and related products, today announced that it has acquired all of the shares of privately held Western Wines, owner of the Kumala brand and the largest independent wine importer, marketer and distributor in the United Kingdom.

"This acquisition squarely meets our strategic objectives and greatly increases the scope and scale of the company, moving us significantly closer to our goal of being one of the world's top-ten wine companies," said Donald Triggs, Vincor's President and CEO. "With this acquisition, Vincor gains an impressive portfolio of premium brands that includes Kumala, which is the largest South African export brand and the UK's top selling brand from this rapidly growing New World wine region. We now look forward to introducing these brands into our growing international distribution network and to drawing on Western Wines' experience and strong understanding of the UK retail market to assist us in coordinating the development of our focus brands from North America, Australia and New Zealand in this important market," added Triggs.

The acquisition of Western Wines provides Vincor with considerable distribution reach in the UK and Northern Europe as well as an extensive portfolio of approximately 400 brands divided between owned brands, agency brands and private label products. Founded in 1980, Western Wines has grown to become the largest independent wine importer, marketer and distributor in the UK, which, in volume terms is the second largest market for New World wine.

Most of Western Wines' sales are from its own branded, New World wines, with the majority of its products coming from South Africa, an emerging New World wine region. South Africa currently ranks ninth in global wine production and is growing internationally, with total exports rising 10% in 2003. Western Wines sells more than 1 out of every 3 bottles of South African wine sold in the UK. The company's South African portfolio is led by Kumala, which is the UK's leading South African brand and among the UK's top five wine brands by both value and volume. Western Wines also distributes the UK's number one selling branded Chilean wine and, through sales of its own Italian branded-wines, is the UK's third largest importer and marketer of Italian wine.

"Western Wines has an outstanding track record for brand development, customer service and innovative marketing, all of which flows from our deep knowledge of the UK market and our focus on customer and supplier relationships," noted Roger Gabb, Western Wines' Chairman and founder. "As part of Vincor, we now look forward to growing and enhancing the important relationships we have with our many partners, suppliers and customers and accelerating the growth of Kumala by introducing it into Vincor's international distribution network."

Vincor International Inc. is North America's 4th largest producer and marketer of wines and related products by volume, with leading brands in all segments of the market. Vincor has wineries in British Columbia, Ontario, Quebec, New Brunswick, California, Washington State, Western Australia and New Zealand, is one of the largest wine importers, marketers and distributors in the United Kingdom and markets wines produced from grapes grown in the Niagara Peninsula of Ontario, the Okanagan Valley of British Columbia, the Dunning Hills of California, the Columbia Valley of Washington State, Western Australia, New Zealand, South Africa and vineyards around the world. Vincor's premium brands include Inniskillin, Jackson-Triggs, R.H. Phillips, Toasted Head, EXP, Hogue, Goundrey, Amberley, Sumac Ridge, Hawthorne Mountain, Kim Crawford, Kumala, Ancient Coast and Sawmill Creek, which complement its popular priced wines such as Entre-Lacs, L'Ambiance, Sola Nero and Notre Vin Maison.

## ❖ **Winesavvy Announces Wine Appreciation Course**

Winesavvy Consultants is proud to announce a fun and informative wine appreciation course to be held this winter in Niagara Falls.

In the past decade the wine industry in Canada and abroad has exploded and so too has the desire to learn



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more about the new alcoholic beverage of choice. As more people delve into the exciting world of wine, their thirst to be better informed about the different grapes, wine regions and foods pairings has increased. Taking pride in wine education, Wine Savvy Consultants caters to this need.

With over 15 years in the food and beverage industry, owner, Evan Saviolidis is a certified sommelier, educator and journalist with Canada's leading wine publication, *WineTidings*. His philosophy is to provide a fun and friendly approach to wine while at the same time taking the snobbery out of the subject, in a relaxed atmosphere.

Geared to all levels of interest, the course offers participants the opportunity to obtain the Wine Council of Ontario Certificate, an essential element for those wishing to enter the food and beverage industry.

Here is what the program will cover:

- Wines of Ontario
- Every Major Wine Producing Region
- Food and Wine Pairings
- Sparkling and Dessert Wines
- How to Taste Wine
- How to Open and Serve Wine
- Different Aromas
- Wine Council of Ontario Exam
- Opportunities in the Food/Beverage Industry
- A Selection of different Wines to be tasted each week

Start Date: January 15, 2004

Duration: 12 weeks (once a week)

Time: 7:00pm to 9:30pm

Place: Casa D'Oro Restaurant, Niagara Falls

Cost: \$250

Contact: For more information or to reserve your place, please contact Evan Saviolidis at 905 685 2156 or at [winesavvy@hotmail.com](mailto:winesavvy@hotmail.com).

## Feature Article

### ❖ 2004 Buckhorn Wine Festival

By Fred Couch, OWS Niagara Chapter

Want to visit over 50 wineries from Ontario's three major wine regions in one day? "Not possible", you say! Well, the next best thing is to attend Fiesta Buckhorn in the beautiful Kawartha Lakes area. Each year this "celebration of fine wine, beer and cuisine" is held at the Buckhorn Community Centre Park. Wineries from the Niagara Peninsula, Prince Edward County, Pelee Island and Lake Erie North Shore participate. In addition, a number of breweries and cider-producing companies attend.

The event, which was on July 24th this year, was held in 11 cabins spread around the park and in the main

Community Centre building. Admission was \$10, which included 6 sampling tickets and a tasting glass. Additional tickets could be purchased for 2 for \$1. Samples of wine ranged from 2 tickets all the way up to 14 tickets for some of the best Icewines. Tickets could also be used to purchase a wide range of food items from participating restaurants and other food exhibitors. A portion of the proceeds helps to support the Buckhorn Community Centre.

In addition to wine and food sampling, you could listen to some great entertainment in the Music Area. Free 30-minute seminars were held in the main building lead by well-known food and wine writers such as Tony Aspler, Gord Stimmell and Shari Darling. This year's topics included "oak vs. non-oak Chardonnay", "tasting like a pro" and "harmony on the palate: the art of pairing wine with food". A number of writers were available throughout the day at the "Fiesta Buckhorn Expert's Corner" to answer your wine-related questions.

If you don't have the time to visit 50 wineries, keep this wine festival in mind for next year! Buckhorn is about a 2-hour drive from the Toronto area and about 3.5 hours from the Queenston/Lewiston Bridge. Next year's event is planned for Saturday, July 23rd. For information about Fiesta Buckhorn visit the website at: [www.littlefatwino.com/fiesta.html](http://www.littlefatwino.com/fiesta.html).

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