

VANCOUVER PLAYHOUSE  
INTERNATIONAL  
**WINE FESTIVAL**



Feb 27-Mar 4, 2012



Regional  
Theme  
**Wines**

**of Chile**  
*The natural choice*

Global  
Focus  
Cabernet(s)

**TRADE  
DAYS  
CONFERENCE**

Feb 29-Mar 2, 2012

[PlayhouseWinefest.com](http://PlayhouseWinefest.com)



## 34th Vancouver Playhouse International Wine Festival

1,700 wines • 181 wineries • 15 countries • 64 events • 7 days • 25,000 attendees

### The Wine World is Here... To Do Business with You

The Trade Days Conference program is an integral part of Canada's premier wine show, designed to meet the needs of professionals in the hospitality and food and beverage industries. These trade focused events are designed to increase knowledge and expertise and introduce exciting new wines to the marketplace. Three days of seminars and tastings will introduce sommeliers, retailers, buyers, servers, chefs and media to the latest industry trends. With leading wine experts and principals from around the world pouring their products and sharing their trade secrets in person, this is without a doubt the pre-eminent opportunity in Canada to meet the men and women behind the wines you sell and serve.

## How to Order

Trade Days Conference events are restricted to members of the hospitality and food and beverage industry. Individuals purchasing tickets for these events **must pre-register online** and provide their name, occupational title, and the name of their establishment prior to booking. A name tag with this information is required for entry to all Trade tasting sessions, including Buyers Hour.

### Online at [PlayhouseWinefest.com](http://PlayhouseWinefest.com) (packages by phone only)

604.873.3311 / Toll free 1.877.321.3121  
Mon.-Fri. 9:30 am-8:00 pm / Sat. 12:00 pm-4:00 pm

**In person at  
Vancouver Playhouse Box Office**  
601 Hamilton Street  
Vancouver, BC  
Monday to Friday 9:00 am-5:00 pm

- All tickets are final sale. No refunds, exchanges or replacement tickets.
- All ticket prices include wine, food (if it is a food event), gratuities and taxes.
- All attendees must be 19+. NO MINORS.
- Please taste responsibly. Make a plan to get home safely.
- Festival events begin promptly. Seating for latecomers at formal sit-down tastings is not guaranteed and money will not be refunded.
- The VPIWF and the Vancouver Playhouse Theatre Company do not accept liability for tickets lost in the mail or misplaced after they are printed and issued. Refunds, exchanges, and replacement tickets will not be granted.
- Ticket limits apply to some events

Tickets to all Trade Days Conference events go on sale **Tuesday, January 17, 2012 at 9:30 am.**

## Event Legend



**Wine and Food Pairing**  
a menu designed to complement  
a flight of featured wines



**Wine Tasting**  
an informal, stand-up  
tasting at winery tables



**Chile**  
Theme Region Event  
featuring the wines  
of Chile



**Wine and Food Grazing**  
a stand-up event with  
wine and food



**Wine Seminar**  
an educational  
sit-down tasting



**Cabernet(s)**  
Global Focus Event  
featuring Cab Sauv  
and/or Cab Franc



**Seminar**  
event without wine

## Stay in Downtown Vancouver for VPIWF Trade Days

The following hotels are offering special room rates for Trade Days Conference attendees. Call and ask for the "Vancouver Playhouse International Wine Festival rate".

- Executive Hotel Vintage Park - \$119 Call 1.800.570.3932
- The Fairmont Waterfront - \$190 Call 604.691.1991 or 1.800.441.1414
- Pan Pacific Hotel - \$199 Call 604.662.3223 or toll free in Canada at 1.800.663.1515 and USA at 1.800.937.1515

### Business Traveler Information

For free travel information and accommodation reservations, call Hello BC at 1.800.HELLO BC (1.800.435.5622 - North America). Or visit [HelloBC.com](http://HelloBC.com)

## 2012 Trade Days Conference Pass

The Trade Days Conference Pass provides full badge and ticket access to the trade portion of the Festival. Passes are only available through the Playhouse Box Office by phone at 604.873.3311 or 1.877.321.3121 or in person at 601 Hamilton Street.

### \$420 (\$695 value) includes:

#### Wednesday, February 29

11:30 am-1:15 pm  
**Canadian Wine Awards Lunch**  
Morris J. Wosk Centre for Dialogue  
+  
1:30-5:00 pm  
**You'll Tell Two Friends...  
Social Media Symposium**  
Morris J. Wosk Centre for Dialogue

**OR**  
2:00-4:30 pm  
**You and Me and the S.O.B: Deciphering  
Sustainability, Organics, Biodynamics**  
(Trade Master Class)  
VCC West, MR 109

#### Thursday, March 1

9:30-11:15 am  
**Chile, the Natural Choice**  
– Theme Region Plenary  
VCC West, MR 109

+  
11:30 am-1:15 pm  
**Trade Days Lunch**  
VCC East, Ballroom A

+  
2:30-5:00 pm  
**Trade Tasting**  
VCC West, Ballroom C

+  
7:00-10:00 pm  
**International Festival Tasting**  
VCC West, Ballroom C

#### Friday, March 2

9:30 am-11:15 am  
**Added Value! Enhancing the  
Retail Experience**  
VCC West, MR 118

**OR**  
**Chile's Diversity**  
VCC West, MR 109

**OR**  
**Excitement in a Glass**  
VCC West, MR 110

+  
11:30 am-1:15 pm  
**Celebrating Excellence: The 9th  
Annual Awards Lunch featuring  
Wines of Chile**  
VCC East, Parkview Terrace

+  
2:30-5:00 pm  
**Trade Tasting**  
VCC West, Ballroom C

+  
5:30-9:00 pm  
**Gold Pass Tasting Lounge**  
VCC West, MR 201

+  
7:00-10:00 pm  
**International Festival Tasting**  
VCC West, Ballroom C

*Note: If you are an industry buyer and would like access to the Buyers Only Hour on Thursday and Friday from 1:30-2:30 pm, please register as a buyer online at [PlayhouseWinefest.com](http://PlayhouseWinefest.com) under the "Trade" section.*

**Thursday, March 1 &  
Friday, March 2, 2012**

962 wines • 181 wineries • 15 countries

### Trade Tasting

2:30-5:00 pm  
VCC West  
Ballroom C  
1055 Canada Place Way  
\$40



The Trade Tasting is the best opportunity to explore the International Festival Tasting Room with your industry peers. This is a fantastic opportunity to meet wine producers from around the world, to taste rare wines, and perhaps to discover the next big thing in the industry. The Trade Tastings are not only an excellent opportunity to network and taste away from the evening crowds, but also a chance to sample 171 wines that are unlisted and not yet available in British Columbia; these are in addition to the 791 served at both trade and public tastings. A winery principal, identified by a royal blue lanyard, is a senior member of the winery, intimately involved in the wine-producing process as a winemaker, proprietor or senior executive. Feel free to ask questions – this is the best opportunity to find out more about each wine.

### BC Liquor Stores

#### Festival Wine Shop Hours:

March 1-2 – 2:00-5:00 pm  
and 7:00-10:00 pm  
March 3 – 7:00-10:00 pm  
Entry by Tasting Room  
ticket only

Sponsored by



ContainerWorld  
Serving the Beverage Industry

Caffè Umbria  
Krinis Foods  
Nesters Market  
Northleaf Foods  
Terra Breads  
Terra International Foods  
Whistler Water



GET HOME SAFE

BC LIQUOR STORES  
CELEBRATE LIFE. ENJOY RESPONSIBLY.

Each day, the first hour in the room (1:30-2:30 pm) is reserved for trade buyers and executive chefs only, providing the time and freedom to taste wines and connect with wine industry personalities away from the crowds. The VPIWF defines buyers as wine/wine & food industry trade professionals who purchase multiple cases of wine per month on behalf of their establishment.

Members of the trade must pre-register online to purchase any Trade Days Conference tickets. Individuals purchasing tickets for these events must provide their name, occupational title, and the name of their establishment prior to booking. A name tag with this information is required for entry to all Trade tasting sessions, including Buyers Hour. To attend the Buyers Only Hour from 1:30-2:30 pm, please ensure that you identify yourself as a buyer during the pre-registration process.

*Sponsored by ContainerWorld*

Got a great palate? Regularly amaze people by identifying wines blind? Now is your chance to prove it. Blind taste seven wines and identify them using the Wine and Spirit Education Trust's Systematic Approach to Tasting. Gain bragging rights, win prizes and be acknowledged at Celebrating Excellence: The Annual Awards Lunch. Open to wine trade and service professionals, culinarians, and non-professional connoisseurs.

*Limit of one ticket per person – not available online*

*Sponsored by Pacific Institute of Culinary Arts and Mark Anthony Brands*

Over the past decade, the *Wine Access* Canadian Wine Awards has become the most important wine competition in Canada. Open to all wines that are 100% Canadian grown, fermented and bottled, it attracts almost 1000 entries in nearly 30 categories. Ten award-winning wineries from the 2011 competition will be featured at this wine industry lunch celebrating achievements in Canadian wines.

*Sponsored by Wine Access*

The prevalence of social media is an undeniable aspect of modern life. Facebook, Twitter, and related sites are accessible almost anywhere thanks to smartphone apps and tablet computers. Word-of-mouth advertising is more important than ever before, and the new social media bring with them unique ways to attract consumers' attention to a product. The sheer volume of data exchanged, however, means that there's a real danger of information overload. This interactive symposium will discuss ways to survive – and even thrive – in the age of social media.

Grab a glass of bubble and join Anthony Gismond, Rick Bakas, winery principals, and marketing and social media gurus as they delve into the future of wine marketing. Afterward, join the panelists and your peers for a glass of wine at the reception.

*Sponsored by ContainerWorld, IVSA and Wine Access*

**Wednesday,  
February 29**

### Blind Tasting Challenge

Pacific Institute  
of Culinary Arts  
1505 West 2nd Avenue  
9:30 am-12:00 pm  
\$30



### Canadian Wine Awards Lunch

Morris J. Wosk Centre  
for Dialogue, Simon Fraser  
University, ICBC Concourse  
580 West Hastings Street  
11:30 am-1:15 pm / \$75



### WINEACCESS

Canada's Wine Magazine • wineaccess.ca

### You'll Tell Two Friends...

**Social Media Symposium**  
Morris J. Wosk Centre for  
Dialogue, Simon Fraser  
University, Asia Pacific Hall  
580 West Hastings Street  
1:30 pm-5:00 pm  
Reception from 4:00-5:00 pm  
\$55



WINEACCESS  
Canada's Wine Magazine • wineaccess.ca



## Wednesday, February 29 (cont'd)

**You and Me  
and the S.O.B.:  
Deciphering  
Sustainability, Organics  
and Biodynamics**  
*Trade Master Class*  
VCC West  
meeting room 109  
1055 Canada Place Way  
2:00-4:30 pm / \$55



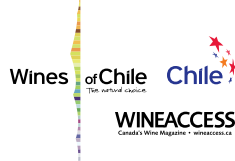
While many talk about organic and biodynamic grape and wine production, few have a truly clear understanding of the process and regulations surrounding the subject. More importantly, do your customers or your staff even care? This seminar aims to answer those questions and clarify Sustainability, Organics and Biodynamics as they relate to the international world of wine. Wine Australia's Mark Davidson will moderate a panel of experts, including Alvaro Espinoza of Emiliana; Jane Ferrari of Yalumba and Rhys Pender MW.

## Thursday, March 1

**Chile, the Natural  
Choice – Theme  
Region Plenary**  
VCC West  
meeting room 109  
1055 Canada Place Way  
9:30-11:15 am / \$40



With her geographic barriers – desert to the north, mountains to the east, ice fields to the south, and ocean to the west – Chile is a veritable agricultural island and viticultural paradise. The Chilean wine industry is committed to protecting its natural environment by encouraging sustainable practices from the vineyard to the glass. Join DJ Kearney and a panel of winery principals as they discuss Chile, the Natural Choice.



*Sponsored by Wines of Chile and Wine Access*

**Trade Days Lunch**  
VCC East  
Ballroom A  
999 Canada Place Way  
11:30 am-1:15 pm  
\$75



Join the 181 participating winery principals at this welcome lunch located in the Ballroom in the familiar East Building of the Vancouver Convention Centre. The lunch features Viña Errázuriz's Aconcagua Costa Single Vineyard Sauvignon Blanc 2011 at the reception and Late Harvest Sauvignon Blanc 2010 for dessert. Richard Carras, a legend among Vancouver's wine community, will act as the master of ceremonies once again, presiding over a meal created by VCC Executive Chef Blair Rasmussen.

*Sponsored by JF Hillebrand*

This panel discussion will include some of the best minds from the retail world exploring a number of critical topics currently affecting wine sales. The discussion will include an investigation of the value of dedicated tasting areas and demonstration kitchens in a retail environment, the benefits and challenges of running wine clubs, maximising opportunities to train service people, and developing approaches to reach out to the community.

*Note: There will not be any wine served at this event.*

*Sponsored by Wine Access*

Chilean wine country is a mosaic of flavours and styles as varied as the geography, the climate, and the people themselves. The unique combination of diverse geography and climate is ideal for producing a wide variety of wine styles from a wide variety of regions. Anthony Gismondi will lead guests through a selection of twelve wines that will delight your palate and will broaden your horizons on all that Chile has to offer.

*Chile's Diversity will be presented in a format that allows small groups to interact directly with principals from the participating wineries. Groups will have six minutes with each producer to hear their story, taste their wine, and ask questions.*

*Sponsored by Wines of Chile*

Take five of the region's top sommeliers and wine buyers, add 10 wines from around the world, chosen on the basis of their excitement, and what do you get? A fantastic new trade seminar for on-premise professionals. This is the ideal opportunity to learn the latest buzz in the industry. The panel is moderated by sommelier and wine educator Mark Davidson and will include Barb Philip MW (BCLDB), Terry Threlfall (Hawthorn Restaurant), Brad Royale (Canadian Rocky Mountain Resorts group), Andrea Vescovi (Blue Water Cafe) and Sebastien Le Goff (Cactus Club Cafe).

*Sponsored by St. John Ambulance*

Celebrate excellence with your peers in the restaurant community and witness this year's award winners taking their respective prizes. CBC broadcaster Rick Cluff hosts this event, which features the fresh and exciting Wines of Chile with the culinary talents of VCC Executive Chef Blair Rasmussen.

*9th Annual Awards Lunch sponsored by Wines of Chile and ContainerWorld*

*Celebrating Excellence sponsored by Puddifoot*

*Wine List Awards sponsored by Vancouver Magazine*

*Official Safety Partner St. John Ambulance*

## Friday, March 2

**Added Value!  
Enhancing the  
Retail Experience**  
VCC West,  
meeting room 118  
1055 Canada Place Way  
9:30-11:15 am  
\$40



**WINEACCESS**  
Canada's Wine Magazine • wineaccess.ca

**Chile's Diversity**  
VCC West,  
meeting room 109  
1055 Canada  
Place Way  
9:30-11:15 am  
\$40



**Excitement  
in a Glass**  
VCC West,  
meeting room 110  
1055 Canada Place Way  
9:30-11:15 am  
\$40



**Celebrating  
Excellence:  
The 9th Annual  
Awards Lunch  
featuring Wines  
of Chile**  
VCC East  
Parkview Terrace  
999 Canada Place Way  
11:30 am-1:15 pm / \$75



## 2012 Celebrating Excellence Program



Five annual industry awards will be presented at the 9th Annual Awards Lunch

- Spirited Industry Professional Award
- Sommelier of the Year
- The Vancouver Playhouse International Wine Festival Annual Wine List Awards
- The Art Institute of Vancouver Wine Professional Challenge
- Blind Tasting Challenge (see page 5)

Come and celebrate with Vancouver's best! For more information and a full list of past winners of these awards, visit [PlayhouseWinefest.com](http://PlayhouseWinefest.com).

*Sponsored by Puddifoot*

## Wine List Awards Competition



St. John Ambulance

*The Wine List Awards are endorsed by Vancouver Magazine and the Import Vintners and Spirits Association of British Columbia Official Safety Partner St. John Ambulance*

The Vancouver Playhouse International Wine List Awards pay tribute to restaurateurs who have committed to producing an original and creative wine program. Restaurants are invited to submit their wine program details to a panel of respected wine critics for judging. The categories open are: Platinum, Gold, Silver, Bronze and Honourable Mention.

### Key criteria:

- The philosophy behind the restaurant's wine program
- How successfully wine and food pairing goals match the philosophy
- Wine education for staff
- User-friendly format free of grammatical and spelling errors
- Value for consumers

To enter, a restaurateur must submit:

- Online application
- Current wine list in PDF format
- Current dinner menu in PDF format
- Non-refundable entry fee of \$150

The entry fee includes the price of one ticket to the Annual Awards Lunch, one ticket to the Friday Trade Tasting with Buyers Only Hour, and a choice of one of three Friday morning trade seminars. Winners will be announced at the Awards Lunch and will be posted online at the Festival website, and the results will be published by *Vancouver Magazine* and *Wine Access* magazine.

*Below: Owen Knowlton of West Restaurant wins the 2011 Sommelier of the Year award*

Every year, a panel of industry professionals convenes to recognize an individual as the province's finest sommelier. Nominees are vetted and requested to outline their wine philosophy, their wine program and their wine list. As Sommelier of the Year, the winner joins an elite group of Canadian sommeliers and receives a Trade Days Conference Pass to attend the Playhouse Wine Festival in the following year.

Past winners:

- Owen Knowlton (2011)
- Kurtis Kolt (2010)
- Andrea Vescovi (2009)
- Neil Ingram (2008)
- Chris Van Nus (2007)
- Sebastien Le Goff (2006)
- Tom Doughty (2005)
- Mark Taylor (2004)
- Barb Philip MW (2003)
- Peter Bodnar Rod (2002)
- Mark Davidson (2001)
- Brent Hayman (2000)

## Sommelier of the Year

The annual Spirited Industry Professional Award is presented to an individual who has made a significant contribution to the sales, service or promotion of wine in British Columbia. The Festival solicits nominations from across the province to recognize Spirited Industry Professionals who have made a significant and indisputable impact upon British Columbian wine culture.

Past winners:

- Jurgen Gothe (2011)
- Anthony Gismondi (2010)
- John Schreiner (2009)
- Christine Coletta (2008)
- David Scholefield (2007)
- Darryl Weinbren (2006)

## Spirited Industry Professional

Sommeliers and wine professionals vie for the chance to compete for the The Art Institute of Vancouver Wine Professional Challenge, now in its seventh year. Entry to the competition is free, but all entrants must be employed professionally in the wine industry. For further information visit The Art Institute of Vancouver's website.

Past winners:

- Jay Whiteley (2011)
- Sandy Hamilton (2010)
- Keith Nicholson (2009)
- Chris Giroux (2008)
- Kimberley Hall (2006)
- Pamela Cohen (2005)

*Sponsored by The Art Institute of Vancouver*

## The Art Institute of Vancouver Wine Professional Challenge



During the annual Vintners Brunch, a panel of experts will put the chefs to the test with their analysis of just how well they've paired their dish with their featured wine. The results are announced at the end of the brunch.

Past winners:

- Neil Taylor, Cibo Trattoria (2011)
- Jonathan Chovancek, Culinary Capers Catering (2010)
- Blair Rasmussen, Vancouver Convention Centre (2009)
- Tim Muehlbauer, Northwest Culinary Academy (2008)

*Sponsored by the Vancouver Sun, Salut*

## Vintners Brunch Judges' Choice Award



## Speaker

**Rick Bakas**, Certified Sommelier, Bakas Media  
**Rebecca Bollwitt**, Senior Partner, sixty4media.com;  
Founder, Miss604.com

**Richard Carras**, Vice President, Authentic Wine  
and Spirits Merchants

**Eduardo Chadwick**, Owner, Arboleda / Seña

**Rick Cluff**, CBC broadcaster

**Bradley Cooper**, Winemaker, Township 7 Vineyards  
& Winery

**Mark Davidson**, wine educator, Wine Australia

**Tim Ellison**, Sommelier, Pacific Institute of Culinary Arts

**Alvaro Espinoza**, Winemaker, Emiliana Vineyards

**Jane Ferrari**, Winemaker / Communications, Yalumba

**Anthony Gismondi**, Editor-in-Chief, *Wine Access* magazine;  
Columnist, *The Vancouver Sun*

**Augustin Francisco Huneeus**, President, Veramonte

**Adolfo Hurtado**, General Manager & Chief Winemaker,  
Conor Sur Vineyards & Winery

**DJ Kearney**, wine educator

**William Legion**, President, Hahn Family Wines

**Sebastian Le Goff**, Sommelier, Cactus Club Cafe

**Allison Markin**, Founder & Principal,  
All She Wrote Consulting

**Aurelio Montes**, Owner, Viña Montes

**Sandra Oldfield**, CEO & Winemaker,  
Tinhorn Creek Vineyards

**Rhys Pender MW**, Wine Plus Consulting

**Barbara Philip MW**, Portfolio Manager, BCLDB

**Blair Rasmussen**, Executive Chef,  
Vancouver Convention Centre

**Paul Rickett**, Host/Researcher

**Brad Royale**, Sommelier, Canadian Rocky  
Mountain Resorts group

**Jeff Sinclair**, Co-founder, Xomo Digital Inc.

**Dave Teixeira**, Dave.ca Communications

**Terry Threlfall**, Sommelier and Wine Director,  
Hawksworth Restaurant

**Miguel Torres, Jr.**, President, Miguel Torres

**Felipe Tosso**, Chief Winemaker, Viña Ventisquero

**Andrea Vescovi**, Sommelier and Wine Director, Blue Water Cafe

**Charles Zuckerman**, Zook-It Media & Marketing

## Event

You'll Tell Two Friends...

You'll Tell Two Friends...

Trade Days Lunch  
Chile, the Natural Choice  
The 9th Annual Awards Lunch

You'll Tell Two Friends...  
Excitement in a Glass  
You and Me and the S.O.B

Blind Tasting Challenge  
Chile, the Natural Choice  
You and Me and the S.O.B  
You and Me and the S.O.B

Chile's Diversity  
You'll Tell Two Friends...  
Chile, the Natural Choice

Chile, the Natural Choice  
Chile, the Natural Choice  
You'll Tell Two Friends...  
Excitement in a Glass

You'll Tell Two Friends...  
Chile, the Natural Choice

You'll Tell Two Friends...  
You and Me and the S.O.B  
Excitement in a Glass

Trade Days Lunch  
The 9th Annual Awards Lunch  
Added Value!  
Enhancing the Retail Experience

Excitement in a Glass  
You'll Tell Two Friends...  
You'll Tell Two Friends...

Excitement in a Glass  
Chile, the Natural Choice  
Chile, the Natural Choice  
Excitement in a Glass  
You'll Tell Two Friends...

# CELEBRATING EXCELLENCE

Sponsored by:



Wine List Awards  
sponsored by:

Vancouver  
MAGAZINE

Official Safety Partner:



## CONGRATULATIONS TO OUR 2011 TRADE COMPETITION WINNERS

### METRO VANCOUVER

**Platinum**  
Blue Water Cafe + Raw Bar  
West

**Gold**  
L'Abattoir  
Au Petit Chavignol  
C Restaurant  
CinCin  
Cioppino's Mediterranean  
Grill & Enoteca  
Salt Tasting Room  
Wine Room at Joey Bentall One

**Silver**  
Cactus Club Cafe  
Chambar  
The Observatory  
Provence Marinaside  
The Salmon House  
Zest Japanese Cuisine

**Bronze**  
Joe Fortes Seafood & Chop House  
Lift Bar Grill View  
Poor Italian Ristorante  
Raincity Grill  
ShuRaku Sake Bar & Bistro  
Yew Restaurant + Bar

**Honourable Mention**  
Goldfish Pacific Kitchen  
Gramercy Grill  
Hart House Restaurant  
Joey Restaurants

### WHISTLER

**Gold**  
RimRock Cafe Whistler

**Silver**  
Araxi

**Honourable Mention**  
Ric's Grill Whistler

### VICTORIA AND VANCOUVER ISLAND

**Silver**  
The Pacific Restaurant (Victoria)

**Bronze**  
Nautical Nellies (Victoria)  
Stage Small Plates Wine Bar  
(Victoria)  
Veneto (Victoria)

**Honourable Mention**  
The Landing West Coast Grill  
(Nanose Bay)  
The Marina Restaurant (Victoria)

### OTHER BC

**Silver**  
La Bussola (Kelowna)

**Honourable Mention**  
Emerald Lake Lodge (Field)  
Local Lounge • Grille  
(Summerland)  
The Restaurant at Painted Boat  
(Madeira Park)  
Ric's Grill Steakhouse (Kelowna)  
Whitetooth Mountain Bistro  
(Golden)

### CALGARY AND OTHER ALBERTA

**Gold**  
Divino Wine & Cheese Bistro  
River Café  
Vin Room

**Silver**  
Cilantro

**Bronze**  
The Rancho Restaurant  
Ric's Lounge and Grill

**Honourable Mention**  
Ric's Grill Steakhouse  
(Grande Prairie)  
Taste

**SOMMELIER  
OF THE YEAR**  
Owen Knowlton

**SPIRITED INDUSTRY  
PROFESSIONAL**  
Jurgen Gothe

**VINTNERS BRUNCH**  
Neil Taylor  
Cibo Trattoria

Fetzer presents  
**GREAT BEGINNINGS**  
Jeff Kang  
Diva at the Met

**QUADY DESSERT  
COMPETITION**  
Lisa Ip  
Four Seasons Hotel

**THE WINE  
PROFESSIONAL  
CHALLENGE**  
Jay Whiteley  
Hawksworth Restaurant

## Also of interest to members of the trade:

**Winery & Liquor Law in British Columbia**  
**Monday, February 27, 2012**  
**Vancouver, BC**

For more information about the conference on Wine Law in British Columbia and discounts for Festival participants, please visit [PlayhouseWinefest.com](http://PlayhouseWinefest.com).



Become a fan of /PlayhouseWinefest.  
Follow the Festival @PlayhouseWine





## CHILE

Anakena Wines  
Baron Philippe de Rothschild  
Viña Caliterra  
Canepa  
Carmen  
Viña Chocalan  
Chono  
Concha y Toro  
Cono Sur Vineyards & Winery  
Cousiño-Macul  
Cremaschi Furlotti  
De Martino  
Emiliana Vineyards  
Viña Errázuriz  
Haras de Pirque  
Junta Winery  
Lapostolle  
Viña Leyda / Viña Tabalí  
Viña Luis Felipe Edwards  
Viña Maipo  
Miguel Torres  
Misiones De Rengo  
Viña Montes  
MontGras  
Viña Morandé  
Viña Quintay  
Viña San Pedro  
Viña Santa Carolina  
Viña Santa Rita  
Seña / Viña Arboleda  
Tamaya  
Viña Tarapacá  
Undurraga  
Viña Ventisquero  
Veramonte



## ARGENTINA

Bodega Catena Zapata  
Colomé / Amalaya  
Decero  
Bodegas Escorihuela 1884  
Finca Flichman  
Domaine Jean Bousquet  
Kaiken Wines  
Luigi Bosca  
O. Fournier  
Bodegas Pascual Toso  
Las Perdices  
El Porvenir de los Andes  
Familia Schroeder  
Familia Zuccardi



## AUSTRALIA

Chapel Hill  
De Bortoli  
Evans & Tate  
Groom  
Hardys  
Henry's Drive Vignerons  
Inland Trading Co.  
Jacob's Creek  
Katnook  
Majella  
Penfolds  
Razor's Edge / Fetish Wines  
Robert Oatley Vineyards  
Wirra Wirra Vineyards  
Wolf Blass  
Xanadu  
Yalumba  
Yering Station



## CANADA

**BRITISH COLUMBIA**  
Artisan SakeMaker  
at Granville Island  
Baillie-Grohman Estate  
Winery  
Blasted Church  
Vineyards  
Burrowing Owl Estate  
Winery  
Gray Monk Estate Winery  
Hester Creek Estate  
Winery  
Jackson-Triggs  
Okanagan Estate  
Lake Breeze Vineyard  
& Winery  
Le Vieux Pin / La Stella  
Mission Hill Family Estate  
NK'Mip Cellars  
Osoyoos Larose  
Painted Rock Estate  
Winery  
Peller Estates  
Poplar Grove Winery  
Quails' Gate Winery  
Red Rooster Winery  
Road 13 Vineyards  
Sandhill  
Sumac Ridge Estate  
Winery  
Thornhaven Estate  
Tinhorn Creek Vineyards

## ONTARIO

Tawse Winery



## FRANCE

M. Chapoutier  
Clos du Mont-Olivet  
Compagnie Médocaine  
des Grands Crus  
Delas Frères  
Les Grands Chais  
de France  
Maisons & Domaines  
Henriot  
Domaine Laroche  
Maison Louis Latour  
Domaines Paul Mas  
Perrin & Fils  
Pfaffenheim  
Domaine Roger Sabon  
Domaine de la Solitude



## GERMANY

Balthasar Ress  
Dönnhoff  
Henkell  
Schloss Reinhartshausen



## ISRAEL

Yarden / Galil Mountain  
Winery



## ITALY

Accordini Igino  
Estates of Antinori  
Bisòl Desiderio & Figli  
Cantina Breganze  
Damilano  
Enoteca de Rham  
Marchesi de' Frescobaldi  
Masi Agricola S.p.A.  
Mionetto  
Pasqua  
Poderi dal Nespole  
Ricossa  
Rocca delle Macie  
Tenuta Argentiera  
Tommasi



## JAPAN

Toshimori Shuzo Sake  
Winery  
Yoshi no Gawa Saké Co.



## MEXICO

L.A. Cetto



## NEW ZEALAND

Astrolabe  
Giesen Wine Estate  
Kim Crawford Wines  
Konrad & Co. Wines  
Marisco Vineyards  
Oyster Bay Wines  
Sacred Hill Wines  
Wither Hills



## PORTUGAL

Quinta do Castro  
Quinta dos Roques  
Symington Family Estates  
Taylor Fladgate / Fonseca  
/ Croft Port



## SOUTH AFRICA

Lammershoek Winery



## SPAIN

Aviva Vino  
J.G. Carrión  
Bodegas Castaño  
Domecq Bodegas  
Iber Wine  
Bodegas Jorge Ordóñez  
Viña Mayor  
Miguel Torres  
Bodegas Muga  
Nathalie Bonhomme /  
Elias Mora  
Bodegas Olivares  
Sierra Cantabria



## USA

**CALIFORNIA**  
Bennett Lane  
Beringer Vineyards  
Caymus Winery  
Delicato Family  
Vineyards  
Edge / Fuse / Trim Wines  
Folie à Deux  
Hahn Family Wines  
Hope Family Wines  
J Vineyards & Winery  
J. Lohr Vineyards +  
Wines  
Kendall-Jackson  
La Crema  
Louis M Martini Winery  
Michael David Winery  
Nine North Wine  
Company  
One True Vine  
Paul Hobbs Winery  
Robert Mondavi Winery  
Rodney Strong Vineyards  
Signorello Estate Winery  
Stag's Leap Wine Cellars  
/ Erath Winery  
Sterling Vineyards  
Trefethen Family  
Vineyards  
Truchard Vineyards  
William Hill Winery  
Zaca Mesa Winery  
& Vineyards

## OREGON

King Estate  
SakeOne Corp

## WASHINGTON

Bergevin Lane  
Chateau Ste. Michelle

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### Participating Agents

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Blue Note Wine & Spirits  
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The Import Vintners & Spirits Association of British Columbia is a non-profit association formed in 1975 by a small group of liquor agents who felt a united voice should be heard when communicating with the B.C. Liquor Distribution Branch. The agent members account for approximately 85% of all imported beverage alcohol in British Columbia.

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# TASTE THE SHOP AT THE FESTIVAL!

Watch for  
**blue dot**  
products available  
only at the festival  
wine shop!

VISIT THE **BC LIQUOR STORES**  
FESTIVAL WINE SHOP, LOCATED  
AT THE TASTING ROOM EXIT,  
FOR WINES FEATURED AT  
THE TASTING BOOTHS.

### BUY NOW CARRY LATER

For your convenience, the BC Liquor Stores Festival Wine Shop offers a free bottle check service. Buy your selection early in the evening (while supplies last) then have it set aside for you to pick up when you leave. For added convenience, purchases can be shipped free of charge to your local BC Liquor Store. Just ask any Festival Wine Shop Sales Associate for more information.

### GET HOME SAFE FREE TRANSIT TICKET

After the tasting, visit the BC Liquor Stores Get Home Safe booth, located outside the Festival Wine Shop, and pick up a complimentary single zone transit ticket. The ride's on us!

### BC LIQUOR STORES FESTIVAL WINE SHOP HOURS

MARCH 1 – 2 | 2:00 P.M. – 5:00 PM | 7:00 P.M. – 10:00 P.M.  
MARCH 3 | 7:00 P.M. – 10:00 P.M.



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