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VANCOUVER  
INTERNATIONAL  
WINE FESTIVAL   
Feb 20–28, 2016

# Trade Days Conference

## Feb 24–26

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**ITALIA!**

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INTERNATIONAL WINE FESTIVAL



THE VANCOUVER SUN

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The Wine World is Here... To Do Business With You

**38th Vancouver International Wine Festival**

1,450+ wines • 155 wineries • 14 countries • 54 events • 8 days • 25,000 wine lovers

**#1 Food, Wine & Hospitality Industry Event in Canada three years running, BizBash.**

The Trade Days Conference, presented by Sysco, 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 intended to increase knowledge and expertise, introduce exciting new wines to the marketplace, and encourage networking opportunities. 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.

## Greetings from the Executive Director

Over the past 37 years, the Vancouver International Wine Festival has been dedicated to enhancing and contributing to British Columbia's increasingly sophisticated wine and food culture. Our three-day trade conference was created to help industry professionals keep ahead of the curve on what's happening in the wine world, as well as offering a great opportunity to make – or re-establish – connections for your business.

This year, we are shining the spotlight on Italian grapes, with more than 50 different varieties represented in the Acura Tasting Room and trade masterclasses exploring Italy's amazing grape diversity. But while our theme country in 2016 is Italy, VIWF is a truly international experience: you will taste wines from around the world that will add excitement to your customers' glasses.

I look forward to seeing you at Trade Days.

Salute!

**Harry Hertscheg** CWE, DipWSET, IWS

Executive Director, Vancouver International Wine Festival



## VanWineFest.ca • 604.873.3311 • Toll Free 1.877.321.3121

Trade Days events are restricted to those in the wine, restaurant and hospitality industries who buy, sell, serve or market wine. Individuals purchasing tickets for these events **must register** 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 the Trade Buyers Entry.

**Tickets to all Trade Days events go on sale Tuesday, January 26 at 9:30 a.m.**




### Online at [VanWineFest.ca](http://VanWineFest.ca)

Phone **604.873.3311** / Toll free **1.877.321.3121**

In person at 305-456 West Broadway  
Monday-Friday, 9:30 a.m.-5 p.m.

- All tickets are final sale. No refunds, exchanges or replacement tickets.
- All ticket prices include wine, food (if it is a food event), gratuities, service charges and taxes.
- All attendees must be 19+. **NO MINORS. Note:** Two pieces of ID will be required at the door.
- Please taste responsibly. Make a plan to Get Home Safe.
- Festival events begin promptly. Seating for latecomers is not guaranteed and money will not be refunded.
- VanWineFest and Bard on the Beach do not accept liability for tickets lost or misplaced.
- Ticket limits apply to some events.
- Winery dinners, the Gold Pass, and beVancouver.com offer are only available until **February 9**.
- Program is subject to change.

Printed festival information is subject to change without notice. Visit [VanWineFest.ca](http://VanWineFest.ca) for current program details and further ticketing information.

Follow us on Twitter  and Instagram  @VanWineFest, join the #VIWF conversation, or like us on Facebook  /VanWineFest for the latest festival updates.

## Why do I have to register for Trade Days events?

1. All Trade Days Events are restricted to those in the wine, restaurant and hospitality industries who buy, sell, serve or market wine in their business. In order to ensure that these events are only purchased by the above groups, each individual must register online, in person or by phone.
2. Trade Tastings require a nametag to access the room. Nametags identify two types of Trade clients: Buyer or Trade:
  - Buyer is defined as wine and food industry trade professional who purchases multiple cases of wine per month on behalf of his/her establishment.
  - Trade is defined as members of the hospitality and food and beverage industry.

The registration process directs the customer to the correct Trade Tasting event and captures a name/title/company so that a nametag can be provided and mailed to the customer. Trade registration for nametags will be available onsite two hours prior to the event at the venue "Trade Registration" tables if a nametag has not been received in time.

3. The attending wine producers need to know who is tasting their wines, just as attendees want to know the name of the winery principal.



CONSULATE GENERAL OF ITALY  
VANCOUVER

## MESSAGE FROM THE CONSUL GENERAL

**Massimiliano Iacchini**

*Consulate General of Italy in Vancouver*

We are honoured that Italy has been chosen as Theme Country for the 2016 edition of the renowned *Vancouver International Wine Festival*.

I would like to warmly thank the organizers for their commitment in making this event a successful one (as it was in the previous editions) and to extend words of welcome to all festival participants and guests who will have a unique opportunity to savour quality wines from around the world during the week of February 20-28, 2016.

As Theme Country this year, some 60 Italian wineries will be featured from among the best in Italy and they will showcase our millennial traditions of wine and wine culture, which represent key elements of the Italian and the Mediterranean civilization.

Italy is the largest producer of wine in the world, together with France, accounting for 22% of global production; in British Columbia Italian wine is widely appreciated, as shown by the constant growth of the demand of products from Italy.

Italian wine is known worldwide for its quality, as well as for its rich and diversified selection, resulting from unique traditional techniques and a process of continuous improvement over the course of centuries.

In Italy wine - like cuisine - is not only a business and a tradition, but also a sphere of life at the very heart of our culture and values. Each and every one of the twenty Regions of the Italian peninsula contributes to the excellence of Italian wine.

Therefore, we are very proud to be a partner of the *Vancouver International Wine Festival* and to offer, to all connoisseurs and to the public at large, the best of Italy ..... *in a glass* !!!

Enjoy!

**Massimiliano IACCHINI**  
Consul General of Italy



# THE WINE REGIONS OF ITALY

# ITALIA!

Take a journey through Italy's wine regions at VanWineFest. This year's theme country, Italy has 20 renowned wine regions, many of which are represented in the Acura Tasting Room and at special events throughout the week. Here's a brief introduction to Italy's regions, their grapes and wines.

## Abruzzo

Abruzzo is most associated with its two regional appellations of **Montepulciano d'Abruzzo DOC** and **Trebbiano d'Abruzzo DOC**. (Note that the latter may be made from both *Trebbiano Abruzzese* and/or *Trebbiano Toscano*.)

## Basilicata

The lesser-known region of Basilicata makes a lasting impression with the wines of **Aglianico del Vulture DOC**.

## Campania

Campania is a treasure trove of native grapes. *Aglianico* earns top-honours for the reds particularly in the **Taurasi DOCG** while the trio of *Greco*, *Fiano* and *Falaghina* are whites well-worth discovering.

## Emilia-Romagna

Emilia-Romagna offers delightful frothy reds from the *Lambrusco* family of grapes in the wines of **Lambrusco di Sorbara DOC**, **Lambrusco Reggiano DOC**, **Lambrusco Grasparossa DOC**. The **Sangiovese di Romagna DOC** features Italy's most planted grape.

## Friuli-Venezia Giulia

In the northeast, the appellations of **Colli Orientali DOC**, **Collio DOC** and **Friuli Grave DOC** allow for wines made from a number of whites and reds from both native and international grapes. *Pinot Grigio* and *Sauvignon Blanc* widespread but *Tocai Friulano* is the flagship native white variety.

## Lazio

Lazio's most recognized wine export is **Frascati DOC**, a white blend based on the *Malvasia* and *Trebbiano* group of varieties. Be on the lookout for the up-and-coming red *Cesanese* grape.

## Lombardy

Lombardy provides Italy's answer to Champagne in the traditional method sparkling wines of **Franciacorta DOCG** embracing *Chardonnay*, *Pinot Noir* and *Pinot Blanc*.

## Marche

Marche is best known for its whites from the high quality *Verdicchio* grape, which graces both the **Verdicchio dei Castelli di Jesi DOC** and **Verdicchio di Matelica DOC**. As for reds, *Montepulciano* and *Sangiovese* are combined in **Rosso Piceno DOC**, **Rosso Conero DOC** and **Conero DOCG**. **Lacrima di Morro d'Alba DOC** is a rare but gorgeously aromatic red.

## Piedmont

This northwestern region is home to the noble *Nebbiolo* grape which reaches its apogee in the DOCGs of **Barolo** and **Barbaresco**. Other important red grapes include *Barbera* and *Dolcetto*. *Arneis* and *Cortese* are among the most planted whites, the latter being responsible for **Gavi DOCG**. Don't miss out on the sweet, aromatic and effervescent wines of **Moscato d'Asti DOCG**.

## Puglia

*Primitivo* is Puglia's darling particularly since it was discovered to be the same variety as California's Zinfandel. *Negro Amaro* boasts even greater plantings and forms the base of **Salice Salentino DOC**, **Squinzano DOC** and **Copertino DOC**.

## Sardinia

Sardinia has made a name for itself with *Vermentino* and *Cannonau*. The former is a white, celebrated in the island's only **DOCG Vermentino di Gallura** while the latter is the local name for the grape better-known as *Grenache*.

## Sicily

*Nero d'Avola* is Sicily's leading red showing up in a number of appellations. Most notably, it is blended with *Frappato* in the **Cerasuolo di Vittoria DOCG**. *Nerello Mascalese* clings to the slopes of an active volcano to supply the **Etna Rosso DOC**. Whites run the gamut of *Catarratto*, *Inzolia*, *Grillo* and *Carricante*.

## Trentino-Alto Adige

The alpine region of Trentino-Alto Adige hosts Germanic grapes (like *Gewürztraminer*) as well as *Pinot Bianco* and *Pinot Grigio*. *Teroldego*, *Lagrein* and the *Schiava* family are just some of the local native red gems. The traditional method sparkling wines of **Trento DOC** are based on international superstars *Chardonnay* and *Pinot Noir*.

## Tuscany

Though the region cultivates many varieties, Tuscany is dominated by *Sangiovese*. It is the main grape in **Chianti DOCG**, **Chianti Classico DOCG**, **Carmignano DOCG** and **Vino Nobile di Montepulciano DOCG**. In the appellations of **Brunello di Montalcino DOCG** and **Rosso di Montalcino DOC**, *Sangiovese* is the only grape permitted. Tuscany has also embraced international varieties like *Cabernet Sauvignon*, *Merlot* and *Syrah* that are often blended with native varieties in a bevy of wines most famously in the so-called 'Super Tuscans'.

## Umbria

*Grechetto* is an important white here and allied with other resident cohorts in the production of **Orvieto DOC**. As for reds, *Sangiovese* grows in abundance but it is **Sagrantino di Montefalco DOCG** that is the jewel in Umbria's crown.



## Veneto

The Veneto region is a large source of *Pinot Grigio*. Beyond this, local specialties include *Glera* used to make the ever popular sparkling wines of **Prosecco DOC** and **Prosecco Conegliano Valdobbiadene Superiore DOCG**. The ancient and indigenous *Garganega* is the white grape behind **Soave DOC** while *Trebbiano di Lugana* dominates the **Lugana DOC**. As for reds, *Corvina* plays the starring role in a number of blends like **Bardolino DOC** and **Valpolicella DOC**. Made from partially dried grapes, the rich but dry **Amarone della Valpolicella DOCG** is one of Italy's icons with its sweet counterpart being **Recioto della Valpolicella DOCG**.

The less prolific regions of **Valle d'Aosta**, **Liguria**, **Molise** and **Calabria** also produce their own unique wines that absolutely merit seeking out.

**Trade Tasting**  
 VCC West, Ballroom D  
 1055 Canada Place  
 2:30-5 p.m.  
**\$49**

Presented by



Supported by



## Thursday, February 25 and Friday, February 26

**850+ wines • 155 wineries • 14 countries**

The Trade Tasting, presented by ContainerWorld, is the best opportunity to explore the Acura 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.

### 145+ exclusive wines (plus 700+ festival wines) available

The Trade Tastings are not only an excellent opportunity to network and taste away from the evening crowds, but also a chance to sample 145+ wines of unique or special interest; these are in addition to the 700+ 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. Looking for more face time with principals? Add on the Principals Welcome Lunch before the Thursday tasting.

### Trade Buyers Entry

Each day, the first hour in the room (1:30-2:30 p.m.) 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. VanWineFest defines buyers as wine and/or food industry trade professionals who purchase multiple cases of wine per month on behalf of their establishment.

## ITALIA!

Theme country Italy takes centre stage at the International Festival Tastings, with all 60 wineries showcased in the sophisticated **ITALIA!** section. **ITALIA!** will feature wines from nine distinct regions, including Veneto, Tuscany and Piedmont, and more than 50 grape varieties. This is an unparalleled opportunity to explore a diverse array of rare and exciting Italian wines.

### Regional Tasting Stations

In addition to visiting the individual winery tables, stop by the regional tasting stations hosted by Australia, British Columbia, and New Zealand and explore the unique wines of a specific area of the wine world. You'll also find two regional tasting stations in the **ITALIA!** section, featuring wines from Chianti Classico and Valpolicella.



### Organic & Biodynamic Wines

The British Columbia chapter of the Canadian Association of Professional Sommeliers will help you explore the organic and biodynamic wines in the room at a special tasting station.

### Two ways to buy wine onsite

- **BC Liquor Stores Festival Wine Shop** – all wines served in the room are available for purchase there but some are in VERY limited supply. When you discover a wine that you want to purchase, don't wait until the end of the session to buy it as it might be sold out – put it in the handy bottle check, and then continue your tasting session. Repeat as necessary. When you're ready to leave, check out your wines. And if you live in British Columbia, whether you've bought one bottle or several cases, your wine can be shipped free of charge to your nearest BC Liquor Store. Very convenient! Note that you must show your tasting room ticket for the current Trade Tasting session for admission to the shop.
- **Buy the Case** – Case lots of selected wines identified with a neck tag are for purchase. Place orders for your must-have wines directly at the participating winery tables, and they'll be delivered to your closest BC Liquor Store within two weeks of the conclusion of the festival. This Shop the World initiative is organized by the IVSA.

### Words to the wise

This is a wine tasting, not a food event, so be sure to have a meal before you arrive. You will, however, be able to find food samples throughout the room. Make sure you have a game plan and pace yourself. You don't need to swallow everything in your glass. Make use of the buckets at every table to spit or pour out your wines after you've tasted them. Be respectful of other people's palates and avoid perfume and cologne. And remember to pick up your free transit ticket at the Get Home Safe booth on the way out – don't wine and drive!

### Registration Required

Members of the trade must register online to purchase 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 the Trade Buyer Entry. To access the Trade Buyer Entry from 1:30-2:30 p.m., please ensure that you identify yourself as a buyer during the registration process.

### BC Liquor Stores

#### Festival Wine Shop hours:

February 25 and February 26  
 1:30-5 p.m. and 7-10 p.m.

February 27

2:30-5 p.m. and 7-10 p.m.

Entry by Tasting Room ticket only



### Also of interest to members of the trade:

Seventh Annual Seminar on **Wine and Liquor Law in British Columbia**  
 Monday, February 22, 2016, Metropolitan Hotel, Vancouver, BC

New regulations, licensing structures and opportunities. For full conference details, please visit [VanWineFest.ca](http://VanWineFest.ca)



## FREE TICKET WITH HOTEL BOOKING

### DON'T WINE AND DRIVE

Book a downtown hotel through [beVancouver.com](http://beVancouver.com)  
 and get **one FREE International Festival Tasting ticket** (\$75-\$95 value).  
 Choose from ~35 hotels. One ticket per booking.



Subject to availability. Some conditions apply. Details online. Book by February 9.



Full details,  
including wines, found at  
[VanWineFest.ca](http://VanWineFest.ca)

Trade Days  
Seminars

VISIT THE  
**BC LIQUOR  
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**BUY NOW CARRY LATER**  
For your convenience, the BC Liquor  
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early in the evening 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.

**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!

# TASTE *then* SHOP AT THE FESTIVAL!

## BC LIQUOR STORES FESTIVAL WINE SHOP HOURS

FEBRUARY 25 1:30 – 5:00 p.m.  
FEBRUARY 26 1:30 – 5:00 p.m.  
FEBRUARY 27 2:30 – 5:00 p.m.

**BC LIQUOR STORES**  
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### Wednesday, February 24

#### Italy's Indigenous Whites

Speakers: Ian D'Agata, Gurvinder Bhatia, Michaela Morris

Italy is home to the largest number of wine grapes in the world. Native grapes characterize Italy's highly diversified and outstanding wine production as unique; knowing the characteristics of each variety is essential to understanding the wines made with them. This tasting features white wines chosen by Ian D'Agata as archetypal of the native grape used to make them.

*Sponsored by*



*Masterclass*  
VCC West,  
meeting room 109  
1055 Canada Place  
10 a.m.-12 p.m.  
**\$70**

#### Italy's Autochthonous Reds

Speakers: Ian D'Agata, Gurvinder Bhatia, Michaela Morris

This Trade Masterclass is aimed at further debunking common myths and setting the record straight about Italy's many native red grape varieties. Grape origins, parentage, and the intrinsic characteristics of each variety will be discussed, illustrated by a tasting of benchmark wines.

*Sponsored by*



*Masterclass*  
VCC West,  
meeting room 110  
1055 Canada Place  
1:30-3:30 p.m.  
**\$70**

### Thursday, February 25

#### Italy's Great Wines: Evolution North to South

Speaker: Ian D'Agata  
Moderator: Michaela Morris

During forty centuries of viticulture and winemaking, Italians have learned to use tradition and innovation to make some of the world's greatest and most unique wines. By resurrecting old, forgotten, high quality native grapes or by launching new quality denominations, Italy's immense diversity of grapes, terroirs, and wine styles offers wine lovers everywhere an amazing array of fine wine choices.

*Sponsored by*



*Theme Country Trade Plenary*  
VCC West,  
meeting room 109  
1055 Canada Place  
9:30-11:30 a.m.  
**\$60**



#### VINITALY INTERNATIONAL ACADEMY

Vinitaly International Academy (VIA) is an educational initiative aimed at simplifying the complexity of Italian wine by explaining, divulging and broadcasting the characteristics and diversity of Italian wine grapes and wines around the world. Today VIA can count on the support of 26 Italian Wine Ambassadors, and is looking to further expand its community. 11

Friday, February 26

VCC West,  
meeting room 118  
1055 Canada Place  
9:30-11:15 a.m.  
\$50

**Barbera Variations**

Speaker: Dr. Norbert Reinisch

Follow Dr. Norbert Reinisch, renowned for his knowledge of Piemonte and its Barbera wines, as he leads you through a tasting of various Barbera wines/vintages produced by Braida. Known for their Bricco dell'Uccellone, this will surely be an exceptional opportunity to delve into the region and the wines, including some back vintages of Barbera d'Asti.

*Sponsored by*

**“Braida”**

VCC West,  
meeting room 110  
1055 Canada Place  
9:30-11:15 a.m.  
\$50

**Excitement in a Glass**

Moderator: Rhys Pender

Speakers: Gurvinder Bhatia, Tina Gellie, Barbara Philip MW,  
Terry Threlfall, Jason Yamasaki

Take five leading sommeliers and wine experts, add 10 wines that caught their attention, and what do you get? A glimpse of what's hot in the industry and the chance to taste exciting wines. Rhys Pender MW moderates the panel of Gurvinder Bhatia, Tina Gellie, Barbara Philip MW, Terry Threlfall, and 2015 Sommelier of the Year Jason Yamasaki.

VCC West,  
meeting room 109  
1055 Canada Place  
9:30-11:15 a.m.  
\$50

**Made in Italy: Italian Winemakers Forum**

Speakers: Stefano Benini, Michele Bernetti, Pio Boffa, Raffaele Boscaini,  
Luca Currado, Francesco Ricasoli, Pierangelo Tommasi, Sergio Zingarelli,  
and Francesco Zonin

Italian producers continue to push the boundaries of tradition with innovative techniques, such as creating altogether new wines via new winemaking methodologies. A panel of Italy's distinguished winemakers will discuss the cause-and-effect of what happens in the vineyard and the winery to what's made in the bottle, and demonstrate what becomes of it in the glass.

*Sponsored by the participating wineries*

# EVERYTHING LOOKED OVER. NOTHING OVERLOOKED.

Meals that make you want seconds. Seats that turn into actual beds. Wine worthy of a sommelier (because, yes, we have one). Maybe our new Delta One™ cabin is actually cloud nine.



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 DELTA 

Delta One available on long-haul international flights, and on transcontinental flights between JFK and LAX, and JFK and SFO. Must be 21 or over for alcoholic beverages; please drink responsibly. Get the details at [delta.com/deltaone](http://delta.com/deltaone).

**Thursday, February 25**

VCC East,  
Exhibit Hall A  
999 Canada Place  
11:45 a.m.-1:15 p.m.  
**\$80**

**Principals Welcome Lunch**  
Presented by JF Hillebrand

Join the 155 participating winery principals at this kick-off to the first tasting room session. Network with colleagues from around the globe while getting a head-start on select wines from the room, leaving you with more time for your after-lunch tasting room strategy. Then take a seat at the long tables to enjoy a buffet-style menu from VCC's Executive Chef Blair Rasmussen. Wines will be grouped alphabetically by agency. (See list of participating agencies on page 28).

*Sponsored by*



**Friday, February 26**

VCC East,  
Parkview Terrace  
999 Canada Place  
11:30 a.m.-1:15 p.m.  
**\$90**

**Celebrating Excellence:  
The 13th Annual Awards Lunch Featuring Italian DOCG Wines**  
Presented by ContainerWorld

Italy's DOCG wines take the spotlight at this annual lunch, which also shines on the winners of Wine Program Excellence, Sommelier of the Year and Spirited Industry Professional (SIP) awards. VCC Executive Chef Blair Rasmussen will prepare an Italian feast, fit for wines that are produced to the highest classification in Italy.

*Sponsored by the participating wineries and*



2015 Sommelier of the Year Jason Yamasaki and  
2015 Spirited Industry Professional Howard Soon



# BUY THE CASE

## Shop the World Program

### *DID YOU KNOW...*

Many of the Tasting Room wines are available to be ordered **BUY THE CASE** from representatives at the winery tables!

These wines are identified with the **BUY THE CASE** neck tags.

Orders will be processed at the conclusion of the Festival and shipped, within two weeks to your preferred BCLDB stores.



The IVSA is the proud sponsor of the **BUY THE CASE** program.



# Festival at a Glance

For full event details visit [VanWineFest.ca](http://VanWineFest.ca)  
 Prices inclusive of taxes and service charges  
 All events available by phone at **604-873-3311** or **1.877.321.3121**  
**Winery dinners and passes only available until February 9**

- Wine Tasting
- Wine Mingler
- Wine Seminar
- Wine & Food Grazing
- Lunch & Brunch
- Winery Dinner
- Trade Only Events



Follow the Festival on Twitter [@VanWineFest](https://twitter.com/VanWineFest)

Like the Festival on Facebook [/VanWineFest](https://facebook.com/VanWineFest)

View the Festival on Instagram [/VanWineFest](https://instagram.com/VanWineFest)

#VIWF | [VanWineFest.ca](http://VanWineFest.ca)

Saturday, February 20	Tuesday, February 23	Wednesday, February 24	Thursday, February 25	Friday, February 26	Saturday, February 27	Sunday, February 28		
<b>Bacchanalia Gala Dinner + Auction</b> 6-11 p.m. Fairmont Hotel Vancouver <i>Winery Dinner, Auction</i> <b>\$450/\$3600 table of 8</b>	<b>A Roccato Retrospective</b> 4-5:30 p.m. Glowbal <i>Wine Seminar</i> <b>\$90</b>	<b>Italy's Indigenous Whites</b> 10 a.m.-12 p.m. VCC West <i>Masterclass (Trade)</i> <b>\$70</b> Page 11	<b>Italy's Autochthonous Reds</b> 1:30-3:30 p.m. VCC West <i>Masterclass (Trade)</i> <b>\$70</b> Page 11	<b>Italy's Great Wines</b> 9:30-11:30 a.m. VCC West <i>Theme Country Plenary (Trade)</i> <b>\$60</b> Page 11	<b>Barbera Variations</b> 9:30-11:15 a.m. VCC West <i>Wine Seminar (Trade)</i> <b>\$50</b> Page 12	<b>Excitement in a Glass</b> 9:30-11:15 a.m. VCC West <i>Wine Seminar (Trade)</i> <b>\$50</b> Page 12		
	<b>Carpineto: Vintage Tuscany</b> 6:30-10:30 p.m. Boulevard Kitchen & Oyster Bar <i>Winery Dinner</i> <b>\$200</b>	<b>Tuscan Trailblazers</b> 4-5:30 p.m. VCC West <i>Wine Seminar</i> <b>\$125</b>		<b>Principals Welcome Lunch</b> 11:45 a.m.-1:15 p.m. VCC East <i>Lunch (Trade)</i> <b>\$80</b> Page 14	<b>Made in Italy</b> 9:30-11:15 a.m. VCC West <i>Wine Seminar (Trade)</i> <b>\$50</b> Page 12	<b>Taste ITALIA!</b> 12-2 p.m. VCC West <i>Grazing Lunch</i> <b>\$115</b>	<b>Vintners Brunch</b> 11:30 a.m.-2 p.m. VCC West <i>Brunch</i> <b>\$155/\$1500 table of 10</b>	
<b>Ethical Winemaking in Chile</b> 6-9:30 p.m. Ancora Waterfront Dining and Patio <i>Winery Dinner</i> <b>\$175</b>	<b>Croatian Dinner Party</b> 7-10 p.m. Yew Seafood + Bar <i>Winery Dinner</i> <b>\$195</b>	<b>From Bubbles to Passito</b> 7-10:30 p.m. Vij's Restaurant <i>Winery Dinner</i> <b>\$200</b>	<b>Dining with Tuscan Royalty</b> 6-10 p.m. La Terrazza <i>Winery Dinner</i> <b>\$175</b>	<b>Festa Italiana at IL Centro</b> 6:30-10 p.m. Italian Cultural Centre: Trattoria Hall <i>Winery Dinner</i> <b>\$140</b>	<b>Celebrating Excellence: 13th Annual Awards Lunch</b> Featuring Italian DOCG Wines <i>Spirited Industry Professional Award, Sommelier of the Year, Wine Program Excellence Awards</i> 11:30 a.m.-1:15 p.m. VCC East <i>Lunch (Trade)</i> <b>\$90</b> Page 14		<b>International Festival Tasting</b> 2:30-5 p.m. VCC West <i>Wine Tasting</i> <b>\$75</b>	<b>50 Years of Camporin</b> 6:30-10 p.m. Glowbal <i>Winery Dinner</i> <b>\$149</b>
<b>Expressions of Cabernet</b> 6:30-10 p.m. Lift Bar Grill View <i>Winery Dinner</i> <b>\$175</b>	<b>Heart of Tuscany</b> 6:30-10 p.m. Mangia E Bevi Ristorante <i>Winery Dinner</i> <b>\$195</b>	<b>Shades of Italy</b> 6:30-10 p.m. Federico's Supper Club <i>Winery Dinner</i> <b>\$150</b>	<b>Get Wilde!</b> 6:30-9:30 p.m. Wildebeest <i>Winery Dinner</i> <b>\$175</b>	<b>Italy and Beyond</b> 6:30-10 p.m. Cioppino's Mediterranean Grill <i>Winery Dinner</i> <b>\$225</b>	<b>Trade Tasting</b> 2:30-5 p.m. VCC West <i>Wine Tasting (Trade)</i> <b>\$49</b> Trade Buyer Entry 1:30 p.m. Page 8		<b>25 Under \$25</b> 5:15-6:45 p.m. VCC West <i>Wine Mingler</i> <b>\$55</b>	
<b>La Vita Ruffino</b> 6-10 p.m. CinCin Ristorante + Bar <i>Winery Dinner</i> <b>\$195</b>	<b>Sustainable &amp; Sensational</b> 7-10 p.m. The Boathouse at Kits Beach <i>Winery Dinner</i> <b>\$120</b>	<b>Under the Tuscan Moon</b> 6:30-10 p.m. Siena <i>Winery Dinner</i> <b>\$145</b>	<b>Storia di una Passione</b> 6:30-10 p.m. Italian Kitchen <i>Winery Dinner</i> <b>\$175</b>	<b>Tedeschi's Valpolicella</b> 7-10:30 p.m. Blue Water Cafe: Oceans Room <i>Winery Dinner</i> <b>\$230</b>	<b>Amaronely: Only Amaron</b> 5:15-6:45 p.m. VCC West <i>Wine Seminar</i> <b>\$85</b>	<b>Chianti Classico Close-up</b> 5:15-6:45 p.m. VCC West <i>Wine Seminar</i> <b>\$65</b>	<b>Iconic Grapes Around the Globe</b> 5:15-6:45 p.m. VCC West <i>Wine Seminar</i> <b>\$75</b>	<b>Legends of Italy</b> 5:15-6:45 pm VCC West <i>Wine Seminar</i> <b>\$100</b>
<b>MARKET Dine, Washington Wine</b> 6:30-10 p.m. MARKET by Jean-Georges <i>Winery Dinner</i> <b>\$149</b>	<b>Wines of Veneto &amp; Sicily</b> 6:30-10 p.m. Fairmont Pacific Rim: giovane café + eatery <i>Winery Dinner</i> <b>\$175</b>		<b>Veneto Meets Piedmont</b> 6:30-10 p.m. Lupo Restaurant + Vinoteca <i>Winery Dinner</i> <b>\$185</b>		<b>Festival Toast</b> 5:45-7 p.m. VCC West <i>Wine Mingler Invitation &amp; Gold Pass only</i>	<b>Delta Air Lines Tasting Lounge</b> 5:45-9 p.m. VCC West <i>Wine &amp; Food Grazing</i> <b>\$180 includes Friday IFT</b>	<b>Delta Air Lines Tasting Lounge</b> 5:45-9 p.m. VCC West <i>Wine &amp; Food Grazing</i> <b>\$180 includes Saturday IFT</b>	
<b>Pursuit of Excellence</b> 6-9:30 p.m. Le Crocodile <i>Winery Dinner</i> <b>\$185</b>	<b>Spumante &amp; Co.</b> 8-10 p.m. Inform Interiors <i>Wine Mingler</i> <b>\$69</b>		<b>California Cruisin'</b> 8:30-11 p.m. Waterview <i>Wine Mingler</i> <b>\$69</b>		<b>International Festival Tasting</b> 7-10 p.m. VCC West <i>Wine Tasting</i> <b>\$89</b>	<b>International Festival Tasting</b> 7-10 p.m. VCC West <i>Wine Tasting</i> <b>\$95</b>	<b>International Festival Tasting</b> 7-10 p.m. VCC West <i>Wine Tasting</i> <b>\$95</b>	



**Stefano Benini,**  
International Export  
Director/Family Member,  
Marchesi de' Frescobaldi:  
*Made in Italy*



**Michele Bernetti,**  
Owner, Umani Ronchi:  
*Made in Italy*



**Gurvinder Bhatia,**  
wine editor,  
Quench Magazine;  
wine columnist,  
*Edmonton Journal*,  
Global TV Edmonton;  
owner, Vinomania:  
*Italy's Indigenous Whites*;  
*Italy's Autochthonous Reds*;  
*Excitement in a Glass*



**Pio Boffa,**  
Owner, Pio Cesare:  
*Made in Italy*



**Fred Lee,**  
"Man About Town"  
columnist in *The Province*,  
CBC Radio &  
*The Vancouver Courier*:  
13th Annual Awards  
Lunch



**Michaela Morris,**  
VIA Italian Wine  
Ambassador; columnist,  
*Westender*:  
*Italy's Indigenous Whites*;  
*Italy's Autochthonous Reds*;  
*Italy's Great Wines*



**Rhys Pender MW,**  
Owner, Wine Plus+  
Education & Consulting:  
*Excitement in a Glass*



**Barbara Philip MW,**  
Category Manager,  
BC Liquor Stores:  
*Excitement in a Glass*



**Raffaele Boscaini,**  
Commercial Director &  
Tech Group Coordinator,  
MASI Agricola:  
*Made in Italy*



**Luca Currado,**  
Owner/Winemaker,  
Vietti:  
*Made in Italy*



**Dr. Ian D'Agata,**  
author; contributing  
editor, *Decanter*;  
Scientific Director,  
Vinality International  
Academy:  
*Italy's Indigenous Whites*;  
*Italy's Autochthonous Reds*;  
*Italy's Great Wines*



**Tina Gellie,**  
Associate Editor,  
*Decanter* magazine:  
*Excitement in a Glass*



**Blair Rasmussen,**  
Executive Chef,  
Vancouver Convention  
Centre:  
*Principals Welcome Lunch*;  
13th Annual Awards  
Lunch



**Dr. Norbert Reinisch,**  
Director, Exports,  
Braida di Bologna:  
*Barbera Variations*



**Francesco Ricasoli,**  
President, Barone  
Ricasoli:  
*Made in Italy*



**Terry Threlfall,**  
Sommelier + Consultant,  
Festival Sommelier:  
*Excitement in a Glass*



**Pierangelo Tommasi,**  
Owner, Tommasi:  
*Made in Italy*



**Jason Yamasaki,**  
Head Sommelier,  
Chambar Restaurant:  
*Excitement in a Glass*



**Sergio Zingarelli,**  
Owner / Proprietor,  
Rocca della Macie:  
*Made in Italy*



**Francesco Zonin,**  
Executive Vice-President/  
Family Member, Zonin 1821:  
*Made in Italy*

## 2016 Celebrating Excellence Program

Three annual industry awards will be presented at the 13th Annual Awards Lunch:

- Spirited Industry Professional Award
- Sommelier of the Year
- Wine Program Excellence Awards

Come and celebrate with Vancouver's best!

For more information and a full list of past winners of these awards, visit [VanWineFest.ca](http://VanWineFest.ca).

Sponsored by



## Wine Program Excellence Awards

The Vancouver International Wine Program Excellence 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

Winners will be announced at the Awards Lunch and will be posted online at the [VanWineFest](http://VanWineFest) website, and the results will be published in *Vancouver Magazine* and *The Vancouver Sun*.

Applications for the 2017 Wine Program Excellence Awards will close November 1, 2016.

Sponsored by



Bill Hardy of Australia's William Hardy Adelaide Hills (L) and Nicolas Hipperson, chef/owner of Farm 2 Fork, (2nd from left) and crew celebrate their winning pairing.

## Sommelier of the Year

The Sommelier of the Year was selected in November by the BC Chapter of the Canadian Association of Professional Sommeliers (CAPS) at an intensive one-day competition, evaluating wine knowledge and service. As Sommelier of the Year, the winner joins an elite group of Canadian sommeliers and receives a Trade Days Conference Pass to attend the Vancouver International Wine Festival in the following year.

### Past winners:

- |                          |                            |                             |
|--------------------------|----------------------------|-----------------------------|
| • Jason Yamasaki (2015)  | • Andrea Vescovi (2009)    | • Barbara Philip, MW (2003) |
| • Mike Bernardo (2014)   | • Neil Ingram (2008)       | • Peter Bodnar Rod (2002)   |
| • Samantha Rahn (2013)   | • Chris Van Nus (2007)     | • Mark Davidson (2001)      |
| • Terry Threlfall (2012) | • Sebastien Le Goff (2006) | • Brent Hayman (2000)       |
| • Owen Knowlton (2011)   | • Tom Doughty (2005)       |                             |
| • Kurtis Kolt (2010)     | • Mark Taylor (2004)       |                             |

In partnership with



## Spirited Industry Professional

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. [VanWineFest](http://VanWineFest) 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:

- |                         |                            |                            |
|-------------------------|----------------------------|----------------------------|
| • Howard Soon (2015)    | • Jurgen Gothe (2011)      | • David Scholefield (2007) |
| • Mark Davidson (2014)  | • Anthony Gismondi (2010)  | • Darryl Weinbren (2006)   |
| • Sid Cross (2013)      | • John Schreiner (2009)    |                            |
| • Richard Carras (2012) | • Christine Coletta (2008) |                            |

## Vintners Brunch Food and Wine Pairing Competition

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:

- |  |   |   |
|--|---|---|
| • Nicholas Hipperson, Farm 2 Fork (2015)             | • Scott Kidd, LIFT (2012)                             | • Blair Rasmussen, Vancouver Convention Centre (2009) |
| • Wayne Sych, Joe Fortes Seafood & Chop House (2014) | • Neil Taylor, Cibo Trattoria (2011)                  | • Tim Muehlbauer, Northwest Culinary Academy (2008)   |
| • Alvin Pillay, Killjoy Barbers (2013)               | • Jonathan Chovancek, Culinary Capers Catering (2010) |   |

Sponsored by



# CELEBRATING EXCELLENCE 2015

**SPIRITED INDIVIDUAL  
PROFESSIONAL AWARD**  
Howard Soon

**SOMMELIER OF THE YEAR**  
Jason Yamasaki

VANCOUVER  
INTERNATIONAL  
WINE FESTIVAL 

**VINTNERS BRUNCH JUDGES'  
CHOICE AWARD**  
Nicholas Hipperson, Farm 2 Fork

## 2015 WINE PROGRAM EXCELLENCE AWARDS

Sponsored by *VANCOUVER*  
MAGAZINE

Looking for the perfect pairing of restaurant and wine?  
We've done the research for you!

These awards pay tribute to restaurateurs who have committed to producing an original and creative wine program. Participating restaurants received careful consideration of their wine program by some of the finest, most professional judges in Western Canada. The 2015 judges were Tom Doughty, DJ Kearney, Iain Philip, Treve Ring, and Terry Threlfall.

### METRO VANCOUVER

#### Platinum

Blue Water Cafe + Raw Bar  
– Consistent Excellence  
Chambar  
Hawksworth Restaurant

#### Gold

Boulevard Kitchen & Oyster Bar  
– Best New Entry, Vancouver  
Burdock & Co  
CinCin – Greatest Gains  
Cioppino's Mediterranean  
Grill & Enoteca  
Gotham Steakhouse & Cocktail Bar  
Provence Marinaside/The Wine Bar  
Zest Japanese Cuisine

#### Silver

Brix Restaurant & Wine Bar  
Edible Canada at the Market  
Homer St. Café & Bar  
Joe Fortes Seafood & Chop House  
My Shanti  
Nikli Antica Pizzeria  
PiDiGiN  
Tableau Bar Bistro  
West Restaurant

#### Bronze

Fable Kitchen  
Farmer's Apprentice Restaurant  
Forage  
LIFT Bar Grill View  
Salt Tasting Room  
YEW seafood + bar

#### Honourable Mention

The Fish House in Stanley Park  
Tap Restaurant  
Tramonto at River Rock Casino Resort  
Via Tevere

### WHISTLER

#### Gold

Alta Bistro

#### Silver

Araxi Restaurant + Bar  
Rimrock Cafe

### VANCOUVER ISLAND

#### Silver

Little Jumbo Restaurant & Bar  
(Victoria)  
Wolf in the Fog (Tofino)  
– Best New Entry, Vancouver Island

#### Honourable Mention

AURA Waterfront Restaurant +  
Patio, Inn at Laurel Point (Victoria)  
Grand Cru Restaurant and Lounge,  
Grand Hotel (Nanaimo)  
The Pacific Restaurant & Terrace,  
Hotel Grand Pacific (Victoria)

### BC INTERIOR

#### Gold

Emerald Lake Lodge (Field)

#### Honourable Mention

Watermark Wine & Tapas Bar,  
Watermark Beach Resort  
(Osoyoos)

### ALBERTA

#### Platinum

Cilantro (Calgary)  
Divino Wine & Cheese Bistro  
(Calgary)  
Vin Room Mission (Calgary)  
Vin Room West (Calgary)

#### Gold

Buffalo Mountain Lodge (Banff)  
Deer Lodge (Lake Louise)  
The Lake House (Calgary)

#### Honourable Mention

Pampa Brazilian Steakhouse  
(Edmonton)

# GET HOME SAFE



## MAKE IT PART OF THE PLAN

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 LIQUORSTORES**  
CELEBRATE LIFE...ENJOY RESPONSIBLY

[www.bcliquorstores.com](http://www.bcliquorstores.com)

### CELEBRATING EXCELLENCE

Visit [VanWineFest.ca](http://VanWineFest.ca) to see all our Trade Competition Winners and bookmark your guide to great wining & dining.

 ITALY

Italy is the largest producer of wine in the world and has more varieties planted than any other country. Though Italy is most noted for its noble reds, like Chianti, Barolo and Brunello, it is also a major producer of white wines, ranging in style from light and fruity to oak-aged versions of impressive substance and depth. *Find out about Italian wine at [ItalTrade.com](http://ItalTrade.com).*

- |  |  |   |
|--|--|---|
| <p><b>Abruzzo</b><br/>Farnese<br/>Cantina Zaccagnini</p> <p><b>Emilia-Romagna</b><br/>Cleto Chiarli<br/>Medici Ermete<br/>Poderi dal Nespoli<br/>Umberto Cesari</p> <p><b>Marche</b><br/>Umani Ronchi</p> <p><b>Piedmont</b><br/>Batasio<br/>Braida di Bologna Giacomo<br/>Casetta<br/>Damilano<br/>Fontanafredda<br/>MGM Mondo del Vino<br/>Tenuta Olim Bauda<br/>Paolo Conterno<br/>Pio Cesare<br/>Vietti</p> <p><b>Puglia</b><br/>Luccarelli<br/>Tormaresca</p> | <p><b>Sardinia</b><br/>Argiolas</p> <p><b>Trentino</b><br/>CAVIT<br/>Ferrari<br/>Mezzacorona / Rotari</p> <p><b>Tuscany</b><br/>Marchesi Antinori<br/>Tenuta di Arceno<br/>Tenuta Argenteria<br/>Argiano<br/>Bibi Graetz<br/>Biondi Santi Jacopo<br/>Carpineto<br/>Marchesi de' Frescobaldi<br/>Castello di Gabbiano<br/>Lionello Marchesi<br/>Tenute Piccini<br/>Barone Ricasoli<br/>Rocca delle Macie<br/>Ruffino<br/>San Felice<br/>San Polino<br/>Tenuta Sette Ponti / Feudo Maccari</p> | <p><b>Veneto</b><br/>Allegrini<br/>Beato Bartolomeo Breganze<br/>Bolla<br/>Bottega<br/>Cesari<br/>Giusti Wine<br/>MASI Agricola<br/>Mionetto<br/>Monte del Frà<br/>Cantine Giacomo Montresor<br/>Cantina Valpolicella Negrar<br/>Pasqua<br/>Tenuta Sant'Antonio<br/>Tedeschi<br/>Tommasi Viticoltori<br/>Valdo Spumanti<br/>Villa Sandi<br/>Villa Teresa<br/>Zenato Azienda Vitivinicola<br/>Zonin 1821</p> |
|--|--|---|

 ARGENTINA

Argentina's vast winemaking region is a strip of land located in the west of the country, at the foot of the Andes range, where the cultivated area covers more than 225,846 hectares. The altitude, the wide range of temperatures, the local know-how, the new technologies and a deeply-rooted popular wine culture lend Argentine wines unique identity and quality. *Learn more at [WinesofArgentina.org](http://WinesofArgentina.org)*

- |  |                     |                         |
|--|---------------------|-------------------------|
| <p>Domaine Bousquet<br/>Bodega Colomé / Bodega Amalaya</p> | <p>Finca Decero</p> | <p>Bodegas Salentin</p> |
|--|---------------------|-------------------------|

 AUSTRALIA

Australia has become a recognized leader in the wine world by deftly combining tradition with new ideas and technical innovation, with an increasing focus on the distinct regional excellence of Australian wines. More and more consumers are coming to realise that Oz's premium wines offer outstanding character and sense of place as well as value. *For more information about Australian wine regions, explore [WineAustralia.net.au](http://WineAustralia.net.au).*

- |                    |                           |                      |
|--------------------|---------------------------|----------------------|
| <p>Chapel Hill</p> | <p>Inland Trading Co.</p> | <p>Majella Wines</p> |
|--------------------|---------------------------|----------------------|

 CANADA

**BRITISH COLUMBIA**  
It's easy to find wine regions that are bigger, older, or more famous. However, it is not easy to find a region that is newer, more diverse or more exciting than British Columbia. From Vancouver Island to the Okanagan Valley, take a wine tour of our province in the Acura Tasting Room. *Find out more about BC wineries at [WineBC.org](http://WineBC.org).*

- |  |  |   |
|--|--|---|
| <p>Averill Creek Vineyard<br/>Bartier Bros.<br/>Black Sage Vineyard<br/>Burrowing Owl Estate Winery<br/>Culmina Family Estate Winery<br/>Gold Hill Winery<br/>Harper's Trail Estate Winery<br/>Haywire<br/>Hester Creek<br/>Meyer Family Vineyards</p> | <p>Mission Hill Family Estate<br/>Osoyoos Larose<br/>Painted Rock Estate Winery<br/>Poplar Grove Winery<br/>Quails' Gate Winery<br/>Sandhill<br/>See Ya Later Ranch<br/>Stoneboat Vineyards<br/>Summerhill Pyramid Winery<br/>SunRock Vineyard</p> | <p>Thornhaven Estates Winery<br/>Tightrope Winery<br/>TIME Estate Winery<br/>Tinhorn Creek Vineyards<br/>Unsworth Vineyards<br/>Wayne Gretzky Okanagan</p> <p><b>SAKE</b><br/>Artisan SakeMaker<br/>at Granville Island</p> |
|--|--|---|

 CHILE

Wine lovers already know that Chile offers reliably excellent Cabernet Sauvignon, unique and superb Carmenere, and outstanding examples of exceptional Syrah and Pinot Noir. But cooler coastal areas have been developed to produce clean, fresh whites of matching quality to the already renowned reds. Chile continues to produce wines of great purity, complexity and balance. *Visit [WinesofChile.org](http://WinesofChile.org) for more information.*

- |   |  |   |
|---|--|---|
| <p>Baron Philippe de Rothschild<br/>Carmen<br/>Viña Errázuriz</p> | <p>Viña Leyda<br/>Viña Montes<br/>Viña Santa Ema</p> | <p>Viña Santa Rita<br/>Viña Ventisquero</p> |
|---|--|---|

 CROATIA

Although Croatian wines are relatively new to VanWineFest, grapevines have been grown in Croatia since the Bronze Age. On the north coast, wines from Istria are similar to those produced in neighbouring Italy, while on the islands and the Dalmatian coast, local grape varieties, microclimates and the rather harsh nature of the vineyards leads to some highly individual wines.

- |                 |              |
|-----------------|--------------|
| <p>Coronica</p> | <p>Stina</p> |
|-----------------|--------------|





## FRANCE

French grapes, techniques and styles have profoundly influenced winegrowing around the world, though in the past generation, New World ideas and influences have created a new wave of fruitier, fun-to-drink wines, especially from the South. Nevertheless, traditions live on, and wines from Bordeaux, Burgundy, Champagne, Alsace, the Loire, and the Rhône continue to provide benchmarks for winemakers everywhere. *Indulge yourself at [FrenchFoodandBeverages.com](http://FrenchFoodandBeverages.com).*

Antoine Moueix  
Vins et Vignobles Dourthe

Gérard Bertrand  
Les Grands Chais de France

Laurent-Perrier  
Famille Perrin



## GERMANY

In the cool weather of northern Europe, the production of fine wine requires not only quality vines and technical skill, but also imagination and a dedication to excellence. The resulting wines maintain a cult following among wine lovers. Riesling is the noble variety of Germany, producing some of the finest white wines in the world. *Discover more at [Germanwineusa.com](http://Germanwineusa.com).*

Deinhard / Schloss Johannisberg

Henkell & Co.



## GREECE

The earliest evidence of Greek winemaking dates back more than 6,500 years ago. The extensive diversity of grapes – with more than 300 indigenous varieties identified – together with the moderate Greek climate, plentiful sunshine, low average rainfall and soils of moderate fertility, combine to provide an excellent environment for the production of high-quality wines.

Tsantali



## JAPAN

### SAKE

Sake, which is brewed from rice and is technically beer, has its own rich tradition, dating back to the 12th century. Premium sake is as complex in every way as fine wine, with differences between sakes as significant as the differences between Corton Charlemagne and Puligny-Montrachet or Pauillac and Pomerol. High-quality sake is always consumed cool.

Yoshi No Gawa Saké Co.



## NEW ZEALAND

Mild, sunny summers and marked differences between day and night-time temperatures slow the ripening of grapes and allow them to develop pure, intense varietal flavours. This is the foundation of New Zealand wines' elegance and power, and helps explain their famed balance, structure and food friendliness. Regional diversity is dramatic, enabling a striking array of wine varieties and styles to flourish. *Visit [NZWine.com](http://NZWine.com) for more information.*

Babich Wines

Oyster Bay Wines

Stoneleigh



## PORTUGAL

The image of Portuguese wine is dominated by the centuries-old tradition of Port and Madeira, but the country is full of dynamic young winemakers who are using new technology to enhance and amplify tradition. The traditional wines are better than ever, but the new innovations – such as the dry reds of the Douro, offer outstanding quality. *Learn more at [ViniPortugal.pt](http://ViniPortugal.pt).*

Fonseca Guimaraens

Symington: Dow's / Warre's

Taylor Fladgate



## SPAIN

Spain's wine regions encompass a wide range of climates and soil types. Its bodegas make bold, cellar-worthy reds, fresh and fruity whites, and distinct sparkling wines. While Spain produces some of the most sought-after cult wines on the planet, it also continues to offer some of the world's best wine values. *Learn more at [FoodsWinesfromSpain.com](http://FoodsWinesfromSpain.com).*

Araex  
Campo Viejo  
Gil Family Estates

Marqués de Riscal  
Miguel Torres  
Bodegas Piqueras

Vivanco



## USA

### CALIFORNIA

California is established as one of the great wine regions of the world. California vintners are full of energy, passion and vision, and are committed to sustainable agriculture, taking steps to ensure that Golden State winegrowers will have viable and outstanding land for growing wine grapes and producing world-class wines long into the future. *DiscoverCaliforniaWines.com is your portal to California wines.*

Beringer  
Bonterra Organic Vineyards  
Cannonball Wine Company  
Clos Pegase  
Concannon Vineyard  
Delicato Family Vineyards  
Geyser Peak Winery  
Grgich Hills Estate

Hahn Family Wines  
J. Lohr Vineyards & Wines  
Kenwood Vineyards  
La Crema  
Madrone Vineyards Estate  
Michael David Winery  
Robert Mondavi Winery  
Rodney Strong Vineyards

Seghesio Family Vineyards  
Signorello Estate Winery  
Sterling Vineyards  
Trim / Edge / Fuse Wines  
Wagner Family of Wine  
William Hill Estate Winery

### NEW MEXICO

While wine production in New Mexico dates back to the 17th century, this marks the first year that a New Mexico winery has participated in the festival!

Gruet Winery

### WASHINGTON

Washington State has a recognized reputation for consistency, quality and value. The growing conditions are superb: aridity, well-drained soils, and long hours of sunlight. Cabernet Sauvignon and Merlot are often spectacular, while Syrah can be rich, complex and world class. Washington Chardonnay and Riesling invariably present textbook varietal character, and are consistently great value for money. *Learn more at [WashingtonWine.org](http://WashingtonWine.org).*

Chateau Ste. Michelle

Columbia Winery

Waterbrook Winery

### MULTI-NATIONAL

Hundred Acre Wine Group

Locations Wine

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Consulate General of Chile  
Embassy of the Republic of Croatia  
Consulate General of France

Consulate General of the  
Federal Republic of Germany  
Consulate General of Greece  
Consulate General of Italy  
Consulate General of Japan

New Zealand Consulate General  
Consulate General of Portugal  
Consulate General of Spain  
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**Participating Agents**

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Andrew Peller Import Agency  
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Merchants  
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Blue Note Wine & Spirits  
Boushelong Wine & Spirit  
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Charton-Hobbs  
Constellation Brands  
Corby Spirit and Wine  
Delegat Canada  
The Delf Group  
Diageo Canada

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E & J Gallo Winery Canada  
Escalade Wine & Spirits  
Evolution Fine Wines  
G. Paloubis and Son  
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Icon Fine Wine & Spirits  
International Cellars  
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Mark Anthony Fine Wine Merchants  
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Philippe Dandurand Wines  
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Stile Brands  
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Treasury Wine Estates  
Trialto Wine Group  
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The Wine List

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D'Oro Gelato  
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**Special thanks to:**



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The Import Vintners & Spirits Association is the trade association representing the interests of agents and importers of imported beverage alcohol products in BC and Alberta. Over 80% of the wineries attending this year's Festival are represented by Agent members. [www.ivsa.ca](http://www.ivsa.ca)



**BC Hospitality Foundation**

The BC Hospitality Foundation provides support for individuals within the hospitality community, beyond traditional medical benefits and insurances, who are coping with a financial crisis arising from a health or medical condition. As well, it is committed to supporting the industry's next generation by providing scholarships to selected students enrolled in hospitality, culinary and wine programmes in BC.

## Bard on the Beach Shakespeare Festival

[BardontheBeach.org](http://BardontheBeach.org)

### Mission:

To perform, explore and celebrate the genius of William Shakespeare.

### Vision:

To create an enduring contribution to the cultural fabric of the community as an inspiring centre of Shakespeare performance, education and understanding.

Celebrating its 27th season in 2016, **Bard on the Beach** is the Vancouver International Wine Festival's charitable beneficiary. One of Canada's largest not-for-profit, professional Shakespeare festivals, Bard's home is a magnificent waterfront setting in Vancouver's Vanier Park where it offers Shakespeare plays, related dramas and special events in two modern performance tents every summer. The 2016 season, running from **June 3 to September 24**, opens with *Romeo and Juliet* on the BMO Mainstage, directed by Siminovitch Prize winner and past Bard director Kim Collier. Playing in repertory with *Romeo and Juliet* will be *The Merry Wives of Windsor*, directed by Johnna Wright. The production is back by popular demand after a sold-out 2012 Bard run and re-imagined this season for the larger BMO Mainstage. On the Howard Family Stage, veteran Bard actor Bob Frazer (*Macbeth*, 2012) will direct a provocative new staging of *Othello*, alternating with *Pericles* directed by Lois Anderson, another award-winning veteran of Bard's acting companies (Kate, *The Taming of the Shrew*, 2012).

In addition to its plays, the Festival offers opera, choral and orchestral concerts, wine tastings and educational events. The tented Bard Village is home to many activities and amenities including informal pre-show *In A Nutshell* talks, concession and bar services, and the Bard Boutique.

Bard engages a team of exceptional actors, directors, designers and technicians each season, along with year-round administrative staff and teaching artists; it is also supported by more than 250 volunteers each year. Bard's critically-acclaimed plays repeatedly draw full houses; season attendance reached a record 100,000 in 2014 and more than 1.4 million patrons have enjoyed the Bard experience since 1990.

Through its constantly expanding community outreach, Bard hosts the popular *Young Shakespeareans Workshops* for youth and teens at the site during the summer and Bard in the Classroom workshops for students and teachers during the school term. In 2014, it launched the *Riotous Youth* program to provide further Shakespearean theatre education to some of its summer workshop graduates.

Bard on the Beach is extremely proud and honoured to be the Wine Festival's charitable recipient. The partnership is invaluable, helping Bard maintain its signature high artistic standards and educational programs while at the same time keeping its programming affordable for hundreds of thousands of local residents and city visitors.

Lindsey Angell (Luciana), Dawn Petten (Dromio of Ephesus), Daniel Doheny (Maud) & Sereana Malani (Adriana)  
*The Comedy of Errors* (2015) Photo: David Blue



# BARD ON THE BEACH

SHAKESPEARE FESTIVAL

## JUNE 3 - SEPT 24, 2016

BMO Mainstage

### The Merry Wives of Windsor

### Romeo and Juliet

Howard Family Stage

### Othello

### Pericles

Tickets on sale in April • All seats reserved

**REGISTER NOW  
FOR BARD E-NEWS**

for exclusive offers and play details!

**[bardonthebeach.org](http://bardonthebeach.org)**








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Wine Festival  
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