

# Trade Days Conference

FEB 28  
MAR 2 2018

FEATURING

Spain &  
Portugal

FUNDRAISING

*Bacchanalia*  
GALA DINNER + AUCTION  
Saturday Night! Feb 24, 2018

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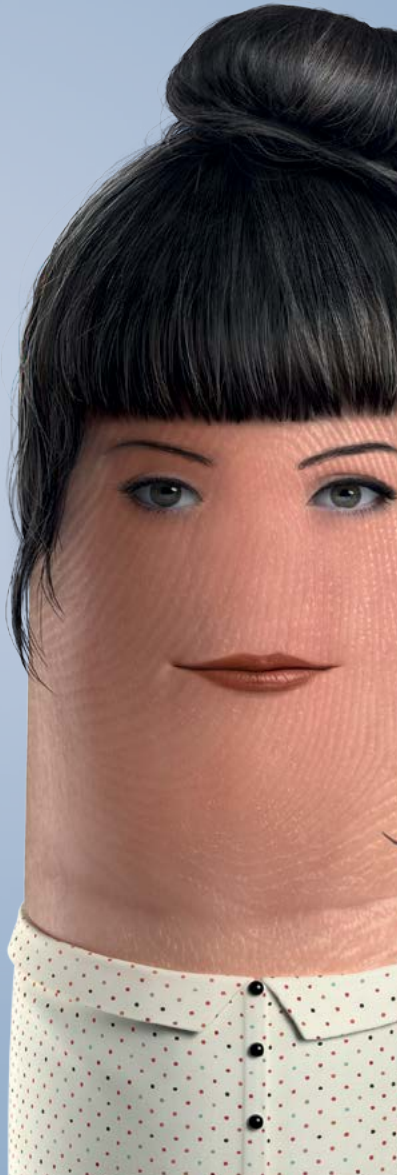


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## Highlights



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

#### 40th Vancouver International Wine Festival

1,450+ wines • 16 countries • 173 wineries • 51 events • 8 days • 25,000 wine lovers

#### #1 Food, Wine & Hospitality Event in Canada, *BizBash*.

The Trade Days Conference 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.



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

# Greetings



Annually since 1979, the Vancouver International Wine Festival has been dedicated to enhancing and contributing to British Columbia's increasingly vibrant 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.

Our theme countries in 2018 are Spain and Portugal, offering us an opportunity to explore the wines of these two Iberian neighbours – as well as wines from 14 other countries! Trade Days features a fascinating array of masterclasses, seminars, networking lunches, and of course the Trade Tastings, where you can meet face to face with vine stars from around the world.

See you at the festival. ¡Salud! / Saúde

## Harry Hertscheg, DipWSET CWE

*Executive Director, Vancouver International Wine Festival*



On behalf of the Vancouver International Wine Festival's Board of Directors, I am pleased to present the details of the 40th annual festival, featuring wines from Spain and Portugal.

I would like to thank the many individuals and organizations, whose contributions and efforts ensure the success of this annual fundraising event for our charitable beneficiary, Bard on the Beach Shakespeare Festival: the participating wineries, their principals and agents; the participating country consulates; our sponsors and partner restaurants, hotels and venues; our dedicated staff and hundreds of volunteers; and our key stakeholders in the community, including the BCLDB and IVSA. Finally, I would like to thank you, the members of the public and trade, who make the Vancouver International Wine Festival one of the best wine and food festivals in North America.

## Mark Hicken

*Chair, Board of Directors, Vancouver International Wine Festival Society*



All of us at Bard on the Beach offer our heartfelt thanks to every one of you – wineries and principals, agents and sponsors, and all of you who are creating and attending this milestone 40th annual Vancouver International Wine Festival!

We are the charitable beneficiary of the Wine Festival and we are truly grateful for its generous financial support. In particular, all proceeds from the Festival's Bacchanalia Gala and raffle ticket sales go directly to Bard. Those funds help us keep the artistic and production standards high on our stages each summer and allow us to subsidize thousands of play tickets for young people and the less-advantaged in our community who face barriers to attending our plays. The funds also support our education programs all through the year, in schools, community centres and now in the BMO Theatre Centre, our administrative home.

Join me as we raise our glasses to great success for all our shared endeavors!

## Christopher Gaze OBC

*Founding Artistic Director, Bard on the Beach Shakespeare Festival  
June 6-September 22, 2018*

# How to Order

Must be  
**19+**  
to attend

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 Wednesday, January 17 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 **BMO Theatre Centre, 202-162 West 1st Avenue**

Monday-Friday, 9:30 a.m.-5 p.m.

- All tickets are final sale. No refunds, exchanges or replacement tickets.
- All attendees must be 19+. NO MINORS, including infants and babies. **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 and StayVancouverHotels offer are only available until **February 15**.
- Program is subject to change.
- All ticket prices include wine, food (if it is a food event), gratuities, service charges and taxes. No surprises at checkout!
- Unfortunately, we are unable to offer discounted Designated Driver tickets for our events. There are small food samples and non-alcoholic beverages available in the Tasting Room for non-tasters.

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

## 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 a 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. It is a courtesy for both the wine producers and the attendees to know who the principal is pouring the wine and for the wine producer to know who is tasting their wines.

# Discover the Wines from Spain

Spanish wines are enjoying a surge in popularity. Modern winemaking techniques, combined with a deep respect for indigenous grapes, are producing versatile, food-friendly wines that are also enjoyable on their own.

With more land under vine than anywhere else in the world, Spain has vineyards everywhere; in plains, on mountain sides, in river valleys, on the coast and inland. As such, the variety of styles produced by its different vineyards is extraordinary.

Spanish wine regions are differentiated by their DOs and DOCas (Denominación de Origen and Denominación de Origen Calificada in Spanish). There are 66 DOs and two DOCas – Rioja and Priorat – currently classified, as well as 14 Vinos de Pago, Spain's highest classification of wine, which is applied to individual vineyards or estates rather than regions.

Spanish red wines can also be labeled according to aging: Crianza wines are aged for at least two years (six months in barrel); Reserva wines are aged at least three years (one year in barrel); and Gran Reserva wines must be aged at least five years (including 18 months in barrel and at least 36 months in bottle).

Exploring Spanish wine takes you through seven distinct climatic zones, each one with microclimates that present its own challenges and rewards for winegrowing and production.



## GREEN SPAIN

The cool, wet climate of Green Spain stretches along the Atlantic coast of northern Spain, from Galicia to the Pyrenees. Early ripening grapes, such as **Albariño**, the white star of Rias Baixas, and **Godello** in Valdeorras are coaxed into aromatic white wines. Further from the coast, however, the red grape **Mencia** is ascending in Ribeira Sacra and Bierzo. The Txakoli DOs in Basque country produce tangy, tart and spritzy wines that pair perfectly with seafood.

## DUERO RIVER VALLEY

Also known as Castilla y León, this region of northwestern Spain is the largest autonomous community in Spain and the site of more than 60% of the country's heritage sites. The Duero River nurtures some of Spain's most storied wine regions. The great Spanish red grape **Tempranillo** reigns supreme in Toro and Ribera del Duero, where it is known as Tinto Fino, while **Verdejo** produces crisp white wines in Rueda.

## EBRO RIVER VALLEY

The Sierra de Cantabria mountains shelter some of Spain's most important vineyards, including those in Rioja and Navarra. **Tempranillo** is king in Rioja, Spain's most famous wine region, while **Garnacha** prospers in hotter, drier areas such as Cariñena. Navarra is home to delightful rosados and amazing value wines.

## THE MESETA

South of the Duero River, the Meseta is the high central plateau of Spain and home to two-thirds of Spain's vineyards. It is also home to eight Vinos de Pago. **Airén** is the most widely planted grape, particularly in La Mancha and Valdepeñas, producing crisp, dry white wines.



## THE MEDITERRANEAN COAST

Spanning the east coast of Spain, from France to Andalusia, the Mediterranean Coast encompasses a wide range of growing conditions and wine styles. Penedés is the home of Cava, Spain's sparkling gem, while Priorat is producing superb red blends from **Garnacha**, **Cariñena** and international varietals. Alella produces aromatic and expressive whites made from **Xarel-lo** (also a main component of Cava), while Jumilla crafts rich red wines from **Garnacha** and **Monastrell**.

## ANDALUCÍA

The hottest and southernmost area of Spain, Andalusia is ideal for the production of fortified and dessert wines. Most famously, Andalusia is home to Sherry, the fortified wine made in Jerez-Manzanilla that is so much more than the sherry your grandmother sipped. Based on the **Palomino** grape, Sherry is fortified after fermentation, so begins life as a dry wine. The many styles of Sherry include the pale, light Fino; medium-dry Amontillado; rich, dark, dry Oloroso; and PX, a dark, sweet wine made from the **Pedro Ximénez** grape.

## THE ISLANDS

The Balearic Islands, east of Valencia in the Mediterranean Sea, and the Canary Islands off the coast of Africa in the Atlantic Ocean are perhaps better known as vacation destinations than for winemaking. The Balearics produce a relatively small amount of wine, primarily consumed by residents and tourists, while the Canaries remain phylloxera-free, so there are grapes there that may exist nowhere else in the world.

# Welcome to a World of Difference

## Wines of Portugal

To many people, Portugal is synonymous with Port, but there is so much more to discover in Portuguese wines. To begin with, Portugal has more than 250 indigenous grape varieties, most of which are planted nowhere else in the world. Many vineyards have multiple grapes planted within them, resulting in wines that celebrate the myriad possibilities of blending rather than one single variety.



Land and climate also play an important role in Portugal's enological versatility – in a country one-quarter size of California, its starkly varied geology produces wine as diverse as the light, spritzy Vinho Verde and the deeply complex Port.

Portugal has 14 distinct regions that encompass 28 DOCs (*Denominação de Origem Controlada*), including the first Demarcated and Regulated wine region in the world – The Douro Valley, now a UNESCO World Heritage Site. The six key regions represented at this year's festival are as follows:

### VINHO VERDE

The far northwest of Portugal is home to Vinho Verde ("green wine"), Portugal's most popular white wine. Crisp and aromatic, with a light spritz, Vinho Verde can be made from a number of grapes, but the best feature **Alvarinho** and **Arinto (Pedernã)**.

### PORTO E DOURO

The Douro Valley is home to Port, a fortified wine that is one of the world's most iconic wines. Port comes in many styles: full-bodied red Ports; rich and mellow tawny Ports; white Ports made from white grapes; and Vintage Ports, the very best expression of a single outstanding year. The Douro also produces remarkable dry red table wines made from many of the same grapes as Port: **Tinta Roriz**, **Touriga Franca**, **Touriga Nacional**, **Tinta Barroca** and **Tinto Cão**.

### DÃO E LAFÕES

Another region known for outstanding red wines, Dão enjoys a more Mediterranean climate, as it is sheltered from the Atlantic influence by mountain ranges. Key grapes in red Dão wines include **Touriga Nacional**, **Alfrocheiro** and **Jaen**, while the star white grape is **Encruzado**. The tiny region of Lafões produces wines reminiscent of Vinho Verde to the north.

### BAIRRADA

Enjoying a Maritime climate and relatively flat terrain, Bairrada is named for the Portuguese word for clay, *barro*. Bairrada is Portugal's leading region for sparkling wine, particularly those made from **Maria Gomes**. Red wines must be made from at least 50% **Baga**, which also contribute to blanc de noir sparkling wines.

### LISBOA

West and north of Portugal's capital city, the Lisboa wine region was previously known as Estremadura. The more protected inland sub-regions are enjoying a growing international reputation for producing top quality wines.

### ALENTEJO

The largest wine region in Portugal, Alentejo covers most of the southeastern part of the country and features hot, dry, rolling plains that produce not just wine, but half the world's supply of cork. Alentejo is known for rich and fruity red wines blended from **Aragonez** and **Trincadeira**. The white **Antão Vaz** grape is the star of the Alentejo.

It's certainly worth a visit to Portugal to explore the country and discover lesser-known wines (not to mention mouth-watering gastronomy, beautiful beaches and historic cities)!

## Wine Regions of Portugal



### TRÁS-OS-MONTES / TÁVORA-VAROSA / BEIRA

Located in the remote northeast, **Trás-Os-Montes** produces wines that are heavily influenced by the region's high altitude and extreme climate of long, hot summers and long, icy winters. A small, remote, mountainous region in the north that also experiences extremes of temperature, **Távora-Varosa** was the first region in Portugal to be demarcated for sparkling wines. Another mountainous region that experiences extremes in temperature, **Beira** ranges along the Spanish border. The local white grape **Fonte Cal** produces rich honeyed wines with steely acidity.

### TEJO / PENÍNSULA DE SETÚBAL

**Tejo** is one of the oldest wine producing regions in the country, with vineyards planted along the Tejo River since Roman times. Winemakers proudly maintain traditions such as foot-treading and community harvest. To the south of Lisbon, **Península de Setúbal** is known for the aromatic, sweet dessert wine **Setúbal**, made primarily from muscat grapes.

### ALGARVE / AZORES / MADEIRA

Southern Portugal's **Algarve** is ideal for tourists and winemakers alike, as it features 3,000 hours of sunshine each year, but is protected from the interior heat by mountains. Also famed for tourism, the **Azores** Islands features primarily American varieties of grapes, planted after phylloxera. Finally, the volcanic island **Madeira** produces fortified wines that can age and thrive for more than a century.



# Trade Days Pass

The Trade Days Pass provides badge and ticket access to the trade portion of the festival. Passes are available only to those in the wine, restaurant and hospitality industries who buy, sell, serve or market wine in their business. **Registration is required.**

Passes are available online, by phone at **604.873.3311** or **1.877.321.3121**, or in person at **202-162 West 1st Avenue**.

**\$395 (\$572 value)**

## Thursday, March 1, 2018

### Storied Iberia in 9 Wines

9:30-11:30 a.m.  
VCC West, meeting room 109  
*Theme Country Plenary*

+

### Principals Welcome Lunch

11:45 a.m.-1:15 p.m.  
VCC East, Exhibit Hall A  
*Lunch*

+

### Trade Tasting with Buyers Entry

1:30-5 p.m.  
VCC West, Ballroom C  
*Wine Tasting*

+

### International Festival Tasting

7-10 p.m.  
VCC West, Ballroom C  
*Wine Tasting*

## Friday, March 2, 2018

One of the following three seminars:

### 2015 Vintage Port: Magic!

9:30-11:15 a.m.  
VCC West, meeting room 109

OR

### Dynamic Spain

9:30-11:15 a.m.  
VCC West, meeting room 110

OR

### Truth in Terroir

9:30-11:15 a.m.  
VCC West, meeting room 118

### Celebrating Excellence: 15th Annual Awards Lunch featuring Wines from Spain & Portugal

11:30 a.m.-1:15 p.m.  
VCC East, meeting room 1  
*Lunch*

+

### Trade Tasting with Buyers Entry

1:30-5 p.m.  
VCC West, Ballroom C  
*Wine Tasting*

+

### International Festival Tasting

7-10 p.m.  
VCC West, Ballroom C  
*Wine Tasting*

*Note: Please note that a ticket is required for all the above events with the exception of Trade Tastings and International Festival Tastings, where a badge will allow access. The Trade Days Pass (TDP) badge with be mailed with tickets in late January 2018.*

## Also of interest to members of the trade:

**Wine & Liquor Law in British Columbia** Monday, February 26  
For full conference details, please visit [LawSeminars.com](http://LawSeminars.com)

 **LAW SEMINARS INTERNATIONAL**  
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## FREE TICKET WITH HOTEL BOOKING DON'T WINE AND DRIVE

Book a downtown hotel through [StayVancouverHotels.com](http://StayVancouverHotels.com) and get one FREE International Festival Tasting ticket (\$79-\$99 value). Choose from 35+ hotels. One ticket per booking.

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

Subject to availability. Some conditions apply. Details online. Book by February 15.

# BUY THE CASE

## Found a wine you love? Want to stock up?

Any Tasting Room wines with a **BUY THE CASE** neck tag can be ordered from the participating winery tables.

Your case will be shipped within two weeks of the festival to your preferred BC Liquor Store, who will call to advise when it's ready for pick-up.



IVSA is a proud sponsor of the **BUY THE CASE** program, part of our **SHOP THE WORLD** initiative.

# Trade Tasting, presented by ContainerWorld

~905 wines • 16 countries • 173 wineries

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

## 159 Exclusive Wines (plus ~750 festival wines) available

These tastings are not only an excellent opportunity to network and taste away from the evening crowds, but also a chance to sample 159 wines of unique or special interest; these are in addition to the ~750 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 facetime with principals and a way to get a head start on Tasting Room wines? 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.

## Viva Iberia!



This year, the Tasting Room will feature wines from Iberian Peninsula neighbours Spain and Portugal. Two very distinct nations with their own rich histories and cultures, this festival will provide a fascinating opportunity to see how their winemaking and viticulture have developed in divergent and convergent paths over the centuries. More than two dozen owners and winemakers from Portugal and Spain will be in attendance, as well as other top executives representing their wineries and wines.

## Regional Tasting Stations

In addition to visiting the individual winery tables, stop by the following regional tasting stations, where you can explore the unique wines of a specific area of the wine world.

Wine  
Australia  
for  
Australian  
Wine

**Australia:  
History and Evolution**



**New Zealand:  
An Indelible  
Expression of Place**



**Wines of  
South Africa**



**Spain is Wine**

📅 **Thursday, March 1 and  
Friday, March 2**  
📍 **VCC West, Ballroom C**  
1055 Canada Place  
🕒 **2:30-5:00 pm**  
💰 **\$49**  
*(\$55 day of event)*

*Arrive at least 30 minutes  
early to avoid delays entering  
the Tasting Room.*

Presented by



# Trade Tasting, presented by ContainerWorld

## Two Ways to Buy Wine Onsite

- **BC Liquor Stores Festival Wine Shop** – all wines served at the public tastings are available for purchase there but some are in VERY limited supply. When you discover a wine that you want to enjoy at home, 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.
- **Free shipping to your nearest BCLS** – 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 that session for admission to the shop.
- **Buy the Case** – Case lots of select wines identified with a BUY THE CASE 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 supported by festival partners BC Liquor Distribution Branch and the Import Vintners & Spirits Association (IVSA).

## Words to the Wise

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 – don't wine and drive!

## Dine Before You Wine

Remember this is a wine tasting, not a food event. Please have a meal before you arrive. That said, food samples are available to enhance your tasting experience.

## 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 Buyers Only Hour. To attend the Buyers Only Hour from 1:30-2:30 p.m., please ensure that you identify yourself as a buyer during the registration process.



**BC Liquor Stores**  
*March 1 and March 2*  
1:30-5 p.m. and 7-10 p.m.  
*March 3*  
2:30-5 p.m. and 7-10 p.m.

**Entry with Tasting Room  
ticket only**

Supported by



# BC LIQUOR STORES FESTIVAL WINE SHOP

## TASTE THEN SHOP!

Pick up your festival favourites at the BC Liquor Stores Festival Wine Shop, located at the tasting room exit.

Watch for  
the **Blue Dot**  
Wine Festival  
Exclusive  
Products!

## BUY NOW CARRY LATER

The BC Liquor Stores Festival Wine Shop offers a free bottle check service. Buy your selection 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 COMPASS TICKET

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



## BC LIQUOR STORE FESTIVAL WINE SHOP HOURS

March 1 & 2 1:30 – 5:00 p.m.

## Masterclasses

### Cava: Spain's Sparkling Gem

For many, Cava is a sparkling wine from Spain that offers great value. And rightfully so. But how well do you know Cava beyond that? Join wine educator and writer Michelle Bouffard to explore the terroirs and grapes that contribute in producing the nuances between different Cava. This Spanish sparkler is much more than a wine to make a toast. It offers diversity to suit every occasion, especially at the table.

**Moderator:** Michelle Bouffard, DipWSET

**Panelists:** Christopher Canale-Parola, Antoni Cantos, Gloria Collell, Joan Cusiné

**Wednesday, February 28**  
VCC West, meeting room 109  
1055 Canada Place  
9:15-10:45 a.m.  
\$45

Sponsored by



### Unravelling Portugal

Portugal has an incredible diversity of more than 200 indigenous grape varieties – and just about as many synonyms as you move from region to region! This seminar will help you differentiate your Alvarinhos from your Arintos, and examine the Tintas and Tourigas that make the wines of Portugal so unique.

**Moderator:** David Munro, DipWSET

**Wednesday, February 28**  
VCC West, meeting room 110  
1055 Canada Place  
11 a.m.-12:30 p.m.  
\$45

Sponsored by





# Masterclasses

## Rioja Renaissance

The region of Rioja produces Spain's most famous wines, and its winemaking traditions have been essential to this rise to fame. Today we'll take a journey through the complexity of the region, to rediscover the classics but also to explore Rioja's age of modernity.

**Moderator:** Keith Nicholson, DipWSET

- 📅 **Wednesday, February 28**
- 📍 **VCC West, meeting room 109**  
1055 Canada Place
- 🕒 **1:30-3:00 p.m.**
- 💰 **\$45**

*Sponsored by*



## Shades of Sherry

From pale and dry to dark and syrupy, there's a Sherry for every occasion. With wine lovers, restaurants and bartenders rediscovering this amazingly diverse product, we'll explore the unique conditions of Andalucía, its soil, its grapes, and its legendary soleras that create this wonderful range of wines.

**Moderator:** Lara Victoria, DipWSET

- 📅 **Wednesday, February 28**
- 📍 **VCC West, meeting room 110**  
1055 Canada Place
- 🕒 **3:15-4:45 p.m.**
- 💰 **\$45**

*Sponsored by*



# Theme Plenary

## Storied Iberia in 9 Wines

Wine educator, author and historian Paul Wagner leads a guided tour through the fascinating regions, cultures and wines of the famed Iberian Peninsula. From the early Phoenician settlements to Moorish influence to traditional and modern winemaking trends, attendees will learn the stories behind Spanish and Portuguese wines that enchant, encourage and entice customers.

**Moderator:** Paul Wagner

**Panelists:** Fernando Gimenez Alvear, Christopher Canale-Parola, Miguel Gil, David Guimaraens, Miguel Torres Maczassek, Luis Mira, Álvaro Palacios, Rupert Symington, Pedro Teixeira

- 📅 **Thursday, March 1**
- 📍 **VCC West, meeting room 109**  
1055 Canada Place
- 🕒 **9:30-11:30 a.m.**
- 💰 **\$60**

*Sponsored by the participating wineries*



# EXCEPTIONAL DINING.

Experience refined dining featuring locally-inspired meals and sommelier-selected wines.



# Lunches

## Principals Welcome Lunch, presented by JF Hillebrand

Join the 173 participating winery principals at this kick-off to the first tasting room session. Get a first taste of select wines from the room while catching up with colleagues from around the world. Then take a seat at the long tables to enjoy a delectable buffet-style menu created by VCC's executive chef Mark Massicotte. Wines will be grouped alphabetically by wine agency.

-  **Thursday, March 1**
-  **VCC East, Exhibit Hall A**  
1055 Canada Place
-  **11:45 a.m.-1:15 p.m.**
-  **\$85**

*Sponsored by*







*Presented by*



## Celebrating Excellence: 15th Annual Awards Lunch Featuring Wines from Spain & Portugal, presented by ContainerWorld

At the 15th Annual Awards lunch, guests are invited to attend a buffet style lunch that features perfectly paired Spanish and Portuguese wines and cuisine. With up to 40 wines available, this is the perfect setting for the unveiling of the Vancouver International Wine Festival award winners: Wine Program Excellence Awards, Sommelier of the Year and Spirited Industry Professional (SIP) Award.

-  **Friday, March 2**
-  **VCC East, meeting room 1**  
999 Canada Place
-  **11:30 a.m.-1:15 p.m.**
-  **\$95**

*Sponsored by the participating wineries*



*Presented by*







# Trade Seminars

## 2015 Vintage Port: Magic!

Vintage is a prestigious category of Port representing only 1% of the very best wine produced each year. During this tasting at the VIWF, attendees will have the opportunity to taste the newest, highly acclaimed release of these unique wines produced exclusively in the Douro region: 2015.

**Panelists:** David Guimaraens, Rafael Molezun, Maria Pica, Jorge Ramos, Miguel Roquette, Mariana Tavares, José Teles da Silva, Cristiano Van Zeller

-  **Friday, March 2**
-  **VCC West, meeting room 109**  
1055 Canada Place
-  **9:30-11:15 a.m.**
-  **\$50**

*Sponsored by*







## Dynamic Spain

From classic to cutting edge, Spanish wines are some of the most exciting in the world. Join Master of Wine Barbara Philip to explore a tremendous range of wines and meet the imaginative producers behind them.

**Moderator:** Barbara Philip MW

**Panelists:** Fernando Gimenez Alvear, Andres Bastida, Javier Delgado-Aurteneche, Yves Laurijssens, Carlos Lopez de Lacelle, Miguel Torres Maczassek, Javier Murua, Ines Oro, João Machete Pereira, Howard Price, Diego Ribbert, Sébastien Richard

-  **Friday, March 2**
-  **VCC West, meeting room 110**  
1055 Canada Place
-  **9:30-11:15 a.m.**
-  **\$50**

*Sponsored by*







## Truth in Terroir

A panel of winery principals will discuss the cause-and-effect of what happens in the vineyard and in the winery to what's made in the bottle and is enjoyed in the glass. Does manipulation in the winery obfuscate the imprint of vineyard? How much of what we perceive as sense of place is due to the human hand? What truth is there in our notion of "Terroir"?

**Moderator:** Mark Shipway, DipWSET

**Panelists:** Matias Barros, Joan Cusiné, Matt Dumayne, Thomas Grootveldt, Antonio Morescalchi

-  **Friday, March 2**
-  **VCC West, meeting room 118**  
1055 Canada Place
-  **9:30-11:15 a.m.**
-  **\$50**




*Sponsored by the participating wineries*



# Festival at a Glance

- Lunch or Brunch
- Trade Only Events
- Wine & Food Grazing
- Winery Dinner

- Wine Mingler
- Wine Seminar
- Wine Tasting

Saturday, February 24		Wednesday, February 28		Thursday, March 1		Friday, March 2		Saturday, March 3		Sunday, March 4	
<p><i>Bacchanalia</i> <b>GALA DINNER + AUCTION</b></p> <p>6-11 p.m. Fairmont Hotel Vancouver Winery Dinner, Auction \$450/\$3600 table of 8</p>		<p><b>Cava: Spain's Sparkling Gem</b> 9:15-10:45 a.m. VCC West Masterclass (Trade) \$45 Page 15</p>	<p><b>Unravelling Portugal</b> 11 a.m.-12:30 p.m. VCC West WSET Masterclass (Trade) \$45 Page 15</p>	<p><b>Storied Iberia in 9 Wines</b> 9:30-11:30 a.m. VCC West Theme Country Plenary (Trade) \$60 Page 16</p>		<p><b>2015 Vintage Port: Magic!</b> 9:30-11:15 a.m. VCC West Wine Seminar (Trade) \$50 Page 19</p>	<p><b>Dynamic Spain</b> 9:30-11:15 a.m. VCC West Wine Seminar (Trade) \$50 Page 19</p>	<p><b>Dine Italia</b> 11:30 a.m.-2 p.m. La Terrazza Sit-down Lunch \$145</p>	<p><b>Gusto Latinoamericano</b> 11:30 a.m.-1:30 p.m. Lift Bar Grill View Sit-down Lunch \$89</p>	<p><b>Vintners Brunch</b> 11:30 a.m.-2 p.m. VCC West Brunch \$165/\$1650 table of 10</p>	
		<p><b>Rioja Renaissance</b> 1:30-3 p.m. VCC West WSET Masterclass (Trade) \$45 Page 16</p>	<p><b>Shades of Sherry</b> 3:15-4:45 p.m. VCC West WSET Masterclass (Trade) \$45 Page 16</p>	<p><b>Principals Welcome Lunch</b> 11:45 a.m.-1:15 p.m. VCC East Buffet Lunch (Trade) \$85 Page 18</p>		<p><b>Truth in Terroir</b> 9:30-11:15 a.m. VCC West Wine Seminar (Trade) \$50 Page 19</p>		<p><b>PICA Kitchen Party</b> 11:30 a.m.-2 p.m. Pacific Institute of Culinary Arts Wine-and-Food Pairing Grazing Lunch \$99</p>	<p><b>Viva Iberia!</b> 12-2 p.m. VCC West Grazing Lunch \$115</p>		
<p><b>Monday, February 26</b></p>		<p><b>The Fladgate Partnership</b> 4-6 p.m. Terminal City Club Wine Seminar \$145</p>	<p><b>An Evening of Perfection</b> 6:30-10 p.m. Cioppino's Mediterranean Grill Winery Dinner \$225</p>	<p><b>Trade Tasting</b> 2:30-5 p.m. VCC West Wine Tasting (Trade) \$49 / \$55 day-of Trade Buyer Entry 1:30 p.m. Page 12-13</p>		<p><b>Celebrating Excellence: 15th Annual Awards Lunch</b> Featuring Wines from Spain &amp; Portugal Spirited Industry Professional Award, Sommelier of the Year, Wine Program Excellence Awards 11:30 a.m.-1:15 p.m., VCC East Buffet Lunch (Trade) \$95 Page 18</p>		<p><b>International Festival Tasting</b> 2:30-5 p.m. VCC West Wine Tasting \$79 / \$89 day-of</p>		<p>For full event details and to buy tickets online visit <a href="http://VanWineFest.ca">VanWineFest.ca</a></p> <p>Or buy by phone at <b>604-873-3311</b> or <b>1.877.321.3121</b></p>	
<p><b>Margrit Mondavi Tribute</b> 6:30-10 p.m. Dockside Restaurant Winery Dinner \$145</p>	<p><b>Iconic Valpolicella</b> 6:30-10 p.m. Cibo Trattoria Winery Dinner \$145</p>			<p><b>Graham's Tawny Port</b> 5:15-6:45 p.m. VCC West Wine Seminar \$125</p>		<p><b>Great Red Grapes</b> 5:15-6:45 p.m. VCC West Wine Seminar \$75</p>	<p><b>Trade Tasting</b> 2:30-5 p.m. VCC West Wine Tasting (Trade) \$49 / \$55 day-of Trade Buyer Entry 1:30 p.m. Page 12-13</p>	<p><b>Álvaro Palacios Wine Star</b> 5:15-6:45 p.m. The Vancouver Club Wine Seminar \$125</p>	<p><b>Decanter World Wine Awards</b> 5:15-6:45 pm VCC West Wine Seminar \$65</p>		
<p><b>Tuesday, February 27</b></p>		<p><b>Big, Bold &amp; Beautiful</b> 6:30-10 p.m. España Restaurant Winery Dinner \$145</p>	<p><b>Faustino Dinner at Ancora</b> 6:30-10 p.m. Ancora Waterfront Dining and Patio Winery Dinner \$225</p>	<p><b>Feudi: The Beautiful South</b> 6:30-10 p.m. Beach Bay Café and Patio Winery Dinner \$145</p>	<p><b>Italian Dinner Party</b> 6:30-10 p.m. Yew Seafood + Bar Winery Dinner \$175</p>	<p><b>Torres: History Builds Future</b> 5:15-6:45 p.m. VCC West Wine Seminar \$65</p>		<p><b>Pinot Noir – California Style</b> 5:15-6:45 p.m. VCC West Wine Seminar \$75</p>	<p><b>Voyage of Discovery</b> 5:15-6:45 p.m. VCC West Wine Seminar \$75</p>	<p><b>Dow's: A Legendary Producer</b> 5:15-6:45 pm Marquis Wine Cellar Wine Seminar \$125</p>	<p><b>Spain's Blockbusters</b> 5:15-6:45 pm VCC West Wine Seminar \$85</p>
<p><b>A Glowbal Affair</b> 6:30-10 p.m. Glowbal Winery Dinner \$120</p>	<p><b>Graham's Port Dinner</b> 6:30-10 p.m. Bodega on Main Winery Dinner \$145</p>	<p><b>Jean-Luc Colombo Terroir</b> 6:30-10 p.m. West Restaurant Winery Dinner \$225</p>	<p><b>Latin Passion for Terroir</b> 6:30-10 p.m. La Terrazza Winery Dinner \$175</p>	<p><b>Festival Toast</b> 5:45-7 p.m. VCC West Wine Mingler Invitation &amp; Gold Pass only</p>		<p><b>Delta Air Lines Tasting Lounge</b> 5:45-9 p.m. VCC West Wine &amp; Food Grazing \$190 includes Friday IFT</p>		<p><b>Delta Air Lines Tasting Lounge</b> 5:45-9 p.m. VCC West Wine &amp; Food Grazing \$195 includes Saturday IFT</p>		<p>All prices inclusive of wine, food (where applicable), gratuities, service charges, and taxes... No surprises at checkout!</p> <p><b>Winery dinners, passes and StayVancouverHotels.com offer only available until February 15, 2018</b></p>	
<p><b>Tuscany Shines</b> 6:30-10 p.m. Cioppino's Enoteca Wine Rooms Winery Dinner \$225</p>		<p><b>The Night of the Barolo</b> 6:30-10 p.m. Federico's Supper Club Winery Dinner \$175</p>	<p><b>A Sparkling Experience</b> 6:30-10 p.m. ARC Restaurant, Fairmont Waterfront Winery Dinner \$145</p>	<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$89 / \$99 day-of</p>		<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$95 / \$105 day-of</p>		<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$99 / \$109 day-of</p>			
<p><b>Savour Spain</b> 7-9:30 p.m. per se Social Corner Wine &amp; Food Grazing \$88</p>		<p><b>California Crush</b> 8:30-11 p.m. Waterview Wine Mingler \$69</p>		<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$89 / \$99 day-of</p>		<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$95 / \$105 day-of</p>		<p><b>International Festival Tasting</b> 7-10 p.m. VCC West Wine Tasting \$99 / \$109 day-of</p>		<p><b>@VanWineFest</b>    <b>#VIWF   VanWineFest.ca</b></p>	

For full event details and to buy tickets online visit [VanWineFest.ca](http://VanWineFest.ca)

Or buy by phone at **604-873-3311** or **1.877.321.3121**

All prices inclusive of wine, food (where applicable), gratuities, service charges, and taxes...  
No surprises at checkout!

**Winery dinners, passes and StayVancouverHotels.com offer only available until February 15, 2018**

**@VanWineFest**  
    
**#VIWF | VanWineFest.ca**



# Trade Days Personalities



**Matias Barros**  
North American Sales and  
Marketing Director, Undurruga  
*Truth in Terroir*



**Michelle Bouffard**  
Wine Writer, Educator  
*Cava: Spain's Sparkling Gem*



**Antoni Cantos**  
Winemaker, Juvé & Camps  
*Cava: Spain's Sparkling Gem*



**Joan Cusiné**  
Proprietor, Parés Baltà / Gratavinum  
*Cava: Spain's Sparkling Gem;*  
*Truth in Terroir*



**Matt Dumayne**  
Chief Winemaker, Haywire  
*Truth in Terroir*



**Fernando Gimenez Alvear**  
Chief Executive Officer,  
Bodegas Alvear  
*Dynamic Spain; Storied Iberia in 9 Wine*



**David Guimaraens**  
Head Winemaker, Fonseca  
*2015 Vintage Port: Magic!;*  
*Storied Iberia in 9 Wines*



**Yves Laurijssens**  
Owner, Bodega de Moya  
*Dynamic Spain*



**Luís Mira**  
President, Herdade das Servas  
*Storied Iberia in 9 Wines*



**Rafael Molezun**  
International Sales Director,  
Real Companhia Velha  
*2015 Vintage Port: Magic!*



**David Munro**  
Wine Educator  
*Unravelling Portugal*



**Andres Bastida**  
Proprietor, Bodegas Pedro  
Luis Martínez / Alceño  
*Dynamic Spain*



**Christopher Canale-Parola**  
Export Manager, Gonzáles Byass  
*Cava: Spain's Sparkling Gem; Storied*  
*Iberia in 9 Wines*



**Gloria Collell**  
Head Winemaker, Segura Viudas  
*Cava: Spain's Sparkling Gem*



**Javier Delgado-Aurteneche**  
Proprietor, IberWine  
*Dynamic Spain*



**Miguel Gil**  
Family Member, Bodegas Tridente  
*Storied Iberia in 9 Wines*



**Thomas Grootveldt**  
Export Manager, Cleto Chiarli  
*Truth in Terroir*



**Harry Hertscheg**  
Executive Director, Vancouver  
International Wine Festival  
*Principals Welcome Lunch*



**Carlos Lopez de Lacalle**  
Family Member / Director Export &  
Sales, Artadi  
*Dynamic Spain*



**João Machete Pereira**  
Sales Operations and Export  
Director, Marqués de Murrieta  
*Dynamic Spain*



**Antonio Morescalchi**  
Founder, Altos Los Hormigas  
*Truth in Terroir*



**Javier Murua**  
Owner, Muriel Wines  
*Dynamic Spain*

# Trade Days Personalities



**Keith Nicholson**  
Founder,  
Statera Wine Academy  
*Rioja Renaissance*



**Álvaro Palacios**  
Winemaker, Álvaro Palacios  
*Storied Iberia in 9 Wines*



**Barbara Philip MW**  
Category Manager,  
BC Liquor Stores  
*Dynamic Spain*



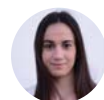
**Jorge Ramos**  
Export Director, Fonseca  
*2015 Vintage Port: Magic!*



**Sébastien Richard**  
Export Director,  
ARAEX Grands Spanish Fine Wines  
*Dynamic Spain*



**Mark Shipway**  
Wine Department Head,  
The International Culinary School  
*Truth in Terroir*



**Mariana Tavares**  
Export Regional Manager,  
Ramos Pinto  
*2015 Vintage Port: Magic!*



**José Teles da Silva**  
General Manager, Nieveport  
*2015 Vintage Port: Magic!*



**Cristiano Van Zeller**  
Proprietor, Quinta Vale D. Maria  
*2015 Vintage Port: Magic!*



**Paul Wagner**  
Wine Educator  
*Storied Iberia in 9 Wines;*  
*Principals Welcome Lunch*



**Ines Oro**  
Principal, Bodega Sierra Norte /  
Bodegas Elias Mora /  
Losado Vinos de Finca  
*Dynamic Spain*



**Maria Pica**  
Export Manager,  
João Portugal Ramos Vinhos  
*2015 Vintage Port: Magic!*



**Howard Price**  
Marketing Director,  
Guy Anderson Wines  
*Dynamic Spain*



**Diego Ribbert**  
Estate Director,  
Arinzano Vinos de Pago  
*Dynamic Spain*



**Miguel Roquette**  
Owner, Quinta do Crasto  
*2015 Vintage Port: Magic!*



**Rupert Symington**  
Joint Managing Director,  
Symington Family Estates  
*Storied Iberia in 9 Wines*



**Pedro Teixeira**  
International Export Director,  
Global Wines  
*Storied Iberia in 9 Wines*



**Miguel Torres Maczassek**  
General Manager, Torres  
*Dynamic Spain;*  
*Storied Iberia in 9 Wines*



**Lara Victoria**  
President and Wine Director,  
Cru Classe Hospitality Corp  
*Shades of Sherry*

**Subject to change. Visit [VanWineFest.ca](http://VanWineFest.ca) for the most up-to-date event information.**



# Celebrating Excellence

## 2018 Celebrating Excellence Program

Three annual industry awards will be presented at the 15th Annual Awards Lunch, presented by ContainerWorld:

- 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).



Winners of 2017 Platinum Awards, Wine Program Excellence

## Wine Program Excellence Awards

### WINE PROGRAM EXCELLENCE AWARDS

2018

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 website, and the results will be published in *Vancouver Magazine* and *The Vancouver Sun*.

Applications for the 2019 Wine Program Excellence Awards close November 1, 2018.

Sponsored by **VANCOUVER**  
MAGAZINE

# Celebrating Excellence

## Sommelier of the Year

The Sommelier of the Year was selected in January 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.

#### Past winners

- Shane Taylor (2017)
- Alistair Veen (2016)
- Jason Yamasaki (2015)
- Mike Bernardo (2014)
- Samantha Rahn (2013)
- Terry Threlfall (2012)
- 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)
- Barbara Philip MW (2003)
- Peter Bodnar Rod (2002)
- Mark Davidson (2001)
- Brent Hayman (2000)

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 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

- Harry McWatters (2017)
- Norman Gladstone (2016)
- Howard Soon (2015)
- Mark Davidson (2014)
- Sid Cross (2013)
- Richard Carras (2012)
- Jurgen Gothe (2011)
- Anthony Gismondi (2010)
- John Schreiner (2009)
- Christine Coletta (2008)
- David Scholefield (2007)
- Darryl Weinbren (2006)

## Vintners Brunch Food & 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

- Gaspar Jovino Brites & Giorgia Zanone, D'oro Gelato e Caffè (2017)
- Mathew Koyanagi, *Railtown Catering* (2016)
- Nicholas Hipperson, *Farm 2 Fork* (2015)
- Wayne Sych, *Joe Fortes Seafood & Chop House* (2014)
- Alvin Pillay, *Killjoy Barbers* (2013)
- Scott Kidd, *LIFT* (2012)
- 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



# CELEBRATING EXCELLENCE 2017



## SPIRITED INDIVIDUAL PROFESSIONAL AWARD

Harry McWatters,  
president & CEO, ENCORE Vineyards Ltd.

## SOMMELIER OF THE YEAR

Shane Taylor,  
wine director, CinCin Ristorante + Bar

## WINE PROGRAM EXCELLENCE AWARDS

2017

Sponsored by VANCOUVER MAGAZINE

### Looking for the best wine programs in the city (not to mention BC and Alberta)?

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 2017 judges were Tom Doughty, Jay Jones, DJ Kearney, Iain Philip and Treve Ring.

#### METRO VANCOUVER

##### Platinum

Blue Water Cafe  
+ Raw Bar  
Burdock & Co.  
Chambar  
CinCin Ristorante + Bar  
Hawksworth Restaurant  
Vij's

##### Gold

L'Abattoir  
Gotham Steakhouse  
& Bar  
Joe Fortes Seafood  
& Chop House  
Latab – Best New Entry  
Mission  
Nightingale  
Savio Volpe  
Zest Japanese Cuisine

##### Silver

Ancora Waterfront  
Dining and Patio  
AnnaLena  
Boulevard Kitchen &  
Oyster Bar  
Le Crocodile

##### Silver (continued)

Fable Kitchen  
Forge  
La Pentola  
Provence Marinaside/  
The Wine Bar  
West Restaurant

##### Bronze

Homer St. Cafe and Bar  
My Shanti  
PiDiGiN  
Pourhouse Restaurant  
Royal Dinette  
The Stable House Bistro  
Tableau Bar Bistro  
Tramonto at River Rock  
Casino Resort  
Wildebeest

##### Honourable Mention

Cibo Trattoria/  
Uva Wine Bar  
LIFT Bar Grill View

## VINTNERS BRUNCH JUDGES' CHOICE AWARD

Gaspar Jovino Brites & Giorgia Zanone,  
*D'oro Gelato e Caffè*

#### WHISTLER

##### Gold

Alta Bistro

##### Silver

Araxi Restaurant  
+ Oyster Bar

##### Bronze

Basalt Wine +  
Salumeria

#### VANCOUVER ISLAND

##### Silver

Cafe Brio (Victoria)

##### Bronze

OLO Restaurant  
(Victoria)

##### Honourable Mention

10 Acres Kitchen  
(Victoria)  
Pacific Prime  
Restaurant & Lounge,  
The Beach Club  
Resort (Parksville)  
Unsworth Restaurant  
(Mill Bay)

#### BC INTERIOR

##### Gold

Emerald Lake Lodge  
(Field)

#### ALBERTA

##### Platinum

Cilantro (Calgary)  
Divino Wine & Cheese  
Bistro (Calgary)

##### Gold

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

##### Silver

Vin Room Mission  
(Calgary)

# Wineries

## 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).*

Aveleda  
Adega de Borba  
Quinta do Crasto  
Fonseca  
Global Wines  
João Portugal Ramos Vinhos  
Caves Messias  
Quinta do Mondego  
Niepoort  
Herdade Paço do Conde  
Ramos Pinto  
Real Companhia Velha  
Companhia Agrícola do Sanguinhal  
Herdade das Servas  
Sogrape Vinhos  
Symington Family Estates: Dow's / Warre's  
Symington Family Estates: Graham's /  
Prats & Symington  
Taylor Fladgate  
Quinta Vale D. Maria  
Vicente Faria Vinhos



## 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, distinct sparkling wines and, of course, a wide range of styles and flavours of Sherry. 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 [FoodsWinesfromSpainCanada.com](http://FoodsWinesfromSpainCanada.com).*

Álvaro Palacios / Palacios Remondo /  
Descendientes de J. Palacios  
Bodegas Alvear  
ARAEX Grands Spanish Fine Wines  
Arinzano Vinos de Pago  
Bodegas Arráez  
Artadi  
Bodega Ateca / Bodegas Tridente /  
Bodegas Rosario Vera  
Cellers Baronia del Montsant  
Les Vins Bonhomme  
Campo Viejo  
Cellers Can Blau / Bodegas Atalaya /  
Bodegas Shaya  
Familia Castaño  
Grupo Chivite  
CVNE - Compañía Vinícola del Norte de España  
Grupo Faustino  
Bodegas Franco-Españolas  
Freixenet  
González Byass  
Guy Anderson Wines  
IberWine  
Bodegas Juan Gil  
Juvé & Camps  
Bodegas Lustau  
Bodega de Moya  
Muriel Wines  
Marqués de Murrieta  
Parés Baltà / Gratavinum  
Bodegas Pedro Luis Martínez / Alceño  
Dominio de Punctum  
Rioja Vega / Príncipe de Viana  
Marqués de Riscal  
Bodegas San Valero  
Segura Viudas  
Bodega Sierra Norte / Bodegas Elias Mora /  
Losado Vinos de Finca  
Torres  
Bodegas Valdemar  
Verum Bodegas y Viñedos  
Vivanco

## CELEBRATING EXCELLENCE

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

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

# Wineries

## 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\*.](#)

Altos Las Hormigas  
Domaine Bousquet

Bodega Catena Zapata  
Finca Decero

Kaiken  
Lamadrid Estate Wines

## 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\*.](#)

Alpha Box & Dice  
Grant Burge Wines

Inland Trading Co.  
Jacob's Creek

Majella Wines

## 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 Tasting Room. [Find out more about BC wineries at \*WineBC.org\*.](#)

Black Sage Vineyard  
C.C. Jentsch Cellars  
Cassini Cellars  
CedarCreek Estate Winery  
Covert Farms Family Estate  
Fort Berens Estate Winery  
Harper's Trail Estate Winery  
Haywire

Hester Creek Estate Winery  
Intersection Estate Winery  
Monte Creek Ranch Winery  
Moon Curser Vineyards  
Mt. Boucherie Winery  
Narrative  
Painted Rock Estate Winery  
Poplar Grove

Quails' Gate Winery  
See Ya Later Ranch  
Steller's Jay  
Thornhaven Estates Winery  
Tightrope Winery  
TIME Winery  
Tinhorn Creek Vineyards  
Unsworth Vineyards

### NOVA SCOTIA

One of the first areas to cultivate grapes in North America, with grape growing documented as far back as the early 1600s, Nova Scotia's soil and mesoclimates create most distinctive premium-quality wines. Best known outside the province for its traditional method sparkling wines, Nova Scotia has over 70 grape growers and more than 800 acres under vine. [Learn more at \*WinesofNovaScotia.ca\*.](#)

L'Acadie Vineyards

### SAKE

Artisan SakeMaker at Granville Island

# Wineries

## 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. 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\* for more information.](#)

Viña Montes  
Viña Santa Ema

Undurraga  
Viña Ventisquero

## 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\*.](#)

Domaines Albert Bichot  
Arthur Metz  
Ballande & Méneret  
Château Belles Eaux  
Château de Carles  
Famille JM Cazes

Domaine de Cristia  
Duclot Export  
Dulong-Calvet  
François Martenot  
Les Grands Chais de France  
Les Grands Chais de France

Vins Jean-Luc Colombo  
Laurent-Perrier  
Salin  
Sovex GrandsChâteaux

## 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 \*germanwinecanada.com\*.](#)

Henkell & Co. Gruppe

## HUNGARY

With a record of extensive vineyards dating back to the 5th century AD, Hungary has its own distinctive range of varieties. Perhaps its best-known wine is the white dessert wine Tokaji, which King Louis XV dubbed, "Wine of Kings, King of Wines." Hungarian sparkling wines (pezsgő) are primarily produced near Budapest in the Buda Hills and Budafok.

Grand Tokaj

# Wineries

## 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).*

Casa Vinicola Botter	Medici Ermete	Sordo
Chiusa Grande	Michele Chiarlo	Tasca d'Almerita
Cleto Chiarli	Monte del Frà	Casa Vitivinicola Tinazzi
Farnese	Rocca delle Macie	Tommasi Family Estates
Feudi di San Gregorio	Rocche Costamagna	Umberto Cesari
Castello di Gabbiano	Savian Vini	Velenosi
Casale del Giglio	Tenuta Sette Ponti /	
Lionello Marchesi	Feudo Maccari	
MASI Serego Alghieri	Tenute Silvio Nardi	

## 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

One of the youngest wine industries in the world, the “can-do” attitude of pioneering winemakers and growers has put New Zealand on the global wine map. Core to their success is the temperate maritime climate, coastal vineyards benefit from long sunshine hours and nights cooled by sea breezes. Known for Sauvignon Blanc, Pinot Noir and wines with pure varietal flavours crafted with elegance, structure and power. *Discover more! Visit [NZWine.com](http://NZWine.com).*

Craggy Range	Sileni Estates	Villa Maria
Oyster Bay Wines	Stoneleigh	

## TURKEY

Winemaking in Turkey dates back 6,000 years; some believe Dionysus, the Greek god of wine, was adapted from a Thracian deity. Until recently, only a small percentage of Turkish wine was exported, but domestic consumption limitations have brought new emphasis on international markets. Turkey boasts more than 1200 indigenous grape varieties, many only now being discovered by wine lovers around the world. Visit [WinesofTurkey.org](http://WinesofTurkey.org) for more information.

Suvla Wines

# Wineries

## URUGUAY

Situated between the River Plate and the Atlantic Ocean, Uruguay produces wines of the highest quality – rare delights that are produced in small but high-quality Bodegas that are for the most part still in the hands of the founding families. Uruguay’s “national grape” is Tannat, known as the healthiest red wine in the world for its high tannin levels.

Bodega Garzón

## 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 Vineyards	Kendall-Jackson	Robert Mondavi Winery
Cannonball Wine Company	Kenwood Vineyards	Signorello Estate
Cherry Pie Wines	La Crema	St. Supéry Estate Vineyards & Winery
Delicato Family Vineyards	Lake Sonoma Winery	Trefethen Family Vineyards
Duckhorn Wine Company	LangeTwins Family Winery and Vineyards	Trim / Edge / Fuse
Geyser Peak Winery	Michael David Winery	
J Vineyards & Winery	Oak Ridge Winery	
Joseph Carr / Josh Cellars		

### 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, Sauvignon Blanc and Riesling present textbook varietal character and are great value for money. *Learn more at [WashingtonWine.org](http://WashingtonWine.org).*

Charles Smith Wines	Chateau Ste. Michelle	K Vintners
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### SAKE (OREGON)

SakéOne

## MULTI-NATIONAL

Henkell & Co. Gruppe



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### SPECIAL EVENTS

ALVARO PALACIOS



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### FESTIVAL SUPPORTERS & SPECIAL THANKS



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

# Our Supporters

## The Wine Festival is Generously Supported by

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Evolution Fine Wines	Venport Wines
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# Our Supporters

## Participating Restaurants, Hotels, Caterers & Venues

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The Blackbird Public House	Marquis Wine Cellar
Blue Water Cafe	Notch8 at Fairmont Hotel Vancouver
Bodega on Main	Ocean Mama Seafood
Chicha	Old Vines The Restaurant at Quails' Gate
Cibo Trattoria	Pacific Institute of Culinary Arts
Cioppino's Enoteca Wine Rooms	per se Social Corner
Cioppino's Mediterranean Grill	Rabbit's Foot Culinary
D'oro Gelato e Caffè	Showcase Restaurant and Bar
Dockside Restaurant	Steel Toad Brewery
España Restaurant	Terminal City Club
Fable Restaurant	Torafuku / Le Tigre
Fairmont Hotel Vancouver	The Vancouver Club
Fanny Bay Oyster Bar	Vancouver Convention Centre East
Federico's Supper Club	Vancouver Convention Centre West
The Flying Pig	Waterview
Glowbal	West Restaurant
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Homer Street Cafe / Tableau	Yew Seafood + Bar
Joe Fortes Seafood & Chop House	

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### Special thanks to:



IVSA is the proud sponsor of the **BUY THE CASE** program, part of our **SHOP THE WORLD** initiative.

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 70% of the wineries attending this year's Festival are represented by Agent members. [www.ivsa.ca](http://www.ivsa.ca)

# Curtain Call

## Wine Festival Board of Directors

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## Planning Committee

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## Gala Executive Committee

Amy Benson, Alan Ferris, Robin Gill, Mark Hicken, Stephanie Hungerford, Randy J. Kaardal QC, Margie Knox, Jana Maclagan

## Wine Festival Staff

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Wine Logistics Coordinators: Josh Clark, Dan Threlfall  
Tasting Room Coordinators: Dennis Goodridge &  
Robert Whyte

## Volunteers

Thank you to 400+ volunteers who help make this festival a great success!

# About the Festival



The Vancouver International Wine Festival, Canada's premier food and wine event, has three mandates: to provide an informative, educational and entertaining wine experience for public and trade; to be a premier marketing opportunity for the wine industry and festival partners; and to raise funds for the Bard on the Beach Theatre Society.

VanWineFest grew from humble roots as a fundraising initiative for the former Vancouver Playhouse Theatre Company, dreamed up by the late **John E. Levine**. The inaugural festival in 1979 featured one vintner – Robert Mondavi – and saw approximately 1,000 people attend the two-day event at Hycroft, the Shaughnessy mansion owned by Vancouver's University Women's Club.

By its fourth year, the festival had grown to attract 45 California wineries, becoming known as the California Wine Festival. The ninth festival in 1987 was the first multi-national event, with wineries from seven countries showcasing their wines. In 1988, VanWineFest moved to the Vancouver Convention Centre, where the main International Festival Tastings have been held ever since.

In 1996, VanWineFest began shining the spotlight on specific wine regions or countries by featuring a new area each year, with the French wine region Bordeaux as the inaugural theme. This year, the theme countries are Spain and Portugal, with 38 wineries coming from Spain and 20 from Portugal, the largest representation of the Iberian Peninsula in festival history.

Today VanWineFest attracts some of the biggest industry names from around the world and is firmly established as the continent's premier wine event and among the biggest, best and oldest wine events in the world. It features wine tastings and pairings, gourmet dinners and luncheons, educational seminars and culinary competitions, wine parties and a charity wine auction and gala dinner.

This is a rare opportunity to meet owners, winemakers and senior representatives from wineries around the globe. For either the experienced wine lover or the novice, the festival has something to please every palate and pocketbook.

## Bacchanalia GALA DINNER + AUCTION

The main fundraising event for Bard on the Beach is the annual Bacchanalia Gala Dinner + Auction, one of the most spectacular wine and food events in the city - an evening of incredible wine, inventive food pairings, and unparalleled opportunities to enhance your wine cellar.

The Bacchanalia Gala kicks off with a sparkling wine reception at 6 p.m., and features nine additional outstanding wines paired with an exquisite five-course menu prepared by the Fairmont Hotel Vancouver's executive chef Cameron Ballendine. All of this is topped off with live music and dancing. And if that's not enough, live and silent auctions throughout the evening feature extremely rare wines, epicurean getaways and unique culinary experiences featuring chefs and sommeliers from the West Coast's top restaurants. A must for any serious wine collector!

📅 **Saturday, February 24**  
📍 **Fairmont Hotel Vancouver**  
🕒 **6-11 p.m.**  
💎 **\$450/\$3600 table of 8**

Gala ticket information available at [VanWineFest.ca](http://VanWineFest.ca), [gala@vanwinefest.ca](mailto:gala@vanwinefest.ca) or **604.637.3098**.



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

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

Celebrating its 29<sup>th</sup> season in 2018, Bard on the Beach is 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 2018 season, running from June 6 to September 22, opens with **As You Like It** on the BMO Mainstage, directed by Daryl Cloran (*Love's Labour's Lost*, 2015). Playing in repertory with *As You Like It* will be **Macbeth**, directed by Crow's Theatre Artistic Director Chris Abraham. On the Howard Family Stage in the Douglas Campbell Theatre, Meg Roe (*The Tempest*, 2014) directs **Timon of Athens**, alternating with **Lysistrata** directed by Lois Anderson (*Pericles*, 2016) and adapted by Anderson and Jennifer Wise.

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 100,000 in 2017 and more than 1.6 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 during the year at the BMO Theatre Centre, as well as *Bard in the Classroom* workshops for students and teachers during the school term. Its Riotous Youth program provides further Shakespearean theatre education and administrative training to young adults.

## SHAKESPEARE FESTIVAL Under the tents in Vanier Park, Vancouver, Canada

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“All The World’s A Stage”

As You Like It

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ON THE BEACH

JUNE 6 to SEPTEMBER 22, 2018

BMO MAINSTAGE

HOWARD FAMILY STAGE

AS YOU  
LIKE IT

MACBETH

TIMON OF ATHENS

LYSISTRATA

Adapted by Jennifer Wise & Lois Anderson

Bard on the Beach is the proud beneficiary of the





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