



April 2018

Dear Members,

R.I. Convention in Toronto, Canada



We have worked with Robert Morrow to organize our events in Toronto at the International Convention and they begin with a Pre-Conference Tour of the Niagara Wine Region. **This is a one-day event on Friday, June 22nd** that will include touring and tastings at three interesting and very good wineries, a spectacular lunch and a visit to the historic Niagara-on-the-Lake. We will leave Toronto at 8:30 am and return by 6:30 pm. We will be accompanied by a guide with expertise in the local geography, history of Greater Toronto and the Niagara Peninsula and in the local wines. The tour is limited to 40 people and the cost, all inclusive, is \$235 USD. Please go online now and make your reservations on Eventbrite and prepay: <https://www.eventbrite.com/e/rwafs-niagara-vintage-wine-tour-tickets-45018912780>

We have also planned two exciting dinners that will feature not only great food in top restaurants but Canadian wines as well. We don't hear much about Canadian wines but this convention provides us a unique opportunity to learn about them. I have included an article that gives us some information and I urge you to research them on your own prior to the convention and the wine tour. As with much of the wine world, the Canadian wine industry has matured and they are producing some wonderful wines over and above the highly regarded, expensive and much sought after "ice wines". Here is the much-anticipated information (specific menus and wine lists to be contained in a later newsletter):

On Sunday night, we will hold our typically fabulous "Lifetime Members Only Dinner" at the beautiful Canoe Restaurant, located on the top (54th) floor of the TD Bank Tower, 66 Wellington Street West, Toronto, ON M5K 1H6. Canoe is ranked in the top 10 of all of Toronto's 9,200 restaurants and is located just a 10-minute walk from the Metro Convention Center in the heart of the financial district. The views of the Toronto Harbour are spectacular. We have developed an extra special 4-course menu which will be paired with Canadian wines that will pair well with the food. This is our most upscale venue but will only cost \$165 USD* per person, inclusive of wine, food, tax and gratuity. At the present time, there will only be room for about 120 Lifetime members and about that many have already expressed interest, so please go online now and make your reservations on Eventbrite and prepay: <https://www.eventbrite.com/e/rwaf-lifetime-members-dinner-tickets-45017614898>

On Tuesday night, we will dine at the Elm Tree Restaurant, located at 43 Elm Street, Toronto, ON M5G 1H1. Elm Tree is also listed in the top 10 restaurants in all of Toronto. This is in mid-town Toronto, easily accessible by subway (Dundas stop on the Yonge Street line) and about 1.3 miles from the Metro Convention Center – very close to the major shopping area (the Eaton Centre). We will start with an optional cash bar for those who arrive early, followed by an array of starters and main courses (3 each) that will be served family style at each table. Appropriate wines will be served to pair with each course. The cost will be \$140 USD*, per person, all inclusive. There will be room for only about 82 people and, again, we urge you to purchase your tickets as quickly as possible at: <https://www.eventbrite.com/e/rwaf-all-members-dinner-tickets-45018444379>

Note: In each case, a password will be required. It is “Toronto”.

- NOTE: The prices you see on the Eventbrite sites, plus the fee they charge for their service, will equal the prices shown here in this newsletter.

Please note that we now have over 4,500 members in 66 countries and any seats not sold in advance tend to sell out quickly once the convention starts. Our existing members can make reservations and pay in advance. Members may invite guests, hopefully prospective RWAF members. Cancellations will be accepted up to 5 PM, Central Daylight Time in the US, Friday, June 2, 2017. In order to accommodate as many members as possible, it is imperative that you check in at the Booth in the House of Friendship as soon as you arrive at the convention to assure your seats for these events.

House of Friendship: We will also host a booth (Booth # 2639) in the House of Friendship. Our RWAF Secretariat (PDG Jerry Wall, jerrywallrotary6190@gmail.com) will organize the staffing of the booth. As those of us who have done this in past conventions know well, manning the booth is a wonderful experience – you get the opportunity to meet the neatest people from all over the world – and they share your interest in Rotary, great wine and good food. **Anyone wishing to join us in the booth should contact Jerry now and/or come by the booth when the House of Friendship first opens on Saturday morning or as soon as you can.**

The booth is not only fun, it is a most important part of our Fellowship. We get a chance to meet other RWAF members who we may not have seen in awhile (or ever) and we gain membership. You can also pick up pins there if you have lost yours or want to purchase one for your spouse. Exhibitor's Badges will be available at the registration desk.

Contact Jerry at:

jerrywallrotary6190@gmail.com

CONNECTING WITH CANADIAN WINE

February 23, 2018 By John Downes

I recently appeared on BBC World's *Connecting Commerce*, a series highlighting companies around the world that are successfully trading beyond their home market. "We'd like you to comment on Canadian wines John", was the initial request from the BBC producer. I've tasted several Canadian wines over the years but have yet to visit the vineyards, "sounds interesting", I replied booking the filming day into my diary. I was right. The programme, the wines and the featured winemaker were all very interesting! What's more, after the show, Canadian wines are far closer to my heart!

The featured winery was Norman Hardie Estate based in picturesque Prince Edward County, Ontario, a two-hour drive east of Toronto on the shores of Lake Ontario. The vineyards lie on latitude 43 degrees north; for the record, Burgundy in central France straddles 47 degrees north. The relevance of the comparison will unfold below.

The vineyard summers are often glorious but with temperatures often dipping below minus 25 degrees centigrade it's the Canadian winter temperatures that get the adrenalin pumping, "minus 25 is the absolute death knell for *vitis vinifera* [the common grape vine]; we have to bury our 80 000 vines in the winter to protect them. It's a huge job," says Norman Hardie who had travelled to London to appear in the programme. If that wasn't labour intensive enough, come April and May fires are lit and wind turbines positioned in an attempt to drive away late frosts. Sadly, sometimes in such an extreme climate their efforts fail - they lost more than 80% in 2015!

Up against such challenges, you might question why Hardie ever chose to plant vineyards in Ontario back in 2004. "Despite the challenges, the combination of cool weather and the clay and limestone soils of Prince Edward County

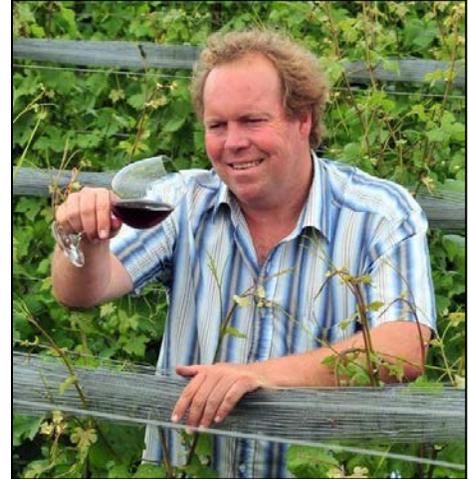


allow us to make unique, world class wines. Great wines are always made on the edge, and we're certainly on the edge," says South African-born Hardie, who prior to going into winemaking had been a sommelier in Toronto.

Here comes the first Burgundy link. Norman Hardie Estate wines are primarily made from the Burgundy grapes, that's Chardonnay for white and Pinot Noir for red. I was impressed ... the wines had a Burgundian style but carried a unique Canadian passport.

Over the years I've seen winemakers around the world attempt to make 'Burgundy' and fall short, eventually realising that Burgundy's unique climate, 'terroir', land and tradition, and therefore wines, cannot be replicated. Happily, global winemakers are now making excellent Pinot Noir and Chardonnay in a style that reflects their own unique 'terroir'.

Hardie, a Burgundy aficionado, wisely realised this from the very start. His 2015 Chardonnay (£25, \$40) part fermented in 500 litre French oak with its crisp, citrus apple flavours, yeasty overtones and layered finish brought a smile to the BBC filming crew as did the 2016 Pinot Noir (£30, \$45) with its cherry, strawberry aromas and flavours, crisp, silky mouthfeel, attractive earthy edge and lingering red fruit finish.



Norman Hardie's sommelier story is a bit of a red herring for he studied winemaking in Burgundy, Oregon, California, South Africa, and New Zealand prior to establishing his own winery. He always had big ideas, "from day one I wanted my wines to be sold internationally", he smiled. This dream brought his next big challenge however - how to persuade a sceptical world to take Canadian wine seriously, not easy as he's on record as saying that Canada made 'terrible' wines 30 years ago.

I was asked on camera why Hardie is succeeding, "he had to start with a high quality wine of course but as Canada is so little known on the global wine stage he also had to work extra hard to make his wines stand out.

Most winemakers don't tell stories, they say 'here's my wine what do you think about it?' but they don't tell the story behind the wine. For me, that's really important as it gives a picture to the consumer. Norman Hardie tells great stories!", was my reply.

The internet is an amazing tool but to be able to see eye to eye you have to meet face to face, a point not lost on Hardie who, armed with great stories and a few cases of wine, turned himself into a travelling salesman to build his wine's global reputation, "one top sommelier, one top buyer, and one top wine journalist, at a time". Flying around the world, pounding the pavement, speaking to people, visiting wine fairs, importers and Michelin-starred restaurants, Hardie changed people's concepts about Canadian wine, "I slowly built up export orders focussing initially on the U.K. and New York", he revealed.

To put Canadian wines in perspective, Italy (17%), France (16%), Spain (12%) and the U.S.A. (10%) are the leading global wine producers – in meagre comparison, Canada produces just 0.4% of the world's wine. If Norman Hardie has anything to do with it Canada's percentage is set to rise.

From selling 6,000 bottles in 2004, the Norman Hardie Winery produced 240,000 in 2016. From that, bottles were exported across eight countries - China, Denmark, Japan, New Zealand, Sweden, Taiwan, the UK, and the US. "Export success has also had the added bonus of boosting home sales", notes Hardie. Now you'll understand why he was picked up on the BBC radar.

"Where would you suggest for Hardie's next global marketplace", I was asked. "Australia", I swiftly replied. I present corporate and masterclass events regularly 'Down Under' and have long realised that the Aussie wine drinker appreciates quality and is prepared to pay for it. AUS\$30-40 is a common price tag in a Sydney bottle shop. Compare these Australian price tags with the £5.50 (AUS\$9) average UK price and you'll see why I am often amazed at winemakers jostling desperately for a space on UK shelves.

Preparing to bury the vines for another winter, Norman Hardie smiles, "it's all worth it, that credibility, that international credibility, says you're doing something right."

Read more: <http://www.snooth.com/articles/connecting-with-canadian-wine/?viewall=1#ixzz58BHJTRhv>

Other websites that you might like to explore are:
[Wines of Canada - Official Site \(winesofcanada.com\)](http://winesofcanada.com)

Why Do We Clink Glasses?

A tradition left over from darker days

Why do we clink our wine glasses together before we drink? No one knows exactly—but there are theories behind this high-spirited practice and they lie in a darker, more dangerous world than ours.

One theory is that during the Middle Ages, a time of chaos and mistrust, glasses were clinked together so that wine sloshed between cups in order to prove that one drinker wasn't trying to poison the other. Another thought is that glasses were clinked together to create a noise that would scare away evil spirits lurking nearby. Many societies all over the world, including ours, practice some kind of noise-making to scare away demons—bells rung on a wedding day, shouting on the New Year—and perhaps the clinking of glasses was meant to serve the same purpose.



A third theory is that the clink completes the wine experience. It is a common saying that wine should fulfill all five senses—its color, aroma, body and taste fulfill four of the five senses, and the clinking of glasses supplies the fifth. The last theory, and the one that holds the most sway today, is that clinking glasses is a symbolic tradition from the days when everyone at a gathering drank from the same cup. Passing around a single cup was a way of bringing a group together symbolically and physically (as well as saving on dishware in an era before dishwashers and cheap glassware!).

Nowadays everyone drinks from his or her own glass, but the symbolism is still present in the tradition of clinking glasses together. Not only are we physically bringing our glasses together, but we are cementing a bond of unity and companionship.

HUMOR

Secrets to a long happy marriage



A old woman was sipping on a glass of wine, while sitting on the patio with her husband, and she says, "I love you so much, I don't know how I could ever live without you"... Her husband asks, "Is that you, or the wine talking?"... She replies, "It's me... talking to the wine."

Wine Quote:

"Enjoy life. There's plenty of time to be dead."

Hans Christian Andersen

Calendar of Events:

In this section, we want to publicize any upcoming events that either the RWF or local chapters are planning. An even quicker, better way is to list them on our Facebook page: Rotarian's Wine Appreciation Fellowship or contact Claire Larson: clarson@mail.telepac.pt

A Fellowship Event

We're going to France for a wine adventure!



"A Taste of France"
April 19 - 5:00 pm
Canyon Wren
 Wine tasting, snacks, wine tips & auction.
 \$10 per person
 NO PASSPORT REQUIRED
 Your host - Ken Kohnhorst

Leavenworth Rotary, Leavenworth, Washington

Here are the wines we will be tasting...these are in order:

Lucien Albrecht Cremant Rose Champagne Blend
 La Forcine Vouvray Demi Sec 2016 Chenin Blanc
 le Petit Silex Sancerre 2016 Sauvignon Blanc
 Barville Cotes du Rhone Blanc 2015 White Rhone
 Perrin Ventoux Rouge 2015 Red Rhone Blend
 Philippine de St Cyrille Chateauneuf du Pape 2014 Red Rhone
 Chateau Bouscasse Red 2012 Tannat
 Joseph Drouhin - Laforet Pinot Noir 2015 Pinot Noir
 Louis Jadot Beaujolais-Villages Red 2016 Gamay
 Chateau Trillol Corbieres Rouge 2013 Carignane, Grenache, Syrah

All wines were under \$20.00. We will also have a slide presentation to go along with the wines...talking about labels, wine regions and various aspects of French wine. If someone wanted use my presentation (Power Point) just drop me a e-mail at graphicone@chater.net Ken Kohnhorst Editor

June 23 – 27, 2018: Rotary International Convention in Toronto, Ontario, Canada. Register early so there will be less chance of a conflict between our dinners and the opening and closing ceremonies. We are planning to have another good convention experience for RWF members.



Recommended Value Wines:

As we continue to do, we will list about ten value wines with each newsletter. These are wines from around the world that are readily available in many markets, are rated by some "expert" as being at least 88 points (out of 100) and which cost \$20 USD or less. We would appreciate any additions suggested by any member. We feel that no matter what type of wine you enjoy, you ought to be able to find a good one at a reasonable price.

Year	Name of Wine	Specific Designation	Type	Cost	Rating	Rater
2014	Mitolo	Jester, McLaren Vale	Cabernet Sauvignon	\$15	90	WS
2012	Chateau Teyssier	Montagne, Saint-Emillon, FR	Red Blend	\$12	90	WE

2015	75 Wine Company	California	Cabernet Sauvignon	\$16	90	WA
2014	Amplus	Maipo Alto, CH	Red Blend	\$17	93	W&S
2013	Folie a Deux	Alexander Valley, CA	Cabernet Sauvignon	\$17	90	WE
2015	Kirkland	Pauillac, FR	Red Blend	\$23	89	WE
2014	Chateau de Ribebon	Bordeaux Superior, FR	Red Blend	\$8	90	JS
2015	Murphy-Goode	Northern Coast, CA	Sauvignon Blanc	\$9	90	WE
2015	Beringer	Luminus, Oak Knoll, Napa, CA	Chardonnay	\$19	93	V
2015	Chateau Gaudrelle	Vouvray, Loire Valley, FR	White Blend	\$17	93	WE

A Few Special Wines:

Year	Name of Wine	Specific Designation	Type	Cost	Rating	Rater
2014	Amon-Ra	Barossa Valley, AU	Shiraz	\$80	94	V
2012	Casa E. di Marafiore	Piedmont, Italy	Barolo	\$29	93	WS

WS = "Wine Spectator" WA = "Wine Advocate" (Robert Parker) WE = "Wine Enthusiast"
W&S = "Wine & Spirits" - IWC = International Wine Cellars - CCH = Not yet rated, my score -V= Vinous

We will always appreciate your comments and suggestions. You are receiving these newsletters because you are members of the RWAF and publishing a newsletter is one of the duties of a Rotary Fellowship. If you would like to discontinue receiving these newsletters, please so indicate by return email and you will be removed from our address list.

Thank you for the continued opportunity to serve.

Conrad C. Heede, PDG
President - RWAF

