

bc wine shop.com

PREMIUM BC BOUTIQUE WINES

Specializing in small-production, hard to find, premium, boutique wines. We are passionate about the wine we sell and the style in which it is presented. Our perspective on wine is both global and regional, promoting true wine appreciation on all levels. Our goal is to build and progressively develop wine appreciation with both the industry and the consumer.

Winter 2011/ 2012 Portfolio



EX NIHILO

THERAPYTM
VINEYARDS & GUESTHOUSE

Perseus

SEVEN
STONES

MISCONDUCT
WINE CO.

HERDER
WINERY & VINEYARDS



Eau Vive
ORCHARD HILL
ESTATE CIDERY

Mt. Boucherie
ESTATE WINERY

Wine List Consulting

- Creative Wine Solutions and Alternative Perspectives
- Cost Management and Pricing Analysis
- Sourcing and Supply Management
- Creative Presentation and Design
- Wine List Support (Wine List Cheat Sheet)
- Progressive Wine Sales Support
- Wine Sales Educational Development

Wine Education

Wine Service

- Suggestive Wine Sales & Effective Strategies
- Presenting, Opening & Serving
- The Art of Romancing a Wine

BC Perspective

- Winery and Industry Production
- Distinct, Regional Flavour Profiles & Styles

Wine Appreciation

- Wine speak
- Sight, Smell, and Taste

Food and Wine

- Principles of Food and Wine
- Compliment vs. Contrast
- "FASS food FAAST" wine

Wine and Health

- Misconceptions and Oversights
- Lifestyle choice

To Contact or Order - 1 866 826 WINE

orders@bcwineshop.com

P 250.493.9412

E ORDERS@BCWINESHOP.COM

T 250.493.9444

WWW.BCWINESHOP.COM

SALES ASSOCIATES

Gerrit Van Staalduinen
Sales & Marketing
Office (250) 493 9412
Cellular (250) 490 5786
gerrit@bcwineshop.com

Olivia Cyca
Retail & Licensee Sales Associate - Okanagan
Office (250) 493 9412
Cellular (250) 469-1544
olivia@bcwineshop.com

ORDER DESK

Debbie Oviatt
Office Manager
Office (250) 493-9412
orders@bcwineshop.com

To Order

Call 1 866 826 Wine (9463)
Fax 1 250 493 9444
email orders@bcwineshop.com

Send Checks To:
104-2510 Government St.
Penticton, British Columbia
V2A 4W6

ORDER SCHEDULE

		Order Day	Delivery Day
North Okanagan	(Vernon to Sicamous)	Tuesday	Wednesday
Central Okanagan	(Westbank, Kelowna & Winfield)	Monday	Tuesday/Friday
Thompson/Nicola	(Merritt, Kamloops & Sun Peaks)	Tuesday	Wednesday
South Okanagan	(Peachland, Penticton & Osoyoos)	Wednesday	Thursday

Kootenays/Cariboo - For Deliveries the following week

Kootenays	(Rosland, Trail, Nelson, & Castlegar)	Friday & Monday
East Kootenays	(Cranbrook, Invermere, Radium, Fernie & Golden)	Monday
Yellowhead	(Clearwater, Valemont & McBride)	Tuesday
Cariboo	(Williams Lake & Prince George)	Wednesday



EX NIHILO

EX NIHILO VINEYARDS

Established - 2005

Location – Lake Country, Okanagan

Wine Making – New World, California influence

Proprietor – Jeff & Decoa Harder

Production - 1444 cases

CSPC	Wine	Vintage	Size	Retail	Ounce	Production
846808	Riesling	2010	750ml	23.00 RD*	0.92	100 cases
346866	Pinot Gris	2010	750 ml	21.00 RD*	0.84	584 cases
Dec 2011	Pinot Noir	2010	750 ml	25.00 RD*	0.98	566 cases
21832	Merlot	2008	750 ml	35.00 RD*	1.41	522 cases
114157	The Night Bordeaux Blend	2007	750 ml	40.00 RD*	1.60	512 cases
871772	Sympathy for the Devil Riesling Ice Wine	2004	375 ml	125.00	9.60	222 cases
824433	Sympathy for the Devil Pinot Noir Ice Wine	2004	375 ml	125.00	9.60	222 cases

MERLOT 2008

Tasting Notes: Classic Merlot with a rich ruby-red color and an expressive nose of raspberry, cherry, dark chocolate and allspice. A silky mouthful of black cherry fruit and a balanced finish. An elegant wine which is approachable now and whose structure will show added complexities over the next 5 - 8 years.

RIESLING 2010

Tasting Notes: Heady aromas of peach, apple and grapefruit tantalize the nose. The palate is loaded with flavors of passion fruit, lemon and gooseberry with mineral undertones. Crisp acidity gives the wine excellent structure with great cellar ageability.

RIESLING ICEWINE 2004 "Sympathy for the Devil"

Color: brilliant golden blonde

Aroma: Caramel and baked apple, accented with notes of peach and pineapple

Flavor: The palate further reveals the wine's complexity with flavors of mango and dried apricots.

PINOT NOIR ICEWINE 2004 "Sympathy for the Devil"

Color: light rose tending toward gold

Aroma: fresh berry with intense raisin.

This wine will also gain complexity with additional cellaring, estimated at 8-10 yrs





Fairview Cellars

Fairview Cellars is a small Farm Winery producing predominantly big reds containing: Cabernet Sauvignon, Merlot and Cabernet Franc. The winery is located in the Wine Capital of Canada, Oliver, BC on the renowned Golden Mile, adjacent to the Fairview Mountain Golf Course.

Location - Oliver

First Vintage - 1995

Wine Making - **Bill Eggert**

Vineyard - 6 acres

Wine Background - Viticulture

Production - 2200 cases

CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
565069	Sauvignon Blanc "Outstanding", Winepress N.W. 2009	2010	750 ml	19.90	0.79	112 cases
297184	Cabernet Franc	2009	750 ml	26.90	1.08	56 cases
265231	Merlot	2007	750 ml	24.90	0.99	56 cases
567917	Two Hoots 65% Cab Sauv, 10% Cab Franc, 25% Merlot	2009	750 ml	24.90	0.99	220 cases
11304	Mad Cap 65% Merlot, 30% Cab Franc, 5% Cab Sauv	2007	750ml	26.90	1.08	84 cases
111633	Cabernet Sauvignon, Reserve	2008	750ml	39.90	1.60	56 cases
111625	The Bear Reserve Meritage Blend	2008	750 ml	34.90	1.40	84 cases

HERDER

WINERY & VINEYARDS

Location - Keremeos

First Vintage - 2003

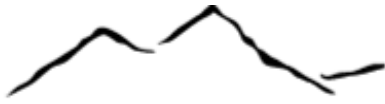
Wine Making - **Lawrence Herder**

Vineyard - 15 acres

Wine Background - California

Production - 4000cases

CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
800524	Chardonnay	2009	750ml	19.90	0.80	65 cases
Dec 2011	Three Sisters Chard, Viognier, Pinot Gris	2010	750ml	22.90	0.92	265 cases
193920	Syrah	2008	750 ml	39.90	1.60	30 cases
319442	Josephine	2007	750 ml	39.90	1.60	81 cases
Dec 2011	Estate Pinot Noir	2009	750 ml	34.90	1.40	28 cases
Dec 2011	Estate Chardonnay	2010	750 ml	34.90	1.40	28 cases
Dec 2011	Meritage	2009	750 ml	22.90	0.92	226 cases



Mt. Boucherie
ESTATE WINERY

Location - West Kelowna

First Vintage - 2000

Wine Making - Jim Faulkner, David Fredrick

Vineyard - 290 acres

Wine Background - Okanagan Viticulture

Production - 25 000 cases

Estate Collection						
CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
110650	Semillon	2008	750 ml	14.99	0.59	500 cases
602102	Chardonnay, Un Oaked Silver Medal - 2011 All Canadians Wine Champ.	2009	750 ml	14.99	0.59	150 cases
602094	Pinot Gris Gold Medal, "Grand Harvest, California" (*LTO \$14.90)	2010	750 ml	14.90*	0.59	500 cases
602086	Gewurztraminer Gold Medal, "Grand Harvest, California"	2009	750 ml	15.99	0.63	500 cases
602078	Riesling	2009	750 ml	15.99	0.63	100 cases
92940	Gamay Noir	2009	750 ml	14.99	0.59	300 cases
136051	Estate Merlot	2007	750 ml	16.99	0.68	300 cases

Summit Reserve						
CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
624437	Pinot Noir Gold Medal - 2011 All Canadians Wine Champ.	2009	750 ml	19.99	0.79	150 cases
723759	Merlot	2007	750 ml	19.99	0.87	500 cases
496489	Cabernet Franc	2005	750 ml	24.99	0.99	56 cases
066076	Syrah	2007	750 ml	24.99	0.99	100 cases
632893	Summit Silver Medal, "Canadian Wine Access"	2007	750 ml	24.99	0.99	500 cases

Wine Notes :

Fresh – Crisp, Clean, Thirst Quenching
Soft – Mellow, Easy To Sip, Lingering
Luscious – Mouth Watering, Sumptuous

Juicy – Tantalizing, Fruity, Easily Drinkable
Smooth – Silky, Round, Deliciously Balanced
Big – Strong, Intense, Boldly Satisfying

MISCONDUCT WINE CO.

Location - Penticton Vineyard – Oliver, Osoyoos Established - 2006 Production - 1800 cases
Wine Making – Rich Da Silva Wine Background – New World, South Okanagan Farming History

The Story

It takes a great deal of Misconduct to produce the bee's knees, (berries), giggle juice hitting on all six. Our clandestine syndicate, "The Un-Crushable" will not reveal the vineyard sources or what truck our grapes may have fallen off of. Many secret meetings, late night sit downs and back road handshakes have transpired to en-

CSPC	WINE	Vintage	Size	Retail	Ounce	Allocation
160333	Misfit Chardonnay, Chenin Blanc, Viognier	2008	750ml	13.90	0.75	556 cases
818286	Massacre Rose	2008	750ml	18.90	0.75	144 cases
789495	The Big Take Cab Sauv, Cab Franc, Merlot	2009	750ml	22.00	0.88	672 cases
now avail.	Suspect Series Viognier, Chenin Blanc	2008	750ml	22.00	0.88	112 cases
now avail.	Suspect Series Syrah Malbec	2008	750ml	34.00	1.32	112 cases

ORCHARD HILL ESTATE CIDERY



The cider is carefully hand crafted on the orchard by the Dhaliwal family with fruit grown right on the family orchard. there are five varieties which are used to make the signature Summer Cider. a blending of the old and new varieties: Macs and Fuji's are the base for this signature blend creating a true dry style cider.

CSPC	Cider	Vintage	Size	Retail	Ounce
now avail.	Red Roof Cider 4 pack	2009	355ml/4pk	11.50	0.21
186668	Red Roof Cider Swing Top 1 liter	2009	1 ltr	10.50	0.25
803395	Red Roof Cider Small Keg	2009	18 ltr	75.00	0.11



SEVEN STONES

Location - Similkameen Valley
Wine Background - Viticulture
Production - 1200 cases

First Vintage - 2003
Vineyard - 17 acres
Wine Making - **George Hanson**

CSPC	Wine	Vintage	Size	Retail	Ounce	Production
877340	Chardonnay Gold Medal, "All Canadians 2009"	2008	750ml	24.99 RD*	0.99	400 cases
678571	Pinot Noir	2008	750ml	27.99	1.12	260 cases
224931	Merlot, Row 128 Best of Class, "Spring Okanagan Wine Festival" Silver Medal, "All Canadians 2010" 91 pts- "John Schreiner"	2009	750ml	24.99 RD*	0.99	300 cases
782102	Meritage Silver Medal, "All Canadians 2010" 91 pts- "John Schreiner"	2007	750ml	31.99	1.27	800 cases
78907	Cabernet Franc 89 pts- "John Schreiner"	2009	750ml	28.00	1.12	250 cases



Location - Similkameen Valley

Established - 2006

Production - 1800 cases

Wine Making - Andrew Winsor

Wine Background - New World, Fruit Forward, Terroir Expressive

CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
483324	Gewurztraminer	2008	750ml	17.00	0.68	96 cases
483331	Chardonnay 86 pts- "John Schreiner" Gold Medal, "All Canadians, 2011"	2009	750ml	18.00 RD*	0.72	94 cases
483317	Pinot Noir 87 pts- "Anthony Gismondi" Silver Medal, "All Canadians, 2011"	2008	750ml	19.00 RD*	0.76	164 cases
168229	Cabernet Franc	2009	750ml	22.00	0.88	54 cases

Perseus

Location - Lower Bench Road

First Vintage - 2008

Wine Making - **Lawrence Herder**

Vineyard - 90 acres Similkameen

40 acres OK Falls

12 acres Skaha Lake Bench

12 acres Naramata

Production - 1000 cases, first vintage

CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
127209	Pinot Grigio (*LTO \$13.90)	2009	750ml	19.90 RD*	0.68	96cases
127365	Sauvignon Blanc	2009	750ml	19.90 RD*	0.72	94 cases
127068	Merlot, Oct 2010	2010	750ml	21.90 RD*	0.72	288 cases
127258	Shiraz Cabernet	2009	750ml	21.90 RD*	0.80	164 cases
143578	Tempus 3 Vineyards Syrah	2009	750ml	28.90		56 cases
127290	Invictus Bordeaux Blend	2008	750ml	32.99		56 cases

Shiraz Cab 2009

Vineyard: 58% Shiraz - OLD STATION VINEYARD, OKANAGAN FALLS, BRITISH COLUMBIA
48% Cabernet Sauvignon - OSOYOOS BEACH VINEYARD, OSOYOOS, BRITISH COLUMBIA

- Cooperage: :60% new oak - expressing spice, fresh new world approach.
- Nose: white pepper, black pepper, meaty, plum
- Palate: pepper & spice with blackberry. meaty & leathery
- Finish: Peppery linger with firm tannins

Merlot 2009

Vineyard: N'KMIP VINEYARD, BLACK SAGE, OLIVER, BRITISH COLUMBIA

- Cooperage: 20% new oak - expressing the varietal fruit character.
- Nose: bing cherry, chocolate, toast
- Palate: smooth texture showing cherry, vanilla & toast
- Finish: Caramel linger with tannin

Pinot Grigio 2009

Vineyard: N'KMIP VINEYARDS, BLACK SAGE, OLIVER, BRITISH COLUMBIA

- Cooperage: Slow cold fermentation for 26 days, aged in 100% Stainless Steel for a crisp varietal expression.
- Nose: lemon zest, pear, green apple
- Palate: dry crisp green apple, pear & citrus
- Finish: Crisp acidity

Sauvignon Blanc 2009

Vineyard: OLD STATION VINEYARD OKANAGAN FALLS, BRITISH COLUMBIA
Harvested when flavours showed a bit of grassiness & tropical flavours.

- Cooperage: Fermentation for 21 days in 100% Stainless Steel.
- Nose: guava, melon, peach rind
- Palate: peach, star-fruit & pineapple

THE THERAPY™

VINEYARDS & GUESTHOUSE

Location - Naramata Bench
First Vintage - 2004

Vineyard - 12 acres
Production - 12000 cases

Wine Making - Steven Latchford
Wine Background - Naramation

CSPC	Wine	Vintage	Size	Retail	Ounce	Allocation
918946	Freudian Sip Riesling, Pinot Gris, Gewertz,	2010	750 ml	16.99	0.68	212 cases
86249	Pink Freud (Sold Out) Rose	2009	750 ml	16.99	0.68	212 cases
234682	Freud's Ego (Meritage) Oliver, Golden Mile	2008	750 ml	16.99	0.68	336 cases
392332	Gewurztraminer Naramata Bench Bronze Medal, "All Canadians, 2009"	2008	750 ml	17.99	0.72	56 cases
265462	Pinot Gris Naramata Bench Gold Medal, "All Canadians, 2009"	2008	750 ml	19.99	0.79	28 cases
859488	Chardonnay Naramata Bench Bronze Medal, "Fall Wine Festival"	2008	750 ml	21.99	0.88	112 cases
106468	Merlot Naramata Bench Bronze Medal, "Fall Wine Festival"	2008	750 ml	21.99	0.88	164 cases
776716	Pinot Noir Naramata Bench Gold Medal, "Fall Wine Festival"	2008	750 ml	21.99	0.88	84 cases
290494	Syrah Oliver, Golden Mile	2008	750 ml	23.99	0.96	112 cases
659144	Super Ego, (Meritage) Oliver, Golden Mile	2007	750 ml	38.99	1.56	58 six packs

Wine Notes :

Fresh – Crisp, Clean, Thirst Quenching
Soft – Mellow, Easy To Sip, Lingering
Luscious – Mouth Watering, Sumptuous

Juicy – Tantalizing, Fruity, Easily Drinkable
Smooth – Silky, Round, Deliciously Balanced
Big – Strong, Intense, Boldly Satisfying



Location - Osoyoos
Vineyard - 5 acres
Wine Making - Chris & Beata Tolley
First Vintage - 2004
Production - 6000 cases
Wine Background - New Zealand

CSPC	Wine	Vintage	Size	Retail	Ounce	Production
886390	Second Crossing Sauvignon Blanc	2009	750 ml	15.90	0.58	250 cases
167478	Second Crossing Long Creek Red Double Gold, "All Canadians, 2010"	2009	750 ml	17.90	0.65	250 cases
163170	Chardonnay	2010	750 ml	21.90	0.88	60 cases
398057	Viognier Silver Medal - 2011 Northwest Wine Summit	2010	750ml	27.90	1.12	112 cases
866152	Afraid of the Dark Viognier, Roussanne, Marsanne Silver Medal - 2011 San Francisco Int. Wine Comp. 90 points, Beppi Crosariol, "Globe & Mail" 90 Points, Gismondi "A white wine to die for"	2010	750 ml	21.90 RD*	0.80	540 cases
527929	Merlot Silver Medal - 2011 Los Angeles Int. Wine Comp. 90 points, Beppi Crosariol, "Globe & Mail"	2009	750 ml	24.90	0.88	270 cases
783936	Border Vines Red Cab Sauv, Cab Franc, Merlot, Petit Verdot, Malbec, Carmenere Silver Medal - 2011 Los Angeles Int. Wine Comp., 91 points Silver Medal - 2011 Northwest Wine Summit	2009	750 ml	24.90 RD*	0.80	1304 cases
91843	Syrah (Sold Out) Gold Medal - 2011 All Canadian Wine Championships Silver Medal - 2011 Northwest Wine Summit	2009	750 ml	24.90 RD*	0.80	450 cases
778019	Tempranillo Silver Medal - 2011 San Francisco Int. Wine Comp. Silver Medal - 2011 Northwest Wine Summit	2009	750 ml	27.90	1.12	280 cases
806117	Dead of Night Premium blend, Tannat / Syrah Gold Medal - 2011 San Francisco Int. Wine Comp. Gold Medal - 2011 Los Angeles Int. Wine Comp., 92 points	2009	750 ml	38.90	1.56	336 cases

WINE FACT SHEET

One Glass	five oz.	One bottle	five 5 oz glasses
One case of wine	60 glasses	One barrel	228 liters or 25 cases
One ton of grapes	2 ½ barrels of wine	One vine	4 bottles of wine
One Magnum	2 bottles	One Jeroboam	4 bottles
One Methuselah	8 bottles	One Nebuchadnezzar	20 bottles

EVENT PLANNER

First Hour	2 glasses per person
Second/Third Hour	1 glass per person

OKANAGAN WINE GRAPE YIELDS

Low – 2 tons/acre

High – 8 tons/acre

WORLD WINE REGIONS, AND VARIETAL STEREOTYPES

Region	Whites	Reds
Bordeaux	Semillon, Sauvignon Blanc	Cabernet Sauvignon Merlot, Cab Franc
Burgundy	Chardonnay (Chablis, Pouilly Fuisse)	Pinot Noir, Beaujolais (Gamay)
Loire Valley	Sauvignon Blanc, Chenin Blanc (Sancerre, Pouilly Fume)	Cab Franc (Chinon)
Rhone	Viognier	Syrah, Grenache, Mouvedre
Alsace	Muscat, Gewurztraminer Riesling, Pinot Blanc	
Champagne	Chardonnay	Pinot Noir, Pinot Meunier
Germany	Riesling, Pinot Gris	Pinot Noir
Northern Italy	Prosecco, Moscato, Pinot Gris	Barbara, Nebbiolo (Barolo, Barbaresco)
Middle Italy, Tuscany	Trebbiano,	Sangiovese (Chianti)
Southern Italy		Primitivo (Zinfandel), Montepulciano
Spain		Tempranillo, Garnache, (Rioja)
Chile		Carmenere (Grande Vidure)
Argentina	Torrontes	Malbec
Australia	Semillon/Chardonnay	Shiraz (Syrah)
California State	Chardonnay, Fume Blanc	Cabernet Sauvignon, Zinfandel
New Zealand	Sauvignon Blanc	Pinot Noir
Oregon State	Pinot Gris	Pinot Noir
Washington State		Merlot, Cabernet Sauvignon, Syrah