

*I feast on wine  
and bread, and  
feasts they are -*

**Michelangelo**

# Splicing the MAINBRACE

Vol. 6, No. 3 September 2001

## Editors' Notes

For almost ten years now Splicing the Mainbrace and its predecessor, iiT News, has been keeping licensees and strong drink aficionados in Atlantic Canada up to date on news and views about fine wines (and beers and spirits). Producing it every quarter (every two months for a while) has been a labour of love for your editors: who wouldn't get off on the beverage alcohol industry, matching food and wines, tracking down and reprinting reviews, and all the rest?

But it is more than a fascinating hobby. Mainbrace International is an agency that represents wines, and beers, and spirits from around the world. We travel a lot to find new and different and great products that we believe will appeal to the Atlantic Canadian market. Then we work to convince the four government liquor monopolies in the region to "list" our products so that they will be available for sale in government and agency stores. Finally, we present the products, old and new, to the public and to licensees through in-store tastings, consumer and trade shows, wine festivals, licensee visits, company appreciation nights, and our web site ([www.mainbrace.ca](http://www.mainbrace.ca)). The aim of all of this is

## Contents

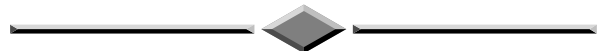
Editors' Notes	1
Achaia Clauss, at Last!	2
Changes at NSLC	2
Warsteiner Update	2
Wine Spectator Awards	3
Daupinee Inn a Winner	3
Wine and Health	3
Gonzalez Byass Double Gold	3
Boudria Visits Calvados Drouin	3
Moncton World Wine Festival	3
Newfoundland Wine Show	4
Nova Scotia Port of Wines Festival	4
Recipes	5
Coming Soon	6
What's Happening?	6

to sell product for the wonderful suppliers we represent.

So the purpose of this newsletter is to give you the information you need to decide to buy the wines, and beers, and spirits that we write about. More information than will fit on six pages can be found on our web site ([www.mainbrace.ca](http://www.mainbrace.ca)). Or you can call us at 902-422-6193. To help licensees improve the profit contribution they get from

wines, we offer a variety of point of purchase items, a wine list service, and custom designed staff training sessions, all at little or no cost to you. And call us about how client appreciation events can be used to build business.

In short, this newsletter is about enhancing trade and public appreciation of the tasting joy and profit potential of fine wines, beers, and spirits. And it is about selling the beverage alcohol products represented by Mainbrace International.



## Achaia Clauss, at Last!

The seven labours of Hercules might have been the inspiration for the difficulties that have beset us in getting **Achaia Clauss** wines from Greece to Nova Scotia. The first shipment this Spring was frozen on its way across the Atlantic. The replacement order arrived in July but parts of it were misplaced in the system and not available to Nova Scotia stores until August.

But now, at last, these fine Greek wines from **Achaia Clauss** are on the shelves of selected Port of Wines stores: **Demestica Red** (#20032, 750ml, NS POW, \$7.50; NBL, \$6.05), **Demestica White** (#13557, 750ml, NS POW, \$7.50), **Achaia Clauss Nemea** (#140749, 750ml, NS POW, \$10.30), and **Achaia Clauss Imperial Mavrodaphne of Patras** (#48512, 750ml, NS POW, \$10.92). Better late than never, and a steal at these prices.

A shipment of 200 cases of the **Demestica Red** has just been delivered to New Brunswick Liquor, so New Brunswick fans will have a good supply for at least a few months.

## Changes at NSLC

The Government of Nova Scotia has recently announced changes to the NSLC that they characterize as steps towards privatization. The NSLC, which had been a Liquor Commission reporting directly to government, has become a crown corporation, the Nova Scotia Liquor Corporation, wholly owned by the provincial government but somewhat distanced from it. The NSL Corporation will be licensing

eight agency stores in relatively remote parts of the province where operation of an NSLC store is not economically justified. In doing this, they join Newfoundland, Prince Edward Island, and New Brunswick which have had agency stores operating a number of years.

The NSLC has also announced that they will be allowing four or five private wine stores to open in Halifax by the end of the year. Just what model these would follow is still unknown.

And the NSLC's new "Shop the World" initiative encourages private orders in case lot quantities from any producer of beverage alcohol products, anywhere in the world, handled through the NSLC and subject to the usual mark-up structure. This is a significant move for wine lovers in Nova Scotia. Check out our web site ([www.mainbrace.ca](http://www.mainbrace.ca)) for items that you might want to order through the "Shop the World" program.

## Warsteiner Update

Nova Scotia fans of **Warsteiner** beer have had a disappointing summer. The brewery has stopped making the familiar gold foil crown cap 330ml bottle in favour of a screw cap bottle that can only be sold in enclosed six packs. When the old single bottles ran out, they were left with no **Warsteiner** during one of the hottest summers on record.

Relief is nearly at hand. The 500ml cans of **Warsteiner** will be arriving in Nova Scotia soon. Licensees who are

The joy that is in a glass of wine is the joy of sunshine. It has nothing in common with the dentist's laughing gas. It has nothing in common with many of the drugs and poisons which so many people crave in their search for peace of mind and nerves. Wine is not a drug. It is never a craving. It seldom becomes even a mere habit. It is an instinct, man's timeless honored urge to joy. -  
André L. Simon

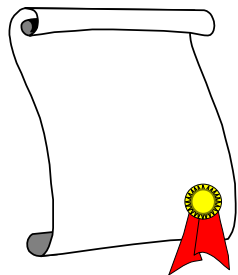
(Warsteiner

cont'd)

serving the brand should contact us at 902-422-6193 to discuss replacement mugs that will hold the full 500ml of the new pack.

### Wine Spectator Awards

Congratulations to **Bianca's** on Water Street in St. John's and the **Blomidon Inn** in Wolfville that are the only Atlantic Canadian restaurants to win Awards of Excellence from the Wine Spectator this year. Bianca's can be reached for reservations at (709) 726-9016. The Blomidon Inn reservation number is (800) 565-2291.



### Dauphinee Inn a Winner

Congratulations to **Rhys Harnish** whose **Dauphinee Inn** in Hubbards has just been named Nova Scotia Restaurant of the Year by the Taste of Nova Scotia organization. At the Inn, chef **Linda Wolfe** prepares a variety of new and traditional dishes, and guests are intrigued by granite "hot rock" cooking.

Give the **Dauphinee** a try for a weekend or for fine dining. Phone (902) 857-1790 or check out their website: [www.dauphineeinn.com](http://www.dauphineeinn.com)

### Wine and Health

Consensus statement from the Alcohol and Wine in Health and Disease conference of the New York Academy of Science (April 2001): "If you drink, do so in moderation. But if you do not drink, ask your doctor. Moderate

alcohol consumption may be advisable."

### Gonzalez Byass Double Gold

Spanish producer **Gonzalez Byass** won two Gold Medals at the Toronto Wine & Cheese show held in March.

**Tio Pepe Dry Fino** (#242669, 750ml, NBL, \$20.29; NS POW, \$19.66; NLC, coming soon), perhaps the world's most famous sherry, won Gold in the Dry Aperitif Wine category. **Elegante Cream Sherry** won a Gold Medal for Sweet Dessert Wine under \$25, and was also judged Best Value Sweet Dessert Wine.

Congratulations to all at GB for an outstanding performance.

### Boudria visits Calvados Drouin

**Don Boudria**, Canadian Minister of State, recently visited **Domaine Cour de Lion** to sample some of his favourite Calvados. He and his wife **Mary Anne Boudria** were hosted by **Christian and Béatrice Drouin**, proprietors of the estate that is located at Coudray-Rabut, in the heart of Normandie.

### Moncton World Wine Festival

Mark off November 16 and 17 for the WWF in Moncton. Here are the wines Mainbrace will be showcasing there (prices shown are for the Festival only, after-Festival prices, if there are any leftovers, will be about 15% higher):

(Moncton World Wine Festival cont'd)

From Australia: **DeBortoli Windy Peak Pinot Noir** (#795187, 750ml, \$18.21), **DeBortoli Windy Peak Chardonnay** (#934042, 750ml, \$18.21), **Jim Barry Clare Valley Cabernet Sauvignon** (#961691, 750ml, \$23.72), and **Jim Barry Clare Valley Chardonnay** (#795153, 750ml, \$23.72).

From France: **Fougères Croze Hermitage** (#793901, 750ml, \$16.53), **Château Paloumey Haut Medoc** (#935650, 750ml, \$30.80), and **Château de Cantin St. Emilion Grand Cru** (#796151, 750ml, \$30.21).

From Greece: **Achaia Clauss Nemea** (#140749, 750ml, \$11.32).

From Spain: **Segura Viudas Vinã Heredad Tinto** (#494294, 750ml, \$9.69), and **Segura Viudas Brut Reserva Sparkling** (#158493, 750ml, \$14.14).

From U.S.A.: **Bargetto Regan Vineyard Pinot Noir** (#793869, 750ml, \$40.32), and **Bargetto Regan Vineyard Chardonnay** (#793877, 750ml, \$32.16).

### Newfoundland Wine Show

This year the Newfoundland Wine Show in St. John's is to be held on the same dates as the WWF, November 16 and 17. What a tough decision for the wine-loving public to make! **Mainbrace** will be in St. John's showing:

From Australia: **Jim Barry Cabernet Sauvignon** (#600338, 750ml, about

\$26), and **Jim Barry McCrae Wood Shiraz** (#980714, 750ml, about \$50).

From Canada: **Southbrook Farms Framboise** (#341024, 375ml, NLC Festival, about \$18).

From France: **Château de Cantin St. Emilion Grand Cru** (#796151, 750ml, about \$30), and **Château Paloumey Haut Medoc** (#935650, 750ml, about \$30)

Final prices for these wines will be posted at [www.mainbrace.ca](http://www.mainbrace.ca) as soon as they are known.

### Nova Scotia Port of Wines Festival

Here is the line up of wines that Mainbrace will be showing at the POW Festival in Halifax on November 9 and 10:

From Australia: **Angove's Sarnia Farm Cabernet Sauvignon** (#469312, 750ml, \$24.12, a Silver Medal winner), **Angove's Classic Reserve Cabernet Sauvignon** (#110478, 750ml, NS POW, \$16.98), **Angove's Classic Reserve Pinot Noir** (#243345, 750ml, NS General, \$13.99), **Jim Barry Cabernet Sauvignon** (#600338, 750ml, \$26.32, a Gold Medal winner), and **Jim Barry McCrae Wood Shiraz** (#980714, 750ml, \$50.34, also a Gold Medal winner).

From France: **Châteauneuf du Pape Vigne du Dauphin** (#600437, 750ml, \$32.07), **Côtes du Rhône Village Bois des Moines** (#600429, 750ml, \$24.28), **Château de la**

**Rivière** (#708636, 750ml, \$35.76), **Château Guerry Côtes de Bourg**

Penicillin cures, but wine makes people happy - Sir Alexander Fleming

(NS POW Festival cont'd)

(#417055, 750ml, \$21.43), **Château Haut Mayne Rouge** (#600569, 750ml, \$21.31), and **Château Grenat** (#600585, 750ml, \$21.16).

From South Africa: **Bellingham Shiraz** (#554360, 750ml, \$19.54), **Bellingham Cabernet Sauvignon** (#435057, 750ml, NS POW, \$18.37), and **Bellingham Chardonnay** (#932814, 750ml, \$14.96).

From Spain: **Segura Viudas Creu de Lavit** (#570820, 750ml, \$21.22, a Bronze Medal winner), and **Segura Viudas Mas d'Aranyo Reserva** (#570838, 750ml, \$27.46, a Silver Medal winner).

## Recipes

From **Chef Joseph Majaess**, here is a recipe that is rapidly becoming a favourite at **Opa** in Halifax.

### Salmon with Mavrodaphne

4 salmon filets, each about 120 gm  
 220 ml **Achaia Clauss Imperial Mavrodaphne of Patras** (#48512, 750ml, NS POW, \$10.92)  
 450 gm fresh spinach  
 60 ml olive oil  
 1 medium red onion, sliced  
 salt and pepper to taste

Marinate the salmon in the wine, oil, and salt and pepper for about 30 minutes, then remove it from the marinade and bake it in a medium oven for about 10 minutes (until just done). Sauté the onion in the marinade until it is just soft, then add

the spinach and cook very lightly. Serve the salmon on a bed of spinach and onions with a spoonful of pan juice/marinade over top. The **Mavrodaphne** is a sweet accompaniment to this dish. For a lighter match, try well-chilled **Achaia Clauss Demestica White** (#13557, 750ml, NS POW, \$7.50).

### Moselland Pork

350 gm pork tenderloin  
 flour, salt and pepper  
 60 ml olive oil  
 1 small onion, thinly sliced  
 4 minced garlic cloves  
 250 ml **Moselland Bernkasteler Kurfurstlay** (#15875, 750ml, NBL, \$9.72; NSL, \$9.48)  
 120 gm golden raisins  
 15 ml balsamic vinegar  
 5 ml green peppercorns  
 2 ml each of dried thyme and oregano  
 60 gm butter; chilled  
 60 gm toasted pine nuts

Cut pork into medallions, coat with seasoned flour, and sauté together with onions and garlic in the olive oil until the onion is soft and the pork lightly browned. Remove the pork, deglaze with wine, add peppercorns, raisins and herbs and reduce to about one-half. Add back the medallions and heat them through. Remove the medallions to a serving plate, whisk in the chilled butter, add the pine nuts, stir and pour over the pork. Serve with mashed potatoes.

We like to accompany this with the **Moselland Bernkasteler Kurfurstlay** or with a well-rounded Chardonnay like **J.Lohr Riverstone Estate Chardonnay** (#258699, 750ml, NBL, \$25.05; NLC, \$23.75; NS POW, \$25.87).

### “Always look on the dry side of life!”

Recently launched and about to make its appearance in Atlantic Canada is the new label and bottle style of **Tio Pepe**. The focus is on **Tio Pepe** as an elegant alternative to dry white wine.

## Coming Soon

Three wines from California's **Wente Vineyard** are due into Nova Scotia soon: **Wente Central Coast Sauvignon Blanc** (#600221, 750ml, NS POW, \$15.99), **Wente Central Coast Zinfandel** (#600239, 750ml, NS POW, \$16.47) and **Wente Crane Ridge Merlot** (#431460, 750ml, NS POW, \$27.95).

**Tio Pepe Dry Fino Sherry** (#242669, 750ml, NBL, \$20.29; NS POW, \$19.66) from **Gonzalez Byass**, perhaps the best selling sherry in the world, is coming soon to Newfoundland. This is the wine that won a Gold Medal at the recent Wine and Food Show in Toronto. Serve it well chilled as an aperitif or with fish, seafood, or hors d'oeuvres.



## What's happening

### September 2001

8 - **Opimians** offer eight different grape varieties at an "Ask the Chef and Wine Primer". **The Cookhouse** on Quinpool Road in Halifax. Larry Graham (902-469-0790) has details.

15 - **Society for American Wines** offers Zinfandel and such at **Pastaman** in Halifax. Call Brian Knight (902-422-6833) for details.

28 - The famous smoked salmon, oysters, and sekt event of the **Halifax German Wine Society**. Call Ray Roberts (902-434-2184) for information.

### October 2001

6 - **Opimians** are at **Café Michel**, Portland Street, Dartmouth for five vintages of **Domaine Pontiff, Châteauneuf du Pape**. Call Larry Graham (902-469-0790) for information.

20 - **Opimians** present Spanish wines at **Celidh Desserts Plus**, Main Street, Yarmouth. For further information, contact Larry Graham (902-469-0790).

### November 2001

3- **Opimians** present six Crus of Beaujolais at **Darlington's on Duke** in Halifax. Call Larry Graham (902-469-0790) for details.

17 - "Captivating Curry Caper" with the **Halifax German Wine Society**. Call Ray Roberts (902-434-2184) for information.

Published four times a year for the trade in Atlantic Canada by Mainbrace International Limited, agent for fine wines, spirits and beers in Atlantic Canada.

The role of Mainbrace is to market the beverage alcohol products that we represent to final consumers, to licensees, and to the Provincial Government agencies. We aim to enhance enjoyment for consumers, to facilitate profitable sales for licensees, and to assist agencies in achieving their mandates.

For further information, contact:

Ann Trecartin / John Chamard  
Mainbrace International Limited  
P.O. Box 27177,  
Halifax, Nova Scotia  
Canada B3H 4M8

Phone: 1-902-422-6193  
Fax: 1-902-423-4367  
e-mail:  
[splicingthemainbrace@mainbrace.ca](mailto:splicingthemainbrace@mainbrace.ca)

Stanley Laite  
Mainbrace International Limited  
6 Conran Street, St. John's,  
Newfoundland  
Canada A1E 5G8

Phone 1-709-368-1888  
e-mail:  
[stanley.laite@mainbrace.ca](mailto:stanley.laite@mainbrace.ca)

or view our website at:  
<http://www.mainbrace.ca>

Publication Mail Agreement  
Number 1760955