

# GOOD LIFE CONNOISSEUR

The Connoisseurs' Choice in Luxury Living

## STYLE

Jewelry + Investment or Decoration?

## LUXURY RIDES

Super Exotic Sports Cars

## HOUSE & HOME

Insperiences of Good Taste

\$9.95



Publication Mail Agreement #41124091

# ARIZONA

Scottsdale to the Grand Canyon



Brinkhaus *flawless*

**Brinkhaus**  
The Jewelry Store

Calgary 403-278-8888 or 403-278-8889  
Vancouver 604-681-8888 or 604-681-8889  
Golden 403-278-8888 • Kelowna 250-860-8888 • Whitehorse 867-939-8888

*live*



## BEETHOVEN IN THE BADLANDS

SATURDAY, JUNE 10, 2006 AT 2:30PM

CANADIAN BADLANDS PASSION PLAY SITE, DRUMHELLER

The Calgary Philharmonic Orchestra and the Rotary Club of Drumheller invite you to experience Beethoven in the Badlands, an extraordinary outdoor event that will celebrate some of the best-loved music by Beethoven and other great composers.

Bus transportation available.

[cpo-live.com](http://cpo-live.com) • 571-0849



Rotary Club  
of Drumheller

Calgary  
Philharmonic  
*Orchestra*  
50 years live

LITE96  
Radio 96.1

OLD JACK  
Country Music

CTV

ATCO

IT ALL UNFOLDS HERE  
ATCO

Use on already printed by  
Tag Advertising & Marketing





**PLAYHOUSE**  
THEATRE COMPANY

**2005/06  
SEASON**

SPONSORED BY:



MEDIA SPONSORS:



**SOME FAMILIES HAVE MEMORIES. THEY HAD MYTHS.**



# NO GREAT MISCHIEF

**BY DAVID S. YOUNG**

ADAPTED FROM THE NOVEL BY ALISTAIR MACLEOD

**APRIL 15-MAY 6, 2006**

STARRING: DUNCAN FRASER AND ALLAN MORGAN  
WITH: STEPHEN GUY-MCGRATH, PETER JORGENSEN,  
FRASER MACKENZIE, JANET MICHAEL, RYAN REID,  
JONATHAN TEAGUE

DIRECTOR: DEAN PAUL GIBSON  
MUSICAL DIRECTOR: ALISON JENKINS

CALL TICKETMASTER 604 280 3311  
TICKETMASTER.CA OR  
VANCOUVERPLAYHOUSE.COM

ALL PERFORMANCES AT HAMILTON AND DUNSMUIR

Finally, art you can live in.

Willowood Projects at Casa Loma Estates  
Kelowna, BC  
From \$1,500,000.



**Willowood Projects**  
*Homes of Distinction*

Show home opening in Spring 2006. For appointment call: 250-768-7090



## PUERTO VALLARTA

Villa Premiere Hotel  
& Spa ★★★★★  
Almost All Inclusive |  
Deluxe oceanfront room

Apr 22, 29 | 1 week  
**\$1929**

## PUNTA CANA

Secrets Excellence  
Punta Cana ★★★★★  
All Inclusive | Junior suite

Apr 20 | 1 week  
**\$2299**

## VARADERO

Paradisus Varadero  
★★★★★  
All Inclusive | Junior suite

Apr 3, 17, 24 | 1 week  
**\$2459**

## MAYAN RIVIERA

Secrets Capri Riviera  
Cancun ★★★★★  
All Inclusive |  
Deluxe tropical view room

Apr 14, 16 | 1 week  
**\$2999**

## MAYAN RIVIERA

Occidental Royal  
Hideaway Playacar  
★★★★★  
All Inclusive | Luxury room

Apr 21, 23, 28 | 1 week  
**\$3149**



Call **310-8286** for your local  
office or **604-268-5555**

Visit your nearest BCAA office

Click [bcaa.com](http://bcaa.com)



APRIL 22, 25, 27, 29  
MAY 2, 2006

VANCOUVER  
OPERA  
JAMES M. BUCHANAN, GENERAL DIRECTOR

# Faust

by Charles Gounod

A gloriously  
sensuous  
and sublimely  
melodic  
masterpiece  
in a visually  
stunning  
production.

sponsored by



all performances  
**7:30pm**

Queen Elizabeth Theatre | In French with English SubTitles™



TICKET CENTRE



THE VANTAGE  
THEATRE

100%  
FRENCH

buy online @ [www.vancouveropera.ca](http://www.vancouveropera.ca)  
OR BY PHONE **604-683-0222**



# MAKE-A-WISH<sup>®</sup>

Now I have a story  
to tell my grandchildren.

A wish can teach a sick child that anything is possible. Even the Future.  
To make your donation or find out more please visit [www.makeawish.ca](http://www.makeawish.ca) or  
call us at the Make-A-Wish Foundation® of BC and Yukon at 1-866-277-9474  
or the Make-A-Wish Foundation of Southern Alberta at (403) 228-3666.

*Share the Power of a Wish<sup>®</sup>*

## Contents

### Cover Story

Travel & Resorts

16 Jewels in the Arizona Desert *By Terry Tremaine*

### Features

Recreation

20 Golf – Scottsdale Style *By Pam Hait*

House & Home

23 Choklit *By Janet Collins*

Food & Wine

32 Buying Wine in Vancouver and Calgary *By Gael Arthur*

Health & Wellbeing

36 Cleanse in Harmony with the Season *By Sandra Tonn, RHN*

Style

45 Jewellery – Investment or Decoration? *By Virginia Leeming*

Wealth

49 Income Trusts *By Paul R. LeBreux and Kim G.C. Moody*

Luxury Rides

52 Driving the Lamborghini Gallardo *By Tony Whitney*

Innovations

56 When Technology and Style Meet *By Geof Wheelwright*

Culture

59 Living Deeply *By Jonni O'Connor, PhD*

### Profiles

26 Eagles Nest

30 Regal Ridge

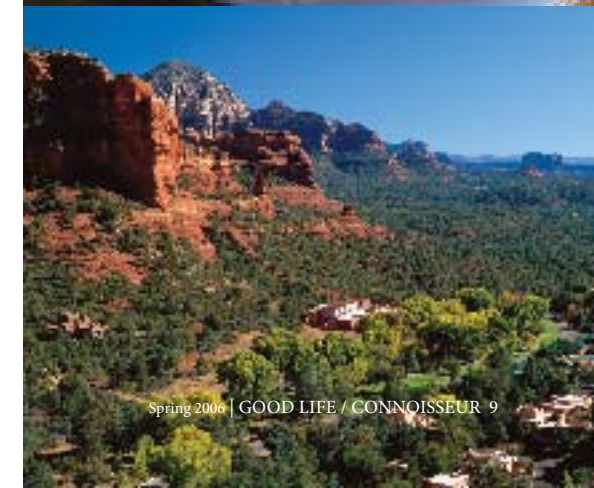
37 Copeman Healthcare

41 Iris Ophthalmology Clinic

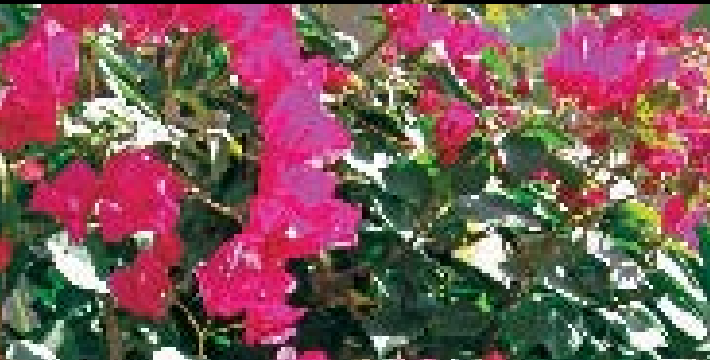
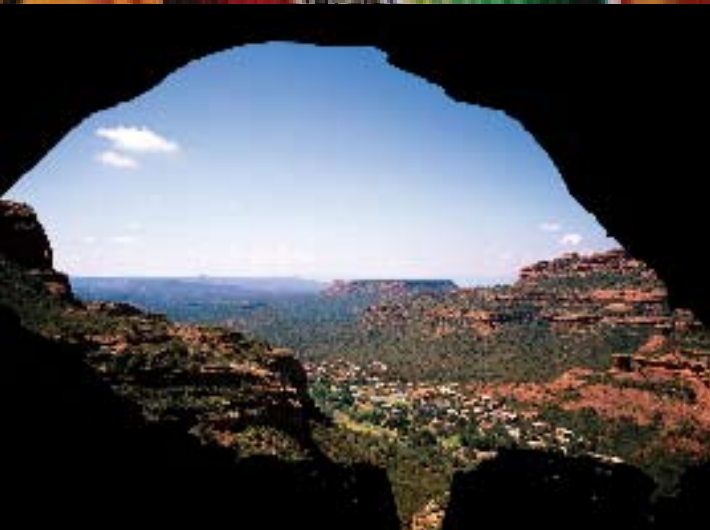
60 Cathryn Jenkins

64 The Plaza Galleries

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







# GOOD LIFE CONNOISSEUR

The Connoisseurs' Choice in LIVING LIVING

Volume 4 | Spring 2006

Vancouver, British Columbia [www.goodlifecanada.com](http://www.goodlifecanada.com)

## Editorial

### Editor

Terry Tremaine | [terry@fusionpublishinginc.com](mailto:terry@fusionpublishinginc.com) | 1 888 925-0313

### Managing Editor

Marja Rese | [marja@fusionpublishinginc.com](mailto:marja@fusionpublishinginc.com)

### Contributing Editors

Gael Arthur | [gaela@goodlifecanada.com](mailto:gaela@goodlifecanada.com)

Janet Collins | [janetc@goodlifecanada.com](mailto:janetc@goodlifecanada.com)

Pam Hait | [pamh@goodlifecanada.com](mailto:pamh@goodlifecanada.com)

Paul R LeBreux | [paull@goodlifecanada.com](mailto:paull@goodlifecanada.com)

Virginia Leeming | [virginial@goodlifecanada.com](mailto:virginial@goodlifecanada.com)

Jonni O'Connor | [jonnio@goodlifecanada.com](mailto:jonnio@goodlifecanada.com)

Sandra Tonn | [sandrat@goodlifecanada.com](mailto:sandrat@goodlifecanada.com)

Geof Wheelwright | [geofw@goodlifecanada.com](mailto:geofw@goodlifecanada.com)

Tony Whitney | [tonyw@goodlifecanada.com](mailto:tonyw@goodlifecanada.com)

## Art Director & Production

### Senior Production Manager

Marla Britton | [marla@fusionpublishinginc.com](mailto:marla@fusionpublishinginc.com) | 1 888 925-0313

## Photography

### Staff Photographer

Connie Ekelund | [connie@fusionpublishinginc.com](mailto:connie@fusionpublishinginc.com)

## Circulation & Distribution

Canada Post

Distacor Inc.

Zinio

## Subscriptions & Back Issues

Subscribe to Good Life Connoisseur magazine:

1 888 925-0313

[info@goodlifecanada.com](mailto:info@goodlifecanada.com)

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

Full Subscription Price: 1 year \$24.95

Publication Mail Agreement #41124091

**Non Deliverables please return to:**

Fusion Publishing Inc.

Good Life Connoisseur Magazine

#317 - 1489 Marine Drive

West Vancouver, BC, V7T 1B8

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

The precise moment when everything comes together...

# FUSION



# FUSION

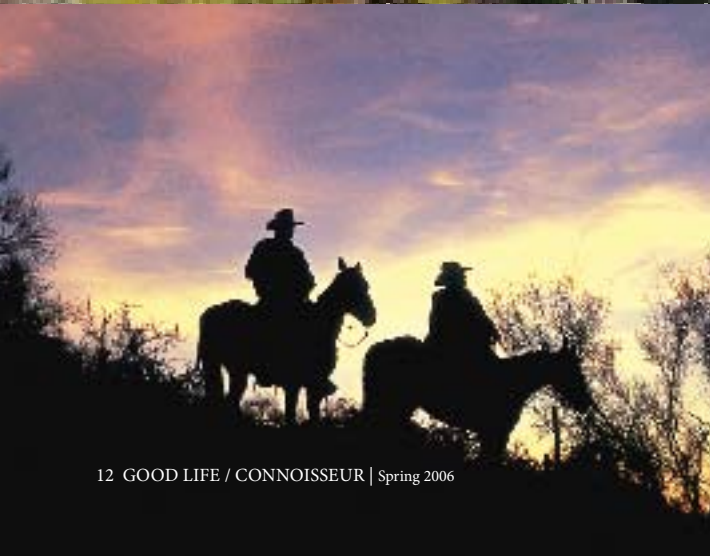
...creating defining moments

Fusion Publishing Inc. - Custom Publishing

1 888 925-0313

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





# GOOD LIFE CONNOISSEUR

The Connoisseurs' Choice in Living Things

## Publishers

### Publisher

Terry Tremaine | [terry@fusionpublishinginc.com](mailto:terry@fusionpublishinginc.com) | 1 888 925-0313

### Associate Publisher

Connie Ekelund | [connie@fusionpublishinginc.com](mailto:connie@fusionpublishinginc.com) | 1 888 925-0313

## Advertising

### Sales Managers

Inga Liimatta | [inga@fusionpublishinginc.com](mailto:inga@fusionpublishinginc.com) | 1 888 925-0313

Rick McMorran | [rick@fusionpublishinginc.com](mailto:rick@fusionpublishinginc.com) | 1 888 925-0313

### Caribbean Sales

Jason Butcher | [caribbean@fusionpublishinginc.com](mailto:caribbean@fusionpublishinginc.com) | 1 345 925-6571

### Advertising & Public Relations Inquiries:

Fusion Publishing Inc.

1 888 925-0313

[info@fusionpublishinginc.com](mailto:info@fusionpublishinginc.com)

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

## Marketing

### National Marketing Group

Synergy CMC | [info@synergy-cmc.com](mailto:info@synergy-cmc.com) | 1 866 684-9727

## Published by Fusion Publishing Inc.

### Corporate Office

Fusion Publishing Inc.

#317 – 1489 Marine Dr.

West Vancouver, BC

Canada V7T 1B8

1 888 925-0313

[info@fusionpublishinginc.com](mailto:info@fusionpublishinginc.com)

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

Good Life Connoisseur is published 4 times a year by Fusion Publishing Inc.

© Fusion Publishing Inc. All rights reserved.

Any reproduction or duplication without prior written consent of Fusion Publishing Inc. is strictly prohibited.

The information in Good Life Connoisseur has been carefully compiled from sources believed to be reliable, but its accuracy is not guaranteed.

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

# LAVENDER

CANADIAN CERTIFIED ORGANIC LAVENDER  
AND LUXURIOUS LAVENDER PRODUCTS



CULINARY SENSATIONS  
ORGANIC TEAS  
BATH & BODY CARE  
DRIED BUNDLES  
LAVENDER MISTS & OILS

FARMHOUSE  
32506 HIGHWAY 97  
OLIVER, BC CANADA V0H 1T0

CANMORE STORE  
#108 • 737 • 7TH AVE.  
CANMORE, AB CANADA T1W 2B2

1 888 800-1921

SHOP ONLINE @ [WWW.LAVENDERHARVESTFARMS.COM](http://WWW.LAVENDERHARVESTFARMS.COM)





Sitting watching the rain come down while doing a cover story on Scottsdale certainly lends impetus to planning the next sojourn. Scottsdale's sunshine was a treat and with our own spring on the way the opportunity to loosen up the golf game was well received. If you've got the time I heartily recommend a visit.

Many of you reading this are probably wondering how this magazine found its way to your door. Those of you who have purchased your copy on newsstand or receive our digital version through Zinio have no doubt about the process.

However, for many of you it was a matter of selection. We chose you to receive the magazine because research has determined you fall within a certain psycho/demographic cluster. This research has led us to conclude that you're likely to be interested in the content of our magazine.

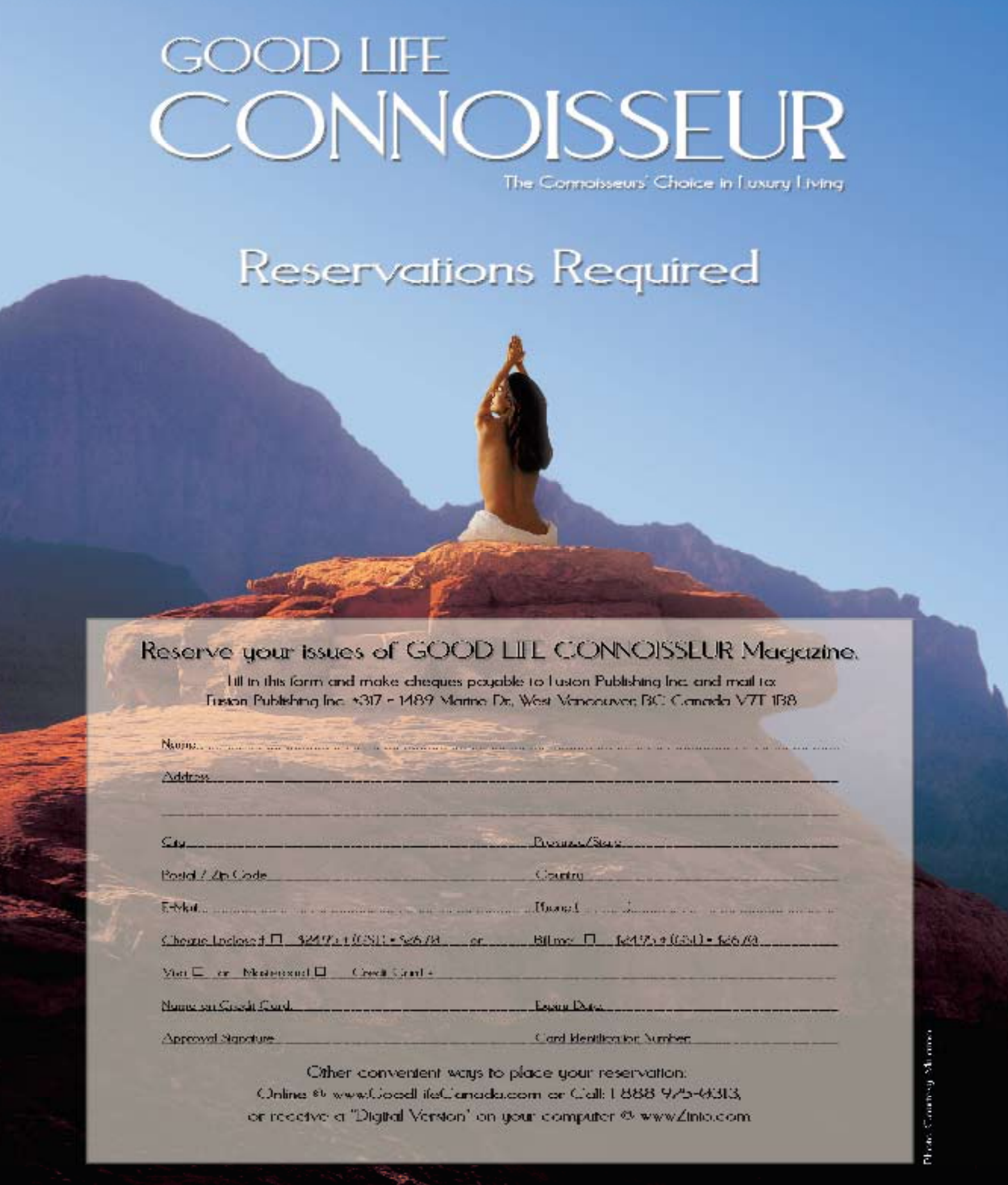
If you are, then our research investment has worked well. If you are interested in receiving future issues you should reserve your copy today. With each issue, the list of recipients is updated. The number of those receiving sample copies is reduced as the number of reservations increases.

Reserving is easy – you can do so either online at our web site [www.goodlifecanada.com](http://www.goodlifecanada.com) or by mailing in the reservation form on the following page.

For me it is pleasing to note that we now have readers who receive our digital version residing in Norway, England, Poland, Kuwait, South Africa, United States, Mexico, Brazil, Taiwan, China and Kiribati.

I welcome your comments at [terry@fusionpublishinginc.com](mailto:terry@fusionpublishinginc.com)

Terry Tremaine  
Publisher  
[terry@fusionpublishinginc.com](mailto:terry@fusionpublishinginc.com)



# GOOD LIFE CONNOISSEUR

The Connoisseurs' Choice in Luxury Living

## Reservations Required

### Reserve your issues of GOOD LIFE CONNOISSEUR Magazine.

Fill in this form and make cheques payable to Fusion Publishing Inc. and mail to:  
Fusion Publishing Inc. #317 - 1489 Marine Dr. West Vancouver, BC Canada V7T 1B8

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ Province/State \_\_\_\_\_

Postal / Zip Code \_\_\_\_\_ Country \_\_\_\_\_

E-Mail \_\_\_\_\_ (Home) \_\_\_\_\_

Check enclosed ☐ \$24.95 + GST = \$26.58 or Bill me ☐ \$24.95 + GST = \$26.58

Visa ☐ or Mastercard ☐ Credit Card # \_\_\_\_\_

Name on Credit Card \_\_\_\_\_ Expiry Date \_\_\_\_\_

Approval Signature \_\_\_\_\_ Card Identification Number \_\_\_\_\_

Other convenient ways to place your reservation:  
Online @ [www.GoodLifeCanada.com](http://www.GoodLifeCanada.com) or Call: 1 888 975-6313,  
or receive a "Digital Version" on your computer @ [www.Zinio.com](http://www.Zinio.com)

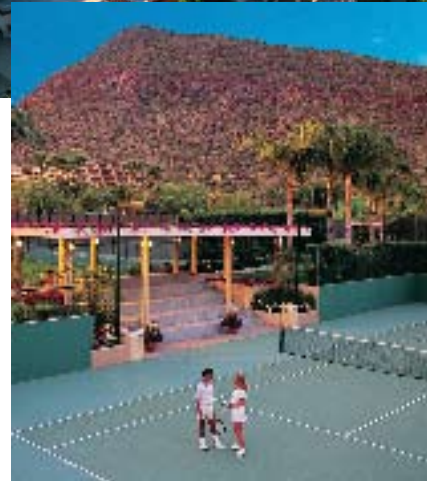


## TRAVEL & RESORTS

... escape the winter

blahs to the land

of endless sunshine



Clockwise from top left:  
images from The Phoenixian;  
Centre for Well-Being  
Aerial view of the Phoenixian  
Tennis Court  
Casita Lawn  
Mary Elaine's

# Jewels in the Arizona Desert - Scottsdale to the Grand Canyon

By Terry Tremaine

Photos Connie Ekelund

While we in Vancouver were working on the record for the most consecutive days of rain, residents of Scottsdale, Arizona were complaining about setting a new record for the most consecutive days of sunshine. In a fit of jealousy I stopped paying attention after they hit 120 days. Though I find it hard to truly accept, I gather endless sunshine can be a bother. So for those of us looking to escape the winter blahs, Scottsdale is a great destination.

As a base of operations for our journey to the land of endless sunshine we were blessed with The Phoenixian. This AAA Five-Diamond resort, right on the boundary between Scottsdale and Phoenix, spans a surprising 250 acres. Lots of room for the 27 hole golf course, 12 court tennis club and extensive gardens all nestled up against Camelback Mountain.

We stayed in the Canyon Building, a boutique hotel within the resort and a short stroll from the main resort building. Initially there was a bit of disappointment when the bellhop opened the door to our room. At first sight, it was a modest room with two queen beds and a sitting area. But then he opened an adjoining door which lead to a spacious living room with a work space for business affairs and a bar, then on to a dining room with a table for eight. Finally we found the master bedroom with its own luxurious ensuite. For those requiring exceptional service, some of the suites within the boutique hotel can come with their own butler in attendance.

Dining at The Phoenixian is truly remarkable, with Mary Elaine's, one of three fine restaurants in the resort, recognized as likely the best restaurant in Arizona. All three boast critically acclaimed cuisine and award-winning wines from a \$3-million cellar maintained by Arizona's only master sommelier.

The resort boasts its own world class spa, the 22,000 square foot Centre for Well-Being, where after spa treatments we were led through

a group meditation by a guide who opened our eyes to a different level of spirituality.

It's well worth taking a guided tour of the resort if only to view both the two acre Cactus Garden and the Phoenixian's \$25 million art collection.

Scottsdale, not so long ago, was simply expensive residential real estate, bordering numerous golf courses, butting against luxury resorts

... the Frank Lloyd Wright Foundation

completed a project to

renovate Wright's private

living quarters

spread over a gorgeous Sonoran Desert terrain.

Today Scottsdale actually has a vibrant downtown as well. Work has already started on developing a retail zone much like that created by San Antonio to bring life to their city centre.

Some who once sought out those unique desert residences are now buying downtown condos to enjoy the city life.

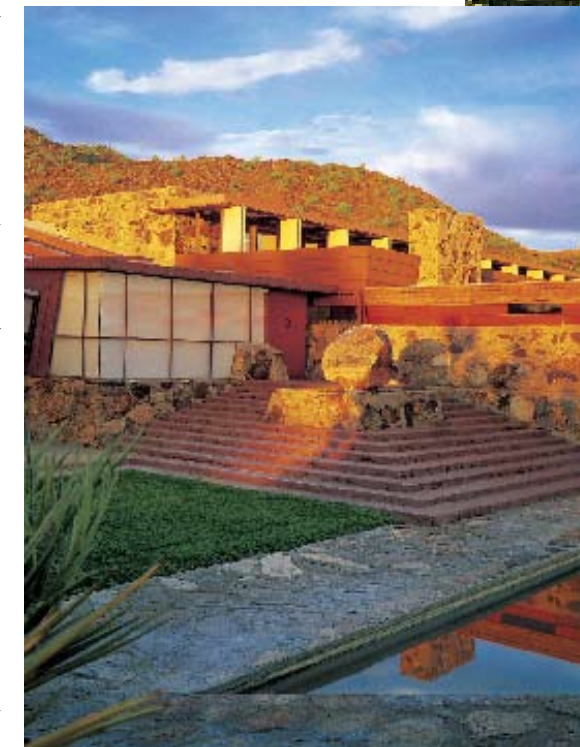
Currently, a stroll through the Main Street area will provide access to more than 50 fine art galleries and studios nestled among quality jewellers and restaurants. Of course there are many shops offering the obligatory western wear as well.

For those taking shopping seriously Scottsdale Fashion Square is the Southwest's largest shopping destination. More than 225 stores cover 1.8 million square feet with showcase shops such as Tiffany and Co., Burberry, Kate Spade, Louis Vuitton, Bang & Olufsen and Hugo Boss. Scottsdale has become a place to shop.

It is also a place to eat. A recent table-top renaissance has occurred as a result of the arrival of star chefs attracted by the resorts and restaurants. Two of note are Nobu Fukuda of Sea Saw, lauded as one of the best sushi chefs in America, and Deborah Knight of Mosaic, who blends flavours from India to Ethiopia and the Southwest and has gained recognition as one of the top chefs in the USA.

Scottsdale is definitely a golfer's paradise, being home to some 200 courses. The diversity is remarkable – from challenging courses that contour to the desert's natural features to traditional links with rolling greens. Many are paired with professional golf schools for those interested in improving their skills. Some 20 nationally known golf pros make the city their home.

www.goodlifecanada.com

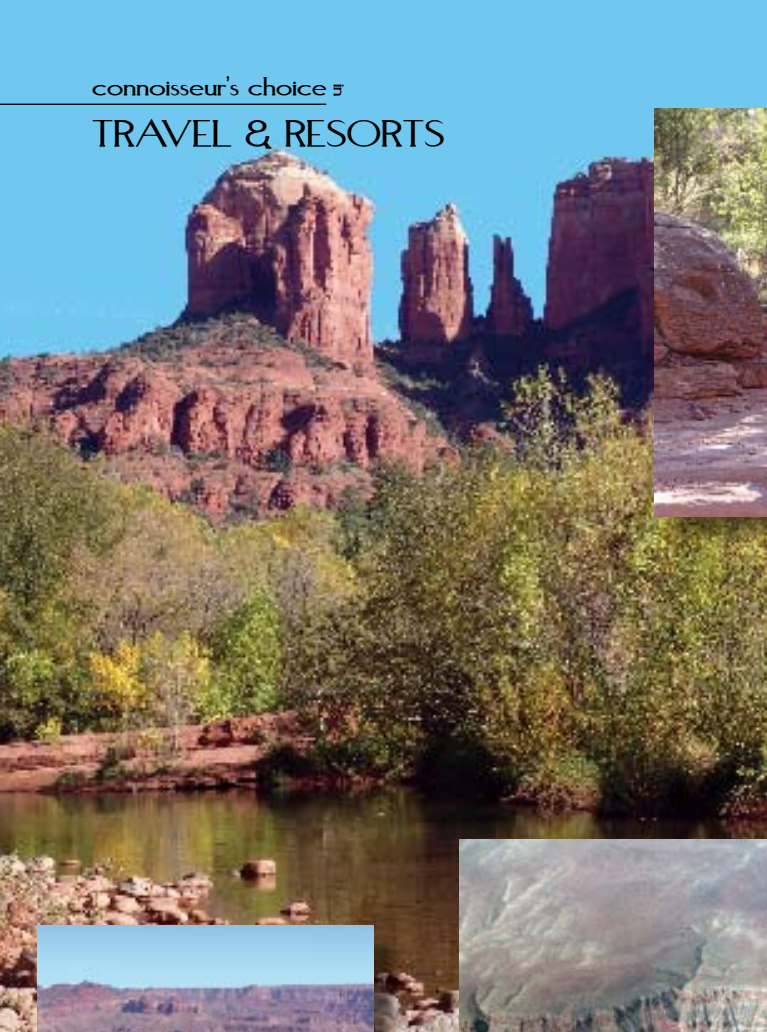


Clockwise from top left:  
Scottsdale Fashion Square Mall  
Eagle Mountain Golf Course  
Art district Scottsdale  
Frank Lloyd Wright's Taliesin West

Frank Lloyd Wright moved to Scottsdale in the 1930's. Taliesin West offers a unique opportunity to look at the many facets that mark Wright's genius. Visitors can walk the grounds, which flow in harmony with the surrounding desert, and explore buildings that still serve their original purpose as an educational facility and architectural firm. Recently the Frank Lloyd Wright Foundation completed a project to renovate Wright's private living quarters at Taliesin West, returning them to how they looked when he died in 1959.

Having made the journey to Arizona it's likely you'll want to visit the





... *It's hard to appreciate how inspiring the Grand Canyon is until one is actually standing on the edge*

the canyon and were disappointed with the 23-month-long wait for a reservation, don't be entirely dismayed. Apparently, many who plan the ride are put off when they actually face the task and according to one guide we spoke with, those who put themselves on 'stand-by' with the guide the day of their trip are seldom disappointed.

Facilities at the Canyon are run by the US National Park Service and haven't been refurbished in some time. If your intention is to spend the night, expect your accommodations to be modest at best and likely musty. Food services are equally pedestrian. For those who simply want to see the canyon and don't have the desire to trek to the bottom, a sightseeing flight out of Phoenix is probably a great solution. There are many companies offering both plane and helicopter tours of the canyon that the concierge at your hotel can easily arrange.

A much shorter drive from Scottsdale and well worth the trip is Sedona. Once you see the red sandstone mountains that are unique to the area, you'll truly believe that every John Wayne western

you've ever seen had to have been filmed in Sedona. The box canyons and desert fauna make for unmatched scenery set against these unique mountains.

In prehistory, Sedona was a ceremonial meeting area and a major crossroads for trading routes. Today one can view the remains of these once-thriving cultures. Montezuma Castle is the oldest and best preserved cliff dwelling in the Southwest. A complex of 20 rooms was built into a cliff 100 feet above the valley. Tuzigoot, the Apache word for 'crooked water', is a Sinaguan village built on a ridge above the Verde valley. It had 77 ground floor rooms, many of which have been restored.

Pink Jeep Tours has been providing exclusive off-road tours of the various canyons in the area for 45 years. If you are not up to the hiking required to get to some of the more remote areas, Pink Jeep is the answer. Their drivers are used to shocking people with the spectacular views from the top of sandstone mountains that they otherwise would have had to hike and climb for hours to locate on their own.

Sedona has quite a large artistic community, many attracted by the energy vortexes said to be centred in the community. These vortexes are swirling centres of subtle energy coming out from the surface of the earth. This energy is not exactly electricity or magnetism, although it does leave a slight measurable residual magnetism in the places where



it is strongest. For many visitors these vortexes have a spiritual power.

As a personal experiment to test the merits of these vortexes, I settled in for a meditation session as learned in my university days, over the strongest vortex. I have to admit, though a skeptic, that the strength of the session surprised me.

Those with shops who cater to this type of spirituality flourish in Sedona. You'll also find many good restaurants and art galleries. The Tlaquepaque Arts and Crafts Village sits on the Oak Creek river, surrounded by a stone wall containing a series of stone buildings housing numbers of quality art galleries, shops and a couple of the best restaurants in Sedona.

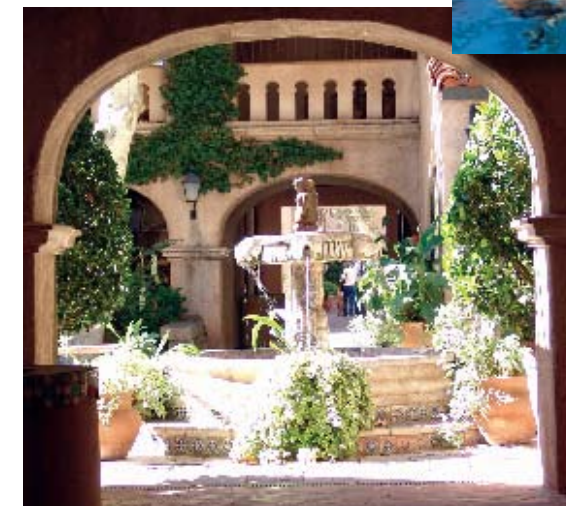
Surprisingly, Sedona is fairly high above sea level and not surprisingly, is very dry, and the sandstone mountains make it very dusty. For those new to the environment the conditions can cause problems. Personally, I thought I had come down with a sudden cold, only to learn from the local pharmacist that I was having a very common allergic reaction and all I required was a nasal saline spray.

Should you want to stay over in Sedona to explore the many hiking trails or visit the remains of First Nations' cliff dwellings, there is a wide range of accommodation. We tried a relatively new property, the Sedona Rouge Hotel & Spa. This 77 room facility is well appointed and features all the latest amenities including its own spa. On the main thoroughfare, it's convenient to everything Sedona has to offer. Another relatively new, quality establishment is the Amara Creekside Resort, boasting the superb Gallery on Oak Creek restaurant.

Enchantment Resort, tucked into the far end of Boynton Canyon, is the premium resort in Sedona. Surrounded by the Red Rock Secret Mountain Wilderness and Coconino National Forest, it is also home to Mii amo, a world class destination spa we intend to feature in an upcoming issue focused on the best in spas.

It is easy to understand why numerous discerning Canadian 'snowbirds' make Scottsdale their second home. The weather is great. The desert terrain is easy on the eye. The lifestyle is easygoing. There are local developers who cater to winter residents by creating gated communities with all the amenities to make living easy. No matter that full time residents continue to complain about the lack of rain.

When I last broke down to check on how the sunshine record was going it was over 135 days.



Clockwise from top left:  
Pink Jeep in action  
Tlaquepaque entrance  
Mii amo Spa  
Mii amo poolside  
Tlaquepaque Mall in Sedona  
Amara Creekside Resort

... *Sedona was a ceremonial meeting area and a major crossroads for trading routes*

Grand Canyon. Arizona is a large state with a relatively low population base considering its size. The largest aboriginal reserves in the world are found in Arizona. Should you decide to drive from the Phoenix area to the Grand Canyon the scenery will be spectacular along the way, with very dramatic changes in the fauna. But don't expect too much more than open spaces. The trip can be a day trip but half the day will be in the car.

It's hard to appreciate how inspiring the Grand Canyon is until one is actually standing on the edge. We've all seen photos and heard that the canyon can be recognized by astronauts, but the full impact can only come from personal experience. Simply put: it's grand!

There is a walkway all along the southern edge and views are phenomenal. The South Rim of Grand Canyon averages 2134 m above sea level, so walking can be more strenuous than one might have expected. At the eastern end the Painted Desert stretches on forever and evidence of mankind is not apparent.

If you had wanted to take the guided mule ride to the bottom of



# Golf Scottsdale Style Hitting the Mark with the Big Four

By Pam Hait

Avid golfers know that this sport is all about the big four: quality, quantity, proximity and climate. And no other destination hits all four marks like Scottsdale. Whether you're a professional or a weekend warrior, this unbeatable combination is why Scottsdale is widely recognized as the world's finest golf destination.

### Quality Counts

The names say it all: Troon North. Grayhawk. Tournament Players Club of Scottsdale. We-Ko-Pa. McCormick Ranch. Eagle Mountain. SunRidge Canyon. Legend Trail. There are more; dozens more in fact, but you get the picture. Each of these names carries with it an expectation of a quality golf experience; a promise that the round of your life is about to begin. All you have to do is step up to the tee.

So what's behind the names that make Scottsdale courses so special? Start with quality architecture. The fellows who have designed these gems make up a virtual who's who of the profession and include such luminaries as Nicklaus, Fazio, Palmer, Jones and Weiskopf. The magnificent Sonoran Desert landscape is a perfect setting for golf courses, and these legends of earth shaping have gone full bore to out-create each other. When you add in the expertly manicured greens, PGA-certified instruction, award-winning pro shops and the first-rate service afforded to every golfer who sets foot on a Scottsdale course, it's easy to see what all the hubbub's about.

Finally, nothing says quality like awards, and Scottsdale and its courses just keep on winning. Recently, the Robb Report named Scottsdale "America's Best Place to Live for Golf." Golf Digest cited Scottsdale as number eight on its list of "50 Top Golf Destinations in the World" and noted that 14 of the best 25 courses in Arizona are in the Scottsdale area, including Troon North Golf Club (Monument and Pinnacle), Desert Mountain Golf Club (Cochise and Geronimo), The Mirabel Club, Desert Highlands Golf Club, and Silverleaf Golf Club.

In 2004 GOLF magazine named 11 Scottsdale golf instructors as among the "Top 100 Teachers in America," while Golfweek has named



*Tournament Players Club of Scottsdale, 15<sup>th</sup> hole (above), Getting out of the bunker - Tournament Players Club (left)*

Talking Stick Golf Club, located in the neighbouring Salt River Pima-Maricopa Indian Community, its "Best Public Course" for four years running. And Golf Digest magazine named the Four Seasons Resort Scottsdale at Troon North among the "75 Best Golf Resorts in North America" in 2004.

And that's just for openers. Scottsdale courses, including The Boulders Golf Club, Grayhawk Golf Club's Talon and Raptor courses, We-Ko-Pa Golf Club, Legend Trail, Rancho Manana and The Phoenician, have all garnered rave reviews – more proof that when it comes to quality golf, Scottsdale aces the competition.

### More is More

If you're planning a Scottsdale golf vacation, you better ask your boss for some extra time off. With all of the outstanding courses in the area, even the most dedicated golfer can return again and again and never play them all. And with so many courses to choose from, you're sure to find just the right course to test your mettle, regardless of your skill level.

If you prefer the challenge of desert (or target-style) golf, you can tee up on award-winning courses that will test your accuracy like no other game. In fact, desert course fairways are famously narrow and filled with natural obstacles like behemoth boulders and towering cacti. Prefer traditional course layouts? No worries. You'll also have a wide variety of courses from which to choose. Perfectly manicured fairways, deep bunkers and elegant water features abound. Because of the number of courses in the Scottsdale area, casual and avid golfers alike can choose their challenge, pushing to the max or playing relaxing rounds.

Because Scottsdale has the lock on celebrity golfers, it pays to watch more than the ball when driving, chipping or putting on Scottsdale golf courses. The combination of quality and quantity of golf courses has attracted dozens



*Boulders Golf Club (both photos)*

of pro golfers to the area, including Brandel Chamblee, Andrew Magee, Tom Weiskopf, Tom Lehman, Aaron Baddeley, Bruce Devlin, Kirk Triplett, Billy Mayfair, Sean Murphy, Hale Irwin, Chez Arvidson and Carin Koch. All call Scottsdale home.

And here's another number for you: 500,000. That's the number of fans that flock to The FBR Open in Scottsdale every February. For one golf-crazed week, the Tournament Players Club of Scottsdale is "golf central" for the world, with the world's best pros accompanied by the largest galleries on the PGA Tour.

### Drive Time

When you're on vacation, you want to spend time driving on the course, not in the car. Nowhere else but Scottsdale will you find so many courses within a 30-minute drive (or less) of each other. This means you can stay at any of Scottsdale's fine resorts and play a different course every day with minimal drive time.

And, no matter where you stay or play in Scottsdale, the 19th hole isn't far away. Scottsdale is legendary for outstanding restaurants, hip night clubs and trendy wine and cigar bars. In fact, you'll find more than 50 fine establishments in downtown Scottsdale alone, many of which are within walking distance from each other. For off-the-course excitement, try outdoor adventures like rock climbing, river rafting, mountain biking, horseback riding or off-road Jeep or Hummer tours. All these options make the après golf scene unforgettable. Maybe not quite as unforgettable as that birdie on the 17th, but close.

### Let the Sun Shine

Here's the clincher: Scottsdale's climate is great for golf. During the winter, when much of the country is digging out from under snow, sleet and ice, Scottsdale is basking under a warm desert sun. With more than 330 days of sunshine a year, almost every winter day golfers can count on warm 70-degree temperatures and very little chance of getting hit with a frost delay no matter how early in the morning you hit the tees.

Even the summer season brings its own special climate. Sure, the afternoons are warm (okay, we'll even concede to hot now and then), but the early mornings are delightfully cool, which means you'll have plenty of time for a round before the sun really stirs things up. Another plus to summer in Scottsdale – it's value season, which means that even



*The Phoenician Golf Club*

the finest resorts and golf courses offer discounted rates and special stay-and-play packages. There's no better time to enjoy five-star luxury without the five-star price tag!

So there you have it – great courses (lots of 'em), perfect course conditions, great service, the incredible backdrop of the Sonoran Desert, minimal drive time between rounds and an outstanding climate. What more could you ask for from the world's finest golf destination?

#### Boulders Golf Club

5734 East Rancho Manana Boulevard, Cave Creek, AZ 85331  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Eagle Mountain Golf Club

14915 East Eagle Mountain Parkway, Fountain Hills, AZ 85268  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Grayhawk Golf Club's Talon and Raptor courses

8620 East Thompson Peak Parkway, Scottsdale, AZ 85255  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Legend Trail Golf Club

9462 E Legendary Lane, Scottsdale, AZ 85262  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### McCormick Ranch

7505 E McCormick Parkway, Scottsdale, AZ 85258  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Phoenician Golf Club

6000 East Camelback Road, Scottsdale, AZ 85251  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Rancho Manana Golf Club

5734 East Rancho Manana Boulevard, Cave Creek, AZ 85331  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### SunRidge Canyon Golf Club

13100 N. SunRidge Drive, Fountain Hills, AZ 85268  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Tournament Players Club of Scottsdale

17020 N Hayden Road, Scottsdale, AZ 85255  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### Troon North Golf Club

10320 E Dynamite Boulevard, Scottsdale, AZ 85255  
Toll Free: 1 800 426-6148 Local: 623 215-2124

#### We-Ko-Pa Golf Club

18200 East TohVee Circle, Fountain Hills, AZ 85264  
Toll Free: 1 800 426-6148 Local: 623 215-2124



# Accept nothing less than the best!



LUXURIOUS ACCOMMODATIONS. SUMPTUOUS FOOD.  
BREATHTAKING BEAUTY. AND THE #1 GOLF COURSE  
IN THE VALLEY FOR **5** CONSECUTIVE YEARS!  
THE PROVINCE NEWSPAPER



**RESERVATIONS**  
**1-800-661-5108**

**TEE TIMES**  
**1-877-796-1001**

connoisseur's choice 5  
HOUSE & HOME

## Choklit - Insperiences of Good Taste

By Janet Collins  
Interior design by Timea Hynes



*... “insperiences” - ways  
to extend experiences  
from the outside world  
into their homes.*

providing an alternative serving area should a table-top arrangement prove inappropriate or inadequate for any given event. As a result, this kitchen is both a functional space and another of the suite's entertainment rooms – and groups that always seem to gravitate to the kitchen during get-togethers will never feel cramped for space. The double-height ceiling helps with acoustic quality.

Any trendspotter worth their matcha will tell you that cocooning is dead. According to the savvy sages at [www.trendwatching.com](http://www.trendwatching.com), today's time-starved and stylish are instead opting for “insperiences” – ways to extend experiences from the outside world into their homes. Nowhere is this more evident than in the modern kitchen.

Gone are the days when any cooking surface would do. Today, it's all about professional-grade appliances in high-end, low-maintenance, restaurant-like kitchen surroundings.

A great example of this trend can be seen in the recently unveiled \$1.55-million townhouses at Choklit, an Arthur Erickson-designed complex on West 7th Avenue in Vancouver. Located on the site of the former Purdy's chocolate factory (hence the building name), the suites boast extra high ceilings – 16' to 22' in most rooms, including the kitchen. Interestingly, the back, double-height portion of the kitchen can be viewed from the railing of the family room above.

Measuring out at 390 square feet (15'x26'), the kitchen portion of each 2,850-square-foot townhouse has plenty of space for staging a meal, and then some. Indeed, the generous space is designed so that it can be easily transformed from family food prep area to a buffet-style set-up for a lively soirée with minimal effort. An ample island extends the work surface while

a gleaming 48" six-burner Thermador professional series gas range that also boasts two ovens (one is a secondary oven). This was the perfect choice, given that the counter tops are also finished in stainless steel – the combination of the gas range and counter tops in the same material yields an uncommon seamless aesthetic. On the adjacent wall, the wet area has a similar look, thanks to the installation of a custom-designed all-in-one sink and counter unit. A stainless Thermador refrigerator is located at the end of that set of cabinets. Attention to detail, such as the backwards-sloped counter edge, is a testament to the fine craftsmanship seen throughout the room.

While the counter area and appliances are attractive, they are easily upstaged by the upper cabinets, which are fully enveloped in stainless steel. The interiors are also faced with stainless steel so that, when illuminated by a small puck light, the units glow behind lightly frosted glass doors. The lower cabinets are raised off the floor, European style, by stainless steel legs.

All this metal does not a cold room make, however, as other materials lend a sense of visual warmth. For example, while the legs of the lower cabinets are steel, those units are faced with beech that has been encapsulated with a high-gloss catalyzed polymer resin. A Fisher & Paykel 'DishDrawer' – a





Bedroom

drawer-style dishwasher – is discreetly placed so that it looks like the rest of the cabinetry. The same wood is used on the island, but there a red-tinted resin applied instead of the clear material that is used on the lower wall-mounted cupboards.

Drawer pulls are minimally intrusive – they look like slips of metal paper that have rolled out from the cupboards themselves, which adds to the clean aesthetic.

In other circumstances, the concrete walls and floor might lend an austere feeling to the room. However the wood cabinets and hit of red-tinted resin add that welcome touch of visual warmth. In-floor radiant heating also helps to reduce the chill that might otherwise take over the room.

The extensive use of brushed stainless steel and concrete has an added advantage, as does the high-gloss catalyzed polymer resin – all the materials are hard-wearing and easy to maintain, which make them even more attractive for homeowners doing a lot of entertaining.

At Choklit, the insperiences influence isn't confined to the public spaces. In fact, the very private master bedroom also reflects the homeowner's experience in the outside world. In this case, however, the inspiration isn't found in a lively social gathering but in the tranquil setting of a luxury spa.



Master Bathroom

The 15'x20.6' master bedroom is located on the north end of the upper floor of the suite. A substantial pair of fir doors with hand-cast glass inserts separates this space from the rest of the townhouse. As a result, it provides a private oasis from the hubbub of daily life.

The north wall of this spacious room is decked out in floor to ceiling glass, with a slider positioned in the middle of the glass wall. While

there is no balcony per se, when the slider is open security is maintained by a glass railing which projects slightly from the side of the building. Not quite a Juliet balcony, this wee railing allows those inside to still take in a breath of fresh air without worrying about anyone or anything falling over the edge – and the expanse of glass ensures that nothing obstructs the great views of downtown Vancouver and the North Shore Mountains beyond. Toss in those 16' ceilings, and the room really feels as big as the outdoors.

At 7'x11.5', the walk-in closet is equally grand, especially when the leather tile floor is taken into consideration.

But it's the master ensuite that will likely take your breath away.

The largest of all the bathrooms in the townhouse, the master ensuite occupies an 11'x14' area between the walk-in closet and the master bedroom itself. A free-standing oval-shaped tub is the central feature of

the master bathroom. Measuring six feet in length, the tub comes complete with wireless remote-controlled air jets. The curve of the tub is mirrored by the adjacent wall that is clad in metallic-finished Italian tile. (The wall encloses the toilet area and the spacious 5'x4' walk-in shower.) The two elevated free-standing sinks sit atop stainless steel legs, a look that is replicated in the suite's custom kitchen. Similarly, the two custom-made pocket doors are constructed from the same edge-grained solid fir that was used in the doors that isolate the master suite from the rest of the house. (The wood also shows up in the treads of the main stairwell and the vanity in the main bathroom.) The doors' hand-cast glass inserts relate to the hand-cast glass windows that separate this bathroom from the master bedroom. Large sheets of the same glass are also used to create an oversized clerestory on the bathroom wall that backs onto the master bedroom – this allows the maximum amount of natural light to flow from the master bedroom's glass front into the bathroom space. As with the main bathroom, the brushed nickel wall spigots are mounted on the mirror, which in this case is a floor-to-ceiling mirrored wall.

As with the kitchen, the materials used in the master ensuite are hard-wearing and low maintenance. The limited array of soft colours and natural textures invokes a spa-like feel throughout the entire master suite. Thus, the homeowner can relax and revitalize until they are ready to venture outside once more to gather more experiences to replicate indoors.

Photos clockwise from right: Dining Room, Lower Sink, South Sitting Area







View from Eagles Nest

# EAGLES NEST TAKES FLIGHT

## Custom Lot Community Releases Lots, Offers Exclusive Views

*...some of the most  
spectacular mountain  
and desert views in  
the Phoenix area*

The second release of Phase II lots in Eagles Nest is now underway and demand remains strong, as evidenced by recent sales ranging from \$500,000 to \$1.2 million. Phase II lots offer some of the most spectacular mountain and desert views in the Phoenix metropolitan area, due to the dramatic lot elevations that reach as high as 2,400 feet.

“Eagles Nest lots offer some of the most dramatic mountain views in Arizona,” said Jeremy Hall, president of MCO Properties. “For a custom home buyer looking for a blend of breathtaking views and convenience, Eagles Nest is the ideal location.”

Eagles Nest, the gated, custom lot community in Fountain Hills, Arizona, is one of the most prestigious locations in the Phoenix and Scottsdale vicinity. Located on the eastern slopes of the McDowell Mountains, Eagles Nest provides lot owners with undisturbed privacy and unparalleled mountain views of the Four Peaks, McDowells, Superstition, Goldfield and Mazatzal mountain ranges. Custom lots at Eagles Nest are positioned in an estate-like setting, ranging in size from one to 21 acres.

Eagles Nest boasts a natural desert setting with native wildlife, abundant desert foliage, hiking trails and rolling terrain.

Sales at Eagles Nest have been highly successful. With a total of



Fountain Park

only 244 custom home sites in this private, 500-acre mountainside community, the limited lots are in high demand. Of the 132 lots released to date, 100 have sold to Arizona residents and buyers worldwide.

MCO Properties Inc., the master developer of Fountain Hills, has been involved in the development of master-planned communities throughout the southwestern United States for more than 25 years. MCO Properties has played a vital role in the development of Fountain Hills, creating several custom lot communities that carefully balance residential growth with preservation of natural open space.

With its classic lines and fine craftsmanship, the community’s Ranch House is warm, organic and an ideal future venue for special gatherings with family and friends. Its veranda offers stunning views of the nearby mountains and has a Great Room with an indoor-outdoor fireplace. Its uncontrived elegance boasts interior and exterior features that accentuate the natural environment of the community.

The Gate House features a full-time gate host onsite to welcome visitors and lot owners, and keep the exclusive development private.

The community has a number of natural and recreational amenities, including a trailhead leading into the adjacent 21,000-acre McDowell Mountain Regional Park, perfect for any outdoor enthusiast. FireRock Country Club, a private club that is located just minutes from Eagles Nest, is now offering special memberships available to Eagles Nest lot buyers for a limited time. FireRock Country Club is one of six golf courses found throughout the Fountain Hills community.

The private club is distinguished by natural features and dramatic elevated tees on a 6,984-yard, par 72-championship golf course, which was named “Best New Golf Course” by The Arizona Republic and



labelled the “No. 9 Best Private Golf Course” in Ranking Arizona: The Best of Arizona Business 2003.

Fountain Hills is a community of rolling hills and spectacular mountain views, located adjacent to Scottsdale and minutes from downtown Phoenix. The community is upscale with a hometown character. The richness and quality of life here is evident the moment you crest the mountain pass leaving behind the hustle and bustle of Scottsdale and the rest of the Phoenix metropolitan area.

Situated in the “Valley of the Sun,” it is not surprising that the area has about 300 days of cloudless sunshine every year. Warm temperatures and blue skies make summers comfortable as residents stay active in the sunshine; mild temperatures in the winter allow for year-round enjoyment of the Valley’s endless amenities. With its lush desert scenery, recreation opportunities, great schools, shops and restaurants, Fountain Hills was rated one of Parenting magazine’s top 10 “great” places to raise a family.

The community’s most valuable asset is its natural beauty. Incredible views and natural terrain provide for a wide range of outdoor activities including hiking, biking, nearby boating and some of the more



# Eagles Nest



## EXPERIENCE THE LIFE YOU'VE ALWAYS IMAGINED AT EAGLES NEST

Encounter a world of unsurpassed natural beauty and a plethora of activities in this mountainside community located in Fountain Hills, Arizona – whether out on the town or in the peaceful sanctuary of your own backyard. Eagles Nest will be home to those who seek a sophisticated, yet neighborly, community where a more genuine way of life is the ultimate luxury – unspoiled and unpretentious.



Lots priced from the '500s to over \$1.5 million | 800.284.0090 ext. 179 | eaglesnestliving.com



Sales by MCO Realty, Inc., 800-284-0090. Obtain the property report or its equivalent, required by federal and state laws, and read it before signing anything. Sales may not occur until the Arizona Subdividers Public Report is issued. No government agency has endorsed or approved this property. This is not an offer or solicitation in any state where prohibited by law. Depictions show a general theme; design and construction may vary. Plans, amenities, availability, completion dates, and prices are subject to change without notice; this is not a guarantee, representation or assurance regarding them. Not all photographs herein are of or from Eagles Nest. Other restrictions may apply. Lot 27 (Plot 515A) is subject to Eagles Nest and North Heights CC&Rs, Architectural Guidelines, and association docs. Developed by MCO Custom Properties dba EN LLC © 2003 EN LLC.

## Eagles Nest



Gate House at Eagles Nest

challenging and picturesque golf courses you'll find in the country. The slogan, "Come for a day; stay for a lifetime," still best describes how the 22,000 residents discovered Fountain Hills.

The signature 560-foot fountain remains the namesake of the town, creating a spectacular visual amenity. The Fountain was conceived and designed by the original visionary of Fountain Hills, who had a plan to build a thematic centerpiece for a community designed for beauty throughout.

With the brisk pace of sales at Eagles Nest, interested buyers should call 1 800 284-0090 or visit [www.eaglesnestliving.com](http://www.eaglesnestliving.com) to secure their spot in the majestic mountainside landscape of Eagles Nest. Sales by MCO Realty, Inc.







Nestled in the hills of the South Okanagan, overlooking shimmering lakes, lush vineyards and pristine natural surroundings, there is an enchanted place called REGAL RIDGE. In the valley below, Osoyoos, British Columbia, lies in the warmest and only semi-arid climate zone in Canada. The scenic beauty and temperate conditions make the area one of the most desirable destinations for retirement and recreational property seekers, and now, REGAL RIDGE makes it spectacular.

Meticulously developed in stages, each private and secluded lot in REGAL RIDGE features a breathtaking view of mountains, lakes, or charming valleys and meadows. Naturally landscaped with ponderosa pine, Douglas fir and other indigenous flora, the lots range upward in size from a minimum 3.1 acres. The entire development is comprised of just under 6,000 acres of south facing bench land, and all lots border on over 2500 acres of dedicated natural conservation area with 75 kilometres of scenic recreational trails.

Newly introduced to the market, these magnificent lots are being offered at attractive introductory prices ranging from \$149,000 to \$429,000.

#### *Incredible Features!*

- All lots offer spectacular mountain and valley views, and most overlook Osoyoos Lake.
- Paved access roads, maintained by the Ministry of Transportation.
- All driveways are specifically engineered to limit grades and access the building site in the least intrusive manner.
- Power and phone services provided to the lot line.
- Drilled wells on each lot produce an abundance of sparkling clear mountain water.
- No time limit for building completion.
- On-site fire protection and trained volunteer firefighters.
- A central commercial hub, Regal Village, to provide amenities, including a convenience store, neighbourhood pub and more.



Unprecedented in size, design and potential, REGAL RIDGE is truly a unique development. Rising to Crown Land to the north, descending to the US border to the south, sloping to agricultural ranchland to the east, and vineyards and orchards to the west, this exceptional site will never be compromised by future development. And the unprecedented dedication of conservation area means that the extraordinary natural beauty will remain for generations of REGAL RIDGE residents to experience and enjoy.

With a limited amount of REGAL RIDGE lots being developed for sale each year, we anticipate a waiting list of potential buyers anxious to own a piece of this paradise.

Financing packages are available for up to 75% of the purchase price, at bank prime lending rate, with no appraisal required. And as there are no time limits for building on the lot, REGAL RIDGE is unmatched as an investment value in British Columbia.

Discover the REGAL RIDGE difference for yourself. View details and plans of this incredible project on our website at [www.regalridge.com](http://www.regalridge.com). Sit back and be mesmerized by the video and photographs of the spectacular views and natural beauty that gives REGAL RIDGE its distinction. Or better still, let us give you a personal tour of Canada's premier scenic development. We're certain you'll agree that "The Crown Jewel of the Okanagan" has no equal.

#### *Contact us today!*

Adrian Erickson  
[adrian@regalridge.com](mailto:adrian@regalridge.com)  
250.486.0006

Ryan Erickson  
[ryan@regalridge.com](mailto:ryan@regalridge.com)  
250.533.0227

#### *Over 50 Amazing Features!*

- 15 minutes from an array of golf opportunities...10 months of the year.
- 30 minutes from Mount Baldy Ski Area, now undergoing major expansion. "Real skiing, real close!"
- 75 kilometres of scenic recreational trails: superb hiking, horseback riding, nature interpretation, bird watching (over 200 species), mountain biking, cross country skiing and rock climbing.
- Osoyoos Lake, the warmest lake in Canada provides a myriad of water activities.
- North of Highway 3, the high elevation area adjacent to Crown Land offers excellent ATV and snowmobile opportunities.

#### *The Palm Springs Of the North!*



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



# Buying Wine in Vancouver and Calgary:

## Is it All about Price?

By Gael Arthur

Living in Vancouver, it's easy to think that the worst thing about living here is the price of a decent bottle of wine. The word "control" may not fit into the BCLDB (British Columbia Liquor Distribution Branch) acronym, but there is no question that control is the name of the game. It seems to be about revenue as well – gross revenue, as opposed to net income. Our mark-up structure leaves visiting winemakers shaking their heads and wondering how a wine they sold for \$3 at the winery gate can suddenly morph into a double-digit product. Vancouver residents who visit Calgary wonder the same thing.

The playing field is always shifting in British Columbia. The first of the private wine stores were created just in time for Expo 86, to make sure international visitors had the chance to buy wine after 6pm and on Sundays. After tantalizing the public with the idea that it would get out of liquor retailing completely a couple of years ago, the government is still in the business. A few changes broadened cold beer and wine store offerings to include hard liquor and allowed them to move to new locations, but there were no big changes for the fine wine lover.

How does the BC system compare to Alberta, an open market model for alcohol sales?

The first thing to understand is that Alberta has no government stores (they were sold off in the early 1990s, many to enterprising employees who took severance packages and invested in their future). You get a license to

sell alcohol and you open a store. The economics of opening a liquor store in Calgary are such that more than 200 currently serve the city.

All alcohol goes through a centralized government warehouse, and is subject to a flat tax on every bottle (ie: a fixed amount per litre). This means that the higher the wholesale price of the bottle, the lower the taxes are as a percentage of the total price. An Alberta retailer can pretty much stock what he wants and charge what he wants for a product, if the consumer will pay it. Stores can put a wine on sale and move huge volumes of popular products. At the higher end, pricing varies as well.

A simple comparison: Ardbeg 10 year old whisky in Calgary ranges in price at different stores between \$50 and \$57. Sigh... in Vancouver, at the LDB, it's \$72.99 plus deposit...

In British Columbia, the mark-up (read: tax) is based on the cost of the product, so the more expensive the bottle, the more tax you will pay on it. Private stores purchase from the LDB at a discount and then add on the margin they think the market will support. Cold beer and wine stores tend to stock the familiar brands that a customer will grab on the run; private wine stores will seek out the wines that are not sold through the LDB. Selling these wines requires product knowledge and time talking to customers one on one – in short, service.

There are hundreds, perhaps thousands of wines, spirits and beers that do not go to the LDB stores, so if you think you can find all the products



Both pictures: Liberty Wine Store, Vancouver



there are at Cambie Street, think again. Private stores in Vancouver figured out a long time ago that what they have to offer is service and exclusivity – they have worked hard to develop personal relationships with small wineries all over the world who are interested in having a small reliable outlet for their limited supply of wines.

It's a similar situation in Calgary, where exclusivity is what distinguishes individual wine stores. Stores compete in different ways, focusing on a region or country. Richmond Hill wines has made its name with Australian wines – their relationships with wineries are strong and they get exclusive wines (which they sometimes share with others stores). Others stores focus on exclusive French or Italian wines, while still offering a range of products to meet the generally adventuresome clientele that chooses a small store over the pricing at Safeway or Superstore.

Pricing is a huge issue for the Vancouverite shopping in Calgary and it is hard to get past it. A small example: the Perrin Reserve that costs \$18.99 at the BCLDB is a mere \$12.49 at the handy Safeway store in the corner of the parking lot. If this differential is representative of mid-range wines between the two provinces, it's no wonder the BC government was trying to track down BC residents purchasing goods in Alberta.

But enough whining about price – are there similarities between Calgary and Vancouver wine stores? Yes, when you compare "apples to apples". The private wine stores of Vancouver and their counterparts in Calgary are staffed with passionate people who live for their profession. Many are studying to be sommeliers; all are willing to take a position on a wine. They generally love food as much as they love wine and are generous with their expertise, always looking for another convert.

These stores have figured out that education is the key to building confidence and creating loyalty. They generally have a few bottles of wine open to try – staff are able to talk knowledgeably about these wines and suggest food pairings. There are sessions to help consumers understand the differences in region, grape varietal and vintages, along with the ever-popular food and wine pairing sessions. The beauty of a wine class is that you, the consumer, feel righteous about learning while getting to taste wines from all over the world at prices you would not ordinarily pay. Then, you can buy a case of a wine with confidence that you will not be disappointed. The cost of these events may be nominal, or there may be

a charity associated with the event. These activities are great to do as a group and are easy to rationalize – just plan on taking a cab home!

**The bottom line:** Vancouver and Calgary both have great selection and service at many stores. It's a matter of getting in the car and checking them out, because each store has its own personality and wine selection. Here are a few worth checking out (in alphabetical order), with apologies to the numerous other terrific spots that are not included due to space constraints.

### Calgary:

#### J. Webb Market Wines

Janet Webb has been in the business since before Alberta privatization with her Glenmore Landing store. Her new store is adjacent to the Calgary Farmers Market (Currie Barracks). The market has the feel of Vancouver's Granville Island twenty-five years ago; a little homey and folksy, but with the potential to become a dynamic focal point for the southwest suburbs.

Traffic on a typical Saturday afternoon here reveals the strength of this customer-centric organization. About half of the store patrons are browsing – they wander aimlessly, eventually deciding they need some help. Staff members are so in tune with their profession that they automatically sense when these customers want to be left alone and when they are ready for suggestions. They know at least half of the products in the store may be new to their customers, and their non-intimidating approach reflects respect for the consumer and passion for the wine. [www.jwebb.net](http://www.jwebb.net)

#### Metrovino

The location of Metrovino at the back of the Cookbook Company (a book store with generous space devoted to specialty food products including a nice selection of take-home gourmet) makes this wine store an easy choice. The retail space is small, but owner Richard Harvey has jammed





Wine Store

in a remarkable selection, focusing on a French portfolio. Other countries are represented fairly, particularly Spanish and Portuguese at the entry level, but really, it's about France. There are invariably 5 or 8 wines open to taste – Harvey's palate is one of Calgary's best and his knowledge impressive – check out the little library in the corner. When he's not in the store, he is running the Calgary Wine Academy or travelling to seek out new exclusive wines. The good news is that with Heidi and Patrick on hand, he is hardly missed. [www.metrovino.com](http://www.metrovino.com)

**Superstore**

Okay, it's not a wine store, but this is where to buy Veuve Clicquot. It's priced so low here that most private stores don't even stock it, preferring to offer more interesting choices at fair prices. Buying wine at Superstore is a bit of a crapshoot – don't expect a wide selection of unusual wines or much in the way of ambience. Still, it's cost-effective for generic purchases.

**Willow Park**

The Willow Park Liquor Store is an anomaly – with 17 stores, it has a formidable presence in the Calgary market. A mid-January visit found its flagship store in the midst of massive renovations, complete with dust all over the impressive selection of Riedel glassware and the books in the “accessories” corner, an area larger than a lot of Calgary wine stores.

Escape to the best Europe has to offer in the lower level wine room, just past the kings of California (sorted by varietal). Here, order is strictly maintained through geography. Selection: amazing. Pricing: fair. Back out on the floor, the Scotch whisky selection is nothing short of magnificent. As David Michiels, a store manager, waxes on about the selection, you realize that not only does he know what he is talking about, he is right – the selection here rivals any store in the world. [www.willowpark.net](http://www.willowpark.net)

**Vancouver:**

**Liberty Wine Merchants**

With locations up on West 10th (in the Safeway parking lot near Tolmie), two North shore locations (Park Royal South, Park and Tilford), as well as one out in South Surrey, Liberty has long been a big player in the Vancouver market. Liberty staff know their wine and are proud of where they work. Events like the annual BC Wine & Oyster Festival have grown from a few wineries and a few oysters to a major event – with 70 BC wineries



Willow Park Burgundies

participating this year, the Children's Hospital fundraiser is a huge draw. [www.libertywinemERCHANTS.com](http://www.libertywinemERCHANTS.com)

**Marquis Wine Cellars**

John Clerides is typical of successful wine purveyors around the world – passionate about wine, opinionated and committed. His single store on Davie Street has been there since the beginning (1986), developing personal relationships with small producers all over the world. He is justifiably proud of his Bordeaux Futures program – for those who love and collect Bordeaux wines, it's a way to ensure supply (even though it means committing a couple of years in advance of release). Equally impressive are his collection of exclusive wines from other regions of France. [www.marquis-wines.com](http://www.marquis-wines.com)

**LDB**

Yes, the old government liquor stores do still offer a number of positive attributes. There won't be an extra dollar or two tacked on to “retail price”. Several specialty stores still have product consultants who know their wine and will help you if they aren't overwhelmed by paperwork. The monopoly occasionally flexes its muscles with hard-to-find wines, leaving the private sector without access to limited release wines. Cheer up: wine prices here won't double or triple overnight when they score a 99 from Parker or the Wine Spectator, as can happen in other markets. In addition to Cambie Street, the Park Royal, Alberni Street and Dunbar stores can fill the gap. [www.bcliquorstores.com](http://www.bcliquorstores.com)

**Vintropolis**

This little VQA store in Kits is doing a lot of things right. Restaurant and store are side-by-side. In a more civilized country, you would go into the store, pick your bottle of wine and bring it into the restaurant (note: Alberta has BYO in their restaurants now, so you can bring a bottle from your cellar for a special occasion). Vintropolis plays by BC rules, so the restaurant boasts a long list of wines by the glass, encouraging people to try wines and then stop in next door to pick up something for home consumption. Since it only sells VQA wines, you won't be overwhelmed by choices of country and region in your quest for something to drink tonight. Handy and affordable, *as BC wines represent some of the best value in the BC market.* <http://www.vintropolis.ca>

**Q: WHEN DOES A WINE BECOME A REVELATION?**

**A: “**

**”**

**Introducing Oldfield's Collection Merlot.**  
A rare vintage that embodies our passion to excellence and sublime taste. Only 1,600 cases to be enjoyed by a select few. Celebrate ten years of superior estate vintage production with master vintner Sandra Oldfield's proudest offering to date. Limited Edition Oldfield's Collection Merlot. Rare, rich, exquisite...and soon to be gone.





# Cleanse in Harmony with the Season

By Sandra Tonn, RHN

Spring-cleaning the body may sound like a modern idea, with all the supplements and remedies, however cleansing is a tradition: a cleansing you’ve tapped into your body to renew in harmony with the season.

Many of us ignore the body’s call because we do not know how to listen. Uncomfortable fasts, restrictive diets and quick purging strategies may hold no therapeutic and healing benefits, but rarely realistic options for the majority of us who lead busy lives. Instead, we can learn a lesson from the change of season that’s upon us.

The transition from winter to spring is a gentle one – the sun’s rays gradually feel warmer and our surroundings slowly come to life with green colour as we leave winter behind. The transition comes gradually, but also comes completely keeping with the harmony of the season: many ways to gently cleanse each day and extremely healthful benefits.

### Cleansing Foods

Look to nature for a menu of cleansing foods. It’s no coincidence that the spring greens and early spring vegetables have a cleansing and refreshing effect on the body. Spring greens, such as baby spinach, dandelion leaves, chard and watercress, also provide excellent amounts of iron and calcium to build strong blood and bones after the sedentary winter months. Spring vegetables offer a wealth of benefits, all with low caloric impact. They deliver high amounts of the disease-preventing and immune-boosting vitamins A and C, and are an excellent source of fibre, which helps to move toxins out of the body.

Spring greens and early vegetables are also supportive of the liver and gall bladder. According to many traditions, including Traditional Chinese Medicine and the Japanese macrobiotic philosophy, spring is the season to cleanse these hard-working organs, which are usually sluggish after a winter of heavier foods. The bitter greens, such as arugula, endive, radicchio and watercress, as well as artichoke and dandelion, are especially helpful for cleansing the liver, our major detoxifying organ. Enjoy them raw in salads or lightly steamed with sautéed garlic.

Fresh pressed vegetable juices and herbal teas are also excellent remedies for cleansing the liver, gallbladder and the entire system. Root and flower teas are most helpful for spring cleansing – try dandelion root, burdock root, chamomile or red clover teas. An excellent and simple cleansing strategy is to drink a glass of pure, room-temperature water with a squeeze of fresh lemon each morning upon waking. Since you have presumably fasted overnight and have an empty stomach, this elixir stimulates digestive juices that, instead of digesting food, cleanse the body of old debris and built-up toxins.

In general, drinking more cleansing fluids and eating more vegetables will help the body cleanse. The East Indian Ayurvedic philosophy encourages simpler foods and food preparation practices in the spring, such as eating more fruits and vegetables because they are easy on the digestive system and encouraging of physical movement. Eating smaller meals and more frequent snacks will also allow the digestive system to work more efficiently and help the cleansing process along. What you don’t eat certainly impacts the body’s cleansing abilities. Cut down on sugar, caffeine, alcohol, processed foods and animal products, all of which contribute to digestive stress and system imbalance in various ways.

### Cleansing Habits

In addition to diet, there are many simple and enjoyable ways to promote cleansing including dry brushing, sauna, exercise and deep breathing.

Dry brushing involves brushing the body’s skin, which is a major detoxifying organ, with dry motions, each morning before showering. This stimulates circulation and removes dead skin cells, leaving the skin feeling revitalized. Massage is another way of helping the body to detoxify through the lymph system, which helps to remove toxins and disease-causing cells from the system. Deep breathing helps to oxygenate the body and also causes the diaphragm to press on the liver, helping its detoxifying process.

Aside from diet and physical strategies to cleanse, the warm sun and new growth at this time of year draw us into the outdoors to work in the garden, walk in nature, play in the sun and clear the mind as well as the body. Have faith in the wisdom of the gently emerging season and accept the many answers it provides for your body’s springtime call to renew.




### Cleansing Springtime Foods

- artichoke
- asparagus
- baby spinach
- dandelion leaf and root
- endive
- garlic
- leeks
- lettuce, red and green
- radicchio
- sprouts
- Swiss chard
- watercress sprigs

Copeman  
Healthcare

# COPEMAN HEALTHCARE



Don Copeman, founder of the Copeman Healthcare Centre

# The Canadian Health Care Challenge

Canadians pride themselves on the quality of taxpayer-funded health care services delivered under the terms of the popular Canada Health Act. National elections are won or lost on the basis of which party is determined to be the staunchest defender of the Canadian health care status quo and attack ads often feature suggestions that one party or another wants to introduce unwanted, evil “American style” private health care.

Yet it appears that in recent months, increasing rationality appears to be entering the health care debate, with provincial governments in Quebec, British Columbia and Alberta all taking a hard look at how health care should be delivered in their respective provinces. Alberta’s recently unveiled “Third Way” plan is just the latest manifestation of this discussion.

**Private Health Care is Alive and Well Across the Country**  
One reason that the health care debate is becoming less fierce and more

reasoned lies with the experience of Canadian citizens in using health care services that are not always covered by their government medical services, including the services of dentists, orthodontists, chiropractors, fitness consultants, massage therapists, dietary consultants, weight loss clinic specialists, opticians, podiatrists and providers of in-home care for the elderly. All of these typically involve some sort of payment by consumers for the services they use.

According to Don Copeman, founder of the Copeman Healthcare Centre (which offers an advanced health centre in Vancouver and has announced plans to open three similar centres in Ontario), privately-provided health care services are alive and well in Canada, and the use of such services by consumers is popular and growing. In addition, many of these private facilities – including those offering cosmetic surgery and dietary consultation – use the services of doctors who also work in the publicly-funded system.

“The real problem with the current situation is that there is no easy way



## Copeman Healthcare

for consumers to get comprehensive, continuous care that spans the public system and privately-funded services,” he said. “If you want to take a pro-active approach to your own health care, you have to assemble your own team of health care professionals – many of whom will not talk to one another or have any easy way to work together.”

Mr. Copeman suggests that the structure of the Canada Health Act has not prevented the development of a “two tier” health care system, but rather has ensured that consumers face a real challenge in pulling together a set of health care services that is focused around them and their needs. “There is currently little connection between the medical services at a publicly-funded clinic and the ‘non-essential’ health services, for example, of a dietician or physiotherapist,” he adds.

Mr. Copeman said plans for his Copeman Healthcare Centres grew from his concern about this “disconnect” between the publicly-funded, insured services and the non-insured – but often vital – preventative and other health services that fall outside of provincial health insurance plans. “Consumers should be able to enjoy the benefit of a full, comprehensive, consistent and individualized health care plan that contains a full spectrum of medical care,” he said.

As a result, Mr. Copeman established the Copeman Healthcare Centre as an advanced health facility that houses expert multi-disciplinary care teams that include physicians, clinical dietitians, exercise physiologists, lifestyle coaches, physiotherapists, psychologists and a host of other allied health professionals.

“We provide world-class screening & disease prevention programs that are combined with the general care of family physicians to provide people with a complete health care service,” he said. “The Centre follows the ‘cooperative medicine’ approach of the most respected international health care centres, where teams of professionals work together to care for you and create life-long programs for optimal health.”

### An Investment in Your Future

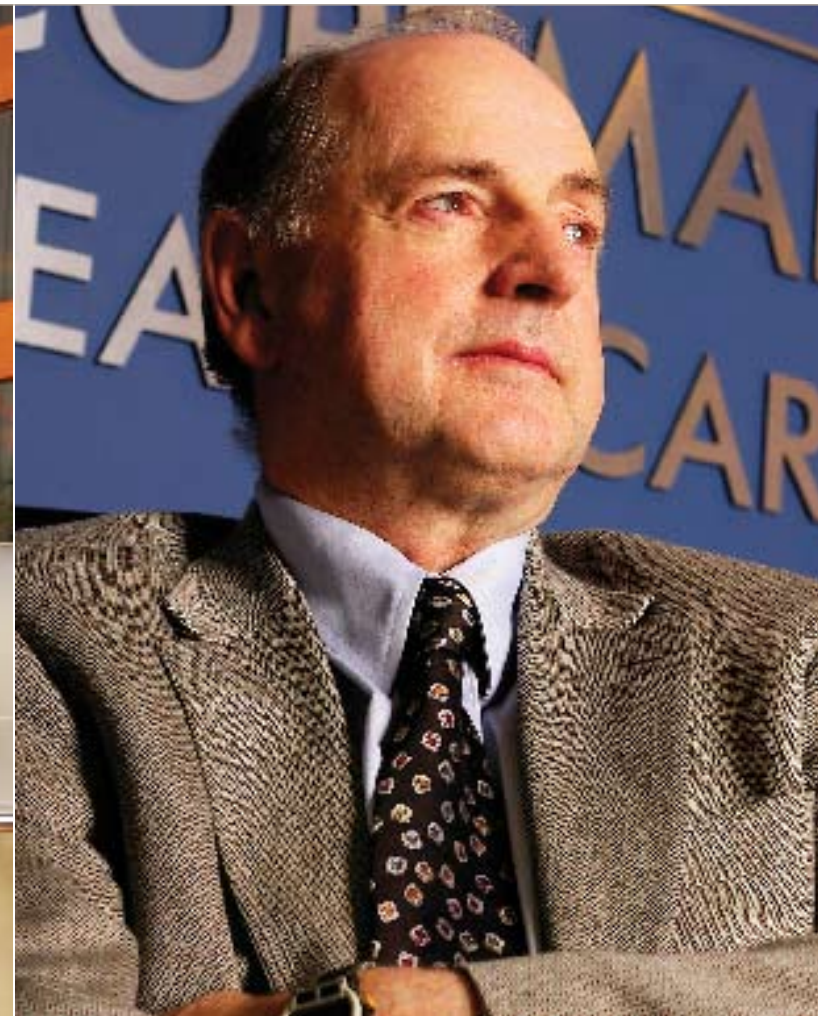
The Copeman Healthcare Centre structures its services so that consumers can get the best of both private and public health care, while conforming to the framework of the Canada Health Act. All publicly-funded, insured medical services are integrated with non-insured private services and delivered in a complementary manner – with both sets of services delivered in such a way as to put the patient at the centre of the treatment.

Helping Canadian consumers and provincial governments to understand this comprehensive, co-ordinated and integrated care delivery



model has been challenging, admits Mr. Copeman. He explained that the goal of the Copeman Healthcare Centre is to offer Canadians a new way to invest in their own health – and provide potential for much better results from that investment.

“We believe that achieving our mission requires an unyielding focus on people,” said Mr. Copeman. “These are the clients that we serve, who must always feel our sincere desire to help improve their health and well-being, as well as the employees and practitioners that are essential



Photos clockwise from top left hand page: Patient relaxing, Dr. Peter House, Dr. Wong giving test results, Consultation

in providing quality healthcare.”

### Meeting Your Needs

Mr. Copeman said pricing for services at the Copeman Healthcare Centres has evolved to meet the needs of its customers, while finding the best possible fit with the regulatory environment laid out in the Canada Health Act. All government-insured services that may be provided by physicians at the Copeman Healthcare Centre are provided in the same way they would be at any physician-owned clinic and the government is billed for those services in the usual way.

The difference is that members of the Copeman Healthcare Centre can layer a whole range of specialized, customized healthcare services on top of that basic, government-funded care and can make that investment in a planned, comprehensive and pro-active manner. “Our clients enjoy services that are not covered by provincial healthcare insurance plans,” explained Mr. Copeman. “These services include comprehensive annual health screening, personal coaching, physician-led health education, counselling, dietary and fitness consultations, computerized health self-management, research into alternative treatment options, and numerous others. The fees for these enhanced medical services are bundled by the Centre and made available to each client for a simple, annual fee.”

The fee for the first year of service is \$3,500 per adult, which may be paid in monthly instalments of \$300. Thereafter, the annual fee is

\$2,300 per person. This may be paid monthly at the rate of \$200. For families, all children of members under the age of 22 receive their enrolment free of charge.

### Coming to a Town Near You

The first Copeman Healthcare Centre is now open in Vancouver, BC and Mr. Copeman has announced that there will be clinics in 12 major cities across Canada by the end of 2007. To learn more, please call 1 888 922-2732, or visit [www.copemanhealthcare.com](http://www.copemanhealthcare.com).







# Canada's First Private Healthcare Centre...

The Healthcare You've Been Waiting For

Never wonder about the state of your health, or the quality of your healthcare, ever again.  
Complete health risk management, comprehensive screening and more time with your doctor.



Membership at the Copeman Healthcare Centre offers:

#### MORE TIME WITH YOUR DOCTOR

Greater than 4 times more time when compared to a typical family practice.

#### EXPERTISE

Expert physicians in a number of medical fields including Cardiology, Women's Health, Men's Health, Oncology, Urology, Complementary Medicine, Orthopedics and Sports Medicine.

#### THE RIGHT EXPERTISE FOR YOU

A distinguished, expert physician assigned to you based on a match between their expertise and your medical profile.

#### ADVANCED HEALTH SCREENING

Comprehensive, annual screening for early signs of disease using the most modern and appropriate techniques.

#### HEALTH PLAN & COACHING

Easy-to-follow personal health plan prescribed by your physician to keep you healthy and lower the risk of disease.

#### NUTRITION & FITNESS COUNSELLING

Comprehensive assessment and counselling in support of your health plan and lifestyle goals.

Call to Register Today: 604.707.CARE (2273)  
[www.copemanhealthcare.com](http://www.copemanhealthcare.com)



Iris

Imagine seeing the stars at night clearly  
without your glasses...



Western Canada: (Left to right), Dr. Eric Pharand, Dr. Marnie Tucker Spino, Hugo Sutton MD, FRCS(C), Dr. Jonathan Laudadio.

#### LASER EYE SURGERY IN BRITISH COLUMBIA

*In 1989, the first laser refractive surgery in the world was performed. By 1990, Laser Eye Surgery was a growing part of the British Columbia eyecare environment, and we have continued to lead the way ever since.*

#### Are You a Candidate for Laser Vision Correction?

*Many people who were previously a non-candidate for this procedure are finding they can now enjoy freedom from eyeglasses and contact lenses, due to the advancement of technology. Limiting factors of the past such as astigmatism and age no longer prevent candidacy. There has never been a better time to consider Laser Vision Correction.*

Is laser eye surgery right for you? Are you a candidate? Will you still require glasses for reading? What if your vision changes later? Is it safe?

If you have thought about having Laser Vision Correction, you have had questions like these. Changing technologies, trademarked terminologies, urban legends and confusing marketing – it can be difficult to decide if and where you should have Laser Eye Surgery. After all, they are your very precious eyes and you owe it to yourself to give them nothing but the best!

So how do you make that decision? Read on.

#### The Story of Laser Eye Surgery at IRIS

IRIS is Canada's largest optical provider, with 160 stores across the country and an incredible network of over 500 Ophthalmologists, Optometrists and Opticians. No other company in the optical industry offers this level of expertise, quality of healthcare, and commitment to patient satisfaction.





Iris

At IRIS, our mission is to provide our patients with the highest quality products and professional services in the world of eyecare. Committed professionals, eyewear and contact lenses of the finest craftsmanship and technology and beautiful IRIS locations designed for comfort and style define the IRIS brand as a leader in the industry.

IRIS believes that in order to meet our commitment to our patients we must provide all options for optical correction, including the very best surgical services possible for Laser Eye Surgery. In 1998, IRIS opened their first laser refractive and cataract surgery centre in Laval, Quebec. Six years later, with five ophthalmologists, the IRIS Clinic in Laval is recognized as one of the most successful facilities in the province.

In May of 2004, a second centre was opened to service IRIS doctors and patients in Western Canada. Customized for laser refractive surgery, with two operating suites and the latest safety and comfort features, this facility spectacularly meets the IRIS commitment to their patients. Five optometrists, one ophthalmologist/surgeon, and up to 20 support staff work in the clinic. Under the direction of renowned laser refractive surgeon Hugo Sutton MD, FRCS(C), this team represents enormous experience and skill. Dr. Sutton has been involved in Laser Eye Surgery for over 17 years, leading the way in the development of this procedure and participating as a surgeon, researcher, and teacher. Dr. Sutton is board certified in the United States as a fellow of the American Academy of Ophthalmology and is on staff at the University of British Columbia as a Clinical Associate Professor in the Department of Ophthalmology. With over 35,000 procedures performed in his career, Dr. Sutton is one of the most experienced surgeons in this field.

The IRIS Ophthalmology Clinic received the maximum three-year accreditation from the College of Physicians and Surgeons of British Columbia as a non-hospital surgical facility. The accreditation process is very detailed, looking with great care at all areas of patient care, surgical procedures, safety protocols, and systems maintenance, to name a few. When designing, outfitting and building the IRIS Ophthalmology Clinic, every possible consideration was made to ensure the greatest safety and accuracy for our surgical patients. Attention to details and the desire

to exceed industry standards led us to incorporate specially designed features, such as positive airflow in the operating theatre to promote a sterile environment free of airborne irritants, and complete back up systems in case of power failure.

IRIS had the luxury of choosing any laser system available, and our research lead to Carl Zeiss Meditech. IRIS purchased the first Zeiss MEL-80 laser in Canada for the brand new IRIS Ophthalmology Clinic as well as acquiring a second Mel-80 laser for the IRIS Laser Surgery Centre in Laval to provide the same level of technical excellence in that facility. The companion Wavefront system provided by Zeiss was determined to be the most precise on the market.

**Why the Zeiss MEL-80 Laser?**

*The MEL-80 laser and its associated Wavefront analyzer represent engineering and software application principles that are more evolved than any other preceding technology. Specifically, 25% less tissue is removed from each eye for the same optical treatment as compared to all other lasers. This has virtually eliminated medical and surgical complications, and optical outcomes have improved significantly, even within the past two years. These unparalleled safety and accuracy features apply to all ranges of myopia (near-sightedness), astigmatism, and hyperopia (far-sightedness). Wavefront Analysis is a 5 year old development in laser refractive surgery. The Wavefront system maps the eyes surface, and allows the laser to be programmed to deliver a personalized treatment for the patient. The more precise the Wavefront Analysis, the more effective the overall correction can be. Patients have experienced better than 20/20 vision after surgery.*

**Lasik or PRK?**

*At IRIS Ophthalmology Clinic we provide both Lasik and PRK as options to the patient for their Laser Eye Surgery.*

*Lasik is the procedure which is most used in the world – approximately 95% of all people who have laser eye surgery have Lasik. Lasik requires a flap to be created on the surface of the eye, using a precise tool called a microkeratome. The flap is lifted whole, the laser correction is applied to your cornea, and then is laid back down after the process. Healing is very fast and most people who have the Lasik procedure are back to their normal activities within a few days.*

*PRK is the procedure where the cells on the surface of the eye are removed to expose the cornea, allowing the laser correction to be applied. An acidic solution or even a laser can be used to remove this cell layer. While this is an excellent procedure as well, it does require additional healing time.*

*The decision of whether to have Lasik or PRK is best reached with the advice of the Optometrist after a complete examination of the eye is performed. Information about your eyes from this examination will allow the Optometrist to direct you to the procedure most suited to you.*

IRIS has developed an exceptional relationship with Carl Zeiss Meditech. With the combination of the Mel-80 and the Zeiss Wavefront and incorporating software systems a personalized treatment has been developed which can correct presbyopia.

**What is Presbyopia?**

*We laugh, seeing a friend whose arms are not long enough to allow them to read... The need for reading glasses, bifocals or progressive lenses becomes obvious to almost everyone over the age of 45, even if they have never previously required glasses. This applies to those who have had Laser Eye Surgery as well. As we age, the crystalline lens of the eye loses its ability to focus on nearby objects. Reading glasses, bifocals, and progressive lenses have been the only solution to this condition until recently.*

Over the past 14 months at the IRIS Ophthalmology Clinic, 80% of all patients in the presbyopic age range – virtually anyone over the age of 45 – have chosen to undergo the presbyopia treatment. Presbyopic treatment allows for distance vision and near vision for both eyes together for most patients, even to the level of fine print. The majority of patients are able to read, drive, and fully enjoy their active lives with no need for glasses or contact lenses. Through consultation with an IRIS Optometrist, you can discover if this new technology will suit your visual needs and lifestyle.

Imagine watching your ball land on the green, reading your scorecard and ordering lunch while you relive the game, all without glasses. Perhaps cooking is your passion, and juggling recipes, preparation and steaming dishes will all be that much more enjoyable without glasses. Whatever activities you enjoy, the freedom of needing only a good pair of sunglasses and nothing more would certainly be worth exploring.

IRIS the Visual Group has over 50 locations throughout British Columbia and Alberta, and each IRIS optometrist is involved in the delivery of the latest advances in eyecare. The IRIS network of doctors is committed to all laser refractive patients of the IRIS Ophthalmology Clinic, and provide comprehensive postoperative care at the IRIS location most convenient for each patient. Contact your local IRIS location to book a complimentary preoperative examination to help you determine if Laser Eye Surgery is right for you.

**Why Choose IRIS?**

- Experienced surgeon and team of professionals
- Quality care before, during and after surgery by IRIS Doctors of Optometry
- Committed to technology, and its ongoing development
- Continued commitment to optimum quality vision
- Safety and accuracy through experience and proven protocols
- Largest eyecare provider in Canada
- 100% Canadian



For more information about IRIS or Laser Eye Surgery visit our website at [www.iris.ca](http://www.iris.ca), or call 1 888 881-4747 to speak to a Laser Eye Surgery consultant. Dr Sutton's website at [www.hugo-sutton.org](http://www.hugo-sutton.org) provides information on presbyopia treatment and other valuable links.

Carl Zeiss Humphrey corneal topography unit



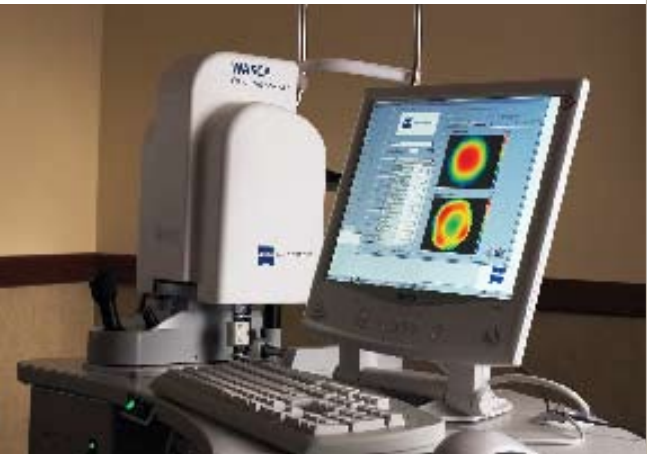
The MEL 80 laser.



MEL 80 IRIS Ophthalmology Clinic features the latest innovations and advancements in laser eye surgery. The MEL 80 laser from Carl Zeiss Meditech is North America's newest and most precise laser eye surgery instrument.



Wavefront Sciences Aberrometer (WASCA)





Teena's  
eyes are blue and  
gray and smile with  
mischief and fun.

## LASER EYE SURGERY

1.888.881.4747

or visit any IRIS location

**IRIS**  
OPHTHALMOLOGY CLINIC

[www.iris.ca](http://www.iris.ca)

connoisseur's choice

### STYLE

## Jewellery: Investment or Decoration?

By Virginia Leeming

Princess Diana's penchant for pearls (she wore a pearl tiara at her wedding to Prince Charles, and favoured simple strands of pearls), Elizabeth Taylor's collection of diamond jewellery, in particular the stunning pear-shaped Burton-Taylor diamond weighing in at a whopping 60 carats, and the emerald-eyed diamond and onyx pavé panther bracelet made by Cartier for the Duchess of Windsor are among the celebrated jewellery pieces that these style icons collected.

Although many of the jewellery pieces worn by such luminaries in public where they were copiously photographed became legendary, for the average person, fine jewellery is a personal expression of the wearer's sense of style.

Good Life Connoisseur talked with some of the leading jewellers in Vancouver and Calgary about the market today and the shifting trends. After discussions with these experts one piece of advice became crystal clear. Buy the best you can afford and buy from a reputable jeweller.

Grace Reagh, of Henry Birks and Sons, says "Quality is the one thing that endures." Inexpensive jewellery available on the internet has often been produced by skipping steps in production, and stones can be polished by tumbling, resulting in an inferior product, she adds.

Gisela Brinkhaus of Brinkhaus, a 70-year-old, family-operated jewellery business with branches in Vancouver and Calgary, concurs. "Focus on the quality rather than a look. Jewellery is an emotional and personal purchase. It must speak to you and you can't get that over the Internet."

At Costen Catbalue, goldsmiths Andrew Costen and MaryAnn Buis create their custom-made pieces for clients looking for something unique for themselves or a loved one. Their advice is to take your time when selecting a stone or design. The pair work with clients and try to understand what each is looking for. "Stay open minded about design," advises Buis. "Custom is very different from off-the-shelf." It all starts with the stone, she says. From there, ideas are sketched until the perfect design is reached. "It is like an architectural project. The client must be able to wear it and love it," says British-trained Costen.

Loving the finished product is the success of the designer/customer relationship. "Our designers are very different," says Flora Bosa about the jewellery at Palladio, the high-end store she opened seven and a half years

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



His Renaissance ring and hers with a blue sapphire  
by Andrew Costen, at Costen Catbalue.

Round, brilliant and princess-cut diamond rings, 2-carat brilliant-cut diamond earrings, and South Sea white pearls, all at Brinkhaus.

Top inset: Gold heart pendant with diamond,  
by Orlando Orlandini, at Palladio.

ago in Vancouver after she sold Swedish Jewellers. Jewellery is meant to be worn, and not kept in a vault," she says emphatically, adding that the store's jewellery is modern/classic. Consider the pieces by André Ribeiro at Palladio. This French-born designer currently working in Germany pairs two of nature's elements in an unlikely modern marriage – diamonds with natural rubber. And

the results are stunning. Not for the faint of heart, but certainly fetching for some. Stunning too are the simplicity of rings by Henrich & Denzel. "German perfection," as Bosa puts it. No argument there.

Reagh, who is Director of Estate Jewellery at Birks, reminds us that jewellery is more than personal adornment or a mere show of wealth (although in some people's cases it tends to be). "People don't realize the meaning that jewellery carries. No other gift has a greater emotional connection to the occasion," she says. Do you remember which anniversary you received a new vacuum? Probably not. But the diamond earrings? You bet.

Over a period of three years and an investment of \$10 million, Birks developed a new fancy-cut for a diamond christened Amorique™, a fitting name implying love. Holly Brubach, a former New York fashion editor and now Birks Creative Director, collaborated with Paul Lombardi, Birks Senior Gemologist and Divisional VP, Gemstone Acquisition, who developed the new cut.



STYLE

Amorique™ is a new twist on the earlier cut called the cushion cut or the old-mine cut, popular in the mid-18th century. Today’s version has a star pattern at the base (the pavilion) of the hand-cut stone, which shoots more fire out of the crown for optimum brilliance. “The basic effect is to reduce the area of shadowing also known as the ‘bow-tie’ effect,” explains Reagh. A pair of Amorique™-cut stud platinum earrings with 1.15 carats total is priced at \$14,300.

The eternity ring, an expression of everlasting love, is enjoying popularity. A platinum eternity ring at Birks showcases a centre row of baguette-cut diamonds (5.15 carats) flanked on either side by round brilliant-cut diamonds (1.87 carats), and is priced at \$36,000. Quite an expression!

But old design ideas don’t always need to be abandoned. The resurgence of popularity of the Renaissance ring, a style with which goldsmith Costen is associated, attests to the enduring quality of good design. “The craftsmanship lies in the details,” he says. This style of ring is perfect for a woman to buy for herself as well as for a man to present to her. Says Brinkhaus, “Women are buying more and more (for themselves). She will probably pick a fun piece that adds to her lifestyle.”

Techniques of cutting and setting diamonds have benefited from advances in technology and computers. Diamonds which can be cut and polished with a computer program are referred to as robotically cut. This allows the operator to cut a diamond in one hour instead of a day. Another state-of-the-art is Micro-pave, also know as micro setting. Tiny diamonds, 150 to 200 to a carat, can be set robotically for spectacular results. Brinkhaus is among the stores carrying dinner or cocktail rings micro set with the tiny sparklers. “The diamonds can be set on white, yellow or pink gold,” says Brinkhaus. Depending on the number of carats, prices range from about \$6,000 to \$8,000. “If these had to be hand set they would be a lot more expensive. With micro setting you get more bang for your buck.”

The link between Venus, the goddess of beauty, love and passion and the pearl was immortalized by Botticelli in his portrait of ‘The Birth of Venus’ depicting Venus emerging from a shell. If Botticelli had been a contemporary painter he might have painted her emerging from a mussel shell.

In recent years pearls have become affordable thanks to the freshwater and saltwater farms operating in Tahiti, South Asia and Japan. Freshwater farms are located on rivers and lakes, many of which ‘grow’ their cultivated pearls in mussels which produce the treasure of the waters faster than oysters. Consequently, prices for freshwater pearls are considerably lower.

South Sea pearls including the Tahitian (which can be very expensive), and those grown in Australian and South Asian waters, come in a variety of colours and shapes, as do the fresh water variety. It is simply a matter of taste. Do you prefer perfectly round or baroque, mixed colours together or all one shade?

Pearls are graded by several factors; lustre, colour, size, shape and surface. Brinkhaus notes that prices for pearls range from \$600 up to \$20,000, so your pocketbook will play a part in their choice.

Jewellery, like fashionable clothing, goes through cycles. What was popular 25 years ago might appeal to the current 20-somethings. To their eyes the look is new all over again.

For another, vintage or estate jewellery might catch her eye. It is all in the eye of the beholder.



Rubber and diamond rings and bracelet by André Ribeiro, at Palladio.



Gold earrings and pin with bi-coloured tourmaline and diamonds by Mary Ann Buis, at Costen Catbalue.

Guidelines for purchasing a quality diamond

The 4Cs of diamond quality – Cut, Colour, Clarity and Carat. Each determines the value of the stone.

**Cut:** The cut unleashes the diamond’s fiery sparkle. Properly cut, the light entering the top will reflect from one facet to another until it is refracted up through the stone’s top, creating the brilliance of the diamond. If improperly cut, too deep or too shallow (it is all about geometry), the light will leak out the bottom or sides.

**Colour:** Diamonds are found in a dazzling array of colours from colourless to black and myriad tones in between including canary, pink, blue, and red. Diamonds are rated on a colour scale beginning with D (colourless) to Z. Diamonds with soft tones rated K, L, or M, are less valuable. However diamonds with strong, pure colour are called fancies and are extremely rare.

**Clarity:** Nature’s fingerprints or inclusions in the stone mar the clarity. The more inclusions the less brilliant it will be when cut.

**Carat:** Diamonds are weighed in carats. Each carat has 100 points, thus a half-carat diamond weighs 50 points. The average size sold in Canada is 48 points.

**Jewellery trends:** White gold has been popular for several years, but the market is shifting in favour of yellow, a warmer tone, yellow/white, and rose or pink. Pavé-set diamonds are increasingly popular for all shapes of jewellery. Necklaces are getting chunkier and bolder. Pendants are coming back with fanciful shapes. Earrings are longer; many styles are drop or dangly shapes and hoops with diamonds. The right-hand ring and the three-stone ring continue to be popular.

**Gemstones:** amethyst, topaz, peridot (greens), tourmaline (pinks and greens), aquamarine, garnet, citrine (yellow to golden brown), translucent stone such as moonstone (yellow, pale sheen).



Cushion-shaped, fancy-cut Amorique™ diamond ring set in platinum, at Birks.



FROM THE ARCTIC LANDSCAPE  
COMES ONE OF THE WORLD'S RAREST  
AND NATURAL TREASURES.

POLAR BEAR DIAMONDS™  
GOVERNMENT CERTIFIED 100% CANADIAN

Available at select retailers  
[www.polarbeardiamond.com](http://www.polarbeardiamond.com)



Keyera operates one of the largest natural gas midstream businesses in Canada.

Our business consists of natural gas gathering and processing as well as the processing, transportation, storage and marketing of natural gas liquids (NGLs), such as propane, butane and condensate, and crude oil. Our natural gas processing facilities are located within key gas production areas of the western Canadian sedimentary basin. Our NGL and crude oil infrastructure includes pipelines, terminals and processing and storage facilities in Edmonton and Fort Saskatchewan, Alberta, a major North American NGL hub. Keyera markets propane, butane and condensate to customers in Canada and the United States.

**KEYERA Facilities Income Fund**  
Suite 600, 144 - 4th Avenue SW  
Calgary, Alberta T2P 3N4

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

Investor Relations Inquiries:  
Tel 403 205 7670  
Toll Free 1 800 699 4853  
Email [ir@keyera.com](mailto:ir@keyera.com)

**KEY.UN**

**KEYERA**



### Investment Highlights

- ▶ Stable cash flows, monthly cash distributions
- ▶ Low risk profile with SR-B stability rating from Standard & Poor's
- ▶ Solid footprint in western Canada with strategic assets situated to capitalize on increased industry drilling activity
- ▶ Excellent growth opportunities supported by strong North American natural gas fundamentals
- ▶ Experienced management and operating personnel
- ▶ Eligible for registered investments (RRSP, RRIF, DPSP, RESP) in Canada
- ▶ Significant tax deferral

This advertisement is not to be construed as a public offering and does not constitute an offer to sell or a solicitation to buy the securities of Keyera Facilities Income Fund. In any jurisdiction, which offer can only be made by prospectus by a lawfully registered agent.

connoisseur's choice

WEALTH

# Income Trusts Not Just For Big Business Anymore

By Paul R. LeBreux and Kim G.C. Moody



Two months after tabling a consultation paper, “*Tax and Other Issues Related to Publicly Listed Flow-Through Entities (Income Trusts and Limited Partnerships)*”, Minister of Finance Ralph Goodale announced on November 23, 2005 the Government’s proposal to reduce income tax rates on “eligible dividends” in an effort to level the playing field between corporations and income trusts. By increasing the available dividend tax credit, the Minister partially reduced the well-documented discriminatory effect of dividend taxation (tax practitioners have been quite critical of Canada’s dividend taxation, given the double tax effect of taxing income earned by the corporate entity and subjecting that same taxed income to a second level of tax at the shareholder level). There is no disputing that the traditional income trust structure, so readily adopted by a number of Canadian publicly traded corporations, creates an effective and real tax arbitrage opportunity by significantly reducing, or even eliminating completely, corporate level tax, a key component in the surging popularity of income trusts in Canada. One need only look at the

significant market capitalization of Canadian traded income trusts to gauge this popularity. This, combined with the Federal Government’s decision to sidestep in the near future any decision to directly tax income trusts, has caused speculation that the queue of Canadian companies lining up to convert to the popular income trust model will grow exponentially.

Interestingly, what is lost in all of the income trust scuttlebutt, is the effect that such tax planning may have on private businesses. Since the Government showed its reluctance to do or say anything that may upset the income trust market to address income tax inefficiencies by simply reducing ancillary levels of tax, the path seems clear to consider a much broader application of the traditional income trust model. As tax practitioners, we are acutely aware of the proliferation of income trusts for large publicly traded companies – one need only open any financial newspaper to find evidence of this. However, one must now question whether an opportunity presents itself for a potential trickle-down effect to private companies. If the income trust model works so tax efficiently and effectively for publicly traded companies, is there any reason to operate any business through a corporation any more?

Traditionally, the use of personal trusts has largely been restricted to personal planning initiatives. Although it has been commonplace to utilize trusts for the purposes of holding an interest in one or more businesses via the acquisition of shares in the capital of the corporate entity, it is only recently that tax practitioners have considered the merits of having the trust actually operate the business. The use of trusts as “business vehicles” can offer many advantages, predominantly from a tax arbitrage perspective. The use of “business trusts” in the context of private businesses now more than ever demands the attention of professional advisors.

To fully appreciate the tax effect of utilizing a Private Business Trust (a “PBT”), a basic understanding of Canadian tax law, as it relates to trusts, is necessary; the general principle is that any income earned in a trust is not subject to taxation within the Trust, provided the Trust distributes the profits (income) to the beneficiaries (unitholders) each year.

The main tax reason for considering the use of a PBT is to eliminate the incidence of double taxation associated with the generation of income at both the corporate and shareholder levels. Assuming a corporation is not a Canadian-controlled private corporation, the taxable income earned by the corporation will be subject to tax at a combined Federal and Provincial rate of approximately 35%. Once the corporation has paid corporate tax, it is now in a position to make a distribution to its shareholders by way of a dividend (a dividend by definition is a distribution of the retained earnings – or accumulated after-tax earnings – to corporate shareholders). Dividends (assuming not inter-corporate dividends) are taxed at the personal shareholder level, however the dividend tax rate is lower than the tax rate on regular income as a result of the dividend tax credit. The Canadian tax system recognizes that dividends are distributed by a corporation from after tax income, so individuals receive a dividend tax credit to take into account tax paid by the corporation under a mechanism referred to as “tax integration”. However the taxation of income at both the corporate and personal level effectively renders the tax rate higher than the tax that would be paid if the individual had earned the income directly.

Traditionally in Canada, a PBT has not been a vehicle of choice to carry out the business. Instead, personal trusts have often been utilized in estate-planning for high net worth families to offer benefits in income



splitting, capital gains splitting, asset protection, succession planning, probate avoidance and confidentiality protection. Many of the most effective and innovative techniques to maximize a family's after tax income have utilized trusts as a key-planning component. A key element of such planning would be to ensure that the personal trust owned the shares of a private corporation that would carry out the underlying business. However, such a structure is subject to the double tax implications as explained previously.

Although the use of PBTs has been far less prevalent than publicly traded income trusts, there have been recent examples of taxpayers utilizing them to carry out a business directly. The most recent example in Canadian jurisprudence is that of the case of *Ferrel (Her Majesty the Queen v. Ferrel – 99 DTC 5111)*. The Ferrel case involved a situation of a personal inter-vivos trust that owned shares of a corporation. The corporation paid “management fees” to the trust pursuant to contractual arrangements between the trust, the corporation and Mr. Ferrel. The trust received such management fees and the trustees of the trust allocated such management fees to the beneficiaries of the trust who happened to be Mr. Ferrel's children. Accordingly, the income was therefore taxed in the children's hands as opposed to either the trust's hands or the corporation's. The CRA argued that the attribution rules applied to attribute such income back to Mr. Ferrel. Mr. Ferrel argued that the trust was a “business trust” in the sense that it was a trust carrying on a business. The Tax Court of Canada found that the attribution rules did not apply. Accordingly, the Minister appealed to the Federal Court of Appeal. At paragraph 2 of the decision of the Federal Court of Appeal, Justice Linden states:

*...we have not been persuaded that the agreements between the trust and the taxpayer and the trust and the company were illegal for purposes of the Income Tax Act (see section 104(2)) nor improper under trust law, which now appears to permit structures called “business trusts”, which conduct businesses...*

The decision rendered by the Federal Court of Appeal was welcomed by tax practitioners. Thus, to the extent that a personal trust could be utilized effectively in a Ferrel-type situation to carry out a business directly, the advantages would appear as follows:

1. The incidence of corporate taxation would be reduced or eliminated since the business income would be taxable either directly at the trust level or at the beneficiary level to the extent that the profits were paid or made payable to such beneficiaries.
2. The incidence of “kiddie tax” (a special tax levied on minor children to prohibit income splitting *via* the payment of dividends from a private corporation) would be eliminated since the criteria for the kiddie tax to apply would not be met to the extent that the business income of a trust would be generated from arm's length sources and such business income allocated to minor beneficiaries.
3. Unlike that of a Canadian-controlled private corporation, there would be no need to “bonus down” profits in order to preserve integration. Accordingly, reasonableness issues and other risks associated with bonuses would be eliminated.
4. Capital gains splitting can occur on business asset sales unlike in a traditional corporate scenario, since a disposition of assets at the corporate level would result in corporate taxation with the only available

income splitting being the payment of dividends to shareholders. However, to the extent that income is realized by the trust on an asset sale, such income can be allocated to the desired beneficiaries by the trustees of the trust.

There are some disadvantages for carrying out a business directly through a personal trust, which would need to be carefully considered:

1. A personal trust is not commonly thought of as a business vehicle, therefore it may be difficult to explain to interested parties such as banks, secured creditors, shareholders, etc. It may be possible to simply address such concerns by having an agent corporation carry out the business activities on behalf of the trust. The use of an agent corporation may be a novel way to avoid some of the uncertainty inherent in the trust's direct operation of a business.
2. The financial statements of a trust have a different equity section (as opposed to those of a corporation). As such, the equity section of the balance sheet may need to be explained to these interested parties.
3. If a business requires significant capital, the raising of capital would need to be planned out carefully so as to ensure that the trust would obtain such capital without causing the onerous application of certain attribution rules contained in the Act.
4. To the extent that small business limits are available for a Canadian-controlled private corporation, it may be ideal to utilize such available small business limits, given that the effective corporate taxation rate is very low as opposed to the highest taxation rate that is applicable to personal trusts.
5. The issue of whether or not beneficiaries of a personal trust are liable

for the liabilities of the business activities of the trust would need to be addressed and appropriately dealt with by the trustees. The risk of a unitholder's liability of an income trust has been a well-publicized concern, and has been put forward by a number of

institutional investors (pension funds, for instance) as one of the main reasons for not investing in income trusts. To put this in context, the shareholders of a corporation usually have “limited liability,” in that, by law, a shareholder cannot be held personally liable for the actions and obligations of the corporation. The concept of “limited liability” has always been heralded as one of the lynch pins for operating a business through a corporate structure. Income trusts have tried to ring-fence this liability issue by having the Fund indemnify each unitholder or provide for limited liability in the Declaration of Trust itself. The limited liability issue is also being addressed from a legislative point of view: Ontario's “Trust Beneficiaries Liability Act (2004)” ; Alberta's “Income Trust Liability Act” ; B.C., Nova Scotia and Manitoba are also reviewing potential draft legislation; and Quebec provides liability protection to Unitholders of Quebec Trusts – 1994 Revised Civil Code of Quebec).

Utilizing PBTs as business vehicles certainly makes business and economic sense in the right situation and should not be overlooked by professional advisors and investors. From a personal trust perspective, PBTs as business vehicles are currently under-utilized in Canada. With careful planning and the right circumstances, PBTs as business vehicles can provide great flexibility.

# Horizon & C<sup>o</sup>.

SMALL GROUP LUXURY TRAVEL



by air



by land



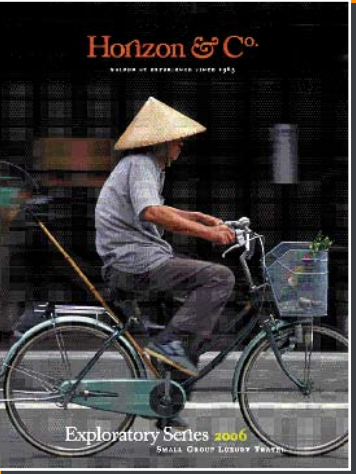
by water



by rail

Whether it's tracing the footsteps of Hemingway, tasting virgin olive oil in Tuscany, polishing a diamond in the Canadian Arctic or tracking wildlife on an African safari, our new Exploratory Series brochure is full of unique itineraries designed to immerse you in the culture and spirit of a foreign place.

If you are over 35, luxury-conscious, spiritually-curious and non group-travel oriented, then our EXPLORATORY SERIES of escorted and independent trips may be the perfect solution. These trips are designed to immerse you in the character of a place, to allow you to slow down, go deep, and participate in something that is authentic, meaningful and real. The itineraries are built with a focus on personal freedom to allow you to savour experiences, haggle in the marketplace, linger over meals, lounge around the pool, curl up with a book, and imbibe wine with the locals at the cafe. Welcome to “The Spirit of Discovery”.



*CULINARY EXPEDITIONS – CELEBRATE L'ART DE VIVRE*  
British Columbia | Indochina | Normandy | Ontario | Spain | Tuscany

*LITERARY SOJOURNS – LEARNING VACATIONS WITH A DIFFERENCE*  
Greece | Krakow | Newfoundland | New Orleans | Paris | Quebec City

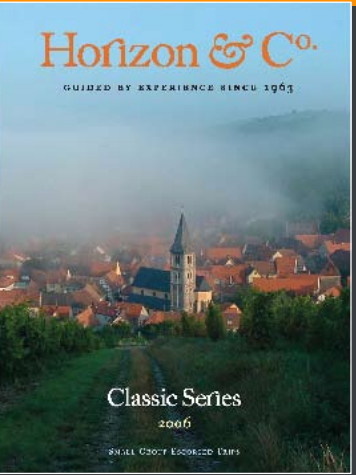
*LUXURY ADVENTURES – INDULGENCE MEETS ADRENALINE*  
Newfoundland Earth to Human | Vietnam | Summer in the Canadian Arctic | Winter in the Canadian Arctic | Summer in the Yukon | Winter in the Yukon

*MOBILE SAFARIS – AFRICA UNDER CANVAS*  
Botswana | Malawi | Namibia | Tanzania

*SMALL SHIP CRUISES – GO WHERE OTHERS CAN'T*  
Amazon Heartland | Antarctica Classic | Baltic Discoveries | Beyond the Shores of Tripoli | Glory of the Pharaohs | Greenland & Iceland | Introduction to Libya | Spitzbergen

*THE NEXT FORK – TRAVEL WITH INTENTION*  
Bhutan | Burma | Iceland | Spain | Tuscany

Whether it's savouring the majestic natural beauty of the Australian Outback or exploring the spiritual mystery of Machu Picchu, our new Classic Series brochure has a trip for every lifestyle.



If you are over 65, value-conscious, culturally-curious and group-travel oriented, then our CLASSIC SERIES of escorted small group trips may be the perfect solution. These trips are designed to transport you back to the era of old-world romance and adventure, when doing the “Grand Tour” of Europe was an essential part of a complete education and two weeks at sea was a brief journey. The itineraries are built with a focus on maximizing value to allow you to see as many sights as possible at a reasonable pace and in relative comfort without having to worry about the details. Welcome to “The Golden Age of Travel”.

Alaska & The Inside Passage | Arctic & Baffin Island Expedition | Arctic & The Inside Passage Cruise | Australia & New Zealand | China & The Yangtze River Cruise | Costa Rica | Egypt & The Nile River Cruise | France | Iceland | India | Magdalen Islands | New York Theatre | Newfoundland & Labrador | Northern Lights | Peru & Galapagos | Prague, Vienna & Budapest | South Africa | Trans-Canada Rail



# Driving the Lamborghini Gallardo

By Tony Whitney



The super-exotic sports car segment, populated by mystical names like Lamborghini, creates vehicles that cost as much – or perhaps far more – than a desirable family home in most parts of the country.

Recent years have seen all kinds of changes in this vehicle class, but the overall picture is one of amalgamation with major automakers, rather than a scenario in which great names gradually fade into history. Without big name automakers stepping in, few of those fabled nameplates of yesteryear would be around today to carry on their traditions.

My most recent exoticar experience was with a Lamborghini Gallardo and driving the car reminded me of what a great history this Italian sports car builder has. Right now, the company is once again well established in Canada after a few years of rather vague distribution. There are now several highly professional showrooms around the country (reflecting VW/Audi's ownership of the company, no doubt), including the one where I picked up my Gallardo – Lamborghini Vancouver. Asgar Virji of Lamborghini Vancouver points out that his company has sold a fair number of the cars and added that reliability has been outstanding.

As most died-in-the-wool auto enthusiasts know, Lamborghini was once devoted entirely to the manufacture of agricultural tractors. Legend has it that owner Ferruccio Lamborghini was not that happy with the Ferrari he owned and decided that he could build something better. On

such whims are great companies founded in all kinds of fields. In fact, when Lamborghini went to see Enzo Ferrari to complain about his car's clutch, the "Commendatore" made a comment along the lines of "what does a tractor-maker know about cars," which must have cost him a lot of business in the ensuing years. A kind word and an offer of help from Ferrari and Lamborghini cars might never have been.

The Lamborghini shield that graces the noses of the cars bears the image of a bull – and a fighting bull at that. Ferruccio was born under the sign of Taurus and decided that bulls were what he wanted to symbolize his cars with. In fact, several Lamborghinis over the years have taken their names from fighting bull breeds – including the Gallardo.

The first Lamborghini appeared at the Turin auto show in 1963 and with some modification, later became the 350 GT, a model that earned widespread praise in the automotive press and is now a rare and highly

www.goodlifecanada.com



collectible classic, along with its 400 GT successor. Even today, this is a beautiful car to behold and it really got the company off the ground. When the 350 GT went into production, cynical references to tractors ceased and from then on, Lamborghini built some of the most stunning automotive creations in history – many of them, quite literally, "cars as art."

Landmarks included the superbly-styled Miura (a favourite of the Shah of Iran), a unique 2+2 called Espada and the remarkable Countach, which set the whole sports car industry on its ear when it appeared.

The new Gallardo was launched fairly recently as a "baby Lamborghini" and lacks the characteristic V-12 most of the cars have had over the years. Not too many people who drive one of these will complain about its V-10, though.

Driving a car like this is quite an experience and not one that even I get to enjoy too frequently. Once tucked in behind the wheel and after a little practice with the sequential transmission, it's pure delight. It had been several years since I'd driven a new Lamborghini and I was very impressed with the drivability of the Gallardo, not to mention its superb fit and finish.

Naturally, the car takes off like a rocket if pushed and legal speeds come up all too quickly. Handling would shame some race cars I've driven, but when driven in city traffic, the car is surprisingly docile – not always the case in the supercar field.

www.goodlifecanada.com

*... driving the car reminded  
me of what a great history this  
Italian sports car builder has*

The Gallardo is a truly beautiful car and you can look at it from any angle without seeing a discordant line. It hugs the ground in the predatory fashion common to this breed of sports car and looks like it's seriously on the move even when standing still. The car is very light, weighing only 1,430 kilograms. Incidentally, the car is built around Audi's proven aluminum space frame technology. It uses sheet metal, diecastings and extrusions to produce a bodyshell of exceptional rigidity and lightness.

Of course, there's all kinds of excitement under the skin – in fact, too much technology to describe in a relatively brief feature.

The concept behind the Gallardo was to create a sports car that can be used on an everyday basis. Lamborghini certainly succeeded and I found it very relaxing to drive, even in heavy traffic. Some supercars are a real chore in conditions like that.

The 5-litre V-10 develops a stirring 500-horsepower, impressive by any stretch of the imagination. Floor the gas pedal if you dare and you'll get a serious kick in the back as the Gallardo leaps off the mark. The engine uses dry sump lubrication like a race car. Naturally, Lamborghini made extensive use of state-of-the-art electronics when it came to engine management and throttle control is drive-by-wire.

One of the highlights of this car is that it has four-wheel-drive – something rare in this segment. What this means is that you can accelerate briskly even in pouring rain and never get out of control. Floor the gas



LUXURY RIDES

pedal and the car just takes off down the road without the least drama. I've always believed that all cars in this class should have all wheel drive - it's the safest way to make use of horsepower this impressive. The system is related to Audi's Quattro technology, so it ranks as among the best there is.

The transmission is a 6-speed sequential system, operated by Formula One style paddles behind the beautifully-made steering wheel. There is no shift knob of any kind, which must alarm some first-time users. After a little practice, shifts can be lightning-fast and very smooth. There IS a fully automatic mode for times when a busy driver wants to leave everything to the electronics.

Suspension is by double wishbone front and rear and Koni shocks are used. With its Pirelli P Zero tires, the car handles as though it were ready to take to the track. All the usual safety bells and whistles are included in the Gallardo's spec sheet, including huge Brembo ABS brakes.

Find somewhere to safely exploit this car's performance, and you'll see 100 km/h come up in a scant 4.2 seconds and a top speed of 309 km/h.

Clearly, the Gallardo goes as well as it looks.

The cockpit is, unsurprisingly, a great place to do business. It's beautifully finished, which has not always been common to cars in this class. A Lambo I drove a few years back had bits in the cabin that looked as though they belonged in an old Dodge pickup. There is some use of Audi components around the stereo and HVAC panel, but nobody will complain about that since Audi does great work when it comes to interiors.

As far as fuel consumption goes - well, let's not worry about that right now. It's doubtful that folk who shell out over a quarter of a million dollars for a car spend much time cruising the suburbs looking to save three cents a litre on gas. Suffice it to say that this is one of the world's truly great sports cars and at \$280,000 or so as tested, it's far from being the most expensive. Incidentally, a convertible version is just arriving at the dealerships.

Of course, for most of us, cars like the Lamborghini Gallardo are simply for dreaming about and there's always the question of whether any car can be worth between \$250,000 and \$300,000 (not excessive in this segment). I believe that cars like this are worth the money when viewed as what they are - hand-built pieces of automotive art with race car performance.

Scouting the Exoticar Market

Interesting Choices in the Quarter-mil Range

With a quarter of a million bucks on hand, give or take ten or twenty grand or so, the automobile market has all kinds of tempting products awaiting the better-heeled.

Aston Martin is a serious contender with its DB9 coupe and DB9 Volante convertible. Both come with 6.0-litre 450-horsepower V-12s and combine outstanding styling with superbly-appointed interiors.

Bentley's great-looking Continental GT differs from the "true" sports supercars in having proper rear seats and a decent trunk for Grand Touring in the old style. With its 560-horsepower W-12 powerplant, this Bentley can give any of the Italian thoroughbreds a run for their money. Like Lamborghini, Bentley is owned by the VW/Audi Group and many components - including the Quattro all wheel drive - come from the Audi parts bin. No problem with that, though. There's probably never been a better Bentley.

Ferrari's entry in this particular market slot is the F 430 coupe and the F 430 Spider convertible. These Italian masterpieces are the latest in a long line of "instant classics" every auto enthusiast dreams of. The F 430 uses a mid-mounted 490-horsepower 4.3-litre V-8 and handling is race car precise. There's also a "Challenge" version with lightweight components - for "out of the box" racing, perhaps?

Ford's amazing re-creation of a 1960s Le Mans winning race car - the GT - shouldn't be forgotten, even if it does cost quite a bit less than most of our feature cars at a shade under \$200,000. The car looks for all the world like its historic GT40 predecessor and is certainly better built and safer. The 550-horsepower V-8 ensures performance that probably have won Le Mans at one time and the interior is a cleverly faithful rework of the original car.

Another supercar with room for passengers and luggage is the rare Mercedes-Benz CL65 AMG, based on the CL coupe which is itself part of the S-Class range. This incredibly swift Benz has a 6.0-litre twin-turbo V-12 with an impressive 612-horsepower. Very few production cars could stay with a well-driven CL65, yet out on the highway, it's one of the most comfortable and relaxing automobiles imaginable.

Of course, it's possible to move up to an even more expensive category of supercar as far as price goes - way up to a million dollars when it comes to a Bugatti Veyron. And many buyers will probably avoid both classes and stay with choices in the low \$100,000 range like the new Jaguar XK, Mercedes-Benz SL and Porsche 911. When it comes to premium automobiles, there really is something at every price point.



Bentley Continental GT



Aston Martin DB9



Mercedes-Benz CL65 AMG



Ford GT 2006



Lamborghini Vancouver



LEARN TO ABANDON

Authorised Dealer  
for B.C. and Alberta

Lamborghini Vancouver  
1757 West 2nd Avenue  
Vancouver, B.C. V6J 1H7  
604-738-3911  
www.lamborghiniinancouver.com

LESSON 1: NO MORE FIXED ROOFS.  
AUTOMATIC FOLDING TOP

LESSON 2: NO MORE BEAUTIFUL HAIR.  
OVER 314 KM/H TOP SPEED

LESSON 3: NO MORE CONVERSATION.  
382 KW (520 PS)

LESSON 4: NO MORE COMPROMISES.  
GALLARDO SPYDER



# When Technology and Style Meet, Geeks Become Cool

By Geof Wheelwright

Technology and style have been uncomfortable bedfellows. For many years, leading edge technology was the province of the socially-challenged über-geek, who was seen to be more comfortable with battery operated electronic gadgets than real people. Admittedly some manufacturers – such as Apple Computer – have been aware of the star power of stylish technology for decades (just look at how many movies the original Apple Macintosh appeared in during the mid-1980s), but most technology and communications companies throughout the last two decades seemed happy to produce plain boxes in plain colours with dull-looking screens and paid little attention to style.

A Milan Moment

Then something strange happened – something that surprised even geeks like me: technology became cool and style started to become important in the development of new gadgets. The first hint of this for me came in 2002 when I was asked to attend the launch of some new products by cellphone giant Motorola.

There was a strong clue in the location selected for the international event: Milan, Italy – the home of many leading fashion designers and a key arbiter of European style. The next was the guest list: an eclectic mixture of geeks and glitterati, journalists from magazines such as the UK’s “What Cellphone?” rubbing shoulders with their counterparts at Vogue and the racy Maxim men’s magazine.

We spent a glorious week in Milan being wined, dined and shown around the castles, artwork (including Leonardo Da Vinci’s The Last Supper) and an amazing boat tour of Lake Como. We also spent an afternoon reviewing Motorola’s cellphone design lab in Milan. The fascinating thing about this lab was not the features of the phones (which largely included most of the goodies you would expect), but rather the extent to which researchers were focussed on the social uses of mobile phones – particularly as fashion accessories.

So we looked at wearable phones, phones that recorded the key events of your daily life (in video and audio) so that they could be sent to a Web site or transmitted to loved ones and phones designed in a dazzling array of styles, colours, shapes and sizes. The designers explained to us that consumers were increasingly less interested in a “feature comparison”

when shopping for phones, and were far more concerned with the look, style and even the brand of the manufacturer or handset.

The company also hosted an evening event in Milan, complete with catwalk models sporting the latest in cellphone style (the star of which was a phone with a pivoting swivel body that looked more like a piece of jewellery than a phone).

The iPod Revolution

Fast forward a couple of years and then look at the hottest personal entertainment device on the market: the Apple iPod. By 2004, the popular and stylish digital music player had not only captured an 82 per cent share of the market for hard disk-based digital music players, but it had become a must-have fashion and music accessory for the masses.

Apple recognized that it would have to marry the ability of technology products to evolve swiftly with the whims of the fashion world and starting launching new iPods at a dizzying pace. There was the original classic iPod, the iPod mini, the iPod Shuffle, the iPod Nano and the most recently-announced video iPod (which Apple curiously does not classify as a video iPod, since this model replaced the classic iPod).

Along the way, the capacities of these music players continued to increase and the range of sizes and colours evolved. In addition, Apple added colour displays as standard equipment and developed a vast catalogue of legally downloadable music and video available from its online iTunes store.

And now there are a vast array of fashion accessories for the iPod itself, including colourful iPod cases, wireless headphones, sport wrap armbands, speakers, “skins” and all manner of tools for customization. The iPod has become a very cool marriage of style and technology.

When A RAZR Cuts Two Ways

Not be to outdone by Apple, other consumer electronics and communications



n the iPod experience. As a had started to move into mobile phones in 2002, but s really started to develop a hones that people want to be ample of this is the Motorola rom all of Canada’s major viders for prices that start at h a three year agreement and pending on how willing you nto a given provider). AZR is a super-slim, ultra-phone that includes all the ures you would expect from high end phone – including a built-in camera, Internet access, a colour display, support for a wireless luetooth headset and video ck – and comes in a variety of colours (including blue, jet black and silver). Some US providers are even selling the RAZR in pink.

The point of all this is that Motorola didn’t succeed with the RAZR because it had more features – or better features – than the phones it competes with. It is succeeding because the phone is tiny, looks cool and doesn’t sacrifice any key features. I can also attest to the fact that it works well in a variety of countries, having used it in Germany, Holland and the UK during a visit to the annual CeBIT electronics show in Hannover last year.

Digital Photography Without a PC

Another big challenge for technology companies has been to find ways of removing the “geek” component of digital photography. Many stylish and urbane people have been shy of digital photography for years, firstly because they believed that it produced inferior end-results to traditional film photography and secondly because it involved installing software and using a computer to edit and print their photos on a computer printer.

The latest generation of digital cameras, however, gets around these problems by offering excellent, high quality lenses married to exceptional resolution image capabilities (now in excess of 8 Megapixels for even mid-range cameras) and features that allow prints to be made directly from the camera to a specially-equipped printer.

Recently-announced cameras from Hewlett-Packard are typical of this new generation. The HP PhotoSmart R927, for example, provides a screen resolution of 8.27 Megapixels (about double what you would have seen on a mid-market camera even 18 months ago), a nice looking 3-inch colour LCD screen on the back of the camera and lots of tools to edit images right in the camera, without ever having to go near a PC.

You can, for example, crop, edit and enlarge photos up to poster size in the camera. You can also automatically remove red-eye right

within the camera and even apply a “slimming filter” (which intelligently stretches the image of a person so that they look slimmer). One of the most challenging tasks of photo editing – stitching together a sequence of photos to make a panorama shot – can also be handled directly within this camera. You can put up to five photos together for a panorama shot you can print from the camera using HP’s dedicated PhotoSmart printer – which sells for less than \$200 and connects directly to the camera.

Of course, the “style” theme applies to the look of the camera, which sports a brushed metal exterior and a nicely-crafted LCD display that is reminiscent of the Sony PlayStation Portable (PSP).

No longer is the choice Style Versus Function

The great news about all these products is that every single one of these gadgets is based on a popular set of features – and none of them requires you to sacrifice features for style. All of the coolest-looking mobile phones still do a great job of their primary function – letting you make phone calls – but also help you make a fashion statement in the process.

Meanwhile, the cameras and digital music players are uniformly providing great results while letting you look great. You should, however, be aware of what your most important functions are for each of these gadgets, as many of them are now available in hybrid versions.

Motorola, for example, sells a cool new phone called the ROKR with iTunes and a digital camera built in. The phone is a lot of fun and also makes a great MP3 player (with the proviso that it doesn’t have the capacity of a full-on Apple iPod), but the digital camera in the phone is decidedly average, although quite sufficient for snapshots of friends.

Similarly, the iPod is a fantastic device for playing music on the go, but pales in comparison to even an entry-priced laptop computer when playing downloaded TV shows or movies (and it is only slightly cheaper than an entry-level laptop).

So the best advice I would offer is to decide on the primary role you want a given gadget to play and long as it plays that role well and meets your criteria for price and style, don’t worry too much about the other features. They may be fun and useful, but be prepared to accept that they are likely to be a compromise when compared against a dedicated device



HP PhotoSmart R927



BCFW FALL / WINTER 2006  
**BCFASHIONWEEK**  
APRIL 4TH to 9TH, IN VANCOUVER / CANADA

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



connoisseur's choice 5

CULTURE

## Living Deeply: Getting Closer to Yourself

By Jonni O'Connor, PhD

“If I had to stop loving, I may as well stop living,” Mike told me, as he slid his body onto my leather office sofa and extended his arms along the full length of the low back. He refused to shut down and his body language echoed the sincerity of his reverie.

I greatly admire those who live by a set expression – a series of words, arranged precisely to be the best representation of the speaker's values. This is their personal philosophy; their rudder in life. How strong it is and how clearly it guides their course.

Companies use these phrases continually, calling them taglines. They are often constructed in as few words as possible from much intense work spent in “branding”, in an effort to encapsulate the philosophy and intention of a company. The problem for companies is that, most often, their taglines are really the phrases by which they want consumers to know them and are not really representative of how they are.

Look at “Safeway: ingredients for life”; “7-11 stores: worth the convenience”; “Ikea: affordable solutions for better living”; “KFC: we do chicken right”.

Does that really represent them at their innermost? Perhaps. But we don't deal with a company; we deal with a person or several people in a company, and if this philosophy doesn't really belong to the individual, it's mute.

Our own personally-chosen philosophy should not be how we want to be seen by others or even how we want to be seen by ourselves. Instead it should be our fully-committed, no exceptions, no excuse rule for living. It represents how we live, our purpose and intentions, our priority and most importantly, our heart. What we care about, why we care about it and what we will never compromise in that care.

With anything and everything I do, my natural tendency is either to take it to a deep level or not at all. I'm an intimacy seeker with people, places and things. In the expanded awareness I draw from, I know one can make a deep connection, shallow connection or no connection at all – with anything! When one is bored, it is simply that one is choosing to make little or no connection to what is going on around or within one. Boredom is a choice and one I can say I rarely choose. (I'm the friend who volunteers to wait in long, pedestrian queues for tickets, because I pass the time completely engaged and present.) I don't live for love as Mike does, although of course love is my conscious intention and action on a continual basis. But it's not what drives me, what compels me. I have friends, family, colleagues and clients who live life boldly, bravely, uniquely, quietly, aggressively, passively, gently or loudly. I live life deeply – caring deeply, feeling deeply, seeing deeply, hearing deeply, communicating

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



deeply, touching deeply, loving deeply. It's the level of connection where I am most comfortable. It's where I exhale.

And what about you? Do you want to get closer to yourself? Then share some time with your heart and thoughts after you read this. Take some action by simply writing out a few words or phrases that begin to form your own personal, one-sentence philosophy. Write from your heart first. Then your head. Then stop and read it. Does it sound like the ‘you’ you've come to know through your years? If not, maybe it's a call to focus your life with more truth and conviction. If it does, then keep it pinned to your fridge or somewhere up front and centre, as a constant reminder of your integrity and honour – your dedication in life.

Over time, notice if it changes, if you want to add to it or delete a word or two. Maybe you just find fresh words to replace and uplift the old ones but the meaning and intention remain the same. But continue to keep it in front of your life like a favourite memorized poem. In a world where change happens in a nanosecond, your most heartfelt concisely-expressed philosophy will be your constant.

Spring 2006 | GOOD LIFE / CONNOISSEUR 59

duocom

FASHION  
TELEVISION

ecstaticdesigns

MAC

24

HollyNorth  
Production Supply Ltd.

graphicMinds

BC Fashion Week is not associated or affiliated with Vancouver Fashion Week Inc.



# Carved in Stone

By Jana Hik



Photo above: Autumn Grizzly - Serpentine Grizzly Bear - 32" x 40" x 20"

Photo left: It's My Territory - Serpentine Grizzly Bear - 34" x 33" x 24"  
- Purchased by Precision Drilling, Calgary, Alta.



On a cool February morning, Cathryn Jenkins and I make our way across her property. We're headed to her home studio. Before we arrive, we come across a large sculpted grizzly standing against a sky blue backdrop. We squint into the sun at the bear towering over us. We're silent, its presence so much to take in at once. A few minutes later we enter her showroom where the polished coats of several smaller bears glisten under the spotlights, their grizzly-like features unmistakable.

"I'm focused on grizzlies," she says. She reaches out and strokes the neck of a small bear. About the size of a cub, its lustrous finish is sanded and polished to perfection.

Cathryn Jenkins is an award-winning stone sculptor. She grew up in Revelstoke, BC, where at the young age of 14, she picked up a hammer and chisel for the first time, aspiring to sculpt as her mother did. It didn't take long before she



At the Top of Her Game - Serpentine Grizzly Bear - 5000 lbs. - Purchased by John Simpson, Cana Construction, Calgary, Alta.

understood she too possessed a unique talent to realize stone to art. At 19, she sold her first sculpture, an owl that earned her \$60. That was thirty years ago.

Today, Jenkins's work – which includes the biggest serpentinite grizzlies ever seen – has earned her national recognition. Known for the fluidity and presence of her pieces, she has received many awards, including the American Women Artists competition in Santa Fe, NM, and the Three Dimensional competition at the Lewis-Clark Center for Arts and History in Lewiston, Idaho.

Though her art has captured the attention of the elite stone-sculpting world, private and corporate art collectors have also taken notice. While Jenkins believes art should move the minds of many, her impressive list of clientele proves hers has done just that.

Her ability to distill and transport vision into her medium is a formidable task of both skill and experience. After years of studying the qualities of different stone, and perfecting her sculpting techniques, she's hit the big time. There's no looking back for Jenkins.

"The excitement for me is in the creation of every piece," she says. "That feeling of powerful grizzly compels me. I never tire of them – it's a challenge every day."

The challenge of capturing the essence of the grizzly is one she embraces, and she is fearless in her approach. Her mastery of tools and stone, married with vision, has allowed her to create the appearance of depth, movement, expression, and feeling in each piece. Collectors have been known to express a personal connection with their bears.

"I don't want them all detailed. At a glance, you should be able to feel the elements, like fur, muscle, and bone within the sculpture," Jenkins says.

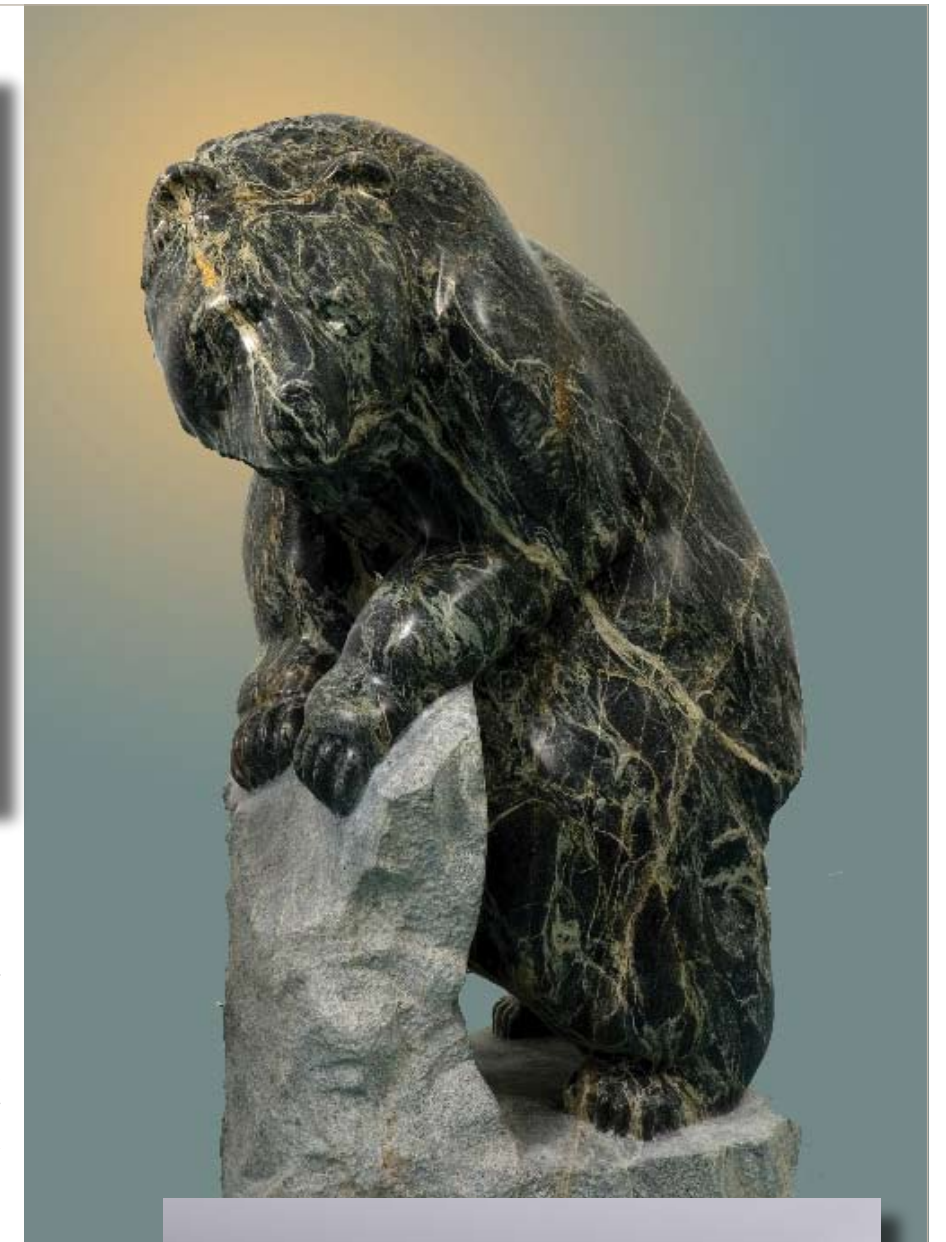


Photo top: Power and Presence - Serpentine Grizzly Bear - 44" x 24" x 24"

Photo below: Into The Valley, Serpentine Grizzly Bear - 1000 lbs., 26" x 47" x 16"



# CATHRYN JENKINS

## STONE SCULPTOR



PRIVATE COLLECTIONS - FINE ART - CORPORATE PURCHASES

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

Cathryn  
Jenkins

*Photo to the right:  
Testing The Air  
- Serpentine Grizzly Bear  
- 7000 lbs. - 7 feet tall.  
- Purchased by London Drugs  
for Sonora Lodge.*

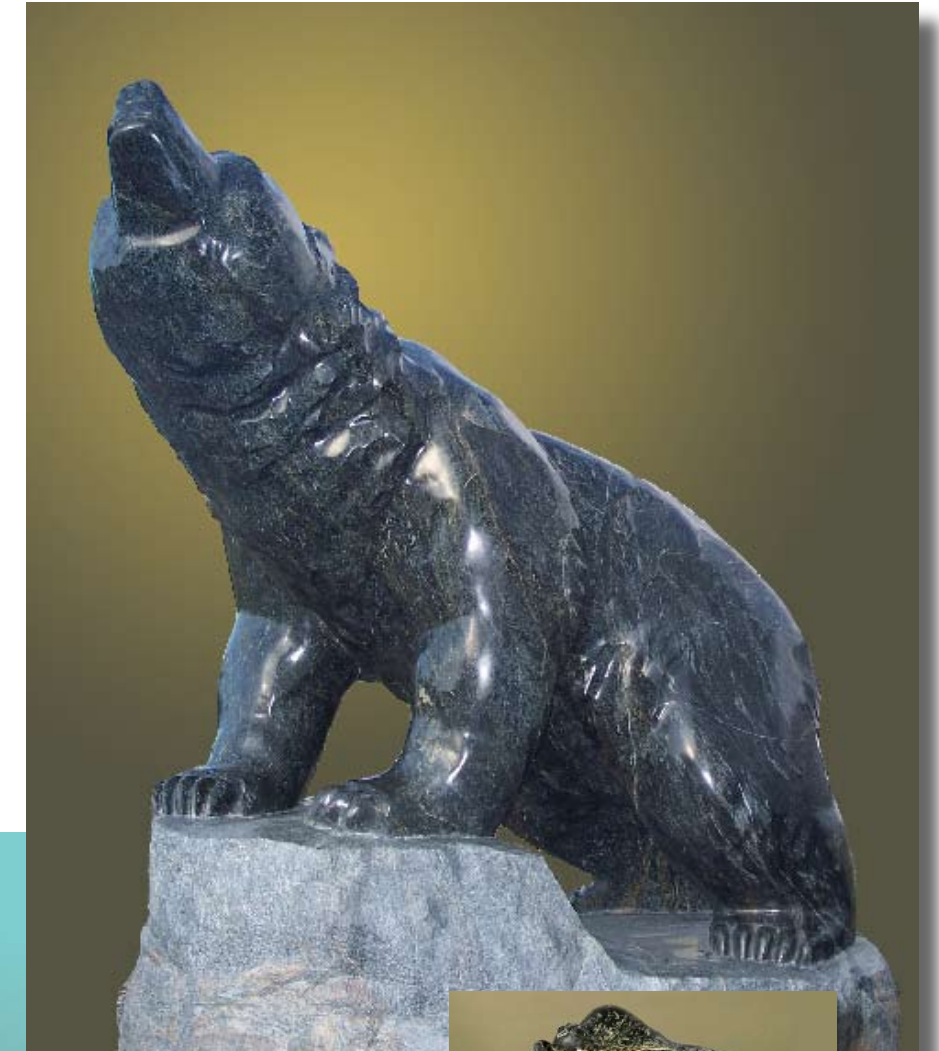
But even with skill, experience, and vision, she finds her artistic journey is often re-routed. From fault lines to flaws it is the stone in the end that dictates how a piece evolves; a lesson Jenkins learned early on.

“The stone tells you where to go, and if you listen, it will take you on an amazing journey,” she says.

Her bears range from a size similar to a cub to her most challenging to date – an eight thousand pound, 7’ tall grizzly. All her sculptures are carved from a single solid mass of hand quarried serpentine stone from central BC. Due to the scarcity and expense of the stone, not to mention the time required to complete each sculpture (a large bear can take up to two years), Jenkins is one of the few stone sculptors in the world who produces works of this scale. Depending on their size, her bears can fetch up to \$250,000.

Because of their enormity, Jenkins has also worked hard on perfecting a packing and transportation system. Her method allows the bears to be moved efficiently, without damage, whether their final destination is a resort, gallery, a corporation’s lobby, or a private residence. She has also developed a waterproofing technique that allows her art to be enjoyed outdoors.

If the past is any indication of her future, it’s looking bright for Jenkins. In addition to her private home studio in Langley, BC, where clientele have the option of choosing a completed bear or a work in progress, her sculptures can also be seen in several North American galleries, including those at the Fairmont Jasper Park Lodge, the Fairmont Banff Springs and the Willock



*Photo above: Over The Top - Serpentine Grizzly Bear  
- 500 lbs. - 36" x 30" x 18"*

*Photo to the left: High Country Grizzly - Serpentine Grizzly Bear  
- 38" x 60" x 23"*

& Sax Gallery in Waterton National Park in Alberta, and the Fairmont Chateau Whistler and the Whistler Art Galleries in Whistler, BC.

Over the years she has sculpted a myriad of wildlife, but it is the power and mystery of the North American grizzly that holds a special place in her heart.

“I’m not finished with grizzlies. If I can move the minds of many, I’m happy... I think art should do that.”

For more information, visit [www.jenkinssculptor.com](http://www.jenkinssculptor.com) or call 604 533-0465.



# Kal Gajoum Artist with a Vision

Bottom: Paris Lights  
Top: The Louvre



Alive with colour and passion, Kal Gajoum's paintings have an energy all their own. His ability to capture the essence of his subjects in a truly unique manner is what sets Kal apart from other artists. From his poignant city street scenes to his elegant florals to his distinctive still life wine bar images, he forges his own path in today's art world. And what an exciting path that is.

At only 38 years of age, Kal Gajoum has burst onto the Whistler art scene in an astonishing way. When you meet him, you will immediately understand why. His smile is immediate and his hand shake is warm. Not only is he one of the most talented artists to emerge in this decade, but he is gracious, personable and refreshingly genuine. He loves what he does and his artwork reflects this.

Born in Tripoli, Libya, Kal wanted to travel from an early age. He lived for extended periods of time in Malta, England and Paris, France, absorbing the culture of each area before finally settling in Vancouver, British Columbia. During these periods, Kal earnestly studied fine art at the knee of some of the greatest teachers in Europe. It was here that he fell in love with the post-impressionist style of painting. Although Kal experimented in many mediums and even painted in watercolours for many years, he quickly found that he could express himself in oils much



Paintings clockwise from top right:  
Gastown Steam Clock  
Vancouver Skyline  
Red Wines







Paintings clockwise from top left:  
Flat Iron NY  
Moulin Rouge  
Early Morning



better than any other medium. Oils allowed him a depth and dimension not available in watercolours. His oil paintings became increasingly intense in colour and texture and his current style began to emerge. Colourful street scenes filled with vibrant red umbrellas soon became his signature works. He loved the freedom to fill the canvas with energy and light.

Painting in a style reminiscent of the post-impressionists, Kal paints with passion; his unique and graceful style is revitalizing. It embraces a warmth and energy that has long been lost in the art world. His artwork is both contemporary and traditional, bold and subtle, simple and complex. He is a master colourist whose work lights up a room.

Today, Kal's artworks grace both public and private collections the world over, residing in collections in Singapore, Hong Kong, the United States, Europe and of course, right here at home in Canada. Rarely, however, does a collector acquire just one of Kal's paintings. They become addictive. The vibrancy of colour and energy of the texture touches one's soul.

The Plaza Galleries in Whistler is pleased to present the fine art of Kal Gajoum through their gallery as well as through a series of international exhibitions which tour Canada and the United States. On August 26, 2006 The Plaza Galleries will be hosting a solo exhibition for Kal Gajoum in their gallery in Whistler, during which Kal will be painting in person. For more information on this exhibition or on the works of Kal Gajoum, contact The Plaza Galleries at 604 938-6233 or visit us online at [www.plazagalleries.com](http://www.plazagalleries.com)

# THE PLAZA GALLERIES

WHISTLER

*Proudly presents*

KAL GAJOURM  
ANTHONY QUINN  
REMBRANDT  
JASMIN  
MICHAEL WILKINSON  
RON PARKER  
DAVID LEE  
GARY AYLWARD  
ROBERT JONES  
ALAN BOILEAU  
MURANO GLASS by  
DINO ROSIN



THE PLAZA GALLERIES

#22-4314 MAIN STREET  
WHISTLER, B.C. V0N 1B1  
604-938-6233  
[plazagalleries@telus.net](mailto:plazagalleries@telus.net)  
[www.plazagalleries.com](http://www.plazagalleries.com)





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



GOLD INVESTMENT