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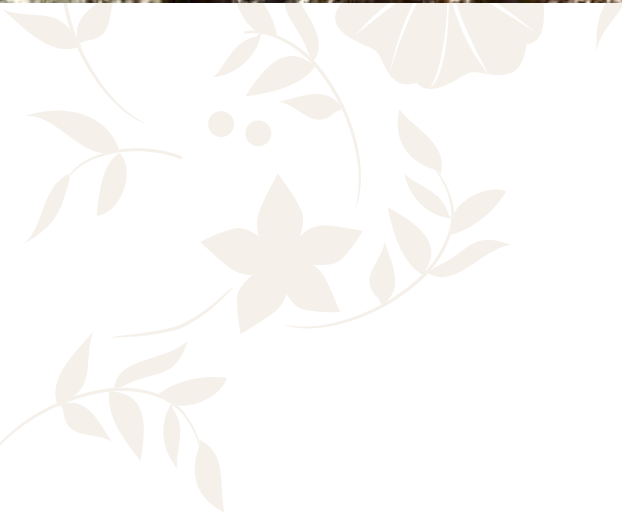
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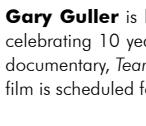
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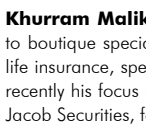
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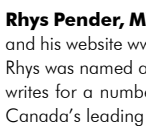
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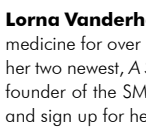
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GOOD LIFE CONNOISSEUR

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Volume 11 | Spring 2013
www.GoodLifeConnoisseur.com

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Published by
Fusion Publishing Inc.
Canadian Office
Fusion Publishing Inc.
#317 – 1489 Marine Dr.
West Vancouver, BC
Canada V7T 1B8
888.925.0313

info@FusionPublishingInc.com
www.FusionPublishingInc.com

Circulation & Distribution
Canada Post
Newsstand
Digital

Subscriptions
Hard Copy Subscriptions: 1 year - \$24.95
888.925.0313 Extension 1001

Digital Subscriptions: Free
www.GoodLifeConnoisseur.com

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 Canada

Good Life Connoisseur is published four times a year by Fusion Publishing Inc.
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The magazine you’re reading is the 30th edition of *Good Life Connoisseur*, having first appeared in September 2002. As a now mature magazine we felt a few changes were warranted. First off, we’ve done some fine tuning on the “look” of the magazine hoping to embellish the best features of the publication by enhancing the “coffee-table” feel. Plus, we’ve added some new writers and columns. Please welcome *Afiya Francisco*, our fashion columnist, *Elissa Lansdell* our real estate columnist and *Khurram Malik* our investment columnist.

In today’s publishing environment, rapidly changing technology is presenting challenges that many feel with eliminate printed publications. Many have already disappeared. *Good Life Connoisseur* has always had a digital version available for subscribers. But, we know there will always be a place for hard copy quality publications. However, we also understand the benefits of a web-based information source linked with social media. So, we are endeavoring to combine the richness of print with the immediacy of the digital experience.

With that in mind, please visit www.goodlifeconnoisseur.com. We’ve been working on that as well. You’ll find more information on everything in the magazine, plus more travel photos, special advertiser offerings and Facebook-only specials.

The next issue will feature Kauai, another special island with a remarkably laid back community. You won’t want to miss it. To reserve your issue in whichever format you prefer, please call, email, or order on the website.

Also, we would be particularly interested in hearing how you feel about the changes we’ve made.

T.T

Terry Tremaine
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Ste Anne Marine Park

THE SEYCHELLES Another World

By Terry Tremaine
Photos By Connie Ekelund

“...an idyllic setting well removed from everyday concerns...”

The very picturesque Seychelles Islands can readily be described as truly unique in the world. Lying some 1,600 kilometres off the east coast of Africa in the Indian Ocean, the archipelago is made up of 115 islands. They have been isolated since first rising out of the ocean that surrounds them and are the oldest mid-ocean islands in the world. Many species of flora and fauna are found only on the islands. The Seychelles, which became an independent republic in 1976, were first settled and named by the French in the late 1700s, and later governed by the British. The population of a little over 80,000 has a most diverse ethnicity including Europeans, Chinese, Indians and freed slaves, resulting in three official languages: English, French and Creole.

Our arrival point was the International Airport on the main island, Mahe. Customs officials were efficient and friendly, and in a short time we were on a small plane headed for Praslin Island, some 15 very scenic minutes away. Mahe, Praslin and La Digue islands are home to almost the entire population, as well as most of the tourist industry that dominates the economy. ►



Constance Lémuria Resort and Spa, Praslin

Praslin is best known for its Vallee de Mai, a World Heritage Site, which is the heart of the Praslin National Park, home to the *coco de mer* and described by some as being the original Garden of Eden. Our home during our stay on the island was the Constance Lémuria Resort and Spa. This five-star resort has excellent amenities including three fine restaurants, a spa, and the only 18-hole championship golf course in the islands. This being the Seychelles, the course covers three gorgeous beaches including Anse Georgette. Plus, it is the only resort to have a full-time turtle manager to watch over the returning females as they lay their eggs. Accommodations are most comfortable and the service excellent.

A tour of the nearby Praslin National Park is well worth the effort. Some 40 per cent of the land mass of the Seychelles has been preserved as national park to protect the unique vegetation inherent to the islands. This park is forested by palms, including the *coco de mer* found only in the Seychelles. The palm has a number of unique characteristics including the largest fruit in the world, the largest seed and the largest female flowers. Male flowers are found on separate trees. The fruit takes a surprising six to seven years to ripen and then a further two years to germinate. The palms reach 30 metres. The canopy these palms provide makes for a very comfortable stroll through the park.

Nearby is Anse Lazio described by many as one of the most beautiful beaches in the world. I must say, during our time in the Seychelles we saw an abundance of gorgeous beaches providing clear water, excellent snorkeling and lovely white sand. Choosing one over another would be a real conundrum.

The island of La Digue, fourth largest and third most populated, is but 15 minutes away by ferry. This is a very laid back island with the principal mode of transportation being the bicycle or oxcart. Although there are some taxis, the intention in the near term is to replace them with electric cars.

Central to the island is the historic L'Union Estate with plantations that cover a third of the island. At one time the principal crop was copra, made from dried coconut and the oil derived from it. The old copra mill is still here, plus the remains of a vanilla plantation. Of course, nearby is another gorgeous beach, Anse Source d'Argent, apparently one of the most photographed beaches in the world, with a fabulous granite rock formation, more white sand and clear water.

From La Digue we returned to Praslin to board a flight back to Mahe. The vast majority of the population lives here on what is the largest island. The city of Victoria is one of the world's smallest capital cities. Wandering around town is easy with numerous historic buildings to see and very friendly people. One restaurant we tried was Le Grand Trianon Marie-Antoinette. The restaurant is in a more-than-a-century-old colonial mansion with Creole architecture that was originally a convent and is now a national monument. Featuring Creole cooking, the menu bears the same pricing as when it opened in 1972. ►



Anse Source d'Argent, La Digue

La Plaine St. Andre is a short drive from Victoria. The restored plantation house dates from 1792 and is now home to a fine restaurant. This is also where Takamaka Bay rum is distilled. Well worth a tour to learn how they make a variety of different rums, including a couple incorporating local spices.

A little further on is Jardin du Roi, originally established by Pierre Poivre in 1771. He was a French administrator who introduced spices such as cinnamon, nutmeg, vanilla, pepper and cloves to the islands as an agricultural crop at the time when The Dutch East Indies had a virtual monopoly. For some time the spices were a mainstay of the islands' economy. Today, this working plantation continues to nurture a variety of aromatic spices, tropical fruits and endemic palms. Plus there is a small Creole restaurant which utilizes its own fresh produce.

“*...a ‘must experience’ destination...*”

We certainly enjoyed our stay at Ste. Anne Resort and Spa, likely one of the finest resorts in the Seychelles. The property is on a 220-hectare private island, surrounded by the largest marine park in the Indian Ocean and just a 15 minute boat ride from Mahe. There are fewer than 100 hundred private villas; many, such as ours, with a pool in a private walled backyard. Of course, there are numerous gorgeous beaches as well. Plus, the island is covered in natural vegetation, making for a very pleasant environment. With five restaurants all serving great food, it's pretty hard not to feel pampered in this gorgeous property boasting excellent service.

The Four Seasons has a resort property about 30 minutes from Victoria. It sits on a secluded 170 acres with the resort itself positioned on a forested incline that descends to another gorgeous beach, Petite Anse. The 67 tree house villas are perched on stilts in a jungle of coconut, mango, jackfruit and cinnamon trees. The property comes with all the amenities one would expect of the Four Seasons including, of course, a superb spa. This property is an excellent haven in which to spend some time in an idyllic setting well removed from everyday concerns, while being pampered with a level of service that the Four Seasons is known for around the world. ►



St. Anne Resort



Mahe

Le Meridien Fisherman's Cove property, dating back to 1943, was the first luxury hotel in the Seychelles. The contemporary 68 rooms and suites sit on the mandatory gorgeous beach on the western tip of Beau Vallon Bay. Again, the property has the amenities and setting to ensure complete relaxation.

The Seychelles are truly a tourist's delight. The terms "gorgeous" and "idyllic" constantly return to describe a setting that has a reputation as a "must experience" destination, combining natural pristine beauty and a population which enjoys a high standard of living. Every effort is being made to retain the natural environment to ensure the inherent beauty. Time spent in the Seychelles is guaranteed to be unhurried. The memories will be of white sand, clear blue water, unique flora and wildlife in a protected environment; complemented with Creole cuisine and culture. ►



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the seychelles islands
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From Vancouver, the Seychelles are about as far away as you can get before starting to return around the other side of the planet. To get there, we chose South African Airlines. The airline is the most awarded airline in Africa and its business class enjoys a four-Star ranking with Skytrax. Plus, with being a member of Star Alliance and code sharing with Air Canada, connections are fine. Our experience with South African Airlines has always been most pleasant, which is highly desirable for that length of flight.

The Johannesburg airport was completely updated for the World Cup and is likely now one of the better airports in the world. Air Seychelles offers service from the airport and their business class we found to be good.

Considering the distance we had come, spending a few days in Johannesburg only made sense. The Westcliff Hotel is likely the best property in the city. Originally meant to be a real estate development, the property is set on a cliff side in a garden estate providing a very relaxed setting for a big city hotel. The rooms are spacious and well-appointed. Service and amenities are everything you would expect from a five-star property.

Johannesburg, as a result of the recent history of South Africa, has a mixed reputation so we entrusted ourselves to our favourite tour group, Abercrombie and Kent. The infrastructure of the city was completely updated, again for the World Cup. Our driver/guide was very proud of how the country has changed and grown. But he did mention that one expressway bridge was completed just five days before the start of the event and so it was with some trepidation he first used it when opened.

The Apartheid Museum is well worth a visit. It's amazing that Nelson Mandela was so conciliatory and not vengeful after the conditions he endured in his extended imprisonment. We were encouraged to visit Soweto—which I did with some trepidation based on media reports of conditions and killings through the years. Again, our guide was extraordinarily proud to show us the most populous black urban residential area in South Africa, boasting it was the only community in the world to have two Nobel Prize winners living on the same street; Nelson Mandela and Desmond Tutu. ►



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The community reflects the dramatic transition going on in South Africa. There are still people living in corrugated steel huts with minimal services. But they are alongside large brick luxury homes with BMWs and Mercedes-Benzes sitting out front. Across the street from one of the largest modern shopping centres in the country, entrepreneurs can be found who typify the spirit of the community. They had set up a small barber shop housed in a canvas shelter and powered their hair clippers with a car battery.

We actually had lunch in a very nice restaurant on the same street where the Nobel Prize winners live. Johannesburg is well worth a visit. ■

Connoisseur's Choice

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- Select Seychelles
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- Constance Lémuria Resort & Spa
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- Ste. Anne Resort
www.sainteanne-resort.com
- Le Meridien Fisherman's Cove
www.lemeridienfishermanscove.com
- Four Seasons
www.fourseasons.com/seychelles

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OWNING A PRIVATE ISLAND

No Man is an Island—But Owning One is a Different Story

By Elissa Lansdell
with Mark Lester

For many people, there's a special allure to a private island that even the most spectacular waterfront estate can't begin to match. Who among us hasn't imagined the splendid isolation of existing in our very own kingdom? Perhaps it's the rarity of such an existence that makes the island life so appealing. It doesn't hurt that an increasing number of celebrities—among them Celine Dion, Leo DiCaprio, Johnny Depp and Steven Spielberg—are snatching up their own remote pieces of paradise.

But whatever your reason for dreaming of that private island, there are several factors you need to consider before making that leap. As rare as owning your own paradise is, rarer still is the ability to overcome the many obstacles that island life presents. And choosing wisely now will ensure that you stay the happy king of your castle.

Location, Location, Location

This old adage is even truer when it comes to buying an island. You need to think about whether you want to be close to larger communities, or more remote. Generally the more remote the island is, the tougher the access may be, which can affect liquidity when, and if, it comes time to sell. Remember, you're not just buying the island; you're buying everything that surrounds it. ►

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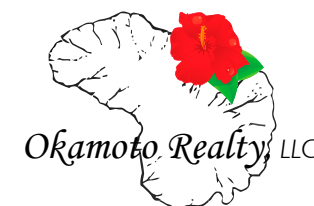
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Access

Just this past February, the CEO of database management giant, Oracle Corp., bought his own remote Hawaiian island. Then, to avoid any access issues, he purchased an airline—Island Air—to ensure easy transportation to and from his castle. This may or may not be an option for you.

Private islands, by their nature, are generally only accessible by private boat or float plane. Depending on where you live, where you moor a boat and the nature of the waters surrounding your island, traveling by boat to your private island can be quick or time consuming. Float planes are a common method of transport, due to their speed and convenience. But this is expensive, and it limits what you can bring with you in terms of people, food and luggage.

“High up on a bank, protected from the wind, in a low lying area, or at one with the ever-changing ocean—the placement of your castle will influence your view.”

Improvements

When considering your purchase, you must inquire about what the previous owners have done to the place. The age of the buildings and the condition of the accommodations, whether luxurious or rustic, must be examined. If the previous owner has imposed his vision on the property, does that leave any room for you to make it your own? An over-improved island leaves less room for change, and such change comes at a premium. The cost of renovating or building new on any island is always higher than in locations where there’s ready access to workers and materials.

Moorage

It may not be the first thing you think about, but imagine arriving on your island at low tide by boat or float plane with your kids, luggage and groceries, and scrambling across slick seaweed and barnacle-covered rocks to get to the cottage. While the kids may enjoy the adventure, it’s inconvenient, and worse, unsafe! Make safe and convenient moorage a priority consideration.

Topography

High up on a bank, protected from the wind, in a low lying area, or at one with the ever-changing ocean—the placement of your castle will influence your view. Some islands have steep cliffs or high banks, making access to the sea difficult, while others have low lying areas and open beaches. Of course, any island that offers differing topography will appeal to a wider range of tastes and preferences.

Water

This is the most essential element to owning an island, and it can be the most commonly overlooked. Typically, the smaller the island, the smaller its water supply. Larger islands tend to have little difficulty providing water, but some smaller islands rely on rainwater collection, or on state-of-the-art desalination plants. Desalination is actually inexpensive compared to drilling 300 feet into solid rock in the hope of finding water.

Water storage is another key consideration. When it gets hot and dry in the summer, wells are less productive. Having a sufficient supply is important, as is having the capacity to fight fire. Remember, when you’re on a private island, help isn’t just a phone call away!

Power, Telephone and On-Site Services

Being an island owner carries with it significant power, but not of the electrical variety. Some islands are “on the grid” and enjoy the luxury of submarine cables that supply power from the mainland. But, in some cases, the cost of running undersea power cables long distances and through great depths can be too much. Today, more islands rely on on-site power generation, like solar, wind and back-up generators. On-site power generation with batteries and power inverter systems can provide all the conveniences of the city. Hot water, stoves and even lights are often fueled by propane. Telephone and internet service are much better than in years past due to excellent digital cell phone coverage in most areas. Satellite phones and internet services can work extremely well in more remote locations.

Caretakers

A good caretaker can be worth his or her weight in gold. Since islands are very private places, it is always worthwhile to consider the security of the investment. Vacant properties can be inviting to casual explorers, campers, kayakers or other members of the public. In addition, there are vandals and thieves out there, and any private island not in eyesight of a neighbour should have a caretaker keeping an eye on the premises. A caretaker should also be there to ensure that the island continues to operate properly throughout the year. Depending on climate, winter storms can cause trees to fall and damage the home. An onsite caretaker should have the ability to act as a security guard as well as a handyman and an ambassador to visitors.

If you’ve considered all the factors above, and are still drawn to the privacy, luxury, romance, and idyllic fantasy of owning an island, then it may be time to become master of your own island and the ultimate king of your castle. ■

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LESS IS MORE FOR EMPTY NESTERS

By Andrea Gray

Although every project is different, the overall goal is to incorporate the “wish list” and signature pieces to create a theme. Further commitment goes to respecting tradition, but finding a fresh approach that suits the way we live today with pieces and clean lines that are peaceful yet current.

A Georgian style townhouse in one of Toronto’s more gracious neighbourhoods was purchased by a newly empty nester couple. They were looking to downsize and change their lifestyle. They were tired of the commute to work from the suburbs and wanted to enjoy more of what city life had to offer. So they opted for a much smaller space that was within walking distance of many of their favourite shops and restaurants.

After earmarking their favourite paintings, rugs, family photos and smaller scale pieces, the couple ended up selling or giving away the rest. Even though parting with some of their belongings was difficult, they were ready to embrace their new life.

The scale and proportion of the townhouse was fine, the task was to make the great room multi-functional—formal enough for entertaining and casual and durable enough for family life. First task was the general floor plan and after that came choosing the wall colours. We chose Benjamin Moore “Revere Pewter” throughout the house, which helped to unify all the rooms. This soothing atmosphere echoes the home’s traditional feel.

Shades of cream greet visitors as they enter the great room. White and off-white are often the signature look; don’t try to match, just layer. While this is a very clean look, it allows other colours such as grey blue and yellow, found in the pillows, to stand out. The soft colours of the Persian rug help to ground and define the space, also adding texture. Fascinating, that even a little bit of colour can create an impression!

While the two custom-made leather sofas provide ample sitting space, the large ottoman serves as a coffee table with a tray placed on top. For everyday use such as watching television, curling up to read or enjoying the fireplace, the ottoman can be pulled up to the sofa, allowing the homeowners to stretch out.

To make use of all the space in this room, some built-ins were made on each side of the fireplace to store books, family photos and some accessories. These small details, in addition to the couple’s art, add layering and interest to the space.

Window treatments are kept to a minimum, allowing light to flood the room through the floor-to-ceiling windows, while ambient lighting in the evenings is provided by several crystal lamps.

The white lacquered credenza off the great room adds a bit of Hollywood glamour and, for more formal entertaining, can be set up as a bar. The black-and-white photography also adds some interest and ties in with some of the black we used in the great room.

Happy with their new home and adopting a “less is more” attitude, this couple is free to enjoy formal entertaining and casual family life. At the same time, being closer to the city allows them to visit their favourite places more often. ■

“...don't try
to match,
just layer...”



Connoisseur's Choice

Marcantonio Design Sofas, Ottoman
Elte Persian Rug, Photography
Schonbek Crystal Lamps
Dwell Studio Throw Pillows
Worlds Away White Credenza



GRILLED HANGER STEAK WITH CHIMICHURRI

Greg Reid, Chef de Cuisine of Edible Canada

Edible Canada (formerly Edible British Columbia) is Canada's largest culinary tourism and locavore retail company, dedicated to sourcing the highest quality culinary products from coast to coast for its customers. Headquartered for seven years in the gastronomic thoroughfare of Granville Island Public Market, in Vancouver, British Columbia, it is the leading ambassador for new Canadian cuisine. Edible Canada's services include a retail and online artisan food store, chef-guided Granville Island market tours, demonstration guest chef market dinners, gourmet kayaking weekends, and the popular *Amuse Bouche* newsletter and blog. In the summer of 2011, they opened Edible Canada at the Market—a vibrant bistro in the heart of Granville Island and at the forefront of new Canadian cuisine.

The chefs at Edible Canada pride themselves on using quality local ingredients in their recipes. Chef Greg Reid shares with us his recipe for hanger steak, which is complemented by chimichirri, a spicy sauce originating from South America, where it is used as a marinade and a condiment.

Chef Reid's passion for creating inspired dishes began in Newfoundland, where he enrolled at The Culinary Institute of Canada in Charlottetown. After graduating, Greg began his quest west. During a stint at one of the top restaurants in Canada at that time, Regina's The Willow on Wascana, Greg was a participant on the Global television program, *Canada's Next Great Chef*. After his tenure in Saskatchewan, he continued west to Vancouver, taking senior positions with some of Canada's most celebrated Chefs: Bruno Marti at La Belle Auberge, Warren Geraghty at West Restaurant, and Daniel Boulud at db Bistro Moderne. After a summer well spent in Okanagan wine country, Greg returned to Vancouver once again, working with "Canada's Top Chef," Dale Mackay, at Ensemble Restaurant Group. He now presents the following dish from the kitchens of Edible Canada.

"The trick to cooking a great steak is resting time. This allows the juices to resettle throughout the meat."

Recipe:

Grilled Hanger Steak with Chimichurri

By Chef Greg Reid, Edible Canada

Serves 4

This is an easy dish that we cook quite often at home. Hanger steak is an inexpensive and very flavourful cut. Located between the plate and the flank on the cow, it has been a butcher's secret for generations. The trick to cooking a great steak is resting time. This allows the juices to resettle throughout the meat. With hanger steak in particular, a good rule of thumb is to rest it for as long as you cooked it or it may become chewy. Also, because it is an off cut, it shouldn't be eaten any less than medium rare or, again, it will be chewy. Follow these rules and I ensure you will be enjoying hanger from now on.

Ingredients:

- 1 1.5lb hanger steak
 - ask your butcher to separate it into two loins for you
- 1 bunch Italian parsley
- 250ml olive oil
- 100ml red wine
- 4 cloves garlic
- 15g dried oregano
- 15g smoked paprika
- 1 lemon (zest and juice)
- 4 Roma tomatoes
- 6 new red potatoes
- 1 bunch fresh watercress
- Salt
- Pepper
- 20ml balsamic vinegar



CHIMICHURRI: Place parsley, olive oil, red wine, garlic, oregano, smoked paprika, lemon zest and juice in a blender and puree until smooth. Season with salt and pepper.

POTATOES: In a boiling pot of salted water, drop in your potatoes. Reduce heat to a simmer and cook until tender. Strain and let cool enough to handle. Cut into 1cm coins and drizzle with the chimichurri. While your meat is resting (see below) you will finish these on the grill.



TOMATOES: Preheat your oven to 275°F. Cut Roma tomatoes into quarters and coat with the chimichurri. Place on a wire rack on a baking sheet and bake for 25 minutes. Remove when slightly browned and shrivelled but not burnt.

BEEF: Heat barbecue to high. Season steak liberally with salt and pepper and coat with the chimichurri. Place hanger steak on the hot part of the grill and sear on each side for 1 minute to achieve colour. Reduce heat to low, and continue to rotate for another 4 minutes. Steak should be at the desired internal temperature at this point. A good way to check is by inserting a metal cake tester into the center of the loin and touching it to your wrist. If it feels warm then you are there. Hot and it's overcooked! Now remember to rest the meat for a few minutes before slicing.



PLATING: I like to present this family style on a platter. Slice the hanger steak thin and layer down one side. In the other corner place the roasted tomatoes and barbecued potatoes. Place the watercress in the center and drizzle with balsamic. I also like to add a side dish of chimichurri for dipping. ■



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VIOGNIER REBORN

By Rhys Pender, MW

“If there is one grape in the world that has truly done the rags-to-riches Cinderella story, then it must be Viognier.”

If there is one grape in the world that has truly done the rags-to-riches Cinderella story, then it must be Viognier. As little as 50 years ago the grape was almost extinct, holding on to existence only in one pocket of French vineyards in the northern Rhône Valley, where a few stubborn growers put up with its finicky nature and ungenerous yields. Since the 1980s, things have gone better for Viognier. It has made the transition from virtual unknown to a grape grown across the wine world with a strong international following.

The world of wine grapes, their history and their success and recognition is a fascinating subject to explore. Jancis Robinson's new 2012 tome on the subject, *Wine Grapes*, has detailed information on no less than 1,368 varieties and these are just those of the 10,000 or so total that are considered to have commercial importance. That you could sit down with pen and paper and list every grape variety you could think of and still barely touch on the diverse world of wine is a fascinating reality. Many of the unknown, highly regional or eccentric grape varieties actually produce very good quality wine, but they need the right person at the right time to see what they are capable of and help realize their potential. Grapes such as the Mencía of Bierzo and many of the intensely flavoured Greek white varieties that are starting to emerge show some of the depth to discover and are helping to make the wine world a much more interesting place.

Viognier is the successful poster child for these lost and forgotten varieties. When the French did their agricultural census of 1968, there were just 35 acres (14 hectares) of Viognier in the country, all virtually in one region in the northern Rhône. It had slowly declined during an age when “more” and “easier” took precedence over “better.” The saviour for Viognier was the rise back to popularity of the Rhône red wines in the 1980s. This put attention back on the region and all of its grape varieties, red and white. The quality of Viognier got some attention. This period of time was also the glory days for New World wine producers whose fruit-forward products started to gain followers across the world and erode centuries of Old World dominance. Viognier's rise is closely linked to the rapid growth of New World wine. Yalumba, a family winery in Australia, was one of the first to be drawn in by Viognier's charms. Wine and Vineyard Director of the time, Peter Wall, had discovered Viognier on a visit to Condrieu, the grape's home in the northern Rhône. He was enamoured enough with the variety that Yalumba planted three acres (1.2 hectares) of the variety in 1980 and was later to become one of the major ambassadors for the variety all around the world.

The miniscule acreage of Viognier that existed worldwide in the late 1960s is rendered even more amazing when the current plantings around the world are considered. France now has 11,000 acres (4,400 hectares), Australia 10,875 acres (4,401 hectares) and California has gone from 25 acres (10 hectares) in 1982 to nearly 3,000 acres (1,211 hectares) in 2010. New Zealand has planted the variety rapidly to have 2,110 acres (854 hectares) as has South Africa with 2,123 acres (859 hectares). ►

Connoisseur's Choice in Viognier Pairings

Poached Lobster with Butter Sauce
Yalumba Viognier, Eden Valley, Australia

Indian Chicken Curry
Paul Mas Viognier, Pays d'Oc, France

Roast Pork Loin with Stone Fruit Chutney
Treana Marsanne-Viognier, Central Coast, California, USA

Dungeness Crab
Sandhill Viognier, Small Lots, Osprey Ridge, B.C.

Pan Seared Scallops
Cono Sur Viognier, Bicycle Series, Casablanca, Chile

Bouillabaisse
Brotte Condrieu, Versant Doré, Condrieu, France



“The soft, full texture and often low to moderate acid of the grape means it is best consumed while it is still young, fresh and still fruity.”

Further plantings are in as diverse areas as Argentina, which had 1,764 acres (714 hectares) in 2008, and Chile, which had 650 acres (263 hectares). Washington State has 390 acres (158 hectares) and there is even 229 acres (93 hectares) in the U.S. state of Virginia. Portugal has 203 acres (82 hectares), Israel 124 acres (50 hectares) and Spain just 44 acres (18 hectares) even though it shares a similar climate to much of Mediterranean France. Closer to home, Viognier was the fastest growing white grape by percentage increase in British Columbia between the 2008 and 2011 grape surveys growing by 24 per cent to 204 acres (83 hectares). Along with some other smaller plantings around the world there are now approximately 33,000 acres of the grape. In just over 40 years, world acreage has grown 943-fold and it is now a truly significant international variety.

Why has Viognier become so popular and why did it take so long? In addition to the timeliness of the growing popularity of all Rhône varietals and wines, Viognier also came along just as consumers were tiring of excessively oaked and buttery Chardonnay. Viognier is able to offer a full-bodied texture similar to Chardonnay, but is essentially an aromatic and fruity variety and in most examples sees little to no oak treatment. Typical characteristics of the grape include its intense floral aromatics, redolent of jasmine and honeysuckle. This is backed up on the full-bodied palate with ripe apricot, peach and often an intriguing ginger spice note. However, it is not easy to achieve these hedonistic flavours and aromas, and to do so growers need to be both ruthless and brave.

The ideal Viognier climate is one that is moderate and reliable. In hot climates, Viognier ripens easily but will often be clumsy with too much alcohol, not enough acid and a distinct lack of complexity. Moderate climates seem to work the best, creating balanced wines with all the variety's beautiful aromatics while retaining just the right amount of refreshing acidity. Yields need to be low to get the desired complexity and intensity, and the harvest can be dangerously late in some areas—not the growing conditions for the lazy or feint of heart. In cool climates, the variety struggles to achieve more than simple floral notes with a light, dilute palate and often no depth of complexity.

The most famous regions for the variety are situated around its home in the Northern Rhône. Condrieu could be considered the benchmark for world Viognier, making soft, rich, aromatic and full-bodied white wines that achieve all these voluptuous traits with great balance. The grapes are grown on the granite terraces of the narrow Northern Rhône Valley, so steep that the vines are often individually staked against the fierce Mistral wind. A small enclave within Condrieu is Château-Grillet, a single winery appellation that, for many, has not lived up to its lofty goals.

Viognier, while spreading its wings, has now been planted widely throughout Mediterranean France, particularly in the Languedoc where it can produce good value, if not overly exciting, wines. In these southern climates, it is also widely blended to add aromatic, floral complexity to varieties such as Roussanne, Marsanne, Grenache Blanc, and Rolle—often delicious, full-bodied, soft wines. In the New World, Viognier is also often blended with Chardonnay.

Outside of France, it has been the emerging New World that has given Viognier most of its momentum, rather than other areas of Europe. Australia makes a range of different styles, from those that rival Condrieu as the world's best to inexpensive, simple wines from more bulk regions. The best wines come from Mediterranean-like climates with temperatures moderated by altitude or proximity to the sea. The aforementioned Yalumba has done important clonal work and extensive trials with the variety to figure out how to get the best out of a variety that is notoriously difficult to grow.

It is a similar story across much of the New World, with moderated but warm enough climates getting the necessary aromatics and intensity from the grape while keeping the wines from being cloying and flabby. California is often the exception to the rest of the New World, producing many wines that are fermented and aged in new oak, giving a much more old-school Chardonnay-like experience to go along with the intense aromatics. Chile, South Africa and Argentina regularly turn out interesting and well-made wines but, as with all parts of the Viognier wine world, the variety will punish those who are greedy and only deliver dilute, disappointing wines. Vintage variation can also be important for this finicky variety.

The soft, full texture and often low to moderate acid of the grape means it is best consumed while it is still young, fresh and still fruity. Most wines are consumed in this way although, traditionally, Château-Grillet was consumed with considerable age, making it a quite different experience from neighbouring fresh, fruity Condrieu. A change in ownership of Château-Grillet in 2011 to French billionaire François Pinault, who happens to also own Château Latour, should see a change in its fortunes. It will be interesting to see what a First Growth pedigree can do to a site with such potential.

Another major and still expanding use for Viognier is the seemingly unlikely blending or co-fermentation of the grape with red variety Syrah. This has long been a tradition in the Côte-Rôtie appellation, where up to 20 per cent Viognier (although around five per cent is more common) can be added to the red ferment. The technique is being copied around the world and some benchmark wines from the New World are now using the co-fermentation technique to add subtle doses of Viognier's floral scent to the dark fruit and pepper notes of Syrah.



As DNA profiling of grapes continues to reveal strange truths, the parentage of a variety often makes for an interesting story. Viognier has been around for a long time, being first mentioned as far back as 1781. It turns out Viognier is related to its blending partner Syrah, being either a half-sibling or a grandparent, something that perhaps helps to explain somewhat why the two can produce such harmonious wines together. In *Wine Grapes*, Robinson also reports that Viognier is in some way related to the famed north-west Italian variety Nebbiolo. Again, a surprising notion until one considers the haunting floral scent of good Barolo or Barbaresco and its similarities with Viognier's aromatics.

It is a wonder that in this day and age of trying to scientifically explain everything to the nth degree, that we are still lucky enough to be re-discovering, or at least re-respecting, some almost forgotten grape varieties, and that there are probably many more still yet to come. Growers and winemakers in places with such diverse indigenous varieties—think Italy, Portugal and Spain—have something new to explore in their own backyard. By re-looking at things that may be forgotten or disregarded and by trying different growing and winemaking approaches there may just be the discovery of something special. Viognier was the variety a few decades ago that started this trend and showed the possibilities. It is always interesting to consider, which variety will be the next Viognier? ■



WHAT'S TRENDING SPRING 2013

By Afiya Francisco

The opportunity
to express and
have fun
through clothing.

After several seasons of mix and match print mashups (the wilder the combinations the better) it appears that designers and fashion enthusiasts alike are ready for a cleansing of the "palette." While mixed media pattern isn't exactly going to disappear anytime soon, a restricted palette feels so fresh and of the moment. An update to 60s mod and geometrics, black and white—especially in the form of stripes and checks—makes a striking graphic statement that leaves no one missing floral prints, rainbow hues or any combination of the two. For wardrobe inspiration, look no further than Marc Jacob's collection for Louis Vuitton and his namesake brand. Dolce & Gabbana, Michael Kors, and Issey Miyake are a few other labels that also got in on the act and sent out a fleet of wide stripes to wide praise.

From this scaled down palette emerges another strong colour (or lack thereof) story; heavyweight design houses including Gucci, Jil Sander, Chloé, Marni, and Calvin Klein all favoured a clean and crisp white monochrome scheme. Pantone may have crowned emerald as the colour of the year, but white is certainly taking a run at the title. From head-to-toe ensembles to a single knockout piece, white blanketed runways from New York to Milan. Sporting a mini dress in the refreshing hue is perhaps the easiest way to incorporate the look. To maximize wear before the climate cooperates, or if the thought of exposing that much leg induces heart palpitations, consider treating a mini dress like a tunic and don over loose trousers for a sophisticated nod to the trend.

Be sure not to ignore the high impact power of accessories: with a flashback to the 80s—single-sole, pointed-toe white pumps are among the most coveted items for spring and summer 2013. An alternative to the ubiquitous nude heel, white is unexpected and may be paired with pretty much anything. Remember there is a spectrum of the hue from ivory to ice to choose from; it may take some trial and error in the change room, but there is a flattering option for every complexion. Sporting an all-white ensemble may require some courage, but the sartorial dividends are worth stepping out of your comfort zone. As a finishing touch, white acts like the perfect canvas to knockout jewelry and arm candy. Either follow through with a total whiteout effect, including accessories; or allow the hue to act as a canvas, and pop leopard print or a multitude of rings—either one ornate or a collection of stackables—against it. ►

WOMEN



Connoisseur's Choice

(Clockwise)

Belstaff

White Cotton-Blend Alscot Coat \$1,770

Valentino

Techno Couture \$1,125

Sethi Couture

Diamond and Gold Stack Rings \$1,210

Lanvin

Large Gold Ribbed Metal & Ribbon Necklace \$600

Rachel Zoe

Deco Crystal Cuff \$495

Nicholas Kirkwood

Zigzag-print Suede Pumps \$695

Bravo Handbags

Jaguar Print Enamel Coated Calfskin Leather \$435

This season, the most utilitarian items climb to the top of the sartorial totem pole for their effortless ability to introduce colour and print to even the most trend adverse. Take, for example, the (formerly) practical sock; the far distant cousin of the eight-in-a-bundle tube sock variety, this version is amped up and electrified with wild prints and even wilder colour combinations. A pair of over-the-top socks dares you to be a little cheeky—in the least offensive way possible. Because isn't that what fashion is really about? The opportunity to express and have fun through clothing. If all of this talk of print and colour is a little outside your fashion comfort zone, start off with the aforementioned socks in your preferred colour story, and gradually move on up to t-shirts. Not your traditional slacker wardrobe piece, but a designer update with screen prints and patterns that elevates today's not-so-basic tee into a bona fide sartorial star.

Wear with coloured demin jeans and top with a blazer for the ultimate debonair vibe. When mixing prints, stick with a palette that weaves throughout for a cohesive and clean finish. Another, perhaps surprising, standout of the season is the windbreaker; this humble hardworking supporting piece, that is typically given no second thought, has moved up to star player. Red is a striking option that is surprisingly versatile but, of course, navy and hunter green are standard favourites. Even the mild mannered loafer has been spun on its head with saturated colour and techie extras. Cole Haan's version emits a reflective finish when hit with a certain light for a cool party trick or safety feature for the stylish cyclist. Perhaps the best thing about this season's star pieces is that you needn't overhaul your entire wardrobe to get the look—one item will revitalize your favourite outfits with a punch of colour or print. In fact, the more neutral your existing wardrobe, the more of an impact a single bright burst of colour will have. But, for the adventurous and sartorially advanced, these statement pieces play so nicely together that they may all be piled on without creating a walking fashion victim. ■

MEN



Connoisseur's Choice

(Left to Right)

Marni
Printed Cotton Crew Neck T-Shirt \$240

Paige Demin
Normandie in Dust Storm \$169

DSquared2
Windbreaker Jacket \$735

Happy Socks
Inca Sock \$14

Anderson's
Leather-trimmed Elasticated Woven Belt \$80

Cole Haan
Air Monroe Reflective Penny Loafer \$233

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CLIFTON



BONE HEALTH

Warning: Calcium Alone Will NOT Stop Osteoporosis

By Lorna R. Vanderhaeghe, MS

Our bones are constantly being broken down and rebuilt. Osteoporosis, meaning “porous bone,” arises when bone is broken down faster than it can be rebuilt. One in four women has osteoporosis and one in eight men. Bone fracture is a dangerous result of osteoporosis. Many people who have hip fractures as a result of osteoporosis never get out of long-term care facilities. And hip fractures result in death in up to 20 per cent of cases.

Bone is a matrix that contains not just bone-building minerals, but also collagen, which is the protein that makes our bones strong and malleable. If bone health were attainable with a simple calcium supplement, we would be seeing a reduction in the rates of osteoporosis as women are taking calcium supplements in record numbers. But osteoporosis rates remain high.

There is clearly more to strong bones than just calcium. Vitamin D3, for example, is essential to calcium absorption; unfortunately, research has shown that many people are deficient in this nutrient, particularly at northern latitudes and during the darker months of winter. Vitamin K2, meanwhile, guides calcium into bones and locks it in. Without enough vitamin K2, calcium can lodge in places that it is not supposed to, such as in the breasts, arteries and kidneys (kidney stones). Calcification causes hardening of the arteries and contributes to high blood pressure and calcium deposits in the breasts (breast calcifications lead to more diagnostic mammograms). ►

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Vitamin K2 MK-7 and Bone Health

The “K” in vitamin K comes from the word koagulation. Vitamin K1 is a blood clotter and acts very differently than vitamin K2. Calcium in the bones and arteries is regulated by vitamin K2. Vitamin K2 is associated with osteoblasts. Osteoblasts are cells that build bone and produce a protein called osteocalcin. Osteocalcin ensures that calcium is incorporated into the bones. Without vitamin K2, osteocalcin cannot be produced in the body and proteins can’t hold onto calcium without enough vitamin K2. Vitamin K2 redirects calcium into bones where it should be.

“Over one-quarter of all the protein in the body is made up of collagen.”

Choosing the Right Type of Vitamin K2

Vitamin K2 (menaquinone MK-7) from the Japanese food *natto* is the most researched and best form of vitamin K2. Half of the vitamin K that our body absorbs is from green leafy vegetables. Unfortunately, most foods thought to be rich in vitamin K have less vitamin K than previously thought. Most multivitamins don’t even contain vitamin K and those that do don’t have enough. To prevent and treat osteoporosis, supplement with Vitamin K2 MK-7.

Vitamin D3 for Strong Bones

Another important bone vitamin is Vitamin D. Vitamin D is formed in the body by the sun’s rays on the skin, which then makes vitamin D3. As we age, our body is less efficient at making vitamin D, so you must take a vitamin D supplement. Like vitamin K2-MK7, vitamin D is essential for calcium absorption. A deficiency in vitamin D leads to decreased calcium absorption and increased excretion of calcium via the kidneys, promoting osteoporosis and other conditions such as osteoarthritis, muscle cramps and twitching, backache and tooth decay. It is important to choose the most active and powerful form of vitamin D, which is vitamin D3.

Vitamin D3 Better than D2

A December 2010 study in the *Journal of Clinical Endocrinology and Metabolism* reported that the two major forms of vitamin D, D2 (ergocalciferol) and D3 (cholecalciferol), are *not* absorbed by the body in the same way. In 33 healthy adults taking 50,000 IU of either vitamin D2 or D3 weekly for 12 weeks, blood vitamin D levels increased significantly more in the D3 group than in the D2 group. So make sure your vitamin D supplement is D3.

Collagen Bone Support

Yet another important component for your bones is collagen. Over one-quarter of all the protein in the body is made up of collagen. Collagen makes your bones, nails, teeth and hair strong.

Collagen connective tissues run throughout the body and provide structure for your skeleton, tendons, cartilage and muscles, all of which support your internal organs and protect your softer tissues.

Silicon is a trace mineral required by the body to make collagen. Silicon is converted into silicic acid that the body then uses to manufacture collagen and elastin. Unfortunately, silicon from food and herbs is poorly absorbed, resulting in a lack of the building blocks required to make collagen. Silicic acid in supplement form, on the other hand, is used directly by the body to make collagen. Silicic acid is a fabulous bone booster. One study found that it can increase bone strength by two per cent over a one-year period. Not one study using calcium has shown this type of bone increase in such a short period of time. Receding gums are an early indicator of osteoporosis, and dentists have reported that supplementing with silicic acid stops receding gums.

Your Best Bone-Boosting Supplement Program

To build strong bones, combine an excellent calcium and magnesium supplement that contains the right forms of calcium such as aspartate, glycinate or citrate, with the right form of magnesium called magnesium bisglycinate, along with vitamin D3, vitamin K2 MK-7 and the collagen-builder silicic acid. ■



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Dr. Adrian Wladichuk, Copeman Healthcare Family Physician

TEAM BASED PREVENTATIVE MEDICINE CAN REDUCE LONG TERM RISK OF DISEASE

By Nicole Aubertin

It may sound a bit like a paradox, but, when you're healthy, that's just the time to start thinking about a prevention plan. Often when we're feeling great, we fail to consider our wellbeing and ways to continue staying healthy. It's only when we fall ill that we start thinking about what we could have done better and wondering why we didn't take steps to reduce our risk of disease. But, with a little planning it doesn't have to be that way.

Most chronic illnesses occur slowly over many years or decades, often without symptoms or warnings. These illnesses progress through some of the healthiest years of life when we're not paying attention to what we're eating, how much we're drinking or how little we're exercising. When we're young and getting by on minimal sleep, coping well with stress and still feeling wonderful, it's easy to believe that it will always be that way. Wouldn't it be great if we could carry on feeling that way for many, many years to come?

Most common chronic illnesses are a result of lifestyle choices—bad habits that if left unchecked for years or decades eventually catch up with us over time. By adhering to a personalized prevention plan, following a rigorous program of early detection, intervention and management, health risks can be significantly mitigated while continuing to enjoy life to its fullest. It all starts by planning ahead and taking steps today that can pay dividends tomorrow.

Copeman Healthcare, a prevention-focused medical centre with clinics in Vancouver, Calgary, Edmonton and West Vancouver is encouraging individuals, families and corporations to take advantage of their team-based, inter-professional services.

"Our approach is really quite simple," says Chris Nedelmann, Copeman Healthcare CEO. "If clients are healthy we want to keep them that way. If they're struggling with an illness we want to get them timely medical expertise and on the road to recovery. Ultimately, our goal is the same for both groups; to reduce the long-term impact of disease, improve our client's quality of life and assist them in optimizing their health."

In 2005, Copeman Healthcare introduced a highly personalized, service-focused approach to healthcare. At the time it was a completely new concept in Canada. The successful model that was originally pioneered in Vancouver was introduced to Alberta with the opening of a Calgary clinic in 2008 and an Edmonton Centre in early 2012. Programs initially developed for individuals and families were later expanded to accommodate corporate needs through the company's executive health program.

At its core, Copeman Healthcare delivers excellence in prevention and health management. The centres offer each client a personalized experience and access to a team of professionals who focus on all aspects of their health. The organization now boasts four centres in Western Canada that offer the same advanced medicine and outstanding client service.

According to founder and Chairman Don Copeman, the company began with a simple premise: "To deliver unparalleled access to medical expertise while providing each patient with a highly personalized, on-time, but unhurried experience."

"Preventive medicine is most effective when started early, long before problems begin to occur. While bad habits left unchecked can cause multiple health issues decades later, simple lifestyle modifications can develop a powerful defense against injury and illness."

The Copeman Way is a model that integrates the care of physicians with the expertise of an inter-professional team. Psychologists, neuropsychologists, registered dietitians, kinesiologists, exercise medicine specialists, nurses, health coaches and other specialized professionals work together to prevent, detect and manage all types of diseases. Central to the Copeman Way is the philosophy of treating the whole person—placing an emphasis not just on physical health, but also psychological health and brain health. While psychological health focuses on the experiences, attitudes, thoughts and emotions of a patient, brain health looks at the organ of the brain. Copeman offers brain health assessments and rehabilitation for injuries, concussion, stroke, Alzheimer's, vascular dementia and other brain related changes.

In addition to the integrated services, all members have access to a computerized Health Management System, which is a secure, online personal health record combined with sophisticated risk assessments, health surveillance and self-management tools. Changes in laboratory results and other health measures trigger personalized reminders about risk factors and transmit trends to the patient's health team.

The centres offer a warm, comforting environment and an atmosphere of genuine caring. The most popular offering is LifePlus, an all-inclusive prevention and health management program that costs \$4,200 in the first year and \$3,200 in subsequent years. Children are charged \$300/year for the Copeman Kids program. The Lifeplus program includes a comprehensive, head-to-toe four-hour annual health assessment and a complete package of professional services to support a client's individual health plan, including 24/7 telephone support. Those interested in learning more about Copeman Healthcare should contact their nearest centre or visit the company's website at www.copemanhealthcare.com ■

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Dr. Peter House, Copeman Healthcare Family Physician & Corporate Medical Officer



THE 3D PRINTER DRUG DISCOVERY SEARCH ENGINE

By Lee Cronin – Gardiner Professor of Chemistry

Inspired by developments in technology, I am often wondering how chemists who make molecules, materials and formulations could do things differently. This is because if you look at the impact technology has made in a modern physics or molecular biology laboratory, the difference would be rather dramatic; but if you looked in a chemistry laboratory you would see not much has changed, certainly in terms of glassware and the way reactions are done, at least for the discovery of new molecules. Inspired by the technology of 3D printing, I wondered if it was possible to use a 3D printer, not only to construct a test tube for a chemical reaction, but also deploy the chemicals into the test tube for the reaction and also customize the test tube to allow certain reactions to happen in different ways. One could even imagine printing a test tube out of biologically relevant materials and using the test tube as a way of fusing chemistry experiments with cell biology experiments. Born was the idea of 3D printing of chemistry.

At the heart of the idea was the realization that organic chemists make complicated molecules step-by-step in the lab with a lot of know-how and many unit operations. Conceptually, organic chemists often work out how to make their target molecule by working backwards and reducing the complex molecule to simpler ones step-by-step on paper, only to reverse the process in the laboratory and build the molecule up. Thinking about this approach, and the way chemists make things, I asked my research group if we could make a version of this chemistry set and use a 3D printer to make the molecules. I then wondered if we could use common building blocks in different ways to make different molecules—i.e. have software control over the molecular assembly. In essence, could we “app” chemistry?

Now what would this mean, and how would we do it? Well to begin, we took a 3D printer and started to print our beakers and our test tubes on one side and then print the molecule at the same time on the other side and combine them together in what we call reactionware. By printing the vessel and doing the chemistry at the same time, we were able to do a range of different chemical reactions, but also we were able to both purify the new molecules by a process of crystallization. By changing the volume of the reactor space, we could change the outcome of the reactions and make different molecules.

At the heart of this idea is a 3D printer used in two different ways: i) a test tube builder and ii) as a liquid handling robot to place the chemicals in the right place at the right time for the chemistry to work. As the whole thing is computer controlled, the software blueprint could act as a new way to control chemistry as a type of app.

Today we are at the very early stages of this technology and many colleagues are excited and some are concerned. Those who are excited see the vision of moving chemistry beyond the laboratory; and those who are concerned doubt that the idea is feasible and cite the potential problems of chemical compatibility, inefficiency of the reactions, problems with purification, product verification and so on. I do not doubt these issues for a second, but, rather, I see the potential spin-offs from attempting to solve the problems. It may be possible to discover new molecules and materials by manipulating the chemicals in a new way exploiting my reactionware idea (reactor architecture and function), to do reactions in new environments (for example, in model 3D cell-printed structures as tissue or organ models), and perhaps even to app the recipe once the new molecule has been found in the 3D printer system. I think the 3D printer for new routes to chemical discovery can be thought of a bit like a molecular search engine and in the laboratory this could become a new tool for professional scientists to make and characterize molecules. This is probably where the technology could stay for many decades but, if it indeed proves possible to use such approaches to discover new molecules, then the leap to use the systems to build drug molecules out of the laboratory from a fixed set of ingredients could also be possible and perhaps even be easy.

This is exciting since it could allow fast access to molecules with the recipe simply downloaded. If the printer had a common set of chemicals or inks, then it may be possible not only to build the molecule by doing the right chemistry in the device, but also to purify the molecule and even verify that the correct molecule was made before realizing it from the device.

Today we are far away from the “out of the laboratory” vision; but in the laboratory we are developing routes to show that in principle it could be possible to build organic molecules like simple drugs, and also show how these methods of chemical synthesis could be made into an app. This could ultimately mean that you could print your own personalized medicine. But, first, we need to take baby steps to get there, and it is important that we can demonstrate the value of this approach to our colleagues, and demonstrate the feasibility of our big vision. However, as with all big ideas, there are critics and we have found that a lot of the criticism has helped us clarify our approach and ensure that we aim for the big wins that will allow us to build a new field. Right now we are busy solving many of the technical issues but there would seem to be no intrinsic barrier.

The key issue is not only if it will catch on, but if we can discover more interesting molecules using this approach than using other approaches, and how robust the approach is. This is because the real excitement is the possibility that we could go from

“In essence, could we “app” chemistry?”

discovery to manufacture very quickly and allow deployment anywhere. This could even mean you would not need to go to the pharmacy anymore. One could literally imagine printing drugs at point of need—although this would require a radical overhaul of our regulatory approaches, not to mention robust product verification protocols. But one of the most immediate uses could be for chemical or biological diagnostics that could allow the development of new threats to be monitored. Perhaps futuristically hybrid hard, wet, and bio-devices could be used in synergy with the chemical search engine to rapidly develop new drugs and allow a type of on-the-fly molecular assembly to combat super-resistant bacteria as a defence of last resort.

I wonder if, in the end, the barriers are not really the technical issues in doing chemistry in an unfamiliar way, although they are great, nor the amount of funding required to achieve the vision, but perhaps our attitudes to radical new things and not considering how drug discovery should change in future—especially the regulatory issues. However, in a world where access to the most basic resources is going to become tougher, I think we owe it to humanity to consider how we could make life-saving chemicals available to all as quickly as discovery and safety testing will allow. As futuristic as it may sound, perhaps aiming for the universal matter fabricator rather than the drug-3D-printer could be the way to light up our imagination to the possibilities... ■



TOP 10 SHOW STARS

By Tony Whitney

2014 Chevrolet Corvette Stingray

This past winter's North American auto shows had an encouraging mood of optimism about them—a contrast to the generally subdued mood of the last two or three years. Recessionary pressures—especially in the U.S., but also from Europe—created something of a gloomy atmosphere last season and while we saw lots of new products, there weren't too many smiles among automaker personnel.

This year was very different, with luxury automakers especially pleased with the past year's sales figures. Domestic automakers have been making remarkable progress with strong sales and a host of widely-praised new vehicles from makers like Cadillac and Lincoln. A strengthening U.S. housing market has also influenced buyers and, whether we like it or not, when Americans start to buy cars again, our economy is on the up and up.

The winter's two major events are located in Los Angeles and Detroit, and these are followed by many others around the continent, most of which offer at least a few debut vehicles. Shows in Chicago, New York, Toronto, Montreal and Vancouver come later in the season, but it's L.A. and Detroit that set the stage as to what we're likely to be driving over the next few years.

The North American International Auto Show in Detroit is one of the world's largest and is used as a backdrop for automakers worldwide when they have something new to display. This year, over 5,000 media attended the press days from over 60 countries to see an encouraging 59 all-new vehicles come out from under the wraps. When the show opened to the public, almost 800,000 people passed through the turnstiles. Los Angeles was also a success with several debut products, though it's a far smaller show than Detroit.

We won't be able to look at every new product shown this season, but we'll pick out some of the highlights—especially among upscale cars, SUVs and crossovers. Incidentally, just about all vehicles launched at these shows will be labeled as 2014 models—even if they were shown before the end of 2012.

Although L.A. and Detroit boasted many standout vehicles, everyone seemed to agree that the all-new and much anticipated **Chevrolet** Corvette Stingray, which took its bow in the Motor City, was the hit of the season. It's a stunning car with looks that are more Italian than anything else. It's still very much a 'Vette (there are some hints of earlier models in its styling) but, to me, this is the closest Chevrolet has come to an "American Ferrari." Hopefully, Corvette fans will warm to it. They're a conservative bunch and may consider this one a little too "European." I think it looks sensational.



Mercedes-Benz CLA

Mercedes-Benz had several new or refreshed models to show, but possibly the most interesting is the CLA, which differs from its stablemates in that it uses front-wheel drive. It's a small car close to the entry level with a 4-cylinder turbocharged engine. All-wheel drive will also be available, but the big deal here is that the CLA brings a Mercedes-Benz within price range for a very large number of potential buyers. Small it may be, but it's every millimeter a Mercedes and the styling is very well executed. Mercedes-Benz also unveiled its new-generation E-Class, a model that's found over 13 million buyers over the generations.

Also from Germany was the new **BMW** 4-Series, the name that will soon be carried by all two-door versions of the automaker's mid-size 3-Series range. Thus, we'll now have BMW 4-Series coupes and 3-Series sedans. In Detroit, BMW showed us a concept of what the next generation of coupes may look like and it was certainly a most impressive automobile. BMW was also displaying a concept electric vehicle—the i3—which would bring a zero-emission vehicle to the famed BMW range. BMW built an electric car many years ago that looked ready to go, but it never saw production. I drove one around Munich once and always wondered what had happened to the idea. Now, it's surfaced again and if it's as good as the one I tried, it'll be a wonderful little city car. BMW is talking about series production, so we'll see.



BMW 4-Series coupe

"It's still very much a 'Vette (there are some hints of earlier models in its styling) but, to me, this is the closest Chevrolet has come to an "American Ferrari."



Infiniti Q50

From **Infiniti**, Nissan's upscale nameplate, comes the Q50, which marks a new alpha-numeric naming system for the company. From now on, all Infiniti sports sedans, coupes and convertibles will use the "Q" designation, while SUVs and crossovers will be dubbed "QX." In fact, the Q50 is an all-new version of what used to be called the G37. The 4-door Q50 looks very individualistic and the stylists have been a little more ambitious this time around.

Lexus used the 2012/2013 show season for the world debut of its new IS sports sedan, which is one of the least expensive ways of becoming a Lexus owner. There are three basic models, including an F Sport high-performance version. This is a trim and agile car, about the same size as a 3-Series BMW or an Audi A4. The IS uses what has become a trademark grille for Lexus—bolder and more aggressive than on earlier cars. Lexus has been seeking more respect for this excellent series and it'll probably get just that with the new model. It has more character and is bound to be a better performer—both in terms of speed and handling, and with regard to fuel economy. ►



Lexus IS



Lincoln MKC

On the domestic front, **Lincoln** showed its first-ever “small vehicle”—the MKC. While displayed only in concept form, most industry analysts believe this is close to what the market will be getting. The MKC fits into the fast-growing small luxury utility segment, so think of it as an upscale compact crossover. The MKC has the dramatic grille treatment which solidly identifies the brand these days. It’s certainly a Lincoln at first glance, though the company will probably draw on a Ford platform for the vehicle, along with one of the much-praised 4-cylinder EcoBoost engines. All-wheel drive is expected for this diminutive new Lincoln.

British automaker **Jaguar** Land Rover has been giving North American show goers a taste of three upcoming vehicles—the exciting new F-Type roadster, the all-new 2013 Range Rover, and Jaguar’s fastest sports sedan ever, the XFR-S. All three are likely to be hot competitors in the luxury segments in which they compete—especially the F-Type.



Jaguar F-Type

“The upmarket car business is in very healthy shape and there’s no indication that this will wane. It certainly appears that some consumer segments really are recession-proof.”



Acura MDX

Acura revealed a prototype next-generation MDX luxury sport utility, successor to one of the best-selling models the company offers. It features what Acura calls “aero sculpture” design language and certainly looks very appealing. It’s a bold move by Acura because luxury SUV buyers are often wary about “overstyled” products. Acura also gave us a glimpse—in concept form—of the replacement for its much-missed NSX sports supercar. Like its predecessor, the new NSX will use a mid-mounted V-6. Look for a production version during next year’s show season.



Porsche Cayenne Turbo S

Among other automakers, **Porsche** debuted its awesome new 550-horsepower Cayenne Turbo S, which should be the most exciting SUV out there. Volkswagen revealed its CrossBlue concept SUV built around a diesel-electric plug-in hybrid powertrain and boasting 305-horsepower and very high levels of torque. Hopefully, VW will eventually build the 6-seat vehicle.



Fiat 500L

From **Chrysler**, we had news of a 4-door, 5-seat Fiat 500 dubbed 500L. It seems like an interesting way to bring even more success to this subcompact range with its Italian design origins.

The show season is by no means over, but most of the major surprises have been widely publicized. The upmarket car business is in very healthy shape and there’s no indication that this will wane. It certainly appears that some consumer segments really are recession-proof. ■



ORGANIZE YOUR NEST EGG FOR THE LONG HAUL

By Adrian Mastracci, Portfolio Manager, KCM Wealth Management Inc.

Investors often ask what they should be investing in for the year ahead and beyond. Our answer is that the key is to first ascertain the financial objectives on your priority list. For us, investing has always been and continues to be a journey for the long haul. The initial probe is for you to ballpark where you see the portfolio progress, say in five to ten years.

These queries get your analysis off and running. Perhaps you need a well-designed investment plan to get you there. Preparing or updating your retirement projection can shed more light. Estimate the potential effects of a market decline on your progress. Rechecking whether your investment risk is in line or higher than your comfort is also a welcome exercise.

Organizing your nest egg is first about setting simple, methodical policies and strategies. Then you can delve into investment selections. Applying a little common sense helps ease the scope of your job.

Let's summarize our core portfolio beliefs:

- **Prospects.** Revisit what is expected of your portfolio. Figure out which is more important, growing or preserving the nest egg or a balance of the two. It makes a difference on its design.
- **Mix.** Decide on an acceptable asset mix and invest within it. Rebalancing is a good practice. Yes, sell some leading assets and purchase lagging ones as per the mix. Just stick to quality.
- **Diversify.** Allocate the portfolio into suitable asset classes. Equities are exciting, but don't exclude those boring bonds and cash instruments. Real estate is also a good fit for many.
- **Global.** Own a piece of the entire rock. Sprinkle the nest egg all around the world. The biggest allocation is likely to Canada. Then think about other desirable geographies.
- **Profile.** The investor profile should not change frequently. Neither in good, nor in bad markets. Some may find it more comforting to invest gradually, rather than all at once.

- **Sizzle.** Skip the chase for those sizzling hot sectors. They often chill down rather quickly. Besides, too many investors miss the exits when the time is ripe to make changes.

Don't obsess about which sectors may turn out to be portfolio leaders or laggards. Rather, pay close attention to your total portfolio composition. Assume that there will always be some portfolio laggards. This is a reality many have to accept.

Include as many sectors and geographies as possible. It's not foolproof, but it delivers more often than not. You can't control market directions, but you can control every portfolio strategy summarized above.

Organize your nest egg with an approach you control. Just proceed with caution at all times. Use this method for 2013 and beyond. The key concepts are expanded below.

"For us, investing has always been and continues to be a journey for the long haul."

Asset location unveiled

Each of us has a preferred method of organization when putting away clothes in the closet. Similarly, every investor can adopt a preferred organization for their financial closet. It is part of tax planning and is called "asset location." That is, which investment account is better suited to hold assets that you own.

Relate your location decisions to the types of investment income you will generate. Your selections will produce interest, dividend, capital gain and capital loss income. Ideally, you will prefer three different pools of investments, as follows:

- **Non-Registered.** Are cash or margin accounts owned personally, in a company or in a family trust? Income from Canadian dividends, capital gains or losses realized in these accounts receives preferential tax treatment over interest income. Your "equity" investments are better held in these accounts for maximum tax efficiency. However, the account owner reports the taxable income every year.
- **Registered.** Typically include the RRSP, RRIF, LIF, DPSP and a variety of locked-in plans. All funds withdrawn from these accounts are treated as fully taxable, like interest and salary. Interest bearing investments are more suited for such accounts. There is no preferential tax treatment of Canadian dividends, gains or losses and the dividend tax credit cannot be used.

- **TFSA.** All income earned in this account is tax-free upon withdrawal. Hence, a mix of investment income types is acceptable for the TFSA. Similarly, dividend tax credits are lost and capital losses can't offset gains outside this account. Unlike RRSP deposits that stop at age 71, TFSA deposits can be made for your lifetime. Sometimes, it also makes sense to hold investments with high capital gains potential in the TFSA.

Owning specific assets in all three pools provides you maximum flexibility in retirement. However, not everyone may have sufficient savings to allocate among all three. Your decisions to withdraw funds from all three pools can change every year, subject to RRIF minimum draws. Having all three pools also provides more flexibility as to when to start receiving CPP and OAS incomes.

Asset location is an important component that fits like a glove with your asset mix. It's best to weave both strategies into your game plan at the same time. Ensure that your investment professional covers all the locations bases for your best interests. Your chosen combination of location and mix should deliver on your goals and aspirations. ►



Ways to diversify

Three observations on diversification stand out. Too many investment portfolios suffer from inadequate diversification. Individual holdings within many mutual funds owned are often the same, or quite similar. Too many investors are not aware they lack diversification.

Diversification strategies are essential, time-tested tools for every portfolio. They improve your chances of achieving better consistency of long-term returns. Basic diversification involves spreading your risks across different selections. All within the allocation targets set within your investment plan.

Broad diversification is one necessary safeguard. You don't want problems arising in any asset class to ruin your well-designed portfolio. Diversification increases the odds of you being right more often than wrong. If some selections are suffering, others can help cushion the rest of the portfolio.

Here are five simple ways to achieve your portfolio diversification:

- **Asset classes.** Choosing different asset classes for the plan is a prudent step. Equities, bonds, cash, commodities and real estate are most common.
- **Economic regions.** Portfolios may include selections from Canada and other regions like the U.S., Europe, Far East and emerging countries.
- **Time to maturity.** A portion of the portfolio could have a range of investment maturities. From as short as 30 days to as long as 30 years.
- **Foreign currencies.** Investment selections can be purchased in currencies other than Canadian funds, such as U.S. funds, the Euro or hedged to our Canadian dollar.
- **Investment quality.** High investment quality trumps reaching out for yield. Trading quality for higher yields increases the potential for bigger losses.

Portfolios ought to contain a variety of investments that don't all move in unison, although seasoned investors know that is not always possible. Diversification should be front and centre in structuring your portfolio. Always invest your nest egg to reduce portfolio risks and aim for more consistent results. That makes for happier investing.

Your investments need fit and purpose

Investors typically save for decades to reach their goals. Then they spend part or all the nest egg over a few more decades. Saving investors may seek portfolio growth. Spending investors typically prefer stable income streams.

Many portfolios are assembled on a makeshift basis. Others are populated from different product sources over the years. Ask yourself whether all your investments have fit and purpose with your goals. If you can't answer this, action is required whether you save or spend.

Our approach is to first stop buying random investments for your portfolio. Then, take a close look at the "why" you own what you have.

It's important to achieve two things. All investments must fit your game plan. Every investment requires clear purpose in pursuit of your goals. Otherwise, your collection becomes a tangled muddle of stuff.

This short list of simple steps untangles your muddle:

- **Portfolio goals defined.** Estimate all the family retirement income goals you desire.
- **Probe retirement capital.** A "what if" scenario ballparks whether your family capital can outlast longevity, say at least to age 90.
- **Pursue asset mix.** If you don't follow a portfolio "asset mix," find a portfolio manager to design yours.
- **Ponder retirement spoilers.** Assess potential damages if your portfolio incurs a large loss, high inflation or serious health outlays.
- **Plan to invest.** Develop your well-conceived plan for the long run, then methodically fill your investment requirements.

Taking these steps assists in shaping a better investment plan. If required, a second opinion can reduce your apprehensions. Always be certain your investments have purpose and are fit to own. Don't accept anything less.

“Asset location is an important component that fits like a glove with your asset mix.”

Baby steps to a portfolio makeover

At some point, every portfolio may require a partial or total makeover, especially, those that keep buying random investments. However, a complete portfolio overhaul can be too much to contemplate. Some investors are also reluctant to initiate such a thorough process.

Starting with gradual tweaks often makes good sense. Ultimately, a total remodelling may be required. Let's consider some simple baby steps. Start by ensuring that your risk tolerances are comfortable and appropriate.

Follow by selling some losing positions and learning to take some profits. Explore some other alternatives to be sure. Finally, design your gradual investing strategy.

Baby steps help open the gates and create momentum for bigger changes. They also reduce ongoing portfolio mess-ups. Think of them as act one of your portfolio makeover—a methodical road map to your ultimate destination. ■

Investing in the World's Fresh Water

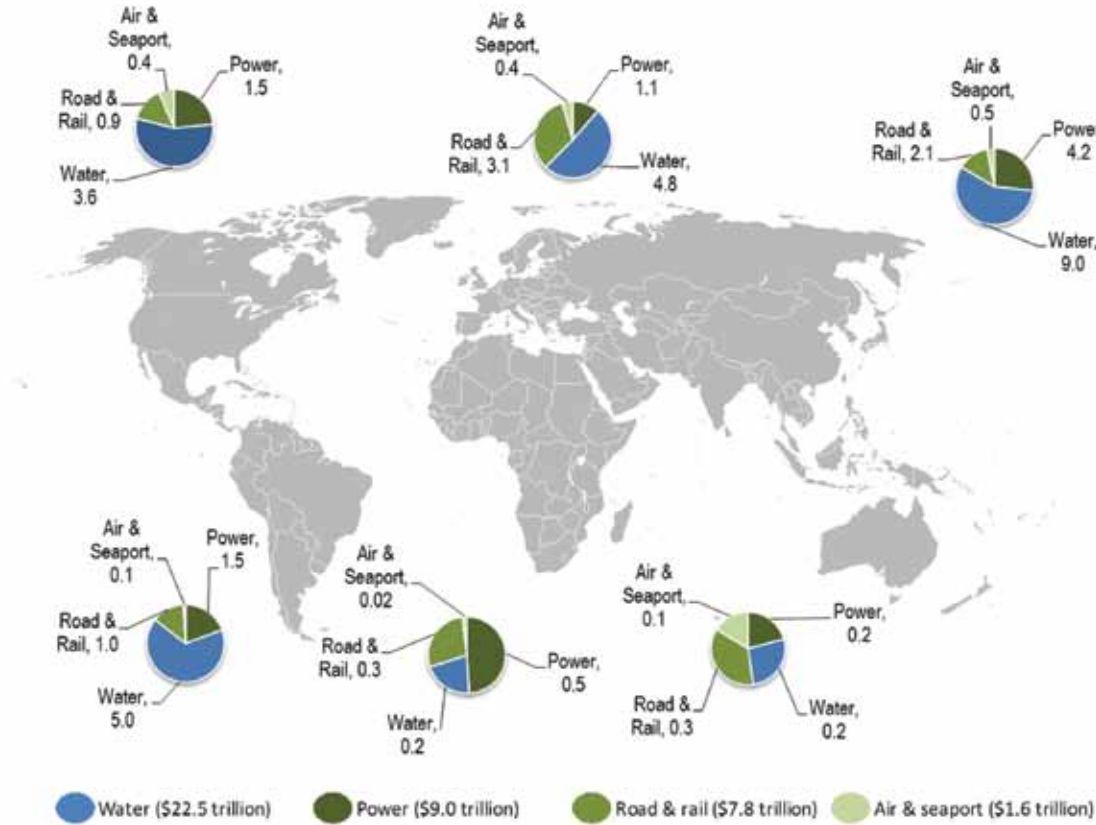
By Khurram Malik

Water is one of the most misunderstood sectors of the global economy despite trailing only oil and gas, and power in terms of capital investment. The very limited supply of fresh water and an alarming growth in demand is well understood by many people at a senior level. However, due to the sector's ill-defined nature, it is not on most investors' radar screens.

Infrastructure Spend

Typically when institutional investors are designing new equity investment funds, they look at which sectors will have the most attractive long-term fundamentals and then structure their funds accordingly. We view the global water sector as being one of the most attractive areas of focus through 2030 because more capital will have to be spent there than all other major infrastructure requirements combined. Using this expectation we advocate investors identify companies that are positioned to take advantage of the some \$22.5 trillion in spending that is expected over the 2005 to 2030 period (see exhibit X). This top down approach is also a way for individual investors to position their portfolios to gain exposure to new and/or high growth sectors as part of a larger balanced investment strategy. ►

Exhibit X: Global Infrastructure Spending Needed between 2005 and 2030 (US\$, Trillions)

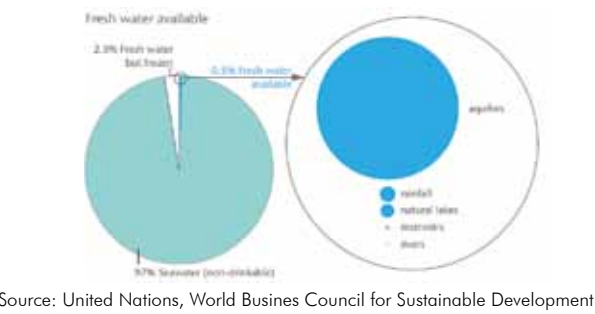


Source: Booz Allen Hamilton, Global Infrastructure Partners, World Energy Outlook, Organization of Economic Co-operation and Development, Boeing, Drewry Shipping Consultants, US Department of Transportation, Jacob Securities

Supply of Water

Despite 70 per cent of our planet’s surface being covered by water, it is surprising how little of that is suitable for various forms of human consumption. Only 3 per cent of this planet’s water supply is classified as freshwater. Of this small percentage, 80 per cent is trapped in ice caps, glaciers, and permanent snow and is unfeasible to tap. In other words, only 0.5 per cent of the Earth’s water volume can practically be harnessed for human consumption. See the diagram below:

Classification of Earth’s Water Volumes

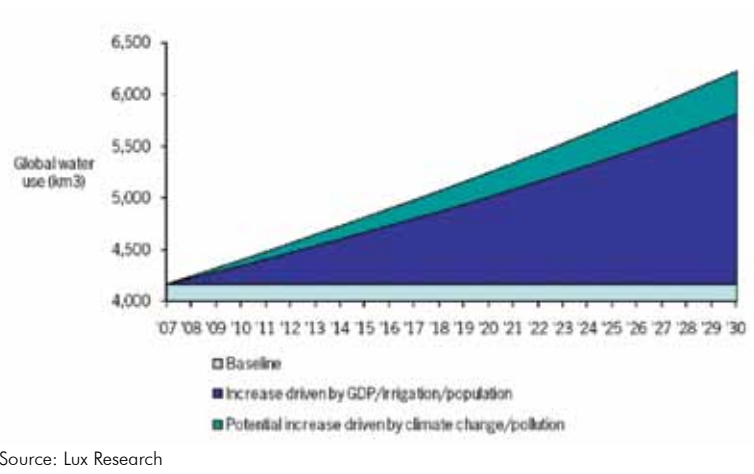


Demand for Water

With this limited supply we are already facing water stress and scarcity conditions in many parts of the world today. In fact many future conflicts will be about water.

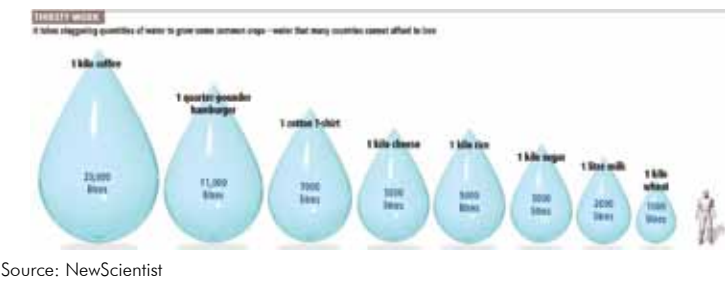
This existence of scarcity is less based on a limited supply than on a rapidly increasing demand (see exhibit below) due to factors such as population growth, pollution of traditional water supplies, urbanization, and increases in overall wealth in the developing world.

Global Water Use Forecast



Most of this demand is not necessarily for direct human consumption, but has to do with the “hidden” uses of water. Most of the goods and services we consume require enormous amounts of water as shown in the diagram below. For example, the production of one kilogram of coffee requires 20,000 litres of water, whereas one cotton t-shirt uses 7,000 litres of water!

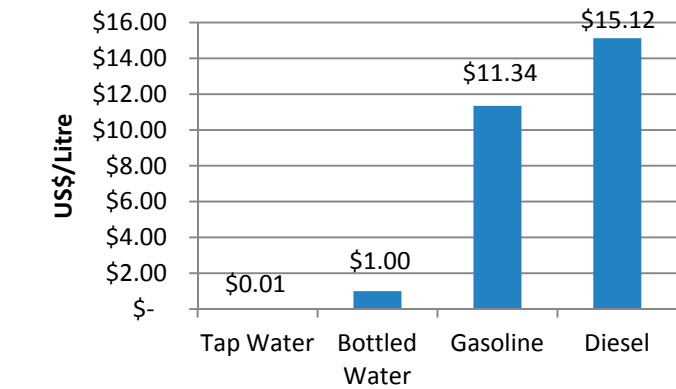
Quantity of Water Used in Production of Common Crops and Food



Water is an Undervalued Asset

Water is the only asset we are aware of that has no substitute at any price. Everything else from various food sources to the oil you put in your cars has a viable substitute. Moreover, water is treated as a fundamental right and not as an economic good like other key resources in most parts of the world. For this reason, governments subsidize water costs beyond those of other products. As shown in the bar chart, it is by far cheaper than many comparable products/resources.

Value of Products/Resources

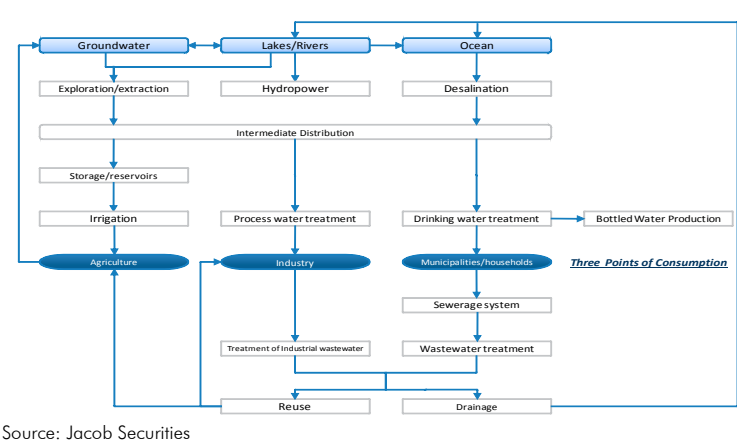


This view towards water has been changing drastically in recent years due to scarcity in many parts of the world. Also the only viable way to fund the replacement of crumbling infrastructure in the developed world and new infrastructure in many parts of the developing world is to assign a more realistic value to water—this may not always be great for consumers’ monthly water bills, but provides excellent opportunities for investors that have exposure to water stocks.

Water Value Chain

As we previously stated, the global water sector is badly defined, which makes it difficult for even sophisticated (allegedly) institutional investors to figure out a clean way to gain exposure to it. We at Jacob Securities organize this water landscape along its value chain as shown in the diagram on the following page:

Water Value Chain



In this value chain, there are several distinct elements, but most of them are highly connected. Utilities represent large parts of the value chain from the sourcing of fresh water supplies up to the three large consumption points (agriculture, industry and municipalities/households). Following consumption, utilities again take ownership of the water and treat it for disposal or reuse in a similar or different application. All along the way, there are a variety of companies providing goods and services to utilities and consumption points. There are also unique offshoots, like the bottled water industry, that are very tangible parts of the global water landscape.

Performance of Water Stocks

On the public markets there are really two kinds of stocks:

1) Water Utilities

Water utilities are likely the most obvious way to gain exposure to this sector. Water utilities are arguably one of the most defensive sectors of the global economy to invest in. The demand for water is more inelastic than other goods and services since it is essential for life, has no substitute and doesn’t vary by changing consumer trends.

In fact, we would argue that in a global downturn, business and consumers will reduce their consumption of energy. With regards to water, business may curtail water use to match output, but consumers and agriculture will continue to consume the same amount of water.

Moreover, due to the high capital requirements of water utilities and the way the distribution network is structured to meet demand, water utilities tend to be natural monopolies in their area of service. This adds long-term stability for investors.

Over the last 20 years, water utilities have outperformed power utilities and S&P handily, particularly in periods of market turmoil. The only downside is there are only a few pure play North American utility stocks to invest in after several rounds of consolidation over the years.

2) Water Industrials/Services

Water industrials also have performed well over the last 20 years since their largest customers are often water utilities. These however are more volatile in nature than utility stocks. Over the last 20 years, only water utilities and the S&P Energy Sector Index has outperformed water industrials in comparison to all other major sectors tracked by the S&P.

On a go-forward basis, we continue to expect higher returns for both water utility and industrial stocks versus the broader markets as the water market fundamentals improve beyond historic levels (i.e. water pricing and infrastructure spend).

Canada vs. U.S. Water Stocks

In general we advocate individual investors lean towards larger and more liquid names in the water space. All North American mid and large cap water stocks reside on U.S. exchanges. These larger comparables, as a group, have outperformed their Canadian listed counterparts handily since the start of 2011. We expect this overall outperformance as a group to continue in the coming years.

However, there are a select few commercially validated TSX and TSX-V listed companies that are growing quickly and possess attractive margins to consider as well (providing the right type of both short and long-term exposure to the global water sector):

- **BluMetric Environmental Inc.** (TSXV: BLM)
- **GLV, Inc.** (TSX: GLV.A)
- **GWR Global Water Resources Corp.** (TSX: GWR)
- **H2O Innovation Inc.** (TSXV: HEO)
- **Pure Technologies** (TSV: PUR)
- **Ridgeline Energy Services Inc.** (TSXV: RLE)

Beyond individual stocks, there are several North American water funds that hold a diversified basket of water stocks that can be invested in. ■

THE POWER OF LUNGTA

By Gary Guller

I first learned about Lungta while trekking with my Sherpa friends to Mt. Everest. Sherpa is an ethnic group, originally from eastern Tibet, that now lives primarily in the east Himalaya of Nepal. While it is common for westerners to pronounce the name as “Sherpa,” in the Tibetan and Sherpa languages it is pronounced “Shar Wa.”—“Shar” meaning east and “wa” meaning person. Over the years I have learned many things from my Sherpa friends, including *Lungta*, a word and idea which has remained in my thoughts since then and is a guiding force in my personal and professional life.

Literally, Lungta means “wind horse,” a mythical horse creature without wings that carries, or spreads pure universal goodness throughout the universe. Some folks do prefer to observe Lungta as flags themselves, commonly known as the colourful Tibetan Prayer Flags that flutter in the wind on mountain passes, paths or peaks, and carry the prayers printed on the flags to the heavens like the horse flying in the wind.

Everyday Lungta

After a beautiful, restful night’s sleep, we awake, rejuvenated and refreshed. We drive our car to work, our mind starts to chatter, we start thinking of the day ahead, and, of course, the upcoming traffic jams and endless red lights that we deal with on a daily basis.

But, on this particular day, for some reason, there is no traffic and no red lights—all is smooth and all lights are green. We arrive to our office, our desk is clean and neat, our initial phone calls are positive and productive, and our colleagues, our friends and our clients are energized and happy. This is a great day, we say to our deeper self. What we think, we truly become, and this day we chose the best direction in our mind. My thought is that if we can tap into this positive way of thinking on this day, we can tap into this way of thinking, every day. And, although there may truly be a few red lights or challenges in our lives, we are not phased, and further peace, wealth and harmony is easily obtained. This is the power of Lungta.

Lungta and Belief and Rice

In 2001, I was climbing from Base Camp to Camp One on Mt. Everest, smack in the middle of the Khumbu icefall, with a Sherpa friend, Kipa. The Khumbu icefall is a sea of moving ice, constantly changing, with deep crevasses and ice walls that generally give no warning before breaking up and reigning fear into any climber. It is known as one of the most dangerous places on the mountain.

We were halfway through the icefall when an ice wall collapsed, and debris began to fall around us as the ground shook with anger. All we could do was grab each other and brace for impact.

Suddenly, without hesitation, Kipa let go of me and moved into the path of the avalanche. He quickly reached into his pocket and threw something three times towards the falling ice and rock. Retreating back to me, we embraced each other, expecting the worst, but within seconds the avalanche seemed to veer away from us and our lives were spared.

After we dusted ourselves off, I looked directly at my Sherpa friend and asked him what he had thrown in the path of the avalanche. He replied that he had thrown “rice” that had been blessed by Lama Geshe. Local Sherpa and international climbers visit every season to take his blessing before attempting to climb the dangerous nearby mountains. Lama Geshe had told my Sherpa friend that if danger came his way, to throw the rice three times in the path of danger and he would be safe.

Was it the rice? Over the years, I have given this much thought and have come to a conclusion. Kipa believed in the Lama and he believed in the rice. I tend to call this Sherpa power—always being prepared to go a little further in our everyday life. Be nicer, give more, appreciate your success and make others greater.

Further peace, wealth and harmony will follow. Universal goodness and happiness will flutter in the wind throughout the universe with the utmost ease. This I know to be true. ■

“We can tap into this positive way of thinking...”

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