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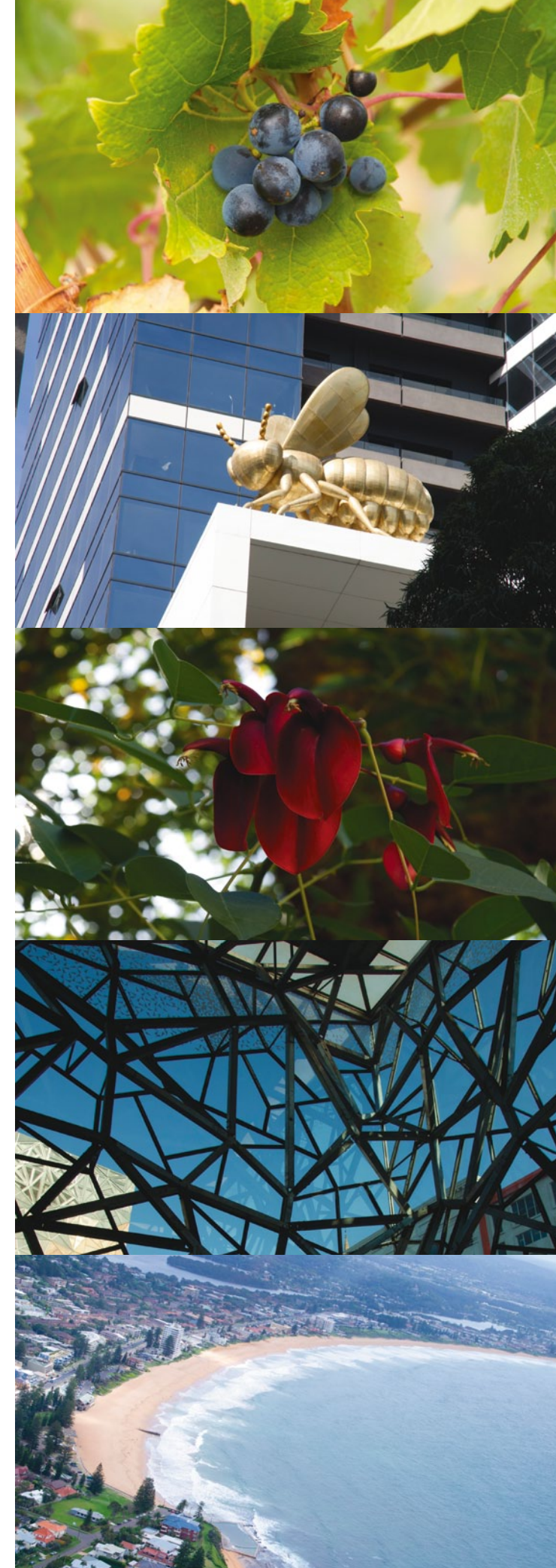
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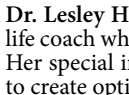
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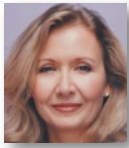
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A few years ago, we made a trip to Australia, which we presented in this magazine. The country is large and diverse, and the areas we ventured to totally different from the trip presented in this issue. We enjoyed the previous experience and, it being the first, we were very happy to see our first kangaroo within minutes of arriving at our destination.

This trip, our first culinary experience was shortly after reaching our first destination, the precursor to one great culinary experience after another. And, of course, I have to mention the wine. Everywhere we went there was another wine producing region. We had to come home just in order to gain some control over our consumption—the waistline had definitely expanded in the relatively short time we were there.


Next up, we’re staying closer to home. In fact, we’ll be venturing into scenic British Columbia. Plus, we expect to provide a firsthand overview of private jet travel as we head to Napa. It seems we just can’t avoid wine-producing areas.


As always, I would suggest reserving the next issue to ensure a close up view of everything we find.

Comments both positive and critical are welcome.

Terry Tremaine  
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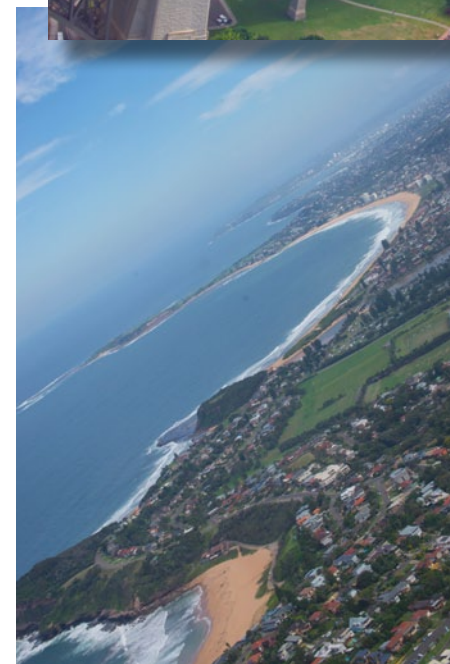
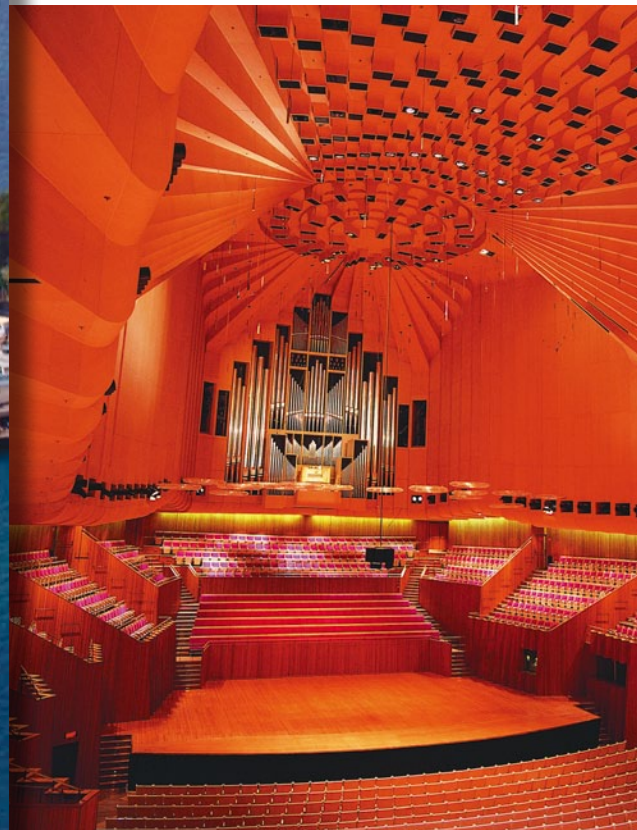
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# Australia—There's Nothing Like It

By Terry Tremaine

Photos by Connie Ekelund

We arrived in Sydney, Australia, at seven in the morning after a fourteen-hour overnight flight from Los Angeles. First up on our agenda was lunch at Quay Restaurant, which, under Chef Peter Gilmore, is one of the most awarded restaurants in the country.

Likely after such an arduous journey, the only reason we were ready to take advantage of an extraordinary culinary experience was that we had flown Qantas Business Class. Qantas invented business class in 1979 and certainly has stayed ahead of the pack with its recently revamped offering. Not only were we able to take advantage of seats which have won design awards and provide a flat sleeping experience with, of course, all the latest technology, but also good cuisine designed by Chef Neil Perry. We arrived rested and ready to explore the best of what Australia had to offer.

The Quay certainly falls into that “best” class. Situated on scenic Circular Quay, the view of the harbour is spectacular and the food extraordinary. We were able to indulge in the ten-course degustation menu, each course paired with a complementary Australian wine. Further on in this issue of the magazine, Peter has provided some recipes which give insight into what we enjoyed.



Lunch lasted four hours and set the tone for our visit. Australians are avid gourmets. The most popular television show is a cooking show with some twenty-five per cent of the population as viewers. Our visit to Australia proved to be a culinary delight.

After lunch, a short walk around the harbour brought us to the iconic Sydney Opera House. One of the most recognized and admired buildings in the world, the saga of its construction, which was initiated with a design competition in 1957 but only completed in 1973, is an entertaining element of a guided tour. The uniquely designed and constructed facility actually provides seven different performance venues of various sizes serviced with a behind-the-scenes series of lifts to transport staging components.

As we were staying at the Park Hyatt Sydney, situated on the harbour point opposite the Opera House, it was a short walk back to attend the official opening reception after being closed for a complete renovation, which has returned the luxury property to market leadership. The property has the perfect location for those wanting to explore Sydney Harbour and downtown. It sits beside Sydney Harbour Bridge, one of the longest and tallest arch span bridges in the world, and faces the Opera House. In between are numerous restaurants and retail locations. The bridge is actually a huge tourist attraction in that there are guided tours to climb to the top of the span. It's quite the sight to look up and see people walking on the top.

We came to fully appreciate the beauty of Sydney Harbour as a result of taking a helicopter tour to nearby wine-making region Hunter Valley. From the air, the waterways and the shoreline residential areas are particularly picturesque and one can fully appreciate the benefit that's resulted from moving commercial port facilities away from the city centre. It is little wonder that Sydney is recognized as being one of the more attractive cities in the world.



## TRAVEL & RESORTS



From Sydney we were driven to the extraordinary Wolgan Valley Resort and Spa, situated in the very scenic Blue Mountains. An Emirates property, the luxury resort sits in its own nature reserve bordering the rugged Blue Mountains World Heritage Area. Previously a cattle and sheep ranch, management has undertaken to return the property to the natural state enjoyed by Aboriginals for thousands of years prior to European arrivals. The local Aboriginal band continues to assist in the ongoing process. It is the first luxury resort in the world to achieve carbon-neutral certification as a result of efforts to reduce and eliminate all sources of emissions. Not a single tree was destroyed in the construction of the property.

Contained within the property is the original homestead, which has been restored and was visited by Charles Darwin in 1836. He apparently was most impressed with the valley.

The nature reserve provides endless opportunity to view wildlife either on your own or through guided tours. It was a treat to go horseback riding with kangaroos hopping out of the way. To date, 120 vertebrate species have been identified, including marsupials such as kangaroos, wallabies and wallaroos. There is even an albino wombat family, plus 98 species of birds.

Lodging is offered in just 40 free-standing luxury suites, each with its own terrace and swimming pool. Dining is excellent, with many of the fruits, vegetables and herbs coming from the resort's kitchen garden. Naturally, there is a good wine cellar. We particularly enjoyed visiting the cellar after the evening meal to select a few cheeses to finish the meal from the large selection offered. Of course there is a spa, with six double treatment rooms, enabling guests to share the experience. This property is truly a unique experience and its staff deserves to be commended.



Next we flew to Perth on the west coast. Perth is the centre for the booming resource industry which has helped Australia weather the current economic strains the world is experiencing. In Australia, it's known as the GFC, standing for "global financial crisis." There is no crisis in Perth. They suffer from a labour shortage, with the hotels experiencing very high occupancy rates and there being no one available to build a new one. This lack of labour has a major impact, even to the extent of limiting taxi accessibility due to too few drivers.

We stayed at The Richardson Hotel and Spa, a luxury boutique hotel offering spacious suites and superb amenities. Dining is under the watchful eye of newly arrived Chef Pascal Pietri, originally from Lyon, France, who most recently worked in Qatar. Our experience at this property is what we would expect of a quality, well-run boutique hotel catering to those looking for personalized service and comfortable accommodation.

Nearby is Kings Park and Botanic Gardens, covering approximately 1,000 acres situated beside Swan River and only just over a kilometre from the central business district. Two-thirds of the park is natural bushland, with the rest a botanical garden. The park is also home to Fraser's Restaurant, one of the more popular restaurants in Perth. It was here that, when the manager learned we expected to simply call a cab after enjoying a great meal, not knowing of the shortage, he took it upon himself to drive us back to our hotel. John Haddock is his name and we were most appreciative. Thanks again, John.





From Perth we headed down to the very picturesque Margaret River wine region, situated in the South West of Australia on the Indian Ocean. Sylvia Mills, managing director of Country Escapes in WA Tours, provides personalised small group luxury tours from Perth. In this instance, the group was simply us. The region is home to about 150 primarily boutique wineries producing some of the most award-winning wines in the world. Even though it grows a very small percentage of the total Australian grape production, the region is home to a large percentage of the premium wines. Cabernet Sauvignon and Chardonnay are varietals that do particularly well. According to a number of the winemakers we spoke with, the secret to their winemaking success is the very consistent weather. There has been no discernible change in the weather pattern in the last couple of decades. The winemakers know what they can expect from their crops year in and year out.

Margaret River, though home to only some four thousand people, boasts quite a number of quality restaurants and, of course, many of the wineries have dining rooms. So a visit to Margaret River is an opportunity to sample great wines accompanying good food.

Our first stop was Lamont's Winery for lunch, which was well timed with the release of some new wine. The Lamont family has been running their wine and food businesses since 1970. Currently, Kate and Fiona are in charge of a multi-location winery and retail operation, with the venue we visited beautifully located lakeside in Yallingup. Their focus is premium wines and fine cuisine, and well worth a visit.



Our accommodation was at the Injidup Spa Retreat, which offers just ten luxury villas, each with its own private plunge pool and great ocean views. Each unit is very well equipped, including a full kitchen. Plus, the interior design includes furniture and artwork created specifically for the resort. It is most comfortable. We were lucky enough to have Kate Lamont, a well-known chef, in addition to her family wine business, prepare our evening meal in the villa. Naturally, we could find nothing to complain about and simply had to enjoy.

We also had the opportunity to experience My Spa, a remarkable facility within Injidup. We have been privileged to enjoy many fine spas around the world, but the treatment I received here was at a skill level seldom experienced before.

Unique to Margaret River, and in keeping with the natural beauty, fine wine and cuisine, is Lifestyle Margaret River, owned and operated by the very elegant Nola Garbler. Nola arrived early morning in her classic 1955 S1 Bentley, to take us on a tour of the best Margaret River had to offer. First up was Cullen Wines, a pioneer in the industry, which planted their first trial acre of vines in 1966 and continues to practice biodynamic viticulture. Since then their wines have come to be recognized as some of the best, with their 2007 Chardonnay being named the World's Best Chardonnay at the 2010 Decanter World Wine Awards.



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TRAVEL & RESORTS



Next was Vasse Felix Winery, the first winery to be established in the area, and with the very dynamic and internationally experienced winemaker, Virginia Willcock, currently in control, continues to produce award-winning wines. The property has a very good restaurant and, not surprisingly, offers a pairing menu.

We also paid a visit to MadFish Wines, created by premium wine producer Howard Park, as a winery to emphasis drinkability. The name is in reference to picturesque Madfish Bay, where, according to local folklore, the bay's tranquility is broken when two tides meet, resulting in confused fish jumping in the air as though mad.

The last visit for the day was La Forêt Enchantée, an award-winning, exclusive retreat set on ten private acres of Margaret River frontage. The very charming owner, Fee Menzies-Stirton, has gone to great lengths to provide guests with a unique experience by incorporating her passion for the Renaissance into the interior design and landscaping. This is definitely a luxury destination for very private escapes.

Our last day in Margaret River was spent with Sean Blocksidge, director of the Margaret River Discovery Company, recognized by Tripadvisor.com as the number one tour in Australia. We started by canoeing a portion of the Margaret River, which provided an opportunity to get up close to native wildlife. We had a private lunch under the trees in the middle of the Fraser Gallop Estate winery, International Trophy winner at the 2009 Decanter World Wine Awards for their Cabernet Sauvignon. Our visit ended with a spectacular hike along a portion of the 135 kilometre Cape to Cape Trail.

Returning found us at Perth's largest five star hotel, the pyramid-shaped InterContinental Burswood Resort. The property boasts everything from retail shopping to restaurants, a large pool complex, access to an adjacent golf course, a casino and a great spa. We particularly enjoyed the Rockpool Bar and Grill.

Another restaurant in Perth well worth visiting is the much-awarded Jackson's. Their paired degustation menu is highly recommended.





From Perth we flew to Melbourne and were very pleased with our accommodation at the Crown Towers, which sits on the southern bank of the Yarra River running through the heart of Melbourne. The property has been voted the best large luxury hotel in Australia. Rooms are well appointed and the property boasts a significant amount of quality retail, restaurants, a spa and a casino. Plus, it's a reasonable walk to the core of the city. We had the pleasure of trying two of the restaurants in the property. First was Nobu, a new style Japanese restaurant, in which actor Robert De Niro has an interest, which was superb. As it happens, De Niro was in Perth at the same time, opening the latest Nobu. Plus, the Atlantic, which as the name would suggest, has a focus on seafood. Again, we were most impressed. One of the benefits of staying at the Crown is the opportunity to access the Crown Towers Crystal Club, offering buffet breakfast, afternoon tea and pre-dinner drinks, plus a comfortable lounge with internet.

Melbourne is a large city which spreads in all directions, but in the downtown core, heritage buildings have been maintained and there is a network of laneways running between the buildings that lend a unique aspect to the city. These laneways are best experienced with a guided tour by Fiona Sweetman and her Hidden Secrets Tours. Her understanding of the history of the community and knowledge of the maze makes for a great day. Hidden amongst the buildings are numerous boutique specialty restaurants, some advertising standing room only, meaning they are so small as to not be able to provide seating. The walls of the laneways are covered in graffiti art provided by artists selected by committee. It's not unusual for clothing designers to stage showings of their new offerings in the eclectic atmosphere provided. The city is remarkably pedestrian-friendly and the variety of retail and restaurant offerings would take months to completely explore.



Included within the city area is the Koorie Heritage Trust, which was established in 1986 to promote the living culture of indigenous people from south-east Australia. The facility provides a venue for sharing their culture and promoting their art, some of which is truly extraordinary.

On the other side of the Yarra river is a huge park in the middle of which is the Royal Botanical Gardens. Finding this giant green space in the middle of the city is a treat. While walking along the riverside pedestrian ways, you can see Melbournites enjoying the many cafes. Quite near to the park is Eureka, the tallest building, which has a viewing centre on top, Skydeck 88, offering the opportunity to view the city below in a glass-floored cube, the Edge. It projects out from the building, with you in it, some 300 metres above ground. Not recommended for anyone with the slightest fear of heights, but truly a fabulous view.

We were able to enjoy the hospitality of two restaurants in the downtown area which offered excellent degustation menus accompanied by appropriate Australian wines. The Press Club has a theatre-style kitchen run by Greek-born George Calombaris, who creates traditional Greek dishes with a modern flair. Taxi, sitting atop Federation Square, offers great views and Australian dishes heavily influenced by Japanese and Asian cuisine, accompanied by the prerequisite Australian wines.

Melbourne Private Tours provided a day on the Great Ocean Road, which takes in some of the State of Victoria's most dramatic protected national forest and marine parks. The road weaves through rain forests, over river floodplains and along rugged coastline. A highlight is the Twelve Apostles, giant rocks that rise majestically from the Southern Ocean and are the central feature of the rugged Port Campbell National Park. They are best seen from a helicopter with ten minute rides offered by Twelve Apostles Helicopters.



Only sixty minutes from Melbourne is the wine growing region of the Yarra Valley, which, due to its relatively cool climate, is particularly well-suited to Chardonnay, Pinot Noir and sparkling wine. Our first stop was TarraWarra Estate, established in 1983. The property sits on a gorgeous hillside and produces some of the best chardonnays and pinot noirs. In the middle is the TarraWarra Museum of Art, housing a collection of significant works by Australian artists. It's definitely a must-see if in the area.

*“French Champagne giant Moët  
& Chandon has an Australian  
presence with its Domain Chandon,  
established in the early eighties.”*

Nearby, Yering Station Wine Bar is set on the site of Yarra Valley's first vineyard and is included in the National Trust of historic buildings. Good food, great views and, of course, excellent wine.

French Champagne giant Moët & Chandon has an Australian presence with its Domain Chandon, established in the early eighties. Not surprising, then, considering the varietals best suited to the valley, that they produce some of Australia's best sparkling wines.

Another interesting stop is Chateau Yering Historic House, dating back to 1854 and a heritage property covering 250 acres bordering the Yarra River. The hotel's restaurants offer good food and service, of course, complemented by excellent Yarra Valley wines.





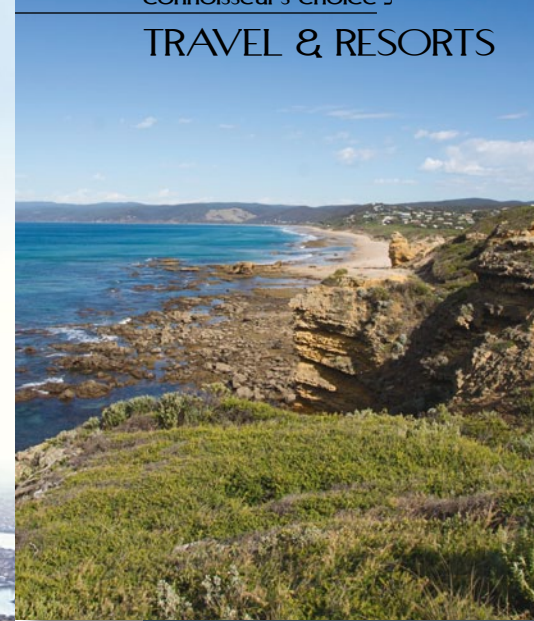
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connoisseur's choice 5  
TRAVEL & RESORTS



Our trip to Australia took us from the east to the west and then back again, allowing us the opportunity to begin to understand how diverse this large, thinly-populated country is. Everywhere we went the scenery provided excellent photo opportunities, as you've witnessed within these pages. But what really stood out was the remarkable level of culinary excellence found everywhere. Plus, of course, every region we visited had its own wine growing area producing great wines.

It was difficult to leave, though probably best for our waistlines. The leaving was made easier, however, as a result of flying business class with Qantas. Their lounge offers complimentary spa treatments—best to arrive early so as not to be disappointed—plus a la carte dining. If you've got to leave, what better way is there to go? ■

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# Snow Egg

By Celebrity Chef Peter Gilmore



Peter Gilmore has been the Executive Chef of Quay restaurant since 2001, and his creative and original cuisine has seen the restaurant receive an unprecedented number of Australian—and international—awards and accolades since that time. Quay has been awarded three Chefs Hats for ten consecutive years and named Restaurant of the Year four times in *The Sydney Morning Herald's* Good Food Guide; awarded Restaurant of the Year twice in the Australian Gourmet Traveller Restaurant Guide; ranked 26th in the S Pellegrino World's 50 Best Restaurants and named Best Restaurant in Australasia on the 2011 list. At The Sydney Morning Herald Good Food Guide 2012 Awards, Peter Gilmore was named “Chef of the Year,” a celebration of his ten years as Executive Chef at Quay.

Peter describes his cuisine as “food inspired by nature.” A passionate gardener, Peter experiments with heirloom and rare plants in his test garden, and works in close partnership with boutique growers to produce them on a larger scale for the restaurant. He collaborates with passionate providers and famers to source rare breeds with superior flavour and texture, and partners with fishermen who hand-dive and line-catch seafood in pristine Australian waters especially for Quay.

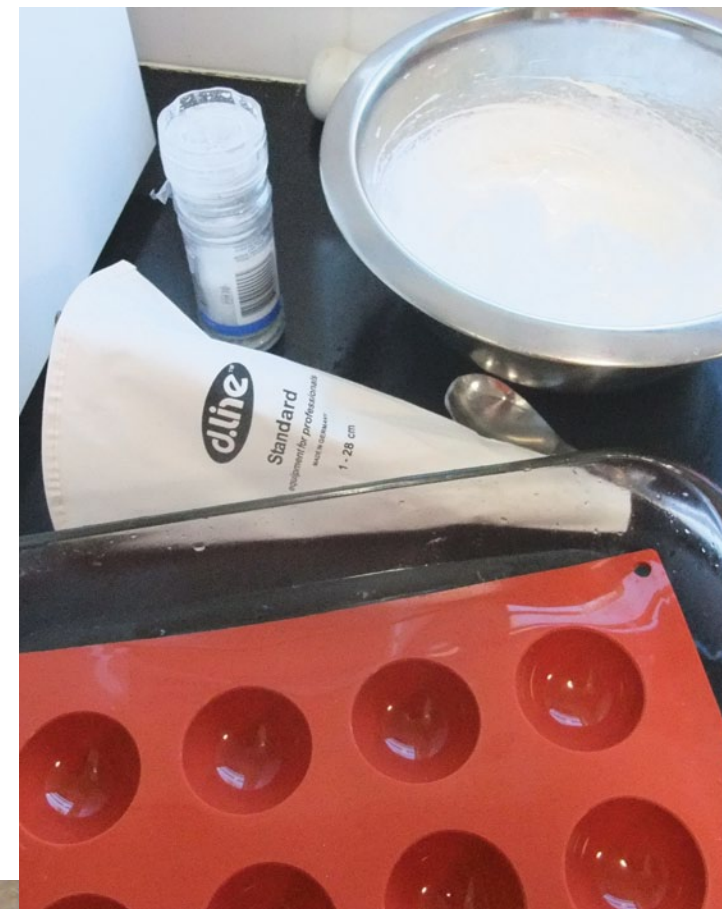
Says Peter: “My aim is to create original, beautifully crafted food, with a big emphasis on texture, harmony of flavours and an overall sense of balance. Food that tastes beautiful, that takes you on a journey of different sensations. It's all about what's happening on your palate.”

In 2010, Peter released his first cookbook, *Quay: Food Inspired by Nature*, a sumptuous book which echoes and captures Peter's nature-based philosophy and the organic presentation of his stunning cuisine at Quay.

Peter is a 42-year-old Australian, born and bred in Sydney. He was inspired to cook at a young age and started his apprenticeship at 16, then spent his twenties working in kitchens overseas and in New South Wales, developing his own style. Critical recognition came in 2000, when Peter was the Head Chef at De Beers Restaurant at Whale Beach and Terry Durack, food reviewer for *The Sydney Morning Herald*, wrote “De Beers houses a young chef with a real talent for sending out beautifully structured food with innate simplicity.” Peter's next step was as head chef at Quay, and he has never looked back.

*“A passionate gardener, Peter experiments with heirloom and rare plants in his test garden, and works in close partnership with boutique growers to produce them on a larger scale for the restaurant.”*

Peter continues to refine his food, bringing new and exciting dining experiences to the table, with picture-perfect dishes that celebrate nature's beauty. He is a chef in his prime, whose combination of extraordinary talent and rare humility has won him not just the highest accolades in the food world, but the respect and admiration of his peers. ■



## Guava Snow Egg

This is my favourite dessert. It is an original creation that I first made about three years ago. The flavours change with the seasons, sometimes I make a white peach version or a mulberry version. This guava version is my favourite. Strawberry guavas have a deep pink flesh and an exotic, intoxicating scent. The combination of the fool, granita and ice cream-filled poached meringue is a textural treat. Coating the snow egg in a maltose biscuit adds another dimension. as you crack through the toffee biscuit, it gives way to the soft meringue, which is filled with the custard apple ice cream. This dessert is incredibly refreshing and, for me, everything a dessert should be. Enjoy!

See Snow Egg video here: <http://youtu.be/QM7mrtr49VM>

## RECIPE

Serves 8

### Poached Meringue

300g egg white  
300g sugar

### Method

For this recipe you will need a 6cm diameter half-hemisphere silicon mould sheet. Whisk the egg whites in a machine until they form soft peaks and slowly add the sugar. Once the meringue forms firm peaks and the sugar has dissolved, place the meringue into 16 half-hemisphere moulds. Cook the meringue in a bain marie large enough to hold the silicon mat in a pre-heated 120 °C oven for approximately 15 minutes. Allow to cool, then unmould the half-hemispheres and store in the fridge on a silicon paper-lined tray until needed.

### Maltose tuiles

200g liquid maltose  
100g sugar  
20g flaked almonds

### Method

Heat the sugar and maltose together until it reaches hard crack stage (until it caramelizes). Add the flaked almonds and immediately pour the mixture onto a silicon mat, allow to cool completely. Process the hard caramel in a food processor to form a fine powder. Next, sieve the praline mixture in a coarse sieve onto a silicon mat in a fine layer. Melt this mixture in a moderate oven until it forms a clear liquid paste. Remove from the oven and before the praline becomes too hard cut into a 15 cm diameter circle using a metal circle cutter. When each circle is hard, store between silicon paper in an air tight container.





**Guava puree**  
175g sugar  
250ml water  
1/2 vanilla bean  
375g strawberry guava flesh

**Method**  
Combine the sugar, water and scraped vanilla bean in a pot and bring to the boil. Lower the heat to a gentle simmer, add the guava flesh and simmer for 10 minutes. Take off the heat, remove the vanilla pods, drain the flesh from the liquid, place the flesh in a blender and add just enough of the cooking liquid to process into a thick guava puree. Pass the puree through a fine sieve and set aside in the fridge until needed.

**Guava granita**  
500ml water  
100g sugar  
400g peeled strawberry guavas  
100g fresh strawberries

**Method**  
Roughly dice the peeled guavas and strawberries. Combine the sugar and water in a large saucepan, bring to the boil, then lower the heat to a slow simmer. Add the diced fruit and gently simmer for 10 minutes. Take off the heat and allow to infuse at room temperature for two hours. Pass the liquid through a muslin cloth and discard the solids. Pour the guava syrup into a ceramic or stainless steel container to a depth of 5cm. Place in the freezer for a period of no less than 12 hours and every two to three hours remove from the freezer and scrape with a fork to form the granita crystals.

**Custard apple ice cream**  
6 egg yolks  
200g sugar  
200ml milk  
300ml clear custard apple juice  
100ml single cream

**Method**  
Whisk the egg yolks and sugar together, bring the milk to the boil and pour on to the egg yolk sugar mixture while whisking. Pour the mixture into a stainless steel bowl and cook out while whisking over a pot of simmering water (approximately 10 minutes). Allow the sabayon to cool over ice. Meanwhile, using extremely ripe custard apples, scoop the flesh of approximately one large custard apple into a double muslin-lined chinoix. Gather the muslin cloth at the top and squeeze the ripe custard apple flesh tightly to obtain a clear juice. When you have 300ml of clear juice, whisk it into the sabayon with the 100ml of single cream. Place the mixture into an ice cream machine and churn until ready. Place the ice cream in a container in the freezer until needed.



**Vanilla custard base**  
400ml single cream  
3 egg yolks  
1 whole egg  
80g sugar  
2 vanilla beans

**Method**  
Heat the cream and the two split and scraped vanilla beans together until it just begins to boil, then remove from the heat. Next whisk the eggs, egg yolks and sugar together in a stainless steel bowl. While whisking the eggs, slowly pour on the hot vanilla cream. Mix well and remove the vanilla pods. Pour this mixture into four large dariole moulds to a depth of 5cm, place the dariole moulds into a tray of water to form a water bath. Place the water bath into a pre-heated 150 °C oven and cook the custard as you would a crème brûlée for approximately 25 minutes until the custard is just set. Remove the custards from the bain marie and place them in the fridge for approximately five to six hours until they are fully chilled and set.

**Vanilla cream**  
100g vanilla custard base  
100g double cream  
Method  
Whisk the cream and custard together to form soft peaks.  
Guava fool  
400g guava puree  
200g vanilla cream

**Method**  
Place the guava puree in a small bowl and fold through the vanilla cream gently to form a rippled effect. Do this just before you are ready to assemble the dessert.

**To Assemble:**  
Take 8 of the half hemisphere poached meringues. Using a teaspoon, remove a small scoop from the centre of each half hemisphere, being careful not to break through the outer edge. Then place a small scoop of custard apple ice cream inside the hole you have just made. Scoop a small hole in the rest of the hemispheres and invert over the ice cream filled meringues to form a complete sphere. Place a maltose biscuit on top of each sphere and, using a gentle blow torch, melt the biscuit over the sphere. Dust all the spheres with icing sugar. Next add a generous spoonful of the guava fool in the bottom of each serving glass. Top the fool with the guava granita then place the custard apple ice cream poached meringue spheres on top of the granita and serve.



## Painted Rock



When John and Trish Skinner first appeared on the British Columbia wine scene, they made quite the impact. Their project, the stunning Painted Rock vineyard on the east bank of Skaha Lake, was as ambitious an attempt at making top class wine as the industry had ever witnessed. With exceedingly high expectations it is easy to falter, to slip from those heights of perfection. Painted Rock, instead, has kept its quality focus and converted the naysayers with solid wines vintage after vintage. As the vineyards begin their eighth year, the winery is entering a new phase, one where they have earned respect, built confidence and can now focus firmly on cementing their position as one of the top wineries in British Columbia.

The first step in achieving the quality that was the purpose behind Painted Rock was a top quality vineyard site. The 25-acre vineyard was carved from land that had lain fallow for 17 years, the only plantable portion of the rocky 60-acre property. The site can only be described as ideal. With a western aspect, the vineyard soaks up the late afternoon and evening sun's rays, any cold air drains quickly off the steep bench to the lake below, and the air movement between Skaha Lake and the amphitheatre-like surroundings of the rocky mountains minimizes risk of disease. The vineyard is made up predominantly of the classic varieties of Bordeaux (Merlot, Cabernet Sauvignon, Cabernet Franc, Malbec and Petit Verdot), along with two of the world's other greatest varieties—Syrah and Chardonnay.

For proprietor John Skinner, it has been through trusting his instinct that Painted Rock is hitting its objectives. "I had to put so much trust in those who advised me on establishing the vineyard and making the wines," says Skinner. It was long-time industry consultant Val Tait who advised Skinner on the vineyard establishment, including the extensive shaping of the land, the grape varieties to plant and the specific clones to use. Shortly after the vineyard was planted, French consultant Alain Sutre, of Ertus Consulting, was hired and is still integral to the operation today. "I have huge respect for Alain," says Skinner, "and Alain is so thankful for how Val established the vineyard." Skinner's leap of faith proved warranted.

Even with making the right decisions on finding the ideal property and developing it to maximize its potential, it is only very recently that the Skinners can feel any of their work validated. "You still don't know that you have made the right decisions until the wine is in the bottle and you get the positive feedback from the industry," says Skinner. Now that Painted Rock has the support and the blessing of industry critics, the challenge becomes maintaining those high standards. "We are now on our fifth vintage and hitting our stride," says Skinner, "but now that we've built the trust, we cannot drop the ball," he says, referring to the hard decisions that need to be made to keep quality high. In 2010, severe green harvesting was done to make sure the grapes ripened properly in a challenging vintage, and thanks also to the local bear population helping themselves to 11 tonnes of grapes, Painted Rock produced only 2,500 cases, half of their normal volume. "You have to make these hard financial decisions to keep the quality high," says Skinner.



Now that Painted Rock is established in British Columbia, it is looking to build a name further afield. The wines are already exported to China, and Skinner is close to another deal to sell the wines in the United Kingdom. They are also making changes in the vineyard to ensure even higher quality grapes are the result. One ambitious technique is weaning the grapes off drip irrigation to avoid the roots crowding lazily under the drip emitters and encouraging deep root penetration into the sub soils of the site. The 50,000 vines have also been individually rated for their health and quality, and are pruned and managed differently. All of these efforts should see the vineyard achieving a consistent high standard of quality across all 25 acres.

With Painted Rock now at its target 5,000-case production, a reputation built on quality and five consistent vintages behind it, the Skinner's can finally take the time to reflect on their successes. More importantly though, they are not ones to rest on their laurels and are using those lessons to keep getting better, following determinedly their ambitions to make some of the best wine in British Columbia. ■

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Penticton, BC, Canada, V2A 8W6  
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info@paintedrock.ca  
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The greatest Chardonnay wines of the world, though, are exercises in restraint. Grapes are picked early when flavours have developed but alcohol levels have not gone through the roof. Then the wines are fermented in quality oak barrels, only a portion of which are new, giving subtle oak elements. The wine is left on its lees and stirred occasionally to give yeasty notes and a round mouthfeel. This often results in a wine that is complex with fresh acidity, balanced round, but not flabby, texture, flavours ranging from citrus through stone fruit, nut and hints of tropical fruit in warmer climates. And, of course, there will be subtle, and the key word is subtle, flavours from the oak. The softening malo-lactic fermentation (that occurs after the primary fermentation) is avoided, or allowed to take place in only part of the batch, to keep the wine fresh and crisp rather than too fat and buttery. Using this restraint, the true characteristics of the vineyard's terroir will show through in the wine. Chardonnay, when not over made, is one of the finest grapes for expressing where it was grown.

*“The greatest Chardonnay wines of the world...are exercises in restraint.”*

Some of you might be thinking, “Hey, I love big, over-the-top, oaky Chardonnay!” Not to worry. There is still a time and a place for rich, heavy, oaky Chardonnay and places like California still do an admirable job of it. There is a place for every style of Chardonnay. The rich, buttery, caramel, toasty oaked wines are delicious with anything sautéed in butter. At the other end of the spectrum are the racy, lean and mineral versions from cool climates like Chablis in Burgundy. Chablis produces wines made with 100 percent Chardonnay that are quite light, have high acidity and mineral and green fruit flavours such as granny smith apple and pear. Then, of course, there is every style in between. Importantly, there is great diversity from different countries, climates and styles, and all of them are valuable additions to the wine world.

It is not so easy to generalize a description of Chardonnay's flavour characteristics as it differs so much with both climate and the hand of the winemaker. In cool climates, the grape produces light to medium-bodied wine and retains a fresh and racy acidity redolent of minerals and green apple. There is none of the tropical exuberance that so many associate with the grape. Many of these wines are kept away from oak or, in some cases, fermented in older oak barrels that give a nutty complexity but no toasty oak flavours. The most famous example of this style of wine is the aforementioned Chablis.

Chablis is technically part of the Burgundy region, but is closer in proximity to Champagne and Sancerre than it is to the traditional Chardonnay home on the Côte d'Or. The wine gets its unique flavours from the intensely chalky soils, a soil type it shares with Sancerre and Champagne. The soil is actually an ancient sea bed and made up of marine fossils. The result is intensely mineral wines, very high in acid. They are usually fermented in stainless steel or older oak barrels and aged on the lees to add additional texture and weight to what are otherwise quite light wines. The naturally high acidity is also quite well suited to the secondary malo-lactic fermentation, which can help soften wines that might otherwise be a little too austere.



# The “Cool” New Chardonnay

By Rhys Pender, MW

There is no white grape variety as famous as Chardonnay and also no grape that has experienced such mixed emotions amongst wine drinkers—ranging from utter scorn to pure bliss. It is a variety that can successfully make quality wine in a more diverse range of climates than any other and in such a range of styles. Because of this, in every form it takes, it will always find ardent supporters and, at the same time, those who find it unbearable. It is its diversity that is Chardonnay's strength and if you have pigeon-holed Chardonnay by thinking it is only oaky, overly rich, boring or otherwise, then you have missed the revolution and need to take another look. Chardonnay, in all its guises, is the greatest white wine grape in the world.

If you have lost confidence in Chardonnay and sworn off it, then you are definitely not alone. The grape was one of the first to be planted across the new world wine-producing countries and one of the first grape names consumers learned to understand. With it came certain expectations of flavour. The wines were often golden in colour, full and rich in body, with subtle toasty, nut and caramel oak notes. Along with the always popular Chardonnay wines of Burgundy, consumers gobbled the stuff up by the litre. After years of popularity, though, Chardonnay became a victim of its own success. It became a grape of excess.

New world wines were, and to some extent still are, finding their own style. Because Chardonnay is a grape that showcases winemaking techniques so well, it was susceptible to abuse. So, for a decade or so through the 80s and 90s, the thought process followed that if people liked a little bit of oak then they would love a lot of the stuff. More is more. The same went for the ripeness of the grapes, the buttery character that comes from a winemaking technique called malo-lactic fermentation and the stirring of the lees (dead yeast cells that sink to the bottom of wine after fermentation) to add even more texture. As one winemaking friend puts it, “too much oak was almost enough.”

This period of excess alienated many wine lovers who had appreciated Chardonnay's restraint and diversity. It spawned movements such as ABC, which stands for Anything But Chardonnay, and became the only wine in the world where front labels prominently tell you what the winemakers didn't do to the wine. “Unoaked” Chardonnay is still a popular category, but most quality wine producers have realized that the greatest expressions of the Chardonnay grape include a good portion of carefully integrated oak—be it old or new. The period of excess is now over, for most anyway, and the quality of Chardonnay wines in many countries around the world is probably the highest it has ever been.



The most famous sparkling wine, Champagne, is itself another cool climate expression of Chardonnay. Most Champagne blends Chardonnay with Pinot Noir and Pinot Meunier, but, on its own, Chardonnay produces the fantastic Blanc de Blancs wines that have crisp acidity and intense flavours of lemon, apple, nectarine and often complex brioche and yeasty notes from long ageing on the lees.

*“...on its own, Chardonnay produces the fantastic Blanc de Blancs wines that have crisp acidity and intense flavours...”*

In a moderate climate, Chardonnay takes on more stone fruit characteristics. It will retain the lemon-fresh crisp acidity, but also show peach and nectarine notes. On the Côte d’Or, and particularly the southern section south of the town of Beaune, lie the famous vineyards of Meursault and Puligny-Montrachet. This is moderate climate Chardonnay at its finest. The wines will be quite full bodied and have a lush texture, but this will be balanced by an almost electric, fresh, mineral acidity. Combine this with complex nut, peach, lemon and subtle savoury yeast lees complexities, and you have the greatest white wines in the world. Further south in Burgundy, the Mâconnais region also makes quality moderate climate Chardonnay, particularly from the vineyards surrounding the town of Pouilly-Fuisse.

In the new world, Chardonnay is extensively planted and winemakers are constantly searching for cool sites and interesting terroir to make complex, quality wines. Australia was once known for its over-the-top, rich Chardonnay. Things have changed full circle now and the modern Oz style of Chardonnay is cool climate sites making elegant, balanced wines similar more in style to Burgundy than the monster wines of the past. The top quality regions to watch are Tasmania, where Penfold’s is sourcing most of its fruit for its flagship Chardonnay Yattarna from the cool, higher altitude Adelaide Hills and what for many years has been Australia’s benchmark Chardonnay region—Margaret River in Western Australia. While the Margaret River wines are generally a little lusher and riper than the modern Oz style, they are no less delicious, perfectly balancing tropical fruit flavours with cleverly integrated oak and lees notes. The naturally cooler climate of New Zealand is also well suited to quality Chardonnay and the best wines typically come from the Hawke’s Bay region.

California can, in many cases, still be counted on for those who love the full-bodied, buttery, caramel and heavily oaked Chardonnay style of old. There are many great examples from the Napa and Sonoma Valleys. In California, too, though, they are constantly seeking out new cool vineyards to make elegant styles. Most of these are situated close to the Pacific Ocean, where the cold currents produce cooling fogs that penetrate into the coastal valleys. Regions such as Carneros, Russian River Valley, Alexander Valley, Santa Maria Valley and Sonoma Coast can all make excellent finer styles.



Other warmer climate regions producing good Chardonnay include South Africa, Chile and Argentina. The countries again produce a variety of styles and often seek out cool climates for the highest quality wines. In South Africa, these are located close to the ocean, again benefitting from cool ocean currents to keep elegance in the wines. The same is true for Chile, where they seem to be on an almost constant search for cooler sites and interesting soil types. The best wines here have also gone through the phase of “more is better” and are starting to build subtlety and complexity into the wines.

Chardonnay as a grape is anything but boring and, in fact, it is its great diversity that is its strength. When one looks beyond the grape name at the influence of the region, its climate and the style of wine the winemaker is trying to pursue then Chardonnay really shows its quality. As more of us realize the changes that have and are taking place in the Chardonnay world, we will be less likely to stereotype it and just enjoy the wide range of wines that it produces. The Anything But Chardonnay movement will then quickly become a mere remnant of history. ■



Connoisseur’s Choice in Chardonnay

WINE	PAIRS WITH
Montes Alpha Chardonnay, Chile	Halibut sautéed in butter
Bret Brothers “Climat en Carementrant,” Pouilly-Fuisse, Burgundy, France	Chicken poached in white wine and cream
Heggies Chardonnay, Eden Valley, Australia	Truffle oil popcorn
Chateau St. Jean Chardonnay, Sonoma, California, USA	Bacon and leek quiche
William Fevre Champs Royaux, Chablis, France	Freshly shucked oysters
Pol Roger Blanc de Blancs, Champagne, France	Gougères



# Losing it in Style

## Health Retreats that are Designed to Modern Perfection

By Debbie Travis



Summertime and for me the living is busy and full of new adventures. To set myself up for more filming, as well as renovating my own labour of love property in Italy, I have taken advantage of the annual springtime surge I experience for shedding pounds and getting back in shape, and I'm reaping the benefits now. Some choose to join a gym, ramp up their yoga classes or sign up for one of the many weight loss clubs. Me, I like to get away. I love the starvation vacation, the detox camps and the boot camps. I've attended these places for years. They wake up the metabolism and kick start my healthy eating habits and exercise routines for the coming months. These trips have also become a place to think and plan for the following year. To review what's important and what's not. A vacation to de-clutter your thoughts and a chance to spring clean the body. There's a new crop of locations that not only do all the above, but they also are stunningly stylish. Being in gorgeous surroundings certainly aids the renewal journey, and makes the hard work of days of gruelling exercise visually and spiritually rich and pleasurable.

### Ranch at Live Oak, Malibu

The Ranch at Live Oak in Malibu California, has it all. High up in the Santa Monica mountains just off the coast of Malibu, this new retreat is one of a kind. The owners have converted an old kids' camp into a luxury boot camp. The staff aren't keen on this descriptive, but that's exactly what it is. You wake to gentle chimes at five-thirty a.m. for yoga, prepare for the daily hike, and then breakfast. The hike is relentless; four to five hours climbing high into the mountains, up and down narrow tracks. The views are spellbinding; unspoiled vistas of forests, the ocean and hidden meadows. When you are just about to throw in your poles and toss that backpack over a cliff edge, you are being welcomed back to the ranch, and lunch.

The food is outstanding. The chef brings a whole other meaning to vegetarian and gluten and dairy-free meals. He is a scientist and chef rolled into one. Every guest was astounded at the unique flavours he was capable of producing. Even the most diehard foodie learns something new about the preparation of food in the chef's kitchen.

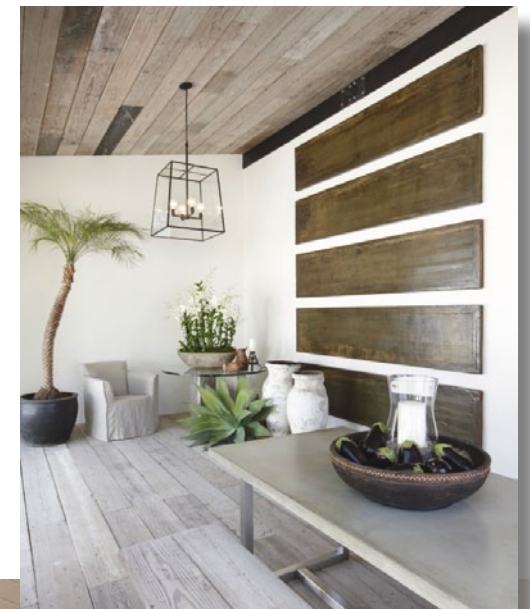
After lunch and a short 45-minute rest, you are gently cajoled to the "romper room," which is a state-of-the-art gym located in a converted barn. Here, every muscle in the body is stretched and worked out. Three hours later relief arrives in the form of the most scrumptious massage ever. Fourteen tired but glowing guests then finish their day with another inventive and delicious meal and it's time to enjoy the privacy of your room for sleep.

The individual bedrooms and the common areas are both chic and rustic. Faded, old scaffolding planks have been used as floorboards, tables, benches and even as vegetable beds in their incredible garden. Most of the produce served at the ranch comes from the property. The communal living and dining room has soaring beamed ceilings, oversized furnishings and one massive metal table that everyone eats around. It's like hanging out in someone's beautiful home.

At The Ranch you certainly work out hard, eat well and get fantastic results in just a week. You meet other guests from around the world and learn new tips for rebooting your metabolism and eating a healthy, clean diet. But the uniqueness comes from the sheer joy of resting your exhausted muscles at the end of each day in such delicious surroundings. The staff are determined to get results and they do. Inches and pounds are lost by all, but they are lost in style.

*Both pages left to right: The Santa Monica Mountains present a breathtaking challenge for hikers at The Ranch; Rustic Chic Ranch Style—a massive metal table sits on a recycled wood floor in the Ranch's bright white dining room; Faded old scaffolding planks have been used for floors boards, tables, benches and even stained and hung as art throughout The Ranch; Tranquil shades of weathered gray and straw browns create a serene, comforting atmosphere in The Ranch's inviting bedrooms.*

*“The communal living and dining room has soaring beamed ceilings, oversized furnishings and one massive metal table that everyone eats around. It's like hanging out in someone's beautiful home.”*





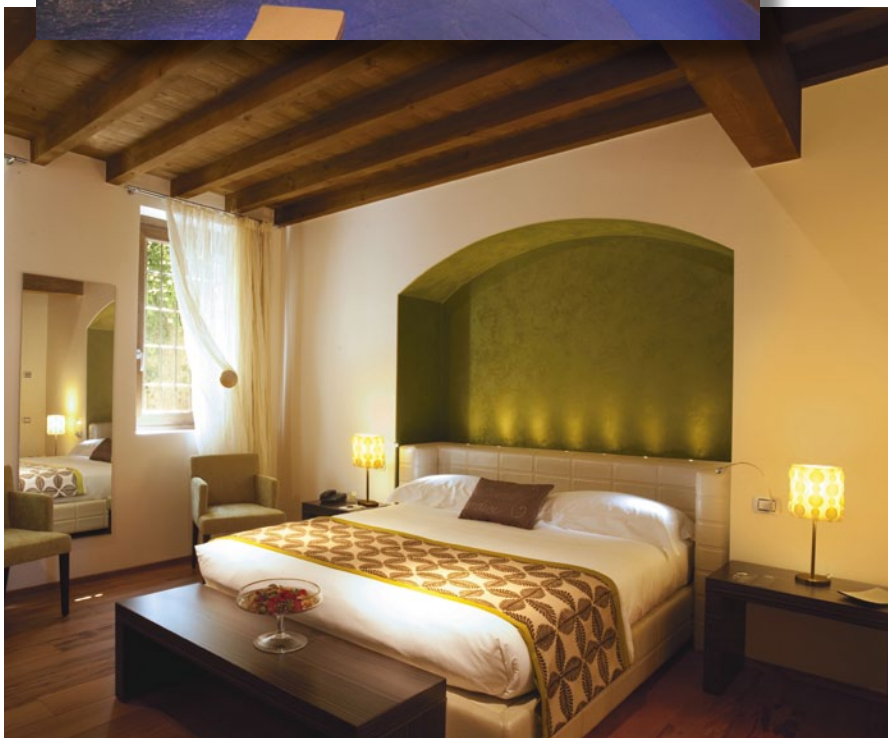


#### 1711 Ti Sana Detox Retreat & Spa, Italy

In Northern Italy, close to Milan, 1711 Ti Sana sits along the lush banks of the Adda River inside a spectacular natural park. This area has its roots in Roman times, rising to prominence in the Middle Ages. Rich in historical landmarks, there is an astounding number of Romanesque churches and military fortifications from different eras, all fascinating to see on a daily excursion. But I chose to stay at Ti Sana for more than the scenery—although it is hard to beat. Central to their philosophy of living a healthy lifestyle is their detox juice and raw food diet. I was skeptical at first about how filling and satisfying this diet could possibly be—fine for a week, but what would keep me motivated? The chef and knowledgeable staff at Ti Sana explained, taught, demonstrated, prepared and shared their delicious new cuisine. The kitchen is a food lab, where only the purest plant foods are juiced, dehydrated and transformed into delicious meals. This wholesome food packs in all the nutrients we require, with none of the harmful additives that have become a major part of the commercial marketplace. To be sure, it is a monumental switch in mind-set, and doesn't happen overnight. But when you have experienced just how great you feel, and understand why, the renewed energy will change your outlook.

I have always valued my time spent in and among ancient buildings and surroundings. Ti Sana consists of three historical stone buildings connected to each other by an inviting courtyard. Time has a way of standing still and reaching back as you hike through the nearby forest, or paddle on the river. Yoga, therapeutic and toning exercises, deep breathing and meditative exercises complement the dietary classes, along with water and heat therapies. You self-direct your time to suit your goals.

Spacious bedrooms have wood ceilings and floors, plaster walls and large windows draped with sheer white fabric. Simple rustic style, done up in neutral shades and colours taken from nature, suits the ancient buildings. Modern amenities are present, but don't interfere. LED lights behind the bed afford mood enhancement.



Opposite page top to bottom: Ancient stone buildings and magnificent forest vistas welcome you to Italy's 1711 Ti Sana; The rejuvenating pool in the Salt Cave uses LED lights that rotate through a series of therapeutic colours; The contemporary elegant design of the bedrooms is enhanced by specific LED lighting choices, organic colours and furnishings that complement the spa's esthetic.

#### Spaces that Rejuvenate

It is not difficult to replicate the modern rustic styles that create such a relaxed and inviting atmosphere in both these retreats. Basic materials such as wood and stone connote a timeless strength and solidarity. Forest and plant greens, straw and hemp yellowy-browns, and weathered wood grays provide the background for a peaceful space that inspires meditation and rejuvenation.

The down-to-earth atmosphere of a country dining room revolves around a no-fuss wood table. You can go the ranch's route and build one with scaffolding or old lumber. Another option is to refinish a new wood table with an antique look. There are many ways to age a new surface, from layering on paint and then sanding back to wear down areas, to applying a crackle medium that will make the new paint appear split and old. The dining table shown here has combined both these techniques. Chairs don't have to match—in fact, a mix of wood and some fabric covers looks great.

In the garden, there's always space for an eclectic selection of tables and chairs. Mosaics have been used as a decorative medium as far back as the days of Pompeii. Today's modern mosaics incorporate a variety of different materials including broken china and pottery, mirror, and coloured glass tiles. Here's a mosaic garden table that was produced for one of my *Painted House* episodes. I drew out a design on a circular piece of plywood that had been sealed and primed. The tiles were adhered with tile adhesive and grout applied to fill in the spaces between tiles.

Sisal is a fashionable, hardwearing floor covering. Most often seen in its plain form, in natural shades of light brown, sisal can be painted or dyed. The paint sinks into the weave, producing a durable decorative accent. You can tape off areas that are to be tinted, or use stencils to make a pattern based on a theme such as the medieval carpet shown here.

I'm always on the lookout for unusual materials that I can re-invent for household use. Anything from old fabric and furniture to metal bits that have been put aside can capture my imagination. I noticed a heap of empty coffee bean bags at my local coffee shop, and asked if I could take them to re-purpose. Old sacks have fascinating printed messages on them. I cleaned up the bags, carefully took them apart and re-sewed them into cushions. Lots of fun, and filled with rustic charm. ■

*Produced by Debbie Travis and Barbara Dingle.*

#### Connoisseur's Choice in House and Home

*Ranch at Live Oak Malibu, California, U.S.A.*

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

*1711 Ti Sana Detox Retreat and Spa, Arlate, Italy*

[www.1711.it/en](http://www.1711.it/en)

Mosaic garden table, medieval sisal carpet and sackcloth cushions from *Debbie Travis Weekend Projects*.

Antiqued country dining table, from *Debbie Travis Living and Dining Rooms*.

Books by Debbie Travis and Barbara Dingle (Clarkson Potter).

[www.debbietravis.com](http://www.debbietravis.com) | [www.twitter.com/debbie\\_travis](https://twitter.com/debbie_travis)



Above from top: A sunny country dining room features a new table that has been antiqued with paint; The ancient craft of decorative mosaics brightens up any garden setting; Sisal carpets can be decorated with paint or stain to enhance a room's theme; Recycled fabrics such as sackcloth make unique cushions that have a fascinating history.



# Summer Style 2012

## Fashion Jewellery

By Connie Ekelund

Having nice clothing is a good start to looking stylish. But having great accessories, like jewellery, can take your look over the top. We have selected a wide variety of fashion jewellery from local artisans to well-known designers and artists, something for every budget and occasion. These “must-haves” will breathe life to your wardrobe. Be certain to visit their websites to see full collections available.

### Karyn Chopik

“Catch and Release” is a philosophical fishing term. When that perfect fish is finally caught, it is not kept for long, it is released back into the waters, back into the cycle of nature. In memory of Sara Ghilarducci.

Chopik's free spirit creates a new look each season, reflecting her inner essence. See the full collection online.

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



### Brooklyn Designs

Simple and beautifully modern! Made with white Swarovski pearls and sterling silver.

[www.brooklyn designs.ca](http://www.brooklyn designs.ca)



### Gem Boutique

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



### Paloma Picasso

Renowned designer Paloma Picasso creates an enchanting new jewellery collection inspired by the gardens she has visited from Morocco and South Africa to Japan.

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



### Amaranth

An artistic representation of an emotion; a memory from one of the many places and cultures experienced; an invitation for one to stop and notice—and take pleasure in!

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



### Jewelpops by Kameleon

Sweet little treats you and the young ladies in your family will love to share. Pop in a new jewel to change the look of any ring, necklace, earring or brooch.

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



### Anouk Jewelry

Integrating motifs, textures and colours lifted from ancient history, mythology, abstract art, and Nature's elements, visionary Toronto jewellery designer, Anat Kaplan, hand-sculpts stunning, unlike-ananything-else adornments for those who share her love of delicate details.

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





## STYLE

### Biaducci

Silver gemstone jewellery made with sterling silver and natural gemstones. Gorgeous, timeless and always in style.

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



### Isabelle Grace Jewelry

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



### Kali Butterfly Jewelry

Kali Butterfly offers stylish, handmade aluminum chainmaille jewellery. Aluminum and anodized aluminum are lightweight materials that allow for bold, statement jewellery designs. Each piece is made using ancient chainmaille techniques.

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



### Irit Sorokin

Not for the faint of heart, Irit Sorokin's jewellery is simply powerful. Delicate chains get strengthened with bone-like strips dangling with gems and a simple earring is made organic with a rough cut stone. Understandably, Irit's statement-making, one-of-a-kind jewellery has become a stylist favourite.

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



### Andrea Kelly

Andrea's focus is to create exotic, old world and spiritually-inspired designs. "Do what you love and the rest will follow" is Andrea's personal motto, and it shows in her lovely work.

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



### Georg Schmerholz

Known for his large scale and medium size creations, master sculptor Georg Schmerholz is also able to express beauty in the minutia, through his recent collection of sculptural jewellery in precious stones, silver and fossil ivory.

Current works can be seen on his website. [www.jadefineart.com](http://www.jadefineart.com)







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Angela was looking at her childhood photos, taking note of her beautiful, glowing skin, and realized at 27 her skin was already showing signs of aging. Jennifer, at 52, was shocked at how quickly after menopause her skin appeared dull and wrinkled. Kendra delivered a beautiful baby boy, but within weeks his head was covered in cradle cap and the folds of his arms had developed eczema. Fatty acid deficiency is the cause of all their skin troubles—but not just any fatty acid. Beautiful skin requires a very special essential fatty acid called Gamma Linolenic Acid, also known as GLA. GLA builds better, more beautiful skin from the inside out.



## Beautiful Skin Begins Within

By Lorna R. Vanderhaeghe, MS

GLA is called “essential” because we have to get it from the food we eat. Sadly, the North American diet is made up predominantly of bad fats from red meats and processed foods devoid of “good” fats. And even if you eat well, to make matters worse, an enzyme called the delta-6-desaturase enzyme is often impaired, which means you can’t make the good fats like GLA from the foods you eat—the only way to get this important fatty acid is from a bottle. Younger looking skin in a bottle is something your dermatologist most likely won’t tell you about. GLA is found in borage oil (20 to 24 percent) and, to a lesser extent, evening primrose oil (8 to 10 percent). Fish and flax oil do not provide GLA. Consuming GLA oil is the fastest way to gorgeous skin.

Some of the common reasons why the enzyme in the body that makes GLA does not work are low thyroid, viral infections, diabetes and pre-diabetes, menopause, aging, sugar consumption—on average we eat 150 lbs of sugar per person per year—and a deficiency of Vitamins C, B6, B3, zinc and magnesium.



### The Secret to Glowing, Youthful Skin

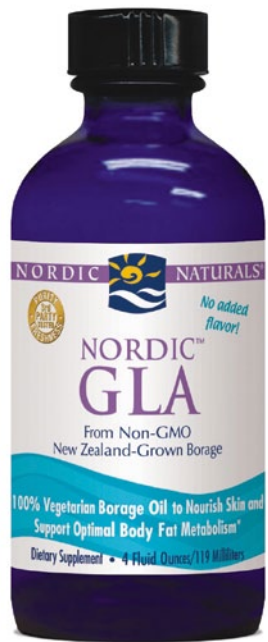
Angela will be happy to know that in one study they gave younger women GLA oil supplements and in less than 60 days, their skin was not losing as much moisture. And, over a third of those who started the study with skin rashes and irritation had none. Plus, GLA oil reduced dry skin and made their skin glow. Just think if we started as children taking GLA oil—we may not have wrinkled at all. Make sure your GLA oil supplement delivers a high amount of GLA (500mg per serving). Many GLA supplements just list the total oil content and you have to read the fine print for the amount of actual GLA.

### GLA, Menopause and Skin

In women who have gone through menopause, the enzyme that converts fatty acids from our food into GLA no longer works. We have learned that GLA is the main component of beautiful skin. GLA makes your skin luminescent, dewy and glowing. The inability to make GLA after menopause is the reason why Jennifer noticed her skin become dull and wrinkled so quickly once her menstrual cycle stopped. Without sufficient GLA, the skin becomes dry, rough and wrinkled. To return your skin to its youthful glow after menopause, we must supplement with GLA. GLA also reduces inflammation in the skin associated with rashes and rosacea, which are also common in menopausal women.







GLA, Eczema and Skin Rashes

Not only is GLA important to prevent and treat wrinkled, dry skin, but GLA helps to maintain the stability and fluidity of the natural water loss barrier in our skin. Skin disorders like eczema, psoriasis, rosacea, dermatitis, cradle cap, acne and dry skin occur when we are deficient in GLA. GLA is vital for keeping skin cells moist and strong, improving the protective function of the skin. 60 patients given 500mg of GLA per day for eczema had a 90 percent improvement over 12 weeks. Eczema is a common problem in infants and children. GLA is safe for all ages, without the side effects seen with steroid creams. During pregnancy, moms need extra GLA to ensure the baby does not become deficient. Kendra's baby has common signs of infant GLA deficiency. Cradle cap and infant eczema or dry crusts on the skin that occur on the scalp, face, armpits, chest and groin area can be treated with topical GLA oil. One study saw 48 infants with dermatitis given twice daily topical applications of GLA Oil for six weeks with complete relief. One teaspoon of GLA oil containing 500mg of GLA should be applied twice a day.

GLA and Sunburn

GLA also reduces the inflammation in the skin caused by the sun's UV light. A Scandinavian study showed that when people took GLA oil supplements, it significantly reduced the effect UV light had on their skin. It took longer for their skin to turn red and burn. For those of us who do not like the ingredients in sun screen, enhancing our skin's ability to ward off the sun's rays is a plus.

We are spending billions of dollars annually on cosmetic treatments, yet the solution for beautiful skin can be found in a bottle of GLA oil. ■



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Copeman  
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# Private Medical Clinics

## More than Care for the Worried Wealthy

By Nicole Aubertin

From the time private family medical clinics burst onto the Canadian healthcare scene in 2005 with the opening of Copeman Healthcare’s first clinic in Vancouver, critics have accused them of catering exclusively to healthy, affluent people. However, according to that Centre’s founder, Don Copeman, nothing could be further from the truth. “Although our Centre’s foundation is preventive health, our multi-disciplinary, team-based approach to care is attracting an increasing number of people with serious health issues that see the value of adding specially trained nurses, dietitians, kinesiologists, health psychologists and other specialized medical professionals to their family health team. They understand more and more how this supplements and complements the care of even the best family physician.”

According to Copeman, the percentage of people that come to the centre for *secondary prevention*—a term used to describe medical and lifestyle interventions that minimize the risk and impact of an existing medical condition—has grown to over 60 percent of their patient population. In searching for an example, I came across the story of a young woman named Tracy.

Gripped by fever and vomiting, 23-year-old Tracy was admitted to hospital for the third time in as many months. Since the age of 17, she had battled Crohn’s Disease, but unlike previous outbreaks, this time was different. This time the inflammation was far worse than anything the doctors had seen before and, if it ruptured, it could escalate into a life-threatening situation.

“It was like an episode of a medical drama,” says Tracy, “Except that instead of watching it, *I was in it.*”

The former Yukon resident, who had recently relocated to Calgary, was trying to put on a brave face but, with her family and friends back in Whitehorse, inside she felt cold and alone. It was a feeling she was all too familiar with; a flurry of random episodes had her in and out of hospital on a regular basis and without a family physician in Calgary, she wasn’t sure who to turn to.

“I needed a family doctor,” says Tracy.

She began looking around but had trouble finding a practice that was accepting new patients. She put her name on several waiting lists but, not knowing how long it might be, decided to try some private options. She tried naturopaths, acupuncturists and invested more than \$8,000 at two private clinics before finally arriving at the Calgary Copeman Healthcare Centre. According to Tracy, just walking in gave her a feeling of hope.

“I was impressed. It was really beautiful and well-maintained and it inspired a lot of confidence. I knew that if that’s how they took care of the facility, then they must really care for the patients.”

On her initial intake, one of Copeman’s physicians spent an hour going through her file, her symptoms, her past treatment and her health goals.

“The entire team there was really thorough, I never felt like I was on the clock,” says Tracy. “They spent the time I needed and they answered all my questions.”

In subsequent visits, she was impressed with the electronic record keeping. On the rare occasion when she couldn’t get in to see her regular doctor it seemed like every other Copeman staff member was familiar with her case.

“It was like they were collaborating on my file even after I left. I felt like I had a team of doctors and dietitians working on my case behind the scenes. There was a lot of comfort in that.”

Soon the team had a game plan. This included declining surgery in favour of a relatively new IV medication that had produced life-changing results in other Crohn’s patients. To get into the treatment program required a letter of support but that was easily handled by one of Copeman’s physicians. The treatment involved returning every few weeks for IV infusions at the hospital. This was complemented with regular blood tests and regular appointments with her Copeman team.

The strategy worked.

Tracy began to see dramatic results in six to eight months; so dramatic, in fact, that, although it’s still a managed condition, she no longer feels like she has Crohn’s Disease.

“It’s *more* than managed. I’m symptom-free and I’m continuing on with my life. Now I can travel and I haven’t missed a client appointment in over a year. In the past I wasn’t well enough to get on a plane and I used to miss a lot of work due to illness. It was embarrassing always calling up clients at the last minute to cancel appointments. That doesn’t happen anymore.”

Now, at age 26, the improvement in health has allowed Tracy to shift her focus back to her career. Next semester she’s returning to school, a dream that has been on hold for nine years and for the first time seems possible.

“Since high school I’ve never felt that I could dedicate the amount of time and energy needed for a post-secondary education so I think it’s safe to say that Crohn’s is no longer holding me back.”

According to Copeman, this type of outcome is common and he believes that the highly effective collaborative practices that his clinics employ will become increasingly common in the years to come.

“We began our clinics to help drive innovation in the spirit of creating the best primary healthcare system in the world. Healthcare leaders have begun carefully watching what we do and we truly hope that we can be seen as leaders and real partners in the delivery of healthcare in this country.”

Adding some private energy into the mix of healthcare delivery has been what the growing number of private advocates has been encouraging for years. I’ve now become one of these advocates, and I will be keenly watching how private and public services will come together in the years ahead. ■

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# Bring on the Cottage Tech!

By Steve Dotto

For some of us, summertime at the cottage or cabin includes an escape from technology, from the cares of the world, from reality. Others embrace cool and awesome new ways of doing things. For this latter group, bring on the cottage tech!



**Summer Music**

Hanging out on the patio or deck, cooking up a mess of burgers or chilling back with a cold one is a rather incomplete pleasure without some tunes to set the mood. The Russound AirGo Outdoor Speaker is a portable outdoor speaker that lets you stream music from Apple AirPlay-compatible devices, such as your iPhone, iPod or iPad, so you can enjoy your favourite tracks anywhere. A single speaker system, the 6-1/2” woofer and two 3/4” tweeters deliver vibrant sound. The housing of the AirGo encloses an Apple Airport Express (not included), which effectively turns the speaker system into a HotSpot, so you can stream internet radio and music services, or even use the HotSpot to surf the web on another device. \$399 [airgo.russound.com](http://airgo.russound.com)



**Are Wi there yet?**

The drive up to the cabin can be less than pastoral with kids in the back chanting “Are we there yet?” Many a parent needs a vacation, just while going on vacation. A new and better way to entertain those little bundles of love is the Kingston Wi-Drive, a portable, wireless storage for your mobile devices, including iPhone, iPad, iPod touch, and Android devices. Simply load your kids’ favourite movies or TV shows onto the Wi-Drive, turn it on in the car on the drive to paradise, and the wee-ones can stream the shows to their iPod Touch, iPhone or other devices. Then, once at the cabin, if it should rain, they can bunk down and watch movies without bothering the rest of you. I know, you are at the cabin, the kids should not be watching movies. I say, “Get over it!” Peace and quiet is worth bowing to the tech overlords once in a while! \$125 [www.kingston.com](http://www.kingston.com)

**You can hide, but we will find you!**

We fishermen spend our lives using our massive, world-dominating minds to try and find, then fool, creatures whose brains are the size of a pea, and, more often than not, we fail. I say quit messing around, let’s throw some serious hardware at the problem! The Hummingbird 1158 DI combo is serious hardware! More than a depth sounder, more than a GPS, the downward looking sonar in the 1158 gives you incredibly detailed views of the bottom and structure below your boat on a huge 10.4” LED backlight colour display with pristine, 600V x 800H LCD pixel clarity. It is a window into their world!



The Hummingbird 1158 is chalk full of fish stalking technology, Down Imaging® and DualBeam PLUS™ sonar with up to 4000 watts PTP power output, and GPS Chartplotting with built-in ContourXD maps. Plus, advanced fishing system capabilities mean there may be nowhere for the fish to hide. It ain’t cheap, but I say it is worth it! \$1,999 [www.humminbird.com](http://www.humminbird.com)

**Cottage Coffee**

One of the real myths of roughing it is that coffee cooked over an open fire, or brewed up “cowboy” style (just throw the coffee into the boiling water and wait for it to settle out) is somehow a satisfying cup of joe. It is not, it is an abomination to all coffee aficionados and bad coffee may well be the number two source of discontent while on vacation. Fortunately, a bad cup of coffee need never happen again; if you can boil water you can make an espresso to start the day. Presso is a manual espresso maker that makes that morning jolt worth getting up for! You don’t need power, just grind up some beans in a Porlex coffee grinder—a few cranks of the handle and you have your grind ready for the Presso—pour in boiling water, and, you guessed it, press! Oh yes, that is the way to vacation bliss. \$160 [shop.presso.ca](http://shop.presso.ca)



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Night time away from the city lights reveals a canopy of stars that can send chills down your spine. Just gazing at the stars is all the entertainment I need at night when at the cabin. You can bring those stars to life with a Celestron’s CPC Deluxe HD telescope. So much more than “just” a telescope, the CPC re-defines everything amateur astronomers are looking for—ease of use, quick and simple GPS alignment and improved ergonomics. The CPC has advanced computerization, helping unlock at least a few of the mysteries of the universe. Unsurpassed optical quality and, most importantly, performance. Perfect for visual observing and astro imaging. What better way to spend an evening or 10? Stargazing like this will surely keep you up all night. \$3,799 [www.celestron.com](http://www.celestron.com)







**Smoking hot!**  
There is nothing like firing up the BBQ as a sign the good times are upon us. Nothing beats the smoky goodness of a real BBQ. While most of us don't have the time to master the art of the traditional smoker, the Bradley Smoker is a simple, elegant and oh-so-tasty way to smoke fish, meats and vegetables, with total control. Virtually no previous smoking experience necessary!  
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**Belly up to the bar, boys!**  
What would go better with a nice smoked sausage or salmon? How about a brewski? A well turned out deck really needs its own Kegerator—yup, I said a kegorator! This kegerator is an advanced beer dispensing system that uses DraughtKeg™ carbonator pressure technology to deliver a pub-quality pour of beer every time. Designed specifically to serve pressurized 5 litre kegs—but can tap any mini keg with the optional accessory kit. The mini Kegerator features electronic temperature controls that preserve the mini keg at your preferred temperature for drinking between 38 and 54 degrees F. Perfect for any type of beer lover, this mini kegerator will be a hit with your friends and family! \$179  
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**Is that Grill Hot Enough?**  
You can always check by sticking your hand over it, the way the “expert” chefs do. If it burns in, say, three seconds it is too hot...no sh\$t Sherlock! Instead, be a “techspert” chef and laser the darn thing.  
Simply aim the Maverick laser thermometer and press the trigger to measure your cooking surface temperature. It measures temperature without contact. A laser pointer for accurate aim allows you to check for hotspots or cooler spots. Accurate up to five feet away and great for both outdoor grilling and indoor cooking. Hundreds of other practical uses—including not getting burned! \$75  
[www.maverickhousewares.com](http://www.maverickhousewares.com)



**Let it Snowie**  
On the complete other side of the temperature scale is the LittleSnowie. Make your own delicious and, dare I say, nutritious snow cone treat. I think this should be a mandatory addition to any cabin or cottage where kids, or I, spend time.  
This shaver comes with a heavy-duty commercial motor, so your snow is light and fluffy all the time. There are dozens of flavours available, including such enticers as Bubblegum Blue, Nectarine, and Maui-Wowee. For those of us watching our weight, low-cal syrups sweetened with Splenda are available. The more adventurous adults in the crowd can probably concoct a few new flavours that may well become summer staples; I am thinking a G&T snowcone... brilliant! \$299  
[www.snowie.com](http://www.snowie.com)

**MMMMM Margaritas!**  
What cottage kitchen would be complete without a margarita maker? I think the Thermomix fits the bill and, as a bonus, it does a few extra things. Thermomix cooks, chops, weighs, crushes, emulsifies, whips, mixes, steams, blends, kneads, grinds, simmers, grates, mills, and practically cleans itself. No, it won't entertain the kids, but it may entertain you! And it had better with a price tag north of \$1,500. The Thermomix is a one-stop wonder for the kitchen and cabin. \$1,500  
[www.thermomixcanada.ca](http://www.thermomixcanada.ca)





# Summer Fun in an Upscale Roadster

By Tony Whitney



2012 Aston Martin Vantage Roadster V-8

Once had a drive in a replica of an 1886 Benz Patent Motor Car at a Mercedes-Benz museum facility in Germany. This Benz is generally claimed to be the world’s first practical automobile and it looked for all the world like one of those one-horse buggies you see in western movies, though with only three wheels. It had room for just two people and used what’s called “tiller steering” to point you in the right direction. There was no roof whatsoever—I guess if you expected rain you took an umbrella along, which would be fine because at the car’s near walking speed pace, it certainly wouldn’t blow inside out.

Mercedes’ pioneering car was a very modest beginning, but interestingly, the spirit of that car lives on today in the modern roadster—a class of car that offers just two seats, minimal luggage space and is intended mostly for fun and recreation. The difference these days is that you can seal the weather out with the touch of a roof-deploying button, but the idea of a straightforward, “just for two” sports car goes back to the dawn of motoring.

The Canadian market has probably never seen quite the array of roadster choices it has right now. Cars like this can be expensive and it has to be considered that roadsters are very impractical cars, with almost no luggage-carrying capacity to speak of. They’re cars to have fun with and, in truth, roadsters fall into the “luxury goods” category. Most people who buy cars like this have other vehicles to fulfill more practical needs and many lay up their roadsters completely during winter. Let’s take a look at some standout roadsters from the 2012 crop.

As might be expected, Aston Martin has a splendid example in its lineup and it carries an appropriate name—the Vantage Roadster V-8. Like every Aston that’s ever been built, it’s a perfect example of open sports motoring in the grand manner. It develops 430-horsepower, so this leather-trimmed luxury speedster goes as good as it looks. Starting at \$151,795, it’s the least expensive Aston Martin convertible.



2013 Audi TTRS Spyder



2012 Audi R-8 Spyder



2012 BMW Z4

Audi has two highly desirable roadsters—one based on the TT coupe and the other a derivation of the automaker’s superb R8 supercar. The TT can be ordered in RS form with 360-horsepower and the ability to hit 100 km/h in well under four seconds. Even faster and more exotic, the R8 Spyder is based on a car that owes much of its development work to VW-Audi’s Lamborghini division. It’s hard to think that any car could look better than the R8 Coupe, but the Spyder pulls it off in style. The TT uses a 5-cylinder turbo and the R8, a V-8 or V-10. The R8 offers 420 to 560-horsepower depending on engine. Starting prices are \$51,400 for the TT and \$148,000 for the R8.

BMW’s Z4 is a very successful roadster design that’s earned wide popularity in Canada. The car is nicely “stubby” and makes some rivals look too big to fit into this class. It’s a great-looking car and has that unmistakable BMW nose which could never be confused with anything else out there. Two turbo engines are available with horsepower ratings ranging from 241 to 335. This car handles very well indeed and might be at or near the top of its class—certainly for its quite-reasonable \$54,300 price tag.

The iconic Chevrolet Corvette Convertible is large for the roadster class, but enthusiasts wouldn’t have it any other way. Always the best “bang for the buck” in the whole domain of serious sports cars, the ‘Vette looks wonderful in its latest form, but an all-new model is expected over the next year or two. A big, 6.2-litre V-8 gives this car its superfast reputation and its 430-horsepower means there’s some serious get-up-and-go under the right foot. As always, it has composite bodywork, which means light weight and no rust over many decades of use—and these are cars that get kept and coveted for many years by most owners. Starting price is \$69,385.



2012 Chevrolet Corvette Convertible





2012 Ferrari 458 Spider

Many roadster fans consider the Ferrari 458 Spider (Ferraris are “spiders” and Porsches and Audis, “spyders”) to be the best choice of all. After all, you’re buying a stake in the most storied nameplate in automotive history. The 458 has a nifty folding hardtop and is powered by a 562-horsepower 4.5-litre Ferrari V-8, which produces about the best engine note in the business. The price of entry is stiff, as might be expected, at around \$225,000.

Mazda’s MX-5 roadster has been around for years, initially as the Miata. One thing is for sure—you’ll have as much fun with an MX-5 as you’ll have with any megabuck sportster, even if it doesn’t carry the prestige of the more hallowed nameplates. One version has a retractable hardtop that’s a miracle of convertible engineering. The compact and agile MX-5 has a 2.0-litre 4-cylinder under its hood, but even if it has “only” 167-horsepower (GT) it’ll still put a smile on the face of anyone who loves driving roadsters—and you can get one for less than thirty grand.

Amazingly, Mercedes-Benz has no less than three roadsters in its range and all are greatly admired. The “entry level” roadster is the svelte new SLK, which is a great-looking car with a host of surprising features. This is the car that pioneered the modern form of folding hardtop and it looks good top up or down. There are three versions with horsepower ratings from 201 to 415—quite a range! The base SLK has a 4-cylinder and the top one, an AMG V-8. Whichever you choose, you’ll have lots of fun with this Merc. Next up the range is the even newer SL-Class car, which we’ve not been able to test yet. It looks even more desirable than the last one, if that’s possible, and offers everything from a base V-6 all the way up to a magnificent V-12. Prices start in the 130s, to use realtor parlance.

At the pinnacle of the MB roadster range is the wondrous SLS AMG Roadster, which gives up the gullwing doors of the coupe to accommodate its fabric top. This one gets 563-horsepower from its 6.2-litre V-8, so this is a very fast exotic car. For a top-of-the-line supercar, the SLS sells for a reasonable, if far from thrifty, \$213,200.



2012 Mazda MX-5



Mercedes-Benz from top:  
2012 SLK;  
2012 SL Roadster;  
2012 SLS AMG Roadster.



2012 Mini Cooper Roadster



2013 Nissan 370Z Roadster

Surprisingly, even Mini has gotten in on the roadster craze with its beautifully designed and finished Mini Cooper Roadster. A little ungainly to look at perhaps, but enormous fun, the tiny car has a choice of three engines ranging from 121-horsepower to 208-horsepower for the John Cooper Works edition. This is one of those cars in which you’ll always think you’re going faster than you really are. Fun is the main reason to buy one of these and you can get the keys for less than \$30,000 at the entry-level.

Nissan’s high-style 370Z Roadster is the latest incarnation of the great 240Z coupes that shook the sports car world back in the 1970s. The 370Z is another of those sports cars that really looks the part and it has performance to back that up. A 3.7-litre V-6 sits under the hood and produces a stirring 332-horsepower—plenty for a car that’s both light and compact. This Nissan starts at around \$47,500 and appears to have sold very well in Canada.

One car that can claim to have virtually kick-started the current roadster trend back in the 1990s is the Porsche Boxster Spyder, which has always been something of a benchmark for this class—and with good reason. Driving cross-country in all weathers, I’ve found the Boxster to be the most roadworthy and driver-friendly car on the market. This is one of those cars that just begs to be driven and even a novice sports car driver will find it very forgiving—it’s very hard to get into trouble with one of these. Everything is “right on”—engine (centrally located for excellent weight distribution), suspension, steering and other dynamic features. There are three flat-six engine variations, allowing the buyer to opt for 255, 310 or 320-horsepower. Prices start at a reasonable \$54,900.

Most of these cars are strictly for two people and a couple of overnight bags and even then room will be tight. Any road trip you take will be a learning experience as far as traveling light goes, but that’s all part of the fun! ■



2013 Porsche Boxster Spyder





# Manage Your Nest Egg Like a Business

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

Well-managed businesses first design their game plans, then methodically deploy them over a reasonable time. For example, commercial airlines prepare and file flight plans to their destinations. Sport teams meticulously study the opposition before game day—always keeping an eye out for tweaks and changes that may have to be made.

Let’s apply these same concepts to the business of managing your personal finances. Start by understanding your investor profile. That is, what kind of investing makes you truly comfortable. Then what to look for in an investment advisor, followed by some approaches to invest within your chosen profile in business like ways.

*“Investor profiles determine the sensible portfolio mix of assets like equities, bonds, cash and real estate. Asset mix has the biggest impact on investment returns over any other factor.”*

### Investor Profile

Warren Buffett once said, “You only have to do a very few things right in your life so long as you don’t do too many things wrong.”

Here is a highlight of doing one vital “right thing.” Everyone should become acquainted with their distinct investor profile. It helps to appreciate the fundamentals, risks and rewards of making sound financial decisions. Those who don’t follow this methodology are short-changing themselves. The vast majority of investors are in this camp.

Investor profiles determine the sensible portfolio mix of assets like equities, bonds, cash and real estate. Asset mix has the biggest impact on investment returns over any other factor. This goes right to the heart of portfolio management and is a cornerstone of long-term financial foundations.

Six types of investor profiles are worth noting. There is both an art and science to establishing the most appropriate for each person. Let’s discover the main characteristics of the profiles:

**Capital Preservation:** Investors with little appetite for unpredictable returns. They invest heavily in “guaranteed” vehicles. They focus on stable investments, having predictable income and little fluctuation in capital value.

**Income Oriented:** Investors with moderate tolerance for variation in returns. They desire stability with fairly predictable growth and some fluctuation in capital value. They typically draw regular incomes from the portfolios.

**Balanced Income/Growth:** Investors who accept trade-offs between growing and preserving capital. Without significant variation in returns and reasonable capital value fluctuations. They are comfortable with a balanced approach between reasonable growth and a steady return.

**Growth/Business Risk:** Investors who are patient and willing to tolerate more bumpiness in investment returns and fluctuations in capital values. They are interested primarily in growth, with capital preservation as a secondary consideration.

**Aggressive Growth:** Investors who seek significant growth potential. They tolerate greater fluctuations in capital values and volatility, seeking superior long-term results. Investors accept much greater swings in returns.

**Speculative:** Investors who aspire to maximum potential growth. They tolerate significant fluctuations in capital value. These portfolios accept a very high emphasis on equities to achieve the top potential for long-term growth. They also tolerate the highest swings in investment returns.

This table summarizes six long-term profiles for the 2012 investment environment:

INVESTOR PROFILE	ASSET MIX TARGETS 2012		TARGET AGE GROUPS	LONG-TERM RETURN TARGETS
	STOCKS	BONDS/ CASH		
Preservation	15%	85%	65 +	Up to 4%
Income	35%	65%	60 +	4% to 6%
Balanced	50%	50%	50 to 80	5% to 7%
Growth	65%	35%	35 to 70	6% to 9%
Aggressive	80%	20%	Up to 55	10% +
Speculative	95%	5%	Up to 45	20% +

First, figure out the one that suits best. Then, manage your personal investments within it. Your asset mix should resemble your investor profile. Otherwise, a total review of your asset mix is in order.

### Investing amid bulls and bears

Data shows that stock markets spend roughly one-third of the time falling and two-thirds rising. Hence, it’s sensible for investors to plan how to navigate both bullish and bearish times. Let’s ponder the bulls and bears that touch your investing life.

I am a fan of perspective, so I looked at the Dow Jones index back to the year 1900. Investors have survived 25 bear markets since then. The count shows eight of those Dow bears have fallen 40 percent or more. Declines in the Dow have ranged from 16 percent in 1998 to 89 percent from 1929 to 1932.

Bear markets spring up, on average, about every 4.5 years. A typical bear market lasts from three months to three years. The most famous bear was the 1929 crash that ushered in the Great Depression. The quickest decline was in October 1987 when the Dow sank over 22 percent in one day.

A little known fact is that a great bull market lasted from 1923 to 1929, rising 345 percent. Then the Great Crash came along and erased all those gains.

### Expectations

Let’s assume that most investing takes place from age 40 to 85. Roughly 15 of those 45 years are likely to be spent in bear market territory. Even if bear markets come along every five to seven years, investors could face six to nine bears. Clearly, bear markets are part of the investing landscape.

The good news is that about 30 of those 45 investing years are likely to be bullish. The hardest step in dealing with bear markets is learning to accept them. Is anyone anticipating the arrival of the next bear—say five to seven years after 2008? Probably not, as investors anxiously focus on the continuing global volatility.

Make it a habit to step back periodically. Take note of what has been going on in the markets and, more importantly, in your portfolio. Planning and investing for both bullish and bearish times makes you a better investor.



### Valued professional qualities

Some investors prefer to steer the nest egg on their own, some seek the services of a money manager and some use a combination of both methods. Prospective clients are asked to list the core qualities they seek and value in their quest to select a wealth management professional.

Investors who compile their wish list before they go shopping make better decisions. It’s easier to spot a good fit knowing what you want. Here is an overview of top advisor qualities in demand:

**Listening Ability:** Above all, clients want to be heard, especially women. Clients want to feel the professional understands their unique situation. They appreciate regular, clear, two-way communication.

**Objectivity:** Clients seek objective professional advice. Objectivity where the client’s best interests always come first. Competent advice with no advisor conflicts of interests.

**Independence:** Independence from product bias, institution bias and compensation bias is a recurring favourite.

**Expertise:** Expertise navigating in different economic cycles. Expertise garnered during bullish and bearish times. Expertise in considering the client’s total picture.

**Transparency:** Clients don’t want hidden surprises, rather, transparency rules. They desire a clear, understandable agreement setting out the engagement. All fees and costs laid out clearly and visibly.

Not surprisingly, clients want to find and engage a professional who represents their best interests. One they can work with to steward their long-term investment road map.



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#### Taming near-zero rates

Today's investors worry about a raft of economic concerns. A recurring one is overcoming the implications of near-zero interest rates. Those who save or look for income are very familiar with the slim pickings.

The impact is especially felt hard by retirees and anyone about to be retired. All investors take portfolio risks. Just be smart about the ones you incur.

Many investors may need to revisit their appetite for risks. Adopting some simple strategies helps tame today's near-zero rates. First off, keep your fixed income investments to maturities under five years. Then prepare to sell your bond investments as interest rates move higher.

Concentrate on equities with strong balance sheets for your dividend income. Ensure you are really risk comfortable if your equities mix exceeds two-thirds of total portfolio. Broad portfolio diversification is still your best friend and medicine for the long haul.

Interest rates will move higher one day, perhaps sooner than we think. These simple strategies help you cope while you wait for the near-zero rates to rise.

#### Learning from Warren Buffett

Warren Buffett has stuck to his investment beliefs through thick and thin. Beliefs full of much common sense. Perhaps, every investor can learn something from Warren Buffett. He was a student of Benjamin Graham, the father of "value investing."

He started nearly five decades ago in Omaha, Nebraska. Warren Buffett is well known as the cheerleader of the "buy and hold" school of investing. He's also referred to as "the Oracle of Omaha."

Of course, he is the chairman of Berkshire Hathaway Inc. The little company from humble beginnings has recently traded near US\$125,000 for one Class "A" share. By comparison, its initial book value in 1964 was less than \$20 per share. Clearly, a long-run investment success by any standard of measure.

Warren Buffett has shown remarkable investment insight. He held his beliefs throughout the market swings of his investing life. A wide variety of swings, indeed. I especially like his references to short term sellers as those who "rent a stock," while he "owns a stock." He walks his talk.

#### Sample holdings

What has the "buy and hold" marathoner from Omaha been buying up through the years? The portfolio has positions in American Express, Coca-Cola, Proctor & Gamble, *The Washington Post*, Wells Fargo and many others.

He also purchased reinsurance company General Re, building materials company USG, carpet maker Shaw Industries, the paint people at Benjamin Moore and Dairy Queen—plus dabbling in junk bonds and derivatives. He's been around the block.

#### His approach

Warren Buffett's fame is the "buy and hold" strategy. He's followed that philosophy year in and year out. Clearly, he's not participating in any 100-yard sprint. The label of champion marathon investor is well deserved and appropriate.

He has not always been right. However, Warren Buffett has enjoyed a high degree of success by staying the course. Like every investor and professional, he's had dry investment spells. In the late 1990s, he was virtually written off by many investment experts. His first year was no picnic either.

Warren Buffett had a vision. He methodically implemented the principles articulated in his owner's manual (see [www.berkshirehathaway.com/ownman.pdf](http://www.berkshirehathaway.com/ownman.pdf)). He built his financial house on solid foundations that have withstood the tests of time.

His secret is quite simple. Buy businesses that you understand and want to hold for a long time. A very long time!

Your mission is to design a long-term investment game plan that represents your goals and aspirations. Then implement it as you would a business plan, tweaking it as required by the market forces beyond your control.

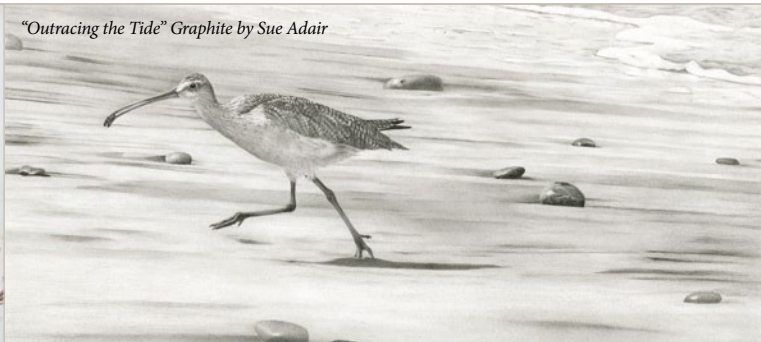
Planning, then buying, is a far superior strategy to buying and hoping. ■







“Northern Exposure” Acrylic painting by Anni Crouter



“Outracing the Tide” Graphite by Sue Adair



“Yoga” Oil painting by Anni Crouter



“Upward Bound” Pastel by Patsy Lindamood

# Art in Action for Nature

## World’s Top Conservation-Themed Exhibit and Sale

### Returns to Vancouver’s North Shore

This October, Vancouver-based Artists for Conservation, a local non-profit organization, is returning to the top of Grouse Mountain for the 2nd Annual Artists for Conservation Festival, which is being held from Saturday, October 13 through Sunday, October 21. Founded in 1997, AFC is the world’s top artist group supporting the environment, with a mission to support wildlife conservation and environmental education through art that celebrates our natural world. The 10-day event will bring out leading nature and wildlife artists from around the world, immersing visitors in art and nature through youth education and adult workshops, film, and a world class art show and sale.

The festival will be of interest to art collectors, nature enthusiasts, and families alike, and will feature live music, conservation and environmental education programs, lectures, live painting demos, guided tours and film screenings. The Annual AFC Festival is the best way to experience every aspect of wildlife art and conservation at work. International renowned artists will be in attendance providing programming. Jeff Whiting, Founder and President of the festival, states: “One of the primary goals of the festival is to educate youth on protecting their environment, which is vital for the future health of all species.”

“There is a magical atmosphere with this event hosted 4,000 feet above Vancouver,” remarks Whiting, “in natural surroundings and overlooking the Pacific Ocean—a unique cosmopolitan event immersed in iconic Pacific Northwest natural surroundings.”

Jeff adds: “It’s truly a unique cultural event in the world today, with a blend of unparalleled nature-inspired art exhibits and art and environmental education programming for youth and adults, with deep community involvement.” The event is one of only a few Signature Festivals that has the support of the North Vancouver City and Districts Arts Office. It’s also an extraordinary opportunity for the public to personally meet some of the most inspiring and talented artists from around the world, such as Robert Bateman, John Seerey-Lester and Pollyanna Pickering.

During the event, AFC will be premiering its second documentary film focused on art and conservation, *The Soysambu Legacy—Art and Conservation in Africa’s Rift Valley*. The film features one of the world’s most successful wildlife painters, Simon Combes, who fought to conserve endangered species and one of Kenya’s most precious and unique areas. He tragically lost his life in 2004. The story also tells how his son, Guy, and widow Kat continue to bravely carry on his legacy through art and conservation activism. Guy Combes will be attending from Kenya to speak and introduce the film.

“Artists have always been at the forefront of conservation,” says Whiting. “The artwork in the exhibit is for sale and ranges from \$1,000 to \$90,000. All of the artists featured in the show are lending their talent to support wildlife and habitat conservation, with a percentage of proceeds from their artwork benefiting the conservation organization of their choice.”



“Black Ducks Napping” Oil painting by Sean Murtha



“Lanjak Dawn” Acrylic painting by Carl Brest van Kempen



“Mixed flock” Woodcut by Andrea Rich



“Trumpeter Echelon” Oil painting by Gregory McHuron



“Sushi Bar” Bronze sculpture by Christine Knapp



AFC art exhibit preview at Grouse Mountain.



2011 AFC Festival Gala attendees (Left to Right): Artists Dr. Guy Harvey, Birgit Bateman, Robert Bateman, and Kathleen Dunn.

Some of the world’s leading nature and wildlife artists and naturalists will be convening at Grouse Mountain. This year, B.C. resident and the world’s most recognized wildlife artist—Robert Bateman—will be returning to present during the opening weekend. In 2011, Bateman painted a major original piece and a special limited edition of prints to commemorate and raise funds for the event.

AFC, in partnership with Grouse Mountain’s Wildlife Education department and with the volunteer support of the artists, will be offering local students and at-risk and underserved youth a week of inspiring art and environmental education. “This is a great example of art in action,” explains Whiting, “to culturally reconnect society with the web of life that supports us and to inspire the next generation. It’s also an incredible opportunity for art collectors to discover talent and acquire some impressive artwork, while supporting conservation.”

A private, black-tie fundraising gala will precede the opening celebrations on Friday, October 12. Inquiries to attend and/or support the Gala silent auction can be made through the festival website. It features an extraordinary line-up of events, including a celebrity artist keynote address, awards ceremony, preview of the art exhibit, film premiere and a silent auction. The key objective of the gala is to create awareness and garner involvement and support for AFC’s conservation programmes.

Most programming during the festival is free to the public with a Skyride pass. Discounted passes to Grouse Mountain will be available for the event. For more information, please visit the AFC Festival website at [www.artistsforconservation.org/festival](http://www.artistsforconservation.org/festival).

**About Artists for Conservation**

Artists for Conservation (AFC) is the world’s leading group of artists supporting the environment. Founded in 1997, this non-profit organization comprises a membership of 500 of the world’s most gifted nature artists from 27 countries, across five continents. Dedicated to nurture, promote and leverage its world-class community of artists in support of our natural world, AFC drives its mission through three key programs: Art and Environmental Education; Field Work and Research; and Artist Development. The Artists for Conservation Festival is AFC’s annual flagship initiative to showcase, support and further these programs. For more information, visit [www.artistsforconservation.org](http://www.artistsforconservation.org). The complete festival program will be available in the summer at the festival site. Sign up for updates to keep in touch. ■

**Artists for Conservation Festival 2012**  
October 13 — October 21  
778.340.0749  
[festivalinfo@artistsforconservation.org](mailto:festivalinfo@artistsforconservation.org)  
[www.artistsforconservation.org/festival](http://www.artistsforconservation.org/festival)



# Three Top Tools for Success

By Dr. Lesley Horton, MD

What is the definition of success? While it means different things to different people, for many of us, we relate success to being financially successful. Having enough money to do what we want, when we want to. Freedom 55, only earlier, please, if you don't mind.

Yet if you stop to examine it, success means far more than having it made financially. It includes factors such as happiness with your personal and family life, making a positive contribution to society, having a job you really enjoy. Some say it is the freedom to live all aspects of you. Whatever your definition of success is, here are three key tools that many success experts agree on.

The first is having clear, set goals. We have a much better chance of hitting the bull's eye when we know exactly what we are aiming for. Success experts agree that for goals to work they need to be specific, ideally measurable and with adequate motivation to achieve them. Specificity helps engage our most powerful ally, the subconscious mind. Rather than saying you want to lose weight, which is hard for the subconscious mind to grasp—it's fuzzy and out of focus—it is far more effective to state "I intend to weigh 150 pounds by June 1st." To add rocket fuel, it helps to add what is called a "positive visual." What will you see when you are 150 pounds? A leaner body, more muscle definition, a smaller belly. Having your goals written out and where you can see them, along with replaying this positive visual often, is incredibly helpful to remind us of our priorities in our hectic lives. If your motivation is less than seven out of ten, consider chunking it down to a smaller goal. Having a coach to be accountable to is also very helpful.

As for the other two tools for success, they may surprise you. Mark Thornton is a former executive turned success coach who teaches corporate meditation. Why? In his words, "Both the Harvard Business School and Europe's leading business school, INSEAD, have concluded from research that the two most effective business tools for twenty-first century executives are meditation and intuition." Interesting, don't you think?

Meditation can be very helpful for success because it can help create greater clarity, focus and inner peace. As a health benefit, it also helps reduce blood pressure and heart rate, helps with weight control, helps reduce pain and discomfort, and reduces stress. Far from being something New Age-y or exotic, meditation and mindfulness-based stress reduction has been extensively researched and validated by Harvard University.



Meditation is simply focused awareness, which allows for the underlying natural sense of peace, which is innate in all of us, to emerge. An analogy is that our mind is like an ocean. On the surface, it can be quite choppy as thoughts and emotions come and go. Underneath, though, is a natural, deep calm and sense of spaciousness and fluidity. By learning to keep sustained focus on our breathing or a visual object such as a candle, meditation allows us to calm the thinking mind and connect with that deeper sense of inner peace and tranquility, which, in turn, brings greater mental clarity, focus and stress-reduction.

As for the third tool, intuition, Malcolm Gladwell, in his number one national bestseller, *Blink*, explores how we come to make decisions

by what he calls "rapid cognition"—what the mind takes in during the first two seconds of a situation. Literally, by the time it takes to blink, our mind has jumped to a series of conclusions. He presents the research in this area focusing on our minds' ability to do this as a very rational process, but admits that, "You could also say it's a book about intuition, except I don't like that word...intuition strikes me as a concept we use to describe emotional reactions, gut-feeling thoughts and impressions, that doesn't seem entirely rational. But I think that what goes on in those first two seconds is entirely rational."

*"Using our intuition doesn't mean not using our mind, but it does mean being aware of more than just our thoughts."*

Using our intuition doesn't mean not using our mind, but it does mean being aware of more than just our thoughts. Our gut and our heart have their own complex nervous systems. They are in direct communication with our brain, albeit not always at a conscious level. We can make better decisions if we remember to also tune into what our gut and heart are saying as their message can be just as, if not more important than, our thinking brain.

So, here's to success and to living the good life. Starting this moment, one breath at a time, focus your awareness on the positives and use your gut and heart, along with your head, to guide you. ■



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