

KERMIT LYNCH WINE MERCHANT

JANUARY 2021



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ADVENTURES ON THE WINE ROUTE AUDIOBOOK!
THE LOIRE'S BEST DEALS ■ A BOXLER MASTER CLASS
A NEW YEAR 12-BOTTLE SAMPLER

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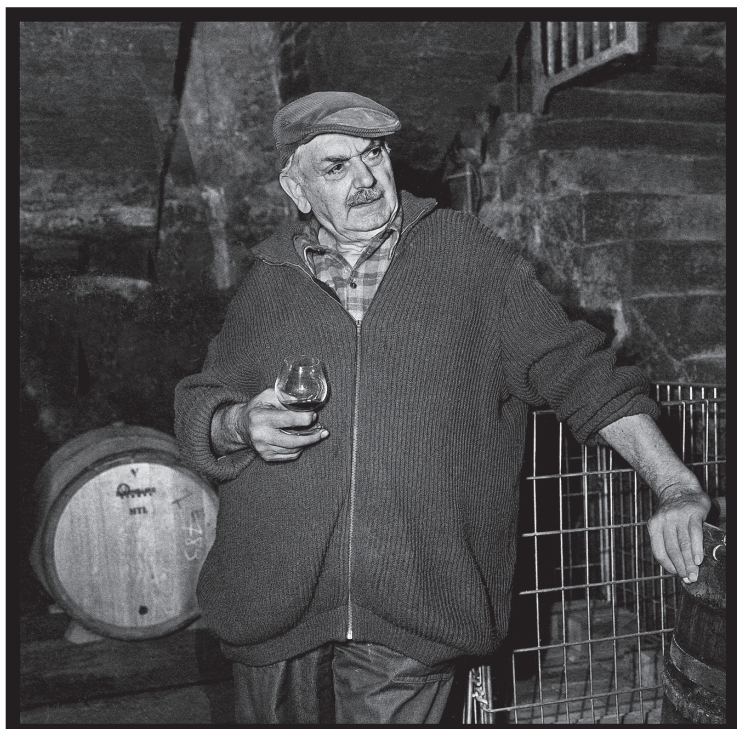
25TH ANNIVERSARY EDITION

**ADVENTURES ON
THE WINE ROUTE**

A Wine Buyer's Tour of France

Kermit's classic book, *Adventures on the Wine Route*,
is now available as a downloadable audiobook.

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Audible, iTunes, Amazon, audiobooks.com, and many more.



*Pierre Guillemot, as featured in the print version
of Adventures on the Wine Route*

© Gail Skoff

DOMAINE PIERRE GUILLEMOT

BURGUNDY WITHOUT BREAKING THE BANK

by Tom Wolf

MOST COLLECTORS OF FINE BURGUNDY evidently zoom along the D974 right past Savigny-lès-Beaune to get to the *grand cru* villages, because if they gave this small commune just north of Beaune its proper due, prices for Guillemot's stellar Pinot Noirs would be significantly higher. Brothers Vincent and Philippe Guillemot, together with their father Jean-Pierre, do bottle one *grand cru* in Corton, but the family's bread and butter is Savigny-lès-Beaune, where they have tended vines for eight generations. Along with the Corton, they vinify four Savigny *premiers crus*, a few village wines, and finally a top-notch Bourgogne *rouge*. Bearing Guillemot's distinctive woodsy, spicy notes that encircle an elegant red-fruit core, these reds accomplish the elusive feat of being both charming in their youth and stunning with some age.

2018 BOURGOGNE ROUGE

Characterized by a light hue, structure balanced by lift, and bright red berries and spice, the Guillemots' signature style extends throughout the lineup all the way to the Bourgogne *rouge*. If there were enough of this beauty to go around, I'd enjoy a bottle of it weekly. Not to miss!

\$30.00 PER BOTTLE

\$324.00 PER CASE

2018 SAVIGNY AUX SERPENTIÈRES 1ER CRU

The Serpentières is arguably the quintessential Guillemot cuvée, which makes sense because it is the vineyard where they own the most land (4.2 acres is a blessing when it comes to *premier cru* Burgundy). This generous, seductive *rouge* has a long life ahead. Open it now or in three decades.

\$57.00 PER BOTTLE

\$615.60 PER CASE

2018 CORTON GRAND CRU "LE ROGNET ET CORTON"

Aromatically, this bottling is still clearly in the Guillemot family, but it is even deeper, more concentrated, and more complex than the Savigny *premiers crus*. Open now if you would like to taste its youthful magic, but don't miss the transcendent reward of popping the cork in ten to fifteen years.

\$129.00 PER BOTTLE

\$1,393.20 PER CASE

A NEW YEAR 12-BOTTLE SAMPLER

by Jane Berg, KLWM NEW YORK

NOW THAT THE HOLIDAYS are behind us, you might be looking at your wine inventory and noticing a portion of your once curated collection has mysteriously gone missing. Perhaps you reached for a few well-earned, special-occasion bottles during the festivities or, depending on the size of your gatherings and variety of dishes, leaned into the faithful staples that never let you down. Either way, if your wine fridge is looking sad and hollow, here is an opportunity to refuel and replenish on the right foot—meaning a timely discount. We’ve picked some of our most trustworthy selections from Piedmont to the Pays d’Oc, from up north in the Loire to as far south as Sicily and Corsica—to name a few. This sampler features mineral and racy whites, bright peppery reds, and some fuller-bodied and rustic gems to keep even the most curious palates surprised and satiated.

PER BOTTLE

CONEGLIANO VALDOBBIADENE PROSECCO

SUPERIORE BRUT • SOMMARIVA	\$14.95
2019 CHINON ROSÉ • CHARLES JOGUET	24.00
2018 TERRE SICILIANE BIANCO “MARZAIOLO” • RIOFAVARA	19.00
2019 VALLE D’ITRIA BIANCO “FARAONE” • I PÁSTINI	19.95
2019 REUILLY BLANC “LES FOSSILES”	

DOMAINE DE REUILLY	27.00
2018 MONFERRATO ROSSO • TENUTA LA PERGOLA	14.00
2019 PAYS D’OC CABERNET SAUVIGNON “LES TRAVERSES”	

CHÂTEAU FONTANÈS	16.00
2018 CAHORS • CLOS LA COUTALE	17.00
2019 DOLCETTO D’ALBA “LA COSTA” • PIERO BENEVELLI	19.00
2019 BEAUJOLAIS “CHARRON” • QUENTIN HAREL	20.00
2016 CORSE CALVI ROUGE “E PROVE” • DOMAINE MAESTRACCI	27.00
2017 CÔTES DU VIVARAIS ROUGE • DOMAINE GALLEY	29.00

Normally \$246.90

SPECIAL SAMPLER PRICE **\$197**

(a 20% discount)



TOSCANA

by Emily Spillmann, KLWM BEAUNE

2016 TOSCANA ROSSO “CUNA” PODERE SANTA FELICITA

Knowing what a finicky grape Pinot Noir can be, it takes a special personality to make it thrive in Tuscany, and Federico Staderini uses his agronomy experience, his passion for Tuscan history, and his incredible intuition to accomplish the feat. Seemingly weightless but densely packed with rich, complex flavors, this wine evokes oddly paired descriptors that in this case are perfectly apt: spicy yet velvety, crisp on the attack with a long, round finish, plums on the nose but sour cherry on the palate. Federico likens it to “the elegance and the levity of a sail blown by the wind on a luminous ocean.” Try it with homemade tapenade topped with an abundance of the best-quality olive oil you can get your hands on.

\$48.00 PER BOTTLE

\$518.40 PER CASE

2019 TOSCANA ROSATO • SESTI

Giuseppe and Elisa Sesti estimate that 2019 will be remembered as one of the best—if not *the* best—harvests in the history of Brunello. The climatic conditions produced supernaturally healthy grapes, and the maturity at harvest was second-to-none. Boasting a surprising melon color and aromas of anise and rose, Sesti’s rosato is refreshing and bold enough to stand up to winter fare, with notes of jellied quince that would marry perfectly with foie gras. Here at KLWM, we know what a treat a good rosé can be in January. You don’t have to be seasonally correct. Just enjoy.

\$25.00 PER BOTTLE

\$270.00 PER CASE

2015 TOSCANA ROSSO “SALITA” • CASTAGNOLI

Determined to prioritize the unique soil and microclimate of their prized *grand cru* vineyard, Castagnoli bottles the Salita separately from their Chianti Classico and Riserva. Named for the sun it attracts all day long thanks to its high altitude and exposition, the vineyard is planted along ancient stone terraces, each vine cohabitating with the olive trees that contribute to the estate’s signature olive oil. Rarely have I been so aware that a well-made wine is indeed *alive*: after some time in a decanter, the profound ripe cherry and vanilla flavors flourish before settling into something warm and altogether delightful.

\$60.00 PER BOTTLE

\$648.00 PER CASE

SALINE WHITES FROM SARDINIA, PUGLIA, AND THE VENETO

by Anthony Lynch

2019 VERMENTINO DI GALLURA SUPERIORE “FRIA” • DEPERU HOLLER

The northern Sardinian region of Gallura, a windswept land of craggy granite bluffs where the sea is never too far away, is the ideal habitat for the Vermentino vine. Carlo Deperu, who runs a small organic farm with his wife, Tatiana Holler, refuses to follow the enological handbook that homogenizes many local wines: he is one of the only producers in the entire appellation who does not inoculate, relying instead on wild yeasts to kick off fermentation following a brief period of skin maceration—a long-lost tradition here. He forgoes filtration, resulting in a white that is the slightest bit cloudy and benefits from aeration to fully come out of its shell. Carlo’s calculated approach to natural winemaking yields a fleshy, full-flavored Vermentino saturated with herbs, flowers, ripe orchard fruit, and an unmistakable Mediterranean signature. Go for it! You’ll notice a whole lot of wine in your wine.



\$30.00 PER BOTTLE

\$324.00 PER CASE

2019 VALLE D'ITRIA MINUTOLO “RAMPONE” • I PÁSTINI

Not only are the wines of I Pástini our first-ever imports from Puglia, they also have provided an introduction to the native Minutolo grape, sparking a love affair with this rare specialty of the region known as the Valle d'Itria. Minutolo preserves lip-smacking acidity and low alcohol despite the baking-hot Puglian summers, flaunting a gorgeous perfume of blossoming flowers, lemon verbena, and wild sage. Fortunately for us, a small group of dedicated growers brought the variety back from the brink of extinction two decades ago, allowing curious wine lovers to revel in its evocative suggestions of the sun-drenched Italian South.



\$24.00 PER BOTTLE

\$259.20 PER CASE

2017 GAMBELLARA “COL MOENIA” DAVIDE VIGNATO

If Garganega is not a particularly aromatic grape—it could be summed up as gently floral and slightly appley, with hints of almond—then its real strength lies in its exacting ability to translate the peculiarities of the *terroir* in which it grows. In the hills around Gambellara, a sleepy village east of Verona, Garganega vines find a foothold in dark layers of stony basalt, a special feature of this area responsible for giving local wines a mouthwatering bite you won’t find in surrounding appellations. Davide Vignato isolates his oldest vines from his highest-elevation parcels, trained in the region’s traditional pergola system and pampered by biodynamics, for this bottling. A notably racy Garganega, it grips the palate with a crunchy, creamy, and salty sensation directly tied to its genesis in volcanic rock.

\$22.00 PER BOTTLE

\$237.60 PER CASE



The Vignato family in the pergola-trained vines

A MAGICAL YEAR IN BAROLO

by Tom Wolf

AS BELOVED as the great French appellations are among my colleagues, few wine regions have been as captivating over the last couple of years as Piemonte. As its name suggests, Piedmont (the English spelling) is the northwestern Italian region that is surrounded by mountains on three sides. With its dramatic, rolling hills and sweeping views of snowcapped peaks in the distance, this is one of Italy's most picturesque regions, which is vastly underrated when it comes to tourism and the attention given to its singular wines.

Take the two producers below, for example. For years, Massimo Benevelli and Guido Porro have turned out gorgeous bottlings that, in terms of beauty, complexity, and age-worthiness, can reach the same heights as the great reds of the Rhône, Burgundy, and Bordeaux. And yet these humble vigneroni don't attract half of the attention received by their peers in those places. Vintage 2016 will be the turning point for these outstanding *vignaioli*. Do not miss what two world-class producers can do with perfect growing conditions.

2016 BAROLO "RAVERA DI MONFORTE" PIERO BENEVELLI

For six generations, Massimo Benevelli's family has farmed the southeastern-facing hillside *cru* of Ravera in southeastern Barolo. Massimo, now forty-one, has worked among its vines since he was fourteen, and he knows exactly how to translate this distinctive *terroir*, which produces wines with the structure and concentration that epitomizes great Barolo from Monforte. None of the soul has been buffed out, but notes of black cherries, forest floor, and blood orange emerge even more polished than usual. Truly phenomenal.

\$62.00 PER BOTTLE **\$669.60** PER CASE

2016 BAROLO "VIGNA RIONDA" GUIDO PORRO

Six miles north of Benevelli, Guido Porro has been laser-focused on the slice of Barolo called Serralunga d'Alba for decades. A few years ago, Guido seized an opportunity to farm a tiny sliver of Serralunga's historic Vigna Rionda vineyard. He paid dearly for half an hectare of what is the Romanée-Conti of Serralunga, and his rendition of this hallowed site is worth every cent. His other Baroli are outstanding. This one is a masterpiece you will want to enjoy at several stages throughout its decades-long life.

\$172.00 PER BOTTLE **\$1,857.60** PER CASE

THE LOIRE VALLEY'S BEST DEALS

by Anthony Lynch

2019 BOURGUEIL “CUVÉE ALOUETTES” DOMAINE DE LACHANTELEUSERIE

While nothing can replace normal restaurant dining, you can do your best to emulate it in the comfort of your own dining room. We'll call it the home bistro: roast a chicken, grill some burgers or a ribeye, or make a frittata with leftover odds and ends. Fry up some spuds, or whatever else *le chef* proposes as a side. Then put a light chill on this affordable bottle of *rouge*, a Cabernet Franc grown along the Loire's sandy riverbanks and quite possibly the ultimate bistro wine. The fruit absolutely pops, recalling ripe berries seasoned with pepper and violets. Silky, supple tannins backed by lively acidity make it all too easy to quaff without restraint, and what's to stop you? You're already home.

\$18.00 PER BOTTLE

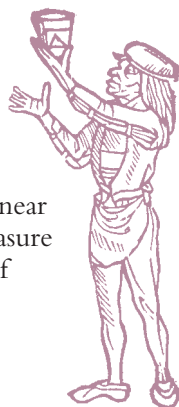
\$194.40 PER CASE

2019 BOURGUEIL ROSÉ DOMAINE DE LACHANTELEUSERIE

Believe it or not, the Loire Valley is capable of producing rosés that rival their Provençal counterparts in quality, yet don't come near in price! This steal from Bourgueil delivers much of the same pleasure as the Alouettes above, but in pink: mouth-filling fruit, a touch of earthiness, and the capacity to quench one's thirst in a variety of diverse scenarios. Rosé all day? When it's this good, *rosé all year!*

\$17.00 PER BOTTLE

\$183.60 PER CASE



2019 VAL DE LOIRE SAUVIGNON BLANC “UNIQUE” • DOMAINE DU SALVARD

As my tastes have matured over the past several years, I have gravitated toward white wines of increasing aromatic complexity and textural intrigue. And yet I find myself reaching for the Salvard Unique—a decidedly uncomplicated wine—over and over again. Perhaps its straightforwardness is what makes it so attractive, as you know exactly what you're getting every time you pull the cork: an exuberant burst of fragrant guava and juicy citrus that unconditionally cleanses and refreshes. Always invigorating, it is entirely gulpable on its own, but just might be the perfect match for the bright flavors of ceviche.

\$16.00 PER BOTTLE

\$172.80 PER CASE

A BOXLER MASTER CLASS

by Jane Berg, KLWM NEW YORK

WHAT I MOST LOVE about drinking Alsatian wine in the winter is how well it pairs with seasonal root vegetables and hearty tubers: rutabaga and parsnip, roasted turnips and sweet carrots, caramelized onions and fennel. To help warm up, a creamy celery root soup will do the trick, or a convivial raclette with charcuterie and potatoes blanketed in toasty, melted cheese. Or is anything more comforting and simple to prepare than plump pork sausage served with boiled, buttered potatoes and a bit of spicy mustard? You get the picture! These meals have me yearning for Alsatian wines—in particular, the balanced, aromatic beauties from Jean Boxler. Here are a few suggestions for any wintry dish.

2017 MUSCAT

It is rarely appropriate to describe a grape variety as “grapey,” but with Muscat it seems there’s no better term. This one is floral, too, and somehow weightless, with a pungent citrusy acidity that draws me right in. A masterfully made Muscat is an aromatically divine experience.

\$46.00 PER BOTTLE

\$496.80 PER CASE

2017 PINOT GRIS

Sweet spices conceal an edgy undercurrent, making this Pinot Gris both versatile and alluring. You’ll note an undeniable whiff of something savory, but it’s the bright orchard fruit and steely minerality that stand out here.

\$46.00 PER BOTTLE

\$496.80 PER CASE

2018 RIESLING

Here is a Riesling that will have you contemplating texture and *terroir* above anything else. Granite slopes give way to cooling citrus and crunchy pear. I like this wine as an apéritif, but some will find it more deserving of the main attraction.

\$52.00 PER BOTTLE

\$561.60 PER CASE

2018 GEWURZTRAMINER

Regal, opulent, and commanding—the finest perfumer in all of France couldn’t craft a more stunning scent. Deeply golden, almost coppery in color, this Gewurztraminer should be served with something extra-spicy, or rich and meaty.

\$37.00 PER BOTTLE

\$399.60 PER CASE

SOUTHERN FRANCE REDS

by *Chris Santini*, KLWM BEAUNE

2018 TERRASSES DU LARZAC ROUGE LES VIGNES OUBLIÉES

The Larzac of France, essentially the southern end of the Massif Central mountains, is an area whose name remains relatively unknown to most of the earth's population, yet conjures up much in the mind of the French. Given its remoteness and sparse population, the Larzac became the place to be in the 1970s for the "back-to-earth" movement in France. Hippies, revolutionaries, and Luddites found cheap land and privacy on the mountainous plateau and engaged in their agricultural adventures. Remember José Bové, the pipe-smoking, barbell-mustachioed farmer who bulldozed a McDonald's under construction in 1999 and went on to become the icon of the anti-globalization movement? That's the Larzac for you. Working small parcels of vines planted by rebellious, off-the-grid farmers decades ago, Les Vignes Oubliées puts that spirit right into bottle. This is a wine proud, unpolished, and unique.

\$29.00 PER BOTTLE

\$313.20 PER CASE

2019 COLLINES RHODANIENNES SYRAH LIONEL FAURY

Flowing black fruit, freshly ground peppercorn: the perfect lively, uncomplicated Syrah you'll want to have over and over again. It is just what it should be.

\$25.00 PER BOTTLE

\$270.00 PER CASE



2018 BANDOL ROUGE DOMAINE DE LA TOUR DU BON

In the 1950s, Tour du Bon was owned by a family originally from Champagne, and they baptized each vine planted on the estate with a dollop of bubbly from Bouzy. Agnès Henry and her family arrived in 1968 and continued that kind of attentiveness, becoming pioneers in the region for organics, biodynamics, and natural winemaking. For this cuvée, Agnès takes Mourvèdre, the dominant grape here—which she compares to a Spanish bull, with heavy feet anchored to the ground—and blends mainly with Grenache, which she sees as an airier counterpoint, a sort of mellow cherry brandy, which smooths out the bull's raw power. Years of care, trailblazing, and experience clearly show at first sip.

\$40.00 PER BOTTLE

\$432.00 PER CASE

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