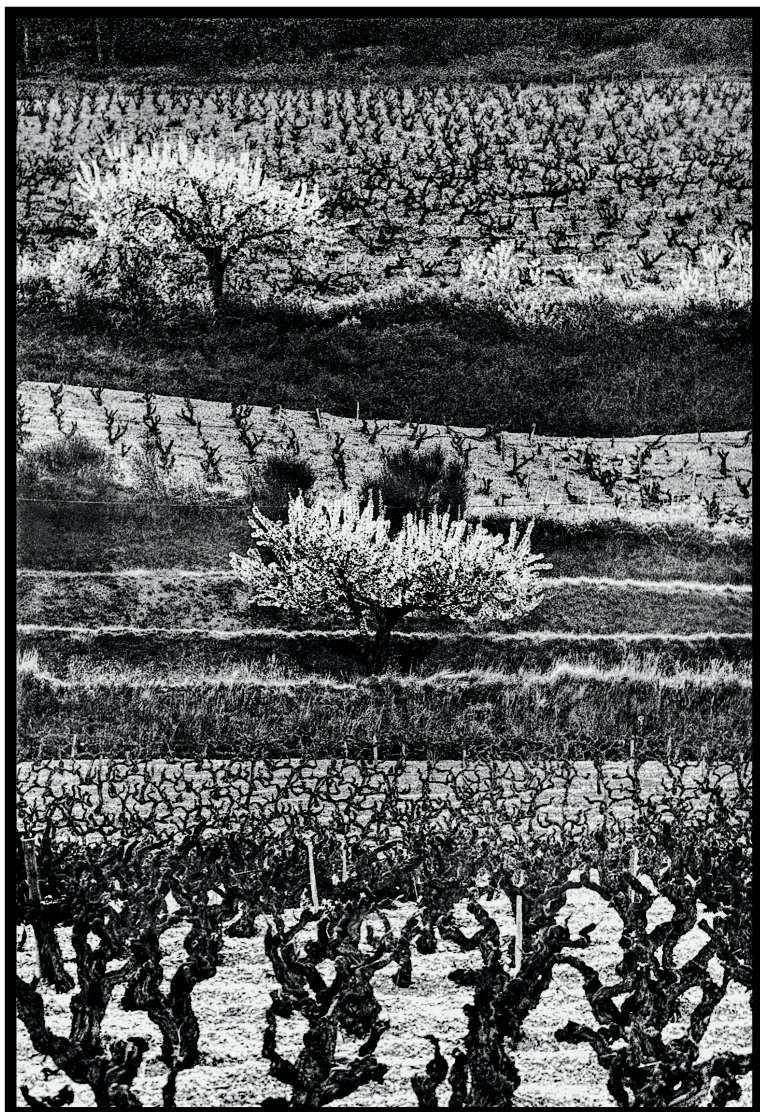


KERMIT LYNCH WINE MERCHANT

MARCH 2023



The old vines of Les Pallières

© Domaine Les Pallières

GIGONDAS FROM LES PALLIÈRES
FERRETTI BRUNELLO • VALUES FROM FRANCE
LANGUEDOC-ROUSSILLON SAMPLER • PIEDMONT

GIGONDAS FROM LES PALLIÈRES

by Jane Augustine, KLWM NEW YORK

IN THE SOUTHERN Rhône chapter of *Adventures on the Wine Route*, Kermit reminds readers that “the system of *appellation d’origine contrôlée* (AOC) is not a rating, not a judgment of the wine in bottle, but a definition of the terrain, the soil, the grape varieties . . . the raw materials!” Serge Férigoule of Le Sang des Cailloux in Vacqueyras echoed this sentiment, once telling me that certain people questioned the price of his artisanal wines in comparison to those of more prestigious appellations like Châteauneuf-du-Pape. “*Je m’en fiche!*” he said, unfazed. He doesn’t let appellation hierarchies dictate the quality of his wine or how the “raw materials” present in the glass. I often think about this—not only the fortitude required to be a great vigneron, but also how prime vineyard sites can be anywhere, and it’s up to the grower to let them shine.



At Les Pallières, both pillars of enviable vineyards and fearless growers have been in place ever since Kermit and the Bruniers partnered on the property back in 1998. The domaine, which sits atop a high-elevation, north-facing terroir, benefits from cool nights that help preserve freshness despite the relentless Provençal sun. Their Racines cuvée is made from craggy old vines rooted in clay-dominant soil, giving us wines with a silky, lifted mouthfeel and remarkable saline finish.



Terrasse du Diable combines several *lieux-dits* from limestone-rich soils, resulting in a heartier, more angular Gigondas with rustic flair. For now, in their youth, both cuvées are robust, joyfully vibrant, and typical of the 2020 vintage. But over time, the textbook notes of young Gigondas—black cherry and *régisse*—will evolve; the fruit will turn plummy, the textures will soften, and layers of warming,

woody spice will add in complexity.

Les Pallières may very well be host to some of the most impressive terroirs of anywhere in the southern Rhône, but the wines also tell the story of the determined minds and ambitious visionaries behind them.

2020 GIGONDAS “RACINES”

\$52.00 PER BOTTLE

\$561.60 PER CASE

2020 GIGONDAS “TERRASSE DU DIABLE”

\$48.00 PER BOTTLE

\$518.40 PER CASE

PIEMONTE

by Anthony Lynch

2021 ROERO ARNEIS • TENUTA LA PERGOLA

Most of us are well accustomed to the magic of Piemonte's diverse red wines, but it's time we shine a deserved spotlight on the region's real sleeper: Arneis, its native white grape, which thrives in the sandy soils of the Roero district. Arneis has enough luscious, peachy body to satisfy Chardonnay drinkers, along with the mouthwatering zip of a good Sauvignon Blanc. Then there is its Italian-ness—that almost bitter, vaguely almondy note that makes the crisp finish feel especially dry, in perfect anticipation of the next bite of your *antipasto*.

Don't sleep on this oh-so-satisfying example of Arneis made by the lovely Bodda family of Tenuta La Pergola.

\$18.00 PER BOTTLE

\$194.40 PER CASE

2019 BARBERA D'ALBA SUPERIORE ALESSANDRO E GIAN NATALE FANTINO

Brothers Alessandro and Gian Natale Fantino are about as traditional as can be, so it may come as a surprise that they age their Barbera only in stainless steel, reserving their old oak casks exclusively for Nebbiolo. They like how Barbera's bright, fresh fruit retains its vibrancy in tank, while the naturally smooth tannins do not require wood to soften them. The result is pure, explosive, and loaded with toothsome cherry fruit—a surefire way to enhance your next Italian-themed meal.

\$26.00 PER BOTTLE

\$280.80 PER CASE

2018 BAROLO "LE COSTE DI MONFORTE" PIERO BENEVELLI

Le Coste is a relatively new Barolo that Massimo Benevelli crafts from a little parcel a stone's throw from his winery, the family home, and the adjacent trattoria where his sister concocts authentic renditions of local dishes. A charming contrast to the big, dense, tannic Barolos Monforte d'Alba is best known for, Le Coste is all about delicacy, finesse, and high-toned Nebbiolo fruit accented by perfumy floral notes. While Massimo's Ravera and Mosconi bottlings strike a deeper register and should be cellared, this *cru* serves up all its nuances for our enjoyment right now and over the next several years. It would be perfectly at home next to a plate of his sister's *agnolotti*, or perhaps a hearty braise at *casa tua*.

\$71.00 PER BOTTLE

\$766.80 PER CASE

LANGUEDOC-ROUSSILLON HAS ARRIVED

12-BOTTLE SAMPLER

by Tom Wolf

ARGUABLY NO IMAGE epitomized the early decades of KLWM quite as much as Gail Skoff's iconic photo of the Dentelles de Montmirail. The most majestic formation of the southern Rhône Valley, and surrounded by Gigondas, Beaumes-de-Venise, and Vacqueyras, the Dentelles represented an up-and-coming region teeming with unheralded but incredible talent and terroirs.

If Gail were to take such a photo in 2023, symbolizing our sixth decade in business, I wouldn't be surprised if she chose Pic Saint-Loup. Half an hour north of Montpellier, this stunning limestone mountain towers above a region, the Languedoc-Roussillon, which is overflowing today with thoughtful and savvy vigneron and vastly underrated vineyard sites. The selections below come from biodynamic trailblazers, ancient vines that would fill any vigneron from Burgundy or Bordeaux with envy, and slopes so steep and awe-inspiring they give Côte-Rôtie's a run for their money. These beautiful and soulful wines are proof that the Languedoc-Roussillon has fully arrived.

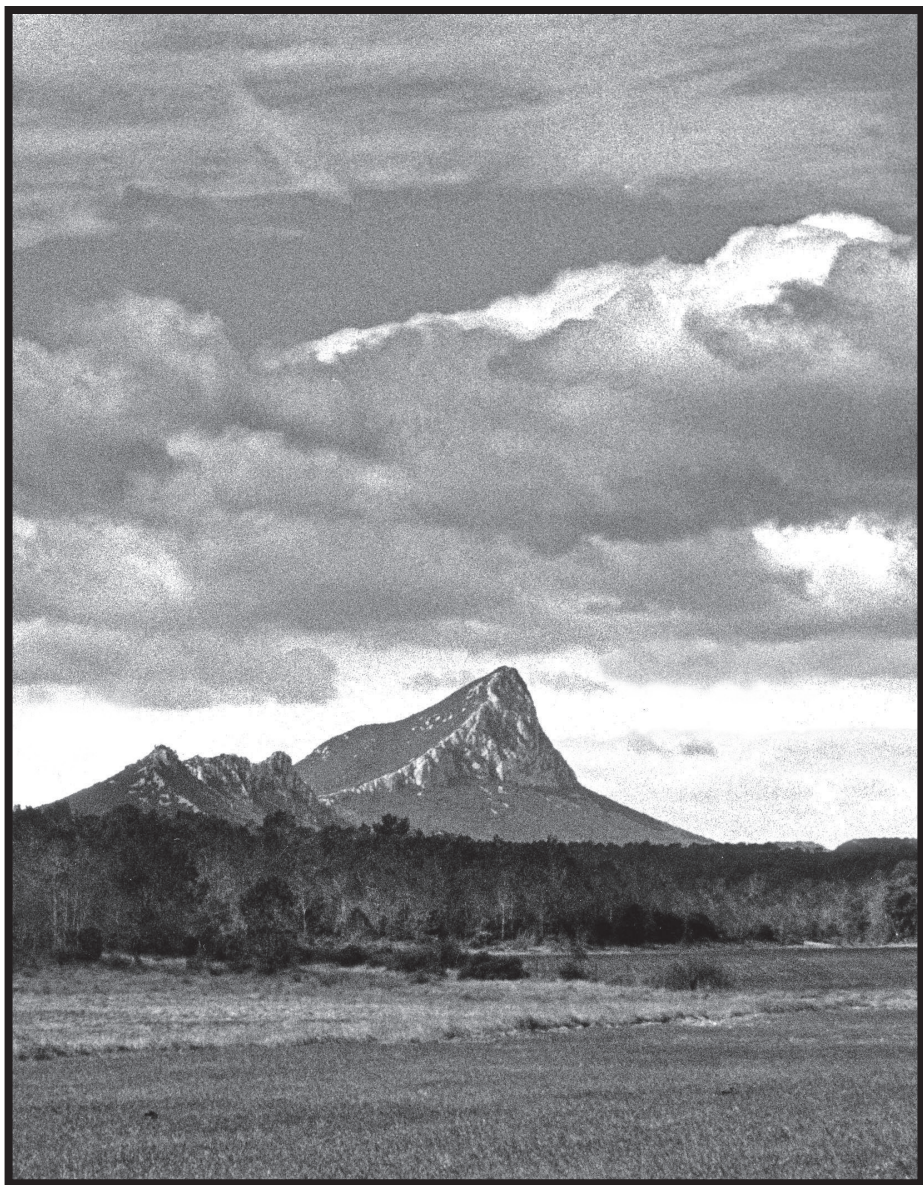
PER BOTTLE

2021 SAINT-CHINIAN ROSÉ • MAS CHAMPART	\$22.00
2021 VIN DE FRANCE ROSÉ "OASIS" • LUDOVIC ENGELVIN	38.00
2021 LANGUEDOC BLANC • CHÂTEAU LA ROQUE	26.00
2021 PAYS D'OC BLANC "EN FOULE" • DOMAINE FONTANÈS	26.00
2021 LANGUEDOC BLANC "AUPILHAC" • DOMAINE D'AUPILHAC	30.00
2020 SAINT-CHINIAN BLANC • MAS CHAMPART	30.00
2020 LANGUEDOC CABRIÈRES ROUGE	
SELECTED BY KERMIT LYNCH	14.00
2020 CORBIÈRES ROUGE • DOMAINE DE FONTSAINTE	19.00
2020 COLLIOURE "LA PINÈDE" • DOMAINE LA TOUR VIEILLE	30.00
2020 PIC SAINT LOUP ROUGE "SAINTE AGNÈS"	
ERMITAGE DU PIC SAINT LOUP	32.00
2019 FAUGÈRES • LEON BARRAL	47.00
2020 CORBIÈRES ROUGE "ROZETA" • MAXIME MAGNON	49.00

Normally \$363.00

SPECIAL SAMPLER PRICE **\$272**

(a 25% discount)



Pic Saint-Loup

© Gail Skoff

BURGUNDY

by Dixon Brooke

IF YOU DIDN'T KNOW, we have a reputation as Burgundy specialists. We have maintained an office there for over three decades, and work with more growers there than any other single region in France or Italy. I just returned from my annual trip, when I tasted the fabulous 2021 vintage—great quality, paltry quantity. Very few of these wines have arrived on our shores, but we always maintain a healthy stock of back vintages so that you can enjoy our Burgundies with a bit of polish from time in bottle. Here are some of my favorites from our current stock.

2019 BOURGOGNE ROUGE DOMAINE LUCIEN BOILLOT & FILS

A blend of Pinot Noir from Pierre Boillot's holdings in Volnay and Gevrey-Chambertin, this traditional and classic bottle of red Burgundy showcases the elegance and finesse of Volnay along with the brawn and depth of Gevrey. It is the best of both worlds, meaty and chewy along with silky tannins and a certain sophisticated refinement.

\$50.00 PER BOTTLE \$540.00 PER CASE

2019 ALOXE-CORTON 1^{ER} CRU "LES VERCOTS" DOMAINE FOLLIN-ARBELET

Franck Follin and his son Simon are making incredible wines in their deep stone cellars in Aloxé, and this *premier cru* is their flagship bottling. It is a wine capable of traversing the decades effortlessly, but the thrilling 2019 vintage is quite enjoyable now. Bold-fruited, deeply concentrated and structured, with pitch-perfect balance and poise, this Burgundy will stand tall against challengers from the top *premier cru* appellations of the Côte de Nuits.

\$102.00 PER BOTTLE \$1,101.60 PER CASE

2019 CHARMES CHAMBERTIN GRAND CRU DOMAINE TAUPENOT-MERME

Charmes Chambertin is a *grand cru* situated between Morey-Saint-Denis and Gevrey-Chambertin. This prime saddle of mid-slope land is home to nine *grands crus* that include "Chambertin" in their name. Charmes is known, as its name might indicate, for a more charming and sensual style. This is certainly the case

with Romain Taupenot's exquisite Charmes 2019, a wine that boasts the depth and richness you would expect from a *grand cru* along with beautiful freshness, taut spine, suave tannins, and a great deal of finesse and perfume—a *grand vin* in every sense.

\$385.00 PER BOTTLE

\$4,158.00 PER CASE

2020 VÉZELAY “LA CHÂTELAINE” DOMAINE DE LA CADETTE

Valentin Montanet is making beautiful Chardonnay and Pinot Noir from his limestone terroir in Vézelay, a less-traveled but beautiful hilltop village southwest of Chablis and on the same latitude as Sancerre. It is refreshing to encounter a young vigneron with such a clear-headed idea of what he wants to accomplish and how to do so. His simple-to-utter-and-not-so-simple-to-achieve goal? Make delicious, affordable, thirst-quenching wines every year.

\$38.00 PER BOTTLE

\$410.40 PER CASE

2020 BOUZERON • DOMAINE DE VILLAINÉ

There is much chatter these days in Burgundy about the future potential of the Aligoté grape, a future in which acidity may be more at a premium than ripeness was a few decades ago. This domaine has long realized the potential for this historical Burgundian white grape, planting their best terroirs to its most qualitative clone and forging Burgundy's only Aligoté appellation. Made from hillside fruit aged in *foudre* and sporting its characteristic freshness and energy, the de Villaine Bouzeron is a staple of the KLWM Burgundy portfolio and a timeless classic.

\$49.00 PER BOTTLE

\$529.20 PER CASE

2020 PERNAND-VERGELESSES BLANC DOMAINE FOLLIN-ARBELET

In my experience, it is rare for a domaine to excel equally in both colors of Burgundy. Typically, there is an obvious specialty. With Follin, that specialty has always been red, as it represents the majority of their holdings. However, with each recent foray into *blanc*—whether it be their recent first harvest in Aloxe-Corton, their purchases a few years ago of vineyards in Pernand, or their replanting of a new parcel in Le Charlemagne—their growing stable of whites has captured my attention as truly stand-out. Raised with the same care and style as their incredible Corton-Charlemagne, this impeccably crafted *blanc* showcases the majestic, steep, stony terroir of Pernand with uncommon flair and precision. Impressive!

\$78.00 PER BOTTLE

\$842.40 PER CASE

BRUNELLO DI MONTALCINO

BY FERRETTI

by Anthony Lynch

IN 2017, the Brunello di Montalcino Consortium celebrated its fiftieth birthday. Hard to believe, but at the time of its creation, only twenty-five small farms made up this elite group, which today consists of more than two hundred individual estates. Among the founding members was Ferruccio Ferretti, a grower on the southwestern slope of Montalcino in the area known as Pietrafocaccia, named for its incredibly rocky calcareous soils. The family had purchased the farm in 1896, farming grapes for wine as well as raising livestock and growing grain in these rural Tuscan hills.

Until now, the Ferrettis never bottled their house wine. Despite decades of experience cultivating Sangiovese and vinifying what is now known as Brunello di Montalcino, they had always sold off their wine to other estates to bottle under a different label. But with the 2016 vintage, Ferruccio's great-grandson Matteo Perugino decided that it was time for a change. Having just finished studies in agriculture in nearby Siena and armed with valuable experience working in another Montalcino cellar, Matteo returned to the family farm determined to capture the fruit of his family's labor—and highlight this special part of the appellation—in bottle.

His decision to largely maintain the traditional methods of working practiced by his uncle Roberto and grandfather Ivo is logical, given the unique slice of Montalcino they call home. While their seven hectares of vineyards enjoy perfect southwest sun exposure, the high elevation—more than 460 meters above sea level—has proven crucial to retaining freshness in the wines. Even more striking are the soils, exceptionally rich in limestone and littered with hunks of the rock known locally as *galestro*. Simply put, the Ferrettis are situated in a prime zone for producing top-quality Brunello.

From sustainably farmed vineyards—Matteo has initiated the process of organic certification—the family bottles a Brunello from a selection of the best fruit from their oldest vines. Maturing for three years in large Slavonian oak casks allows the intricacy and nuance of the site to shine through, and the terroir of Pietrafocaccia is not shy about expressing itself in the form of a decisively savory, stony backbone. The bright acidity, surely a result of the cool nights at this altitude, only serves to highlight the mouthwatering quality that characterizes Ferretti's Sangiovese.

Growing up on the farm, Matteo always wanted to make wine, following in the footsteps of his uncle and grandfather. Today, the three generations work side by side. Enthusiasts of fine, classically produced Sangiovese will not want to miss the exciting creations from this young Brunello traditionalist.

	PER BOTTLE	PER CASE
2017 BRUNELLO DI MONTALCINO	\$88.00	\$950.40

Thick, chewy, and bloody as a rare steak, with a ripe aroma of black fruit and dry Mediterranean brushland. This 2017 is compact and absolutely brimming with energy, culminating in a grippy, stony tannin. A real hunk of a Brunello.

2016 BRUNELLO DI MONTALCINO	88.00	950.40
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Ferretti's first-ever release delivers all you could ask for in a great Brunello. The classic nose of incense, sage, and dried roses exudes panache, while its gentle, fine-grained attack crescendos to a tightly coiled finale evoking the stony vineyard plots high up in the hills. You can enjoy this beauty today, but there is certainly no hurry!



Matteo Perugino

© Caterina Brault-Maraini

CORSICA

by *Chris Santini*, KLWM BEAUNE

2021 VIN DE FRANCE ROUGE “LE VIN COULE DANS NOS VEINES” • DOMAINE GIACOMETTI

All the elements align here for the quintessential “happy wine”: a joyous label, a lightness that’s fun and festive, and hints of a Mediterranean summer vacation. How do they make it so light yet so full of character? The secret is in the co-fermentation of Niellucciu and Grenache, with just a six-day infusion of the grapes in the juice with no extraction, and a short six-month *élevage* in tank, to keep it all fresh and jubilant.

\$37.00 PER BOTTLE **\$399.60** PER CASE

2020 PATRIMONIO BLANC “HAUTS DE CARCO” ANTOINE-MARIE ARENA

The Hauts de Carco parcel, planted on seemingly impossibly steep, solid rock, has solidified the Arena family’s reputation as masters of Vermentinu (and, at the time of planting, solidified their reputation among locals as having lost their minds). The only thing crazy here, though, is just how good this wine truly is—complex and generous, yet mineral and tight and delicate all at once.

\$52.00 PER BOTTLE **\$561.60** PER CASE

2020 VIN DE FRANCE ROUGE “TARRA DI SOGNU” • YVES CANARELLI

Tourists come from around the world to see Bonifacio, a town unlike any other, built on a cliff that juts out above the Mediterranean, leaving a high, empty space between its foundations and the sea. This walled-in village, once in conflict with the population around it, lived isolated from the rest of Corsica—an island within an island, if you will. It developed its own dialect (Bunifazzinu, still spoken by a few inhabitants), culture, architecture, and agriculture. Vineyards were planted on the limestone cliffs around the community and later abandoned. Yves Canarelli realized a lifelong dream (*sognu*) in 2010 when he finally acquired the rights to replant these deserted parcels with the rare varieties they grew in centuries past. A velvety texture, vibrant acidity, with herbal and fruit notes I’ve never experienced before, add magic and mystery to this historical cuvée, as unique and intriguing as the old town itself.

\$100.00 PER BOTTLE **\$1,080.00** PER CASE

VALUES FROM FRANCE

by Jane Augustine, KLWM NEW YORK

2020 ALSACE BLANC • KUENTZ-BAS

This absolute treat from Alsace is a touch peachy, a whiff floral, and irresistibly refreshing. Vinified the old-fashioned way in giant *foudres*, the delightful *blanc* blends almost every grape in the village, though none seeks to dominate. The medley includes varieties like Sylvaner, Pinot Blanc, Chasselas, Pinot Gris, Gewurztraminer, and Muscat, giving us a harmonious bouquet of aromas for both the nose and the palate to enjoy. This alluringly quaffable wine will remind you that springtime is just around the bend.



\$17.00 PER BOTTLE

\$183.60 PER CASE

2021 BOURGUEIL “CUVÉE ALOUETTES” DOMAINE DE LACHANTELEUSERIE

Boucard's youthful Cuvée Alouettes will hit the spot every time the mood strikes. The craving may begin with a thirst for something luminous and fresh, maybe a touch earthy. For a moment you might consider opening an Italian *rosso*, a Dolcetto, perhaps? Or something delicate and pretty, like an Alsatian Pinot. But lovely as those may be, neither will do. And then, like a beacon on the horizon, you see it: that peppery, mouthwatering bottle of pure Cabernet Franc. Vinified with a gentle, terroir-focused touch—few reds will slake your thirst with the ease and finesse of Cuvée Alouettes.

\$20.00 PER BOTTLE

\$216.00 PER CASE

2020 CAHORS • CHÂTEAU LA GRAVE

I could describe Philippe Bernède's organically grown, 100% Malbec Cahors as a quintessential house red or an eager crowd-pleaser, but I wouldn't want to oversimplify its appeal. Vintage after vintage, this Cahors delivers glassfuls of voluminous black fruit and bright aromatics with a pleasantly rugged core. The wine is beautifully made and deliciously balanced. It's no surprise customers return to it with enthusiasm, not only for its provincial charm but also because (lucky for us) it resides in the value section, where it thoroughly overachieves. *Sans reproche!*, as the French might say—it's simply beyond reproach.

\$19.00 PER BOTTLE

\$205.20 PER CASE

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