

KERMIT LYNCH WINE MERCHANT

JULY 2020



© Gail Skoff

DOMAINE TEMPIER BANDOL ROSÉ
FOILLARD MORGON & FLEURIE ■ THE ITALIAN ISLANDS
FONTSAINTE BY THE NUMBERS ■ BURGUNDY SAMPLER

INTRODUCING GAËL PETIT

by Anthony Lynch

GAËL PETIT'S FAMILY HISTORY is deeply intertwined with that of Tavel. Records show his ancestors inhabited the quaint, sunny Provençal village across the Rhône from Châteauneuf-du-Pape as far back as the sixteenth century, and his great-grandfather, a former mayor, played a major role in the creation of the Tavel AOC, granted in 1936.

Gaël recalls growing up at the family domaine, its cellar full of massive *foudres* in which the wines were raised. These perdurable casks helped the family earn widespread recognition for its grandiose Tavels—the kind of wine, undoubtedly, that enchanted countless connoisseurs throughout history, from Louis XIV to Hemingway.

By the 1980s, however, the traditional casks had all but disappeared from cellars across France, replaced by the dependable sparkle of stainless steel. Herbicides in the vineyard substituted tilling, laboratory yeasts colonized fermentation tanks, and other innovations facilitated the vigneron's life to yield a reliably consistent, albeit standardized, product each vintage.

Modern enology dictated winemaking when Gaël took the reins of the domaine in 1992, but he ultimately changed course, realizing a return to traditional ways was necessary for Tavel to relive its former glory. He began an organic conversion in the vineyards, then launched a micro-cuvée from the domaine's oldest vines in its top limestone *terroirs*.

For this new departure, Gaël opted for a whole-cluster, infusion-style vinification with native yeast, drastically reduced sulfur usage, allowing the wine to complete its malolactic fermentation, and bottled it without fining or filtration.

The first edition of this exciting project, “La Combe des Rieu” is a Tavel whose intensity, complexity, and decisive sense of *terroir* have more in common with the regal reds of Châteauneuf than with southern France's sea of generic rosés. Behind the historic label lies a wine of class, depth, and substance, bearing a rich bouquet of wild strawberry, flowers, *garrigue*, and sweet spices, culminating in a long, stony finale. This is Tavel the way it was meant to be, validating the appellation's legendary standing as the “rosé of kings.”



GAËL'S GREAT-GRANDFATHER'S LABEL, 1936

2018 TAVEL “LA COMBE DES RIEU”

\$36.00 PER BOTTLE

\$388.80 PER CASE

BURGUNDY SAMPLER

GETTING BETTER ALL THE TIME

by Tom Wolf

WHEN THE SUBJECT of Burgundy comes up these days, it is inevitable that the matter of rising prices will follow. This is partly because it's true and also partly because wine drinkers who have been enjoying Burgundy for decades can't help but partake in the same kind of nostalgia that music lovers indulge in when their favorite band has become more popular. *I remember paying only a shilling to see the Beatles at the Cavern Club!* Some of our newsletter readers can easily say similar things when it comes to prized bottles from Chablis or Corton-Charlemagne.

What doesn't get spoken about as much is that, top to bottom, wines from Burgundy have continued to get better. This improvement is not so much due to any technological innovation as it is the result of warmer vintages (that is, more consistent ripening), refined farming practices, and a greater concentration of talent in the region. More than ever, vigneronns feel pressured to live up to the world's expectations of Burgundy, and the best ones routinely exceed these expectations to the point where, even in higher-priced wines, you still find tremendous value, or *rapport qualité-prix*. In all six wines below—a regional, village, and *premier cru* bottling in each color—you will taste what makes this region so special: the preeminence of *terroir*. Even the Bourgogne *blanc* and *rouge* in this pack express where, specifically, they come from within the region, with Cadette's Bourgogne *blanc* from the northern Mâconnais reflecting the warm glow of southern Burgundy, and Bruno Colin's Bourgogne *rouge* from Chassagne-Montrachet and Santenay very much embodying the Côte de Beaune.

PER BOTTLE

| | |
|---|---------|
| 2018 BOURGOGNE BLANC • LA SŒUR CADETTE | \$32.00 |
| 2016 SANTENAY BLANC "LES POTETS" • JEAN-MARC VINCENT | 60.00 |
| 2018 CHABLIS 1ER CRU "FOURCHAUME" | |
| ROLAND LAVANTUREUX | 58.00 |
| 2017 BOURGOGNE PINOT NOIR • BRUNO COLIN | 39.00 |
| 2017 MARSANNAY ROUGE "LES LONGEROIES" • RÉGIS BOUVIER | 41.00 |
| 2017 SAVIGNY AUX GRAVAINS 1ER CRU | |
| DOMAINE PIERRE GUILLEMET | 55.00 |

Normally \$285.00

SPECIAL SAMPLER PRICE **\$228**

(a 20% discount)

ITALIAN PICK-ME-UPS

by Anthony Lynch

LAMBRUSCO GRASPAROSSA DI CASTELVETRO • FATTORIA MORETTO

You might notice a brand-new mention adorning the back label of Moretto's intoxicating dry Lambrusco: "Montebarello 155" refers to an association of growers within the Grasperossa di Castelvetro DOC, denoting wines crafted exclusively from hillside sites. Most Lambrusco is grown in the high-yielding, fertile plains of the Po Valley, and even within this small appellation only a portion of vineyards can boast the *terroir* perks of the cooler, drier foothills. In the glass, this translates to vivid and complex aromas of wild berries, penetrating flavor, and an almost dusty mineral backbone. Once again, Moretto sets the standard for dry sparkling red wine—the new vintage is dangerously hard to put down.

\$22.00 PER BOTTLE

\$237.60 PER CASE

2018 VENEZIA GIULIA SCHIOPPETTINO "LA DULINE" • VIGNAI DA DULINE

Upon first tasting Duline's Schioppettino at the winery, I exercised significant self-control to avoid barging into the cellar and downing copious quantities straight from the barrel. Several years later, that visceral feeling recurs with each bottle I have the fortune to open. Scented of roses, tomato leaf, and black pepper, this is a sensual red whose sophisticated refinement hides beneath a cloak of pure deliciousness.

\$52.00 PER BOTTLE

\$561.60 PER CASE

2016 VERDICCHIO DEI CASTELLI DI JESI SUPERIORE RISERVA "PASSOLENTO" LA MARCA DI SAN MICHELE

At La Marca, viticulture is a labor of love—understandable, when you are farming luscious rolling hillsides in the foothills of the Apennines, enjoying a view of the Adriatic coastline in the distance. Pristine organic fruit finds its way to winedom through a spontaneous fermentation and long aging in massive oak casks, followed by an unfiltered bottling. Verdicchio is typically a light, crisp quaffer, but the Passolento has the layered textures that white Burgundy lovers chase after. In prime condition now, this 2016 will easily live another decade.

\$35.00 PER BOTTLE

\$378.00 PER CASE

JEAN FOILLARD AND THE MOR(G)ONS

by *Chris Santini*, KLWM BEAUNE

I N OUR BURGUNDIAN VILLAGE of Auxey-Duresses, my wife and I and some expat friends put together a rock 'n' roll band we call The Auxey Morons. We've got an idyllic rehearsal space in the middle of the vines, far from any neighbors, overlooking a pond—the kind of place where, had we the time and the talent, we would write our grand opus. We don't have much of either, so it's more of a good excuse to get together, blow off steam, and get down to some music. To mark the excitement of our first post-confinement practice, I brought along a mixed case of Jean Foillard's *cru* Beaujolais, and we all promptly dug in. The cork popped first from the Corcelette, and just like that, it was gone. "This cherry pie's so damn good it's a crime," I could imagine Agent Cooper's voice exclaiming, summing it up more eloquently than I. We quickly moved on to a few bottles of Côte du Py, named for Morgon's famed extinct volcano, and Jean's flagship cuvée. Despite our best efforts at moderation, it, too, went in a flash, with its irresistible sparkle, pepper, and iron. Onward we went to the full-on charm offensive of Eponym', and by then Foillard was bringing out the sleeping Beaujolais in all of us. Laughter, joy, and camaraderie took the stage, and nothing else mattered much. By the time we got to Woodstock, I mean Fleurie, the dark black juice and spicy Saint-Joseph-style nose just sent us flying . . . or swimming, at least, in the pond. Thanks, Jean, and thank you, Beaujolais, for that. Sometimes these days, it's needed.

| | PER BOTTLE | PER CASE |
|--|------------|----------|
| 2018 MORGON "CUVÉE CORCELETTE" | \$50.00 | \$540.00 |
| 2018 MORGON "CÔTE DU PY" | 50.00 | 540.00 |
| 2018 MORGON "EPONYM'" | 50.00 | 540.00 |
| 2018 FLEURIE | 62.00 | 669.60 |

UPCOMING CLASSICS SALE!

Visit shop.kermitlynch.com between Monday, July 20
and Sunday, August 2 for our annual Classics Sale.
Dozens of selections from regions we've traveled to
and imported for decades will be on sale:

Burgundy, the Loire, Tuscany, Piedmont, and more!

THE ITALIAN ISLANDS

by Anthony Lynch

2018 VINO BIANCO “MODESTU” GIOVANNI MONTISCI

Perhaps the Mediterranean’s most ancient and historically prized grape variety, Moscato finds a special home in the highlands of central Sardinia, perched some 2,500 feet above the coastal paradise for which the island is known. Montisci’s bone-dry rendition from very old bush vines is unlike any other Moscato in the world: skin-fermented, barrel-aged, and unfiltered, it recalls the fleshy texture of a ripe yellow peach before herbal and salty, mineral nuances kick in an extra gear of savory complexity. “With Moscato, all the flavor is in the skins,” Giovanni asserts. Drink it cool, not cold, and let it breathe to experience the full spectrum.

\$59.00 PER BOTTLE \$637.20 PER CASE

2018 ETNA ROSSO “SCIARE VIVE” VIGNETI VECCHIO

Standing in the ashy volcanic sand in which these vines take root, surrounded by brilliant yellow broom, wild herbs, and solidified lava flows that traverse the land like scars, an undeniable energy radiates from the ground up. More than a feeling, it is the aura of Europe’s largest active volcano, bubbling away deep beneath our feet, that makes its presence felt. The vitality of the place is palpable with this hand-crafted red from extremely old vines. Shimmering red fruit, gentle smokiness, silky-fine tannin—the mystique of Etna abounds in this bottle.

\$37.00 PER BOTTLE \$399.60 PER CASE

2017 ISOLA DEI NURAGHI ROSSO “FAMILIA” DEPERU HOLLER

The dark and stormy Muristellu grape stars in this singular red from northern Sardinia, cushioned by the tenderness of a splash of luminous Cannonau. The perfume is hard to qualify—more earthy than fruity, it could be compared to the smell of summer rain on hot asphalt. Juicy yet chewy, this down-home *rosso* is rustic in the best way, comparable to our top Languedoc selections for its value and affinity for simple foods cooked over fire.

\$28.00 PER BOTTLE \$302.40 PER CASE

2016 ELORO NERO D'AVOLA "SCIAVÈ" RIOFAVARA

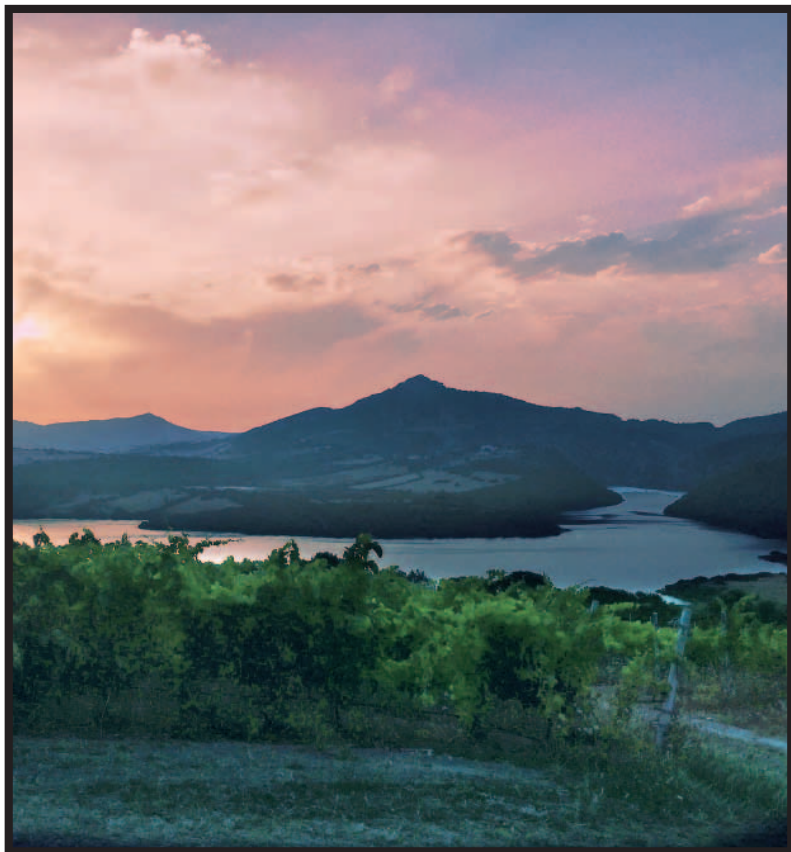
Clementina Padova, heiress to the Riofavara estate in southeast Sicily's town of Ispica, describes her family's greatest *rosso*, produced by her father, Massimo, and named for her great-grandfather:

Sciavè (the Sicilian version of Saverio) was a man of passion and a loving grandfather, with big dark eyes that delivered a penetrating stare—suggestive, enigmatic, and of a timeless and ageless beauty.

Sciavè is the result of ancient clones of Nero d'Avola which, besides exalting the limestone matrix of its *terroir* of origin in the Eoro appellation, carry forth the elegance gleaned from patiently aging the wine in barrel.

\$35.00 PER BOTTLE

\$378.00 PER CASE



Sunset in Deperu Holler's vineyards in Scupaggiu, Sardinia © Anthony Lynch

TEMPIER ROSÉ

by Jane Berg, KLWM NEW YORK

THE THING ABOUT Domaine Tempier's Bandol rosé is that every time you open a bottle—no matter how many you've uncorked in your lifetime—it feels like a special occasion. That peachy-pink hue and iconic label turn any moment into a small celebration. Certainly, Bandol rosé is complex and pedigreed, but make no mistake: it is traditionally an *apéritif* wine. I like to honor it as such by taking the time to prepare as many salty and spreadable treats as I can scoop up with, or pile on top of, toasty croutons: a briny *anchoïade*, an earthy tapenade, or a bright and tangy sun-dried tomato purée are all great options. Avoid sticky, creamy cheeses, as they may stand in the wine's way. The more olive oil, dried herbs, and fresh garlic, the better. Maybe you can find some plump octopus to grill and swipe with *aïoli*, or dip into a summery *pistou*. As 2020 continues to challenge us, let's refuel our tanks with the fruits of one of the better things to happen to America in the last fifty years—Kermit importing Tempier rosé. A reason to celebrate!

2019 BANDOL ROSÉ • DOMAINE TEMPIER

\$56.00 PER BOTTLE

\$604.80 PER CASE



Lulu Peyraud and her Tempier rosé © Gail Skoff

DOMAINE CHARLES JOGUET

by Emily Spillmann, KLWM BEAUNE

THE FIRST TIME I tasted a bottle of Charles Joguet's Chinon, my French mother-in-law—aware of my enthusiasm about sharing it with the family—prepared a festive dinner. It was a crisp fall evening, and gold-rimmed antique china provided a glamorous backdrop for the rustic venison and whipped chestnut purée she served at her little Burgundian farmhouse. The occasion was not particularly special, but my in-laws are of the sort that easily finds reason to celebrate. On that evening, the wine was more than a worthy excuse, thrilling the eye with its royal purple color and exalting the palate with layer upon layer of complexity. I knew next to nothing about wine at the time, and this was one of the bottles that opened my eyes.



2018 CHINON “LES PETITES ROCHES”

A young, peppery nose with tart red currant aromas that practically jump out of the glass. On the palate, the fruit follows through to a spicy, astonishingly lengthy finish. A satisfying match for charcuterie or creamy fresh goat cheese, which complement the refreshing acidity.

\$29.00 PER BOTTLE

\$313.20 PER CASE

2016 CHINON “LES VARENNES DU GRAND CLOS”

Deep, dark herbal aromas announce a muscular palate, boldly delivering a delightful burst of red fruit along with tannic structure. Did I say Petites Roches had a long finish? Well, this one goes on for days. Try it with farm-fresh beef and olive sauté.

\$47.00 PER BOTTLE

\$507.60 PER CASE

2019 CHINON ROSÉ

I always get a little chuckle out of the fact that we tend to recommend this wine for picnics. This is serious rosé! You've got that trademark explosive fruit and Cabernet Franc spice and big, round body followed by the most thirst-quenching finish. Then again, I have to remind myself that the people who take this wine on picnics also take their picnics very seriously. Simple but sumptuous ingredients are surely *de rigueur*, making this rosé the perfect pairing.

\$24.00 PER BOTTLE

\$259.20 PER CASE

AN UNLIKELY, YET PERFECT PAIRING

by Jane Berg

I AM ADMITTEDLY LATE to the game here, but I tasted preserved lemons for the first time recently and it was a revelation. Originating in the Middle East, and used regularly in Indian and North African dishes, preserved lemons are salty, pickled, slightly fermented, tangy, savory, and sweet. I now keep a jar in the fridge to add a dash of umami to basically everything—heirloom beans, salad dressings, rice dishes, and even fish tacos. Since my cooking will never be the same, neither will my drinking. Due to its flavor profile, this one staple ingredient has piqued my curiosity further in the direction of Alsace. Here are just a few of the wines that work beautifully with my new favorite condiment.

2018 GENTIL D'ALSACE • MEYER-FONNÉ

A fragrant blend of mostly Riesling and Muscat, this organically grown Gentil is crisp and lean and works like a reset button for your palate. A standout value, it has everything going for it—a bit of pear, delicate mimosa flower, and an undeniable whiff of coriander on the nose. Versatile. Friendly. Thirst-quenching.

\$20.00 PER BOTTLE

\$216.00 PER CASE

2018 RIESLING “LES JARDINS” DOMAINE OSTERTAG

I had this bottle of Les Jardins open for several days, and it only improved. Served cool enough to frost up your glass, it's more refreshing than an ice-cold lemonade, and certainly more mineral! We know Riesling has a knack for expressing place with maximal precision, but never is that more true than in the hands of an Ostertag, whose biodynamic house style is all about vibrant *terroir*.

\$33.00 PER BOTTLE

\$356.40 PER CASE

2017 PINOT BLANC “RÉSERVE” ALBERT BOXLER

When you taste an irreproachable wine like this one, you wonder why Alsace seems to have so much to prove to the drinking public. This musky Pinot Blanc is weightless, sultry, and lengthy as the day is long. It's an age-worthy wine for the loyal lover of Alsace and all of its glorious idiosyncrasies.

\$45.00 PER BOTTLE

\$486.00 PER CASE

FONTSAINTE BY THE NUMBERS

by Lyle Railsback, KLWM NEW YORK

TWO OF THE BEST VALUES in our portfolio come from Bruno Laboucarié, the fifth generation at Domaine de Fontsaïnte, located in Corbières-Boutenac. Looking over notes from our visit earlier this year, I thought it was odd that they were mostly numbers . . .

- 1976: Kermit discovers the domaine, with whom we now share one of KLWM’s longest relationships.
- 10 AD: Fontsaïnte’s unique site is on top of Gallo-Roman thermal baths that date from 2,000 years ago.
- 1985: Corbières, previously a VDQS, becomes an AOC.
- 2005: Corbières-Boutenac finally becomes an official sub-appellation.
- 1.33%: Corbières encompasses 15,000 hectares, Corbières-Boutenac only 200 hectares.
- 40: Forty of those hectares belong to Fontsaïnte.
- 100 m: Close to sea level at 100 meters altitude, Fontsaïnte has a *terroir* of siliceous limestone covered with marl and white and red clay. The deep soils help retain water during the hot summers.
- 116: The age of the domaine’s oldest Carignan vines, planted in 1904.
- 120 km: Bruno’s father, Yves, was stationed in Algeria during the war and discovered a local *vin gris* from Boulaouane, 120 km southwest of Casablanca, which he later recreated back home.
- 27: Bruno has managed the past 27 vintages.
- 9/25: Bruno once harvested on September 25; now he harvests at the end of August.
- 20° C: Fontsaïnte used to have three months of winter, but now almond trees blossom in January, when it can be 20° C, which in the past did not happen until March.

The other numbers worth noting are Fontsaïnte’s prices, which have hardly budged in the last decade. The Corbières rouge was the first of Kermit’s imports I ever tasted, twenty years ago when I dealt in mostly \$50 to \$100 Oregon Pinot Noir. Needless to say, I haven’t gone back.

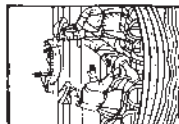
| | PER BOTTLE | PER CASE |
|--|------------|----------|
| 2018 CORBIÈRES <i>ROUGE</i> | \$16.00 | \$172.80 |
| 2019 CORBIÈRES ROSÉ “GRIS DE GRIS” | 18.00 | 194.40 |



PRESORTED
FIRST-CLASS MAIL
U.S. POSTAGE
PAID
SAN FRANCISCO, CA
PERMIT NO. 11882

RETURN SERVICE REQUESTED

KERMIT LYNCH
WINE MERCHANT
1605 SAN PABLO AVENUE
BERKELEY, CA 94702-1317
WWW.KERMITLYNCH.COM



TO PLACE AN ORDER

Visit us online: SHOP.KERMITLYNCH.COM

Send us an email: SALES@KERMITLYNCH.COM

Call us on the phone: (510) 524-1524

During this unprecedented time, we are unable
to welcome customers into our retail shop.
We are, however, fulfilling orders via our website.

Please visit us at

SHOP.KERMITLYNCH.COM

1. Wines are only available for shipping
2. Ground shipping is included on orders
over \$125 (excluding Hawaii & Alaska)
3. Selections expanding on a weekly basis

KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

Kermit Lynch Wine Merchant makes no representation as to the legal rights of anyone to deliver or import any alcoholic beverages or other goods into any state. Buyer warrants he or she is solely responsible for the transport of the purchased products and for determining the legality and the tax/duty consequences of bringing the products to the buyer's chosen destination. In placing an order, the buyer represents to Kermit Lynch Wine Merchant that he/she is at least 21 years of age and the person to whom delivery will be made is at least 21 years old.