



KERMIT LYNCH
WINE MERCHANT

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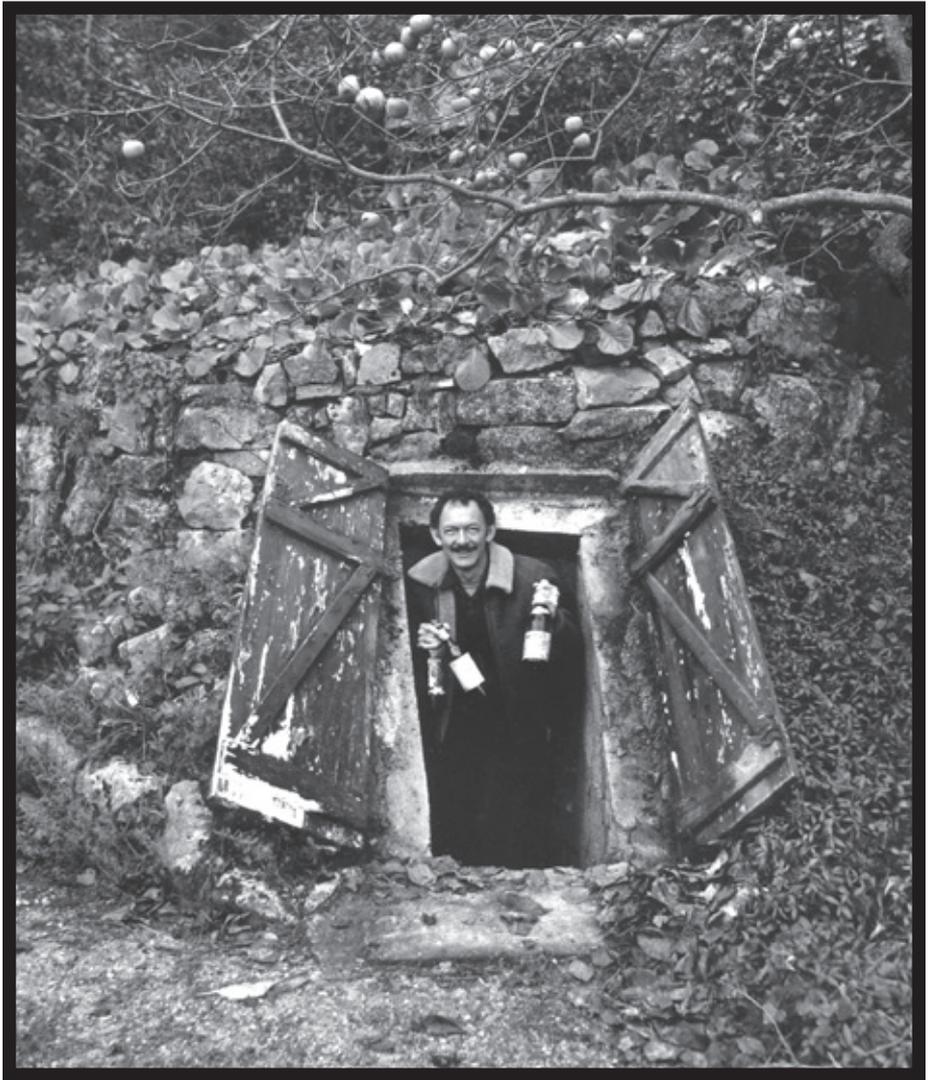
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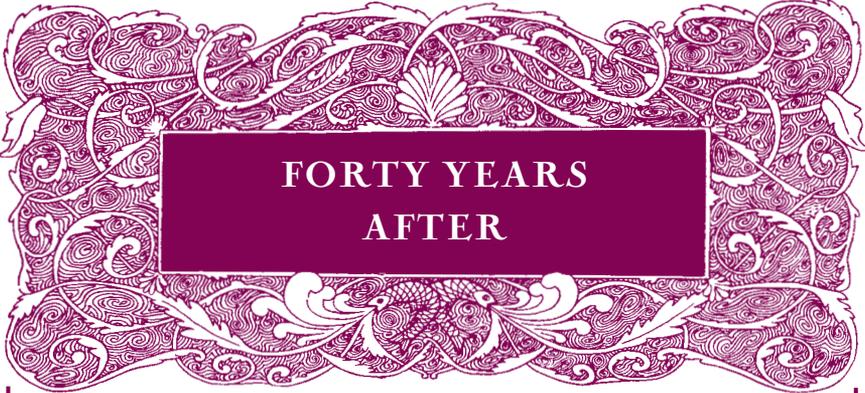
HERE'S TO YOU!
KLWM CELEBRATES ITS 40TH

OPEN • TUESDAY-SATURDAY 11 A.M. TO 6 P.M. CLOSED • SUNDAY & MONDAY

OCTOBER 2012



© Gail Skoff



FORTY YEARS AFTER

PARKING LOT PARTY OCTOBER 27

YES, FORTY YEARS AGO this month, Kermit Lynch opened a hole-in-the-wall wine shop on San Pablo Avenue in Albany. Business must have been good enough, because in 1981 he moved to a larger location in north Berkeley—much more floor space and big parking lots out front and in back. Oh, if these parking lots could speak, the tales they would tell—the countless cases of wine selected by the man now considered the most distinguished, pioneering American importer of French and Italian wines—cases wheeled out and carefully settled into the trunks of wine lovers' cars. Oh yeah, and let's not forget about those amazing parking lot events!

At our October event, commemorating a significant milestone, we will celebrate the fortieth anniversary of Kermit Lynch Wine Merchant. As always, the parking lot will be alive with a backbeat of foot-stomping music, a wide array of palate-inspiring wines, and the aromas and delectable flavors of food prepared by another Berkeley legend—the veteran-chef of these events, Christopher Lee. Also, our October newsletter is chock-full of fortieth anniversary-inspired selections, so you might as well stock up while you're here.

Can you believe it has already been forty years? Can you remember 1972, when nobody had ever heard of Chinon, Bandol, or Morgon? To all the old-time clients, new recruits, and everyone in between, this event is your opportunity to get together, share memories, and savor the wines and pleasure that Kermit Lynch Wine Merchant has hopefully provided throughout these forty years. It is also our chance to say "Thank You" for your business.

Note the date:

SATURDAY, OCTOBER 27

11 A.M. TO 4 P.M.

The event is presented by Suzanne Drexhage of Bartavelle

—ANNIVERSARY SAMPLER—

BURGUNDY

by Kermit Lynch

MY SHOP OPENED for business in October 1972. My first wine-buying trip to France? That was in 1974, an all-Burgundy affair. I remember first entering the Côte d’Or vineyards between Chassagne and Puligny, turning off the *route nationale* 6 and noticing a sign on a stone wall: Le Montrachet. Start at the top, right? In 1976 I purchased directly from a wine domaine for the first time, the Volnays and Pommards of Hubert de Montille. Shortly afterwards I added the wines of Aubert de Villaine, Robert Chevillon, and François Jobard, and my portfolio grew.

I was known for a time as a Burgundy specialist and opened a French office in the old part of Beaune. It had and still has an apartment on the second floor, which I needed because I was spending so much time in Burgundy.

This little three-bottle Sampler celebrates three of my favorite wineries and favorite wine people. I met Aubert de Villaine in 1975. He had just launched a winery in Bouzeron, and I was just launching my import business. You could say we grew up together. By happenstance, we both enjoyed growing up under the strict eyes of Richard Olney. Oh my, the dinners and the great bottles we shared up at Richard’s hillside home in Provence—unforgettable! And what an education. Aubert and I have remained pals, and his wines are perhaps Burgundy’s finest values.

The Chevillons? There is no better introduction to the red wines of Burgundy than the Chevillons’ Nuits-Saint-Georges collection, and no one is more consistent vintage after vintage, decade after decade.

Finally, I’ll name two big fans of Jobard’s Meursaults: Jean-Marie Raveneau and Jean-François Coche. ’Nuff said?

PER BOTTLE

2010 BOUZERON • A. ET P. DE VILLAINÉ	\$29.00
2008 NUITS-SAINT-GEORGES • ROBERT CHEVILLON	66.00
2010 MEURSAULT “EN LA BARRE” • ANTOINE JOBARD	75.00

Normally \$170.00

SPECIAL SAMPLER PRICE \$136

(a 20% discount)



—ANNIVERSARY SAMPLER—

SOUTHERN FRENCH CLASSICS

by Kermit Lynch

THE PURITY AND GENIUS I discovered in the cellars of de Montille and Jobard set me on fire. I wanted to find the equivalents in every wine village in France, so I hit the road often. The tasting with Charles Joguet near Chinon was a big moment, and slowly Americans began opening up to the great classics from the Loire.

I felt the pull of the south. It wasn't only that I fell in love with the wines—I felt like I was returning to my homeland and always grew very emotional when I had to part. Personal relationships formed, too, with Lulu and Lucien Peyraud, the Bruniers, François Sack in Cassis, Richard Olney, the Chave and Clape families in the northern Rhône . . .

So this Anniversary Sampler has a lot of emotion in it. Here, to me, are the masters of Syrah, Grenache, and Mourvèdre. Here are the winemakers who inspired me, who changed the way I tasted and judged wine. When I pull a cork from a bottle from Clape, Brunier, or Peyraud, more than wine fills my glass. And it has been satisfying to share such discoveries with you over the years.

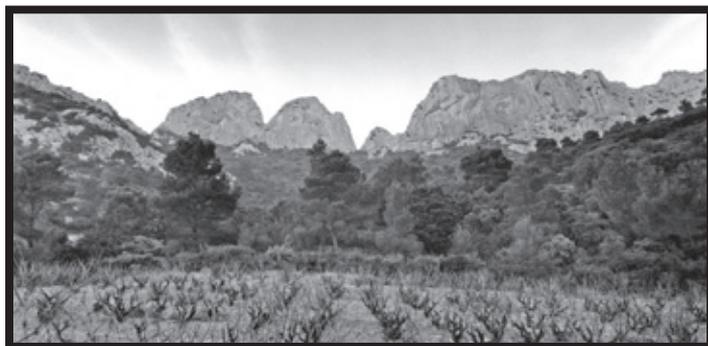
PER BOTTLE

2008 CORNAS • AUGUSTE CLAPE	\$98.00
2008 CHÂTEAUNEUF-DU-PAPE "LA CRAU" DOMAINE DU VIEUX TÉLÉGRAPHE	69.00
2009 BANDOL • DOMAINE TEMPIER.	44.00

Normally \$211.00

SPECIAL SAMPLER PRICE \$169

(a 20% discount)



Les Dentelles de Montmirail

© Gail Skoff

— ANNIVERSARY SAMPLER —
FINE WINE BARGAINS

by Kermit Lynch

REMEMBER DYLAN'S LINE? "I started out on Burgundy, but soon hit the harder stuff." Well, I soon hit the cheaper stuff.

Over the years I've been called a Burgundy specialist, a Rhône specialist, a curmudgeon, a natural wine specialist, an anti-filtration fanatic—but no one has yet called me a Fine Wine Bargain specialist. Why not? I wonder. Once I left Burgundy and began exploring elsewhere, I noticed that France produced incredible bargains, especially if one looked where no one else was looking. I was tasting impeccable wines that were totally satisfying to the most demanding

palate, and they were cheap. In Sauvignon Blanc country, I found distinctive, characterful gems in Cheverny, Reuilly, and Quincy that were half the price of Sancerre and Pouilly Fumé. Nothing makes me prouder (commercially speaking, anyway) than returning home with yet another fine wine bargain for you.

So, for our fortieth anniversary, I've assembled a Sampler

of core KLWM bargains. I've been importing these six wines for a long time, and many of you already know them. Here's a chance to celebrate their existence . . . at an even lower price. If you haven't ever tasted them, I urge you to take advantage of this opportunity.



© Gail Skoff

Kermit with René Loyau

PER BOTTLE

2011 BORDEAUX BLANC • CHÂTEAU DUCASSE	\$16.00
2010 CAHORS • CLOS LA COUTALE	14.95
2010 BEAUJOLAIS • DOMAINE DUPEUBLE	14.95
2010 CORBIÈRES ROUGE • DOMAINE DE FONTSAINTE	13.50
2010 BOURGUEIL "CUVÉE ALOUETTES"	
DOMAINE DE LACHANTELEUSERIE	16.00
2010 CÔTES DU RHÔNE • SELECTED BY KERMIT LYNCH	12.95

Normally \$88.35
SPECIAL SAMPLER PRICE \$75
(a 15% discount)

THE WILD LANGUEDOC

by Michael Butler

2010 COLLIOURE “LA PINÈDE” DOMAINE LA TOUR VIEILLE

What a beauty of a wine this is. It comes from the Catalan region of France, very close to the Spanish border. The blend is predominately Grenache with a bit of Carignan. The grapes derive depth and complexity from very steep terraced vineyards in a rocky schist soil.

This full-bodied red is delicious now, but you can also age it for another two or three years. Though rich and dark, it is still light on its feet, owing to its bright acidity and perfect balance.

\$24.00 PER BOTTLE **\$259.20** PER CASE

2010 PIC SAINT LOUP • CHÂTEAU LA ROQUE

The Pic Saint Loup region is one of the most picturesque and lovely areas in all of France. At the cooler, northernmost part of the Languedoc appellation, the vineyards are grown at a fairly high elevation (around 1200 feet) in a clay and limestone soil—all the components to make a deep, elegant, and complex red. Our clients and the critics loved the 2009 for its plump richness; the 2010 adds refreshing buoyancy to the mix.

This wine drinks beautifully now, to heck with waiting . . . but if you choose, you can age it for eight to ten more years. (Kermit claims that the 1990 and 1991 are at their peak.) Pair it with roast pork sprinkled with Provençal herbs, or any other hearty Mediterranean dish.

\$16.95 PER BOTTLE **\$183.06** PER CASE

2010 BRONZINELLE CHÂTEAU SAINT MARTIN DE LA GARRIGUE

Here is a wine you could age for ten more years . . . if you could keep your hands off it. What an aroma! The Bronzinelle has it all: perfectly ripe black cherry fruit, black olives, and Provençal herbs. They all combine to create a wine not unlike a classic Gigondas, and at this price you can have it both ways—buy a case to drink now and a case to lay down. Enjoy this delicious red with a beef daube or your favorite burger, for example.

\$18.95 PER BOTTLE **\$204.66** PER CASE

GREAT RHÔNE VALUES

by Chris Santini

2011 VIN DE PAYS DU VAUCLUSE ROUGE SELECTED BY KERMIT LYNCH

You could call this one a bit of a family secret. While the Leydier family at Domaine de Durban has traditionally farmed Muscat on its slopes to great acclaim for decades, they've also maintained a small plot of red grapes, off the grid (undeclared to the local AOC authorities), and adjacent to their home. Back in the day when the French still drank like French, friends and family would help themselves to this young, purple, vibrant Provençal juice by the jugful for their daily needs. Several years ago Kermit asked the family if they could bottle that experience for us, to bring you an unfiltered, festive, and, most important, everyday affordable Rhône wine.

\$12.95 PER BOTTLE

\$139.86 PER CASE

2010 VACQUEYRAS "CUVÉE FLOURETO" DOMAINE LE SANG DES CAILLOUX

Serge Férigoule is one of those quintessential and eccentric Provençal characters. A long barbell mustache above an ever-present smile, a country accent so thick



© Clark Z. Terry

he must think I have a hearing problem as I need him to repeat everything at least once, and even a family name that sounds like it could be a Provençal dish. When you arrive at the domaine, the mood is set by a life-size painting of jovial Serge himself, glass of wine in hand, waving you in with gusto. This cuvée, named after one of his daughters, is dark, rich, and rustic, with the grandeur and stoniness of Châteauneuf-du-Pape (at a fraction of the price) mixed with the elegance of a Pallières Gigondas. An outstanding value for *cru* southern Rhône.

\$32.00 PER BOTTLE

\$345.60 PER CASE

LOIRE TREASURES

by Clark Z. Terry

SOME SAY THAT THERE IS a preponderance of hyperbole in wine writing. However, when I say that the wines below are treasures, I mean it. They represent the deep roots Kermit put down in the Loire early in his career, the risks he took importing what were then obscure appellations, and a testament to the consistent quality these domaines have produced now for decades.

2011 VOUVRAY SEC • DOMAINE CHAMPALOU

Vouvray is the sophisticated extrovert of Chenin Blanc. The Champalous describe this wine as being *sec tendre*—having a tender dryness. The aroma is redolent of spring flowers, the texture is soft and feathery, and a fine minerality holds it together. The Champalous' Vouvray is like Monet's garden in a bottle.

\$19.95 PER BOTTLE **\$215.46** PER CASE

2011 SAVENNIÈRES SEC • CHÂTEAU D'ÉPIRÉ

If Vouvray is the extrovert, then Savennières is undoubtedly the introvert of white Loire wines. Contemplation and reflection often accompany a glass of Savennières—the wine carefully reveals itself with aromas that are profound and mysterious, delicate but not subtle. This rare quality is what has brought Kermit back to the d'Épiré cellars for more than thirty years.

\$19.95 PER BOTTLE **\$215.46** PER CASE

2009 BOURGUEIL “LES PERRIÈRES” CATHERINE ET PIERRE BRETON

The Bretons are a pleasure to work with. Catherine's sweet, friendly nature is matched only by that of her favorite traveling partner, Catherine Campadiou of Domaine La Tour Vieille. When Pierre visits town, you must be prepared to take him to at least three wine bars a night, and still, in the morning he'll be awake before you, ready to visit more customers. Their affable disposition is not the reason we sell their wines, but it certainly helps us sell more of them.

Les Perrières is their *tête de cuvée* and holds its own with the wines produced from vineyards of the same name in Nuits-Saint-Georges and Meursault. Consider this red to be one of the greatest treasures, to be stowed in your cellar for a special occasion, ten or twenty years from now. You'll be glad you did.

\$42.00 PER BOTTLE **\$453.60** PER CASE

CORSICA

by Molly Surbridge

2011 CORSE CALVI “E PROVE” BLANC DOMAINE MAESTRACCI

Vermentinu is my favorite grape for producing coastal Mediterranean whites. Domaine Maestracci’s E Prove *Blanc* is a classic briny Vermentinu that thrives in its chaparral environment. It is bottled young to maintain the fresh and saline breeze of the *terroir*. As a quintessential seaside white, it pairs well with a variety of foods, including steamed clams with *fines herbes*, *frutti di mare*, or a grand aioli.

\$18.95 PER BOTTLE **\$204.66** PER CASE

2011 PATRIMONIO BLANC “CARCO” ANTOINE ARENA

The Carco vineyard of Vermentinu enjoys a paradise-like climate with the blend of the warm, maquis-laden air of the inland and cooling, powerful sea gales. Fortunately, Antoine Arena is the one who tends the wind-whipped vines. He knows every vine and protects them like a doting parent. The result is a gorgeous, delicately expressive Patrimonio *Blanc* that tastes of lemon *agrumato*, sage, lychee, passion fruit, and wet stone. From vine to bottle, these grapes have been beautiful their whole lives. I’ll drink to that.

\$45.00 PER BOTTLE **\$486.00** PER CASE

2010 PATRIMONIO ROUGE • YVES LECCIA

Strolling the streets of Saint Florent, the seaside town just a short drive from Yves Leccia’s vineyards, one can’t help but feel steeped in *la dolce vita*. Up the road at the Leccia vineyard and home, away from the leisure and tourism, Yves works in tireless solitude to produce his exemplary Corsican wines. The 2010 Patrimonio *Rouge* is a labor of love that proves the seriously delicious potential of the native varietal, Niellucciu. I recently enjoyed a bottle with grilled sausages and panzanella salad. Perfection. The wine is vibrant, with balanced fruit and minerality and smoky salami flavors. The sweet life indeed.

\$34.00 PER BOTTLE **\$367.20** PER CASE

—PRE-ARRIVAL OFFER—

2010 ANTOINE JOBARD

by Dixon Brooke

THE ONLY PROBLEM HERE is the severe lack of wine, thanks to a poor flowering in Burgundy that drastically reduced the potential harvest. With its high quality and very limited supply, vintage 2010 will become a reference vintage for serious white Burgundy buyers, and you do not want to miss the boat with one of the hottest wines in all of Burgundy today. Yes, Jobard is making some of Burgundy's best wines, and yes, they are that good. They possess every quality that makes Meursault exciting, the qualities that set this village apart from all others in white Burgundy country. Rich, powerful, stony, earthy, and deep, these wines are forceful proof of what Chardonnay is capable of in these limestone soils. The Jobards are also guardians of the old tradition in Meursault, making wines that aren't usually confused with Puligny or Chassagne, wines that are inimitably Meursault. The Jobards are winegrowers first and foremost, and this is exactly why they achieve greatness.



PER BOTTLE

2010 MEURSAULT "LES TILLETS"	\$62.00
2010 MEURSAULT PORUZOTS 1ER CRU	91.00
2010 MEURSAULT GENEVRIÈRES 1ER CRU	96.00
2010 MEURSAULT CHARMES 1ER CRU	96.00

*Pre-arrival terms: Half-payment due with order;
balance due upon arrival.*

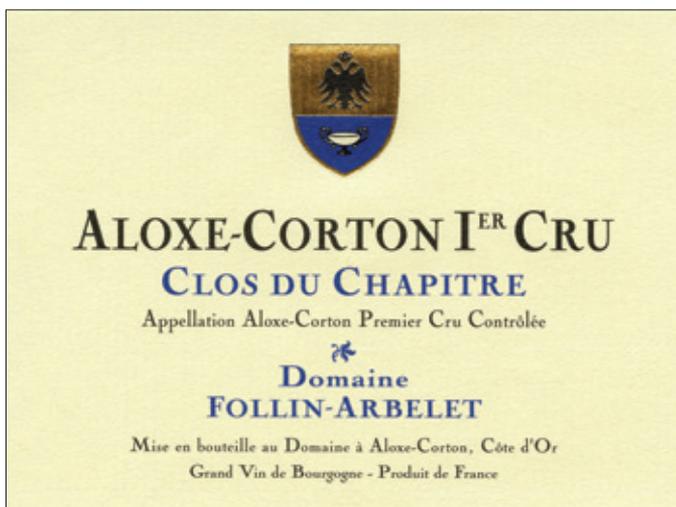
2010 FOLLIN-ARBELET

by Dixon Brooke

I SPENT THREE MONTHS in Europe this past summer, traveling in France and Italy and tasting almost every day. Follin's cellar was one of my first visits in June, and he set the bar extremely high! These are among the greatest wines I tasted all summer, and they remind me of both why I love red Burgundy and esteem it so highly, and why we think Follin is truly one of the rising stars of the region. My notebook is covered with stars and superlatives, and you'd better call quick because I know I'm going long personally for my cellar and I'm sure a lot of other staff and customers will not be shy, either! These wines just exude class. I can't recall ever tasting a range of Pinots with better balance. Everything I look for is there: aromatic interest, clear delineation of *terroir* from wine to wine, acidity, structure, latent power, finesse.

The Aloxe-Corton and the Pernand *Blanc* and *Rouge* are approachable now, yet will continue to improve in bottle for at least five years, certainly longer. The *premiers crus* are capable of aging and improving in bottle for fifteen years or more. An investment in these wines promises to be one of your best of the year, at the very least.

	PER BOTTLE	PER CASE
2010 ALOXE-CORTON	\$57.00	\$615.60
2010 ALOXE-CORTON "CLOS DU CHAPITRE" 1ER CRU	74.00	799.20
2010 ALOXE-CORTON "LES VERCOTS" 1ER CRU.	74.00	799.20
2010 PERNAND-VERGELESSES <i>BLANC</i>	48.00	518.40
2010 PERNAND-VERGELESSES "LES FICHOTS" 1ER CRU	52.00	561.60



WHITE BEFORE RED

by Graeme Blackmore

2011 SANCERRE BLANC • DANIEL CHOTARD

One of the primary attractions of fine Sancerre is its ability to deliver riveting acidity in a pleasurable jolt. It requires a deft hand to thread that line, and Daniel's version is uniquely stylish. His 2011 is a few volts shy of an arcing wire and perhaps more akin to a spaniel on a trampoline . . . a proper lively thing but with a softer edge. Waves of bright lemony fruit and spice give way to exuberant energy and a wide, grin-inducingly dry finish. Lovely stuff, but don't get complacent. It's become one of our quickest wines to sell out.

\$26.00 PER BOTTLE

\$280.80 PER CASE



Daniel Chotard

© Steve Waters

2011 CÔTE DE BROUILLY • CHÂTEAU THIVIN

Is the character of a winemaker ever revealed in a wine? In this case I hope so, because as one of the most delicious reds I've tasted from 2011, it would confirm the high regard in which we all hold the Geoffroy family. They are truly the loveliest people, and with effortless style and ample power, Château Thivin is a bastion within Beaujolais. The label alone is a classic, but the wine reflects well the attributes that make the dramatic Côte de Brouilly such a treasured locale. Aromas of smoked meat and herbs co-mingle with the tastiest dark red berries that pop with vibrant minerality. It's a gorgeous wine with serious credibility, and if you ever get a chance to visit the domaine, it will be a memorable stop.

\$24.00 PER BOTTLE

\$259.20 PER CASE

KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

All wines purchased from Kermit Lynch Wine Merchant are deemed sold in California and title passes to the buyer in California. We make no representation relative to the customer's right to import wine into his/her state. In placing an order, the customer 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.

ITALY

by Dixon Brooke

2011 CHIARETTO • CORTE GARDONI

Mamma mia. What a nose this year on the Chiaretto. There is so much depth thanks to the Corvina. The full, expansive nose and flavorful, vigorous palate surprise in this pretty, but unassuming bottle of wine. Chiaretto can also be produced on the western shore of Lake Garda from the dominant Gropello grape; this one from Corte Gardoni is the more classic expression from the eastern shore, made from red grapes grown in the Bardolino zone. You get far more than your money's worth with this delicious little gem.

\$12.95 PER BOTTLE **\$139.86** PER CASE

2011 ROSATO • SESTI

Sometimes the mood strikes for a *rosato* rather than a rosé. You'll find these *rosatos* in all corners of Italy, made from the local grapes. The Sesti's is, of course, 100% Sangiovese, and that makes it a delicious year-round food wine. There is Tuscan character in spades: dry, herb-infused hillsides splashed with sun. *Insalata caprese*, fried zucchini flowers stuffed with ricotta, veal carpaccio with capers and peppers—you get the idea.

\$24.00 PER BOTTLE **\$259.20** PER CASE

2011 FRIULANO • LA VIARTE

Formerly known as Tocai Friulano, before the Hungarians gained exclusive rights to use the "Tocai" part in the production of their famous Tokaj sweet wine, Friulano is the white grape that is for me the signature of the Friuli region. Whoever named the grape must have thought so, too. With an aroma of ripe orchard fruits, sometimes a touch of honey, the best examples, like this one, have a full, generous palate while maintaining a salty freshness on the finish. There is the faintest suggestion of hazelnut. I thought I'd died and gone to heaven when the winemaker served me this alongside a generous plate of vibrant pink, freshly sliced *Prosciutto di San Daniele*.

\$19.95 PER BOTTLE **\$215.46** PER CASE

**2010 MONFERRATO ROSSO
BLENDED BY KERMIT LYNCH**

The Monferrato zone is home to some of Italy's greatest values in red wine. We have a preference for the cooler climate wines of the north, and the Monferrato is a treasure trove of forgotten indigenous varietals and *terroirs* (sorry, no Italian equivalent to this very French of expressions; they use it, too). Our blend changes every year, but this year you'll find Bonarda, Freisa, Dolcetto, and Barbera (from both Asti and Monferrato) in this refined country quaffer. We bottle it unfiltered, of course, so that we don't leave any of the good stuff stuck in a machine back in Italy. It is medium-bodied, earthy, and spicy, with good acidity. Check the price for a case of it. Your daily table wine?

\$12.00 PER BOTTLE \$129.60 PER CASE

2011 ROSSESE "ISASCO" • PUNTA CRENA

I try to limit the number of times I say this about a wine, but I can honestly say that this is the best Rossese that the Ruffinos have ever produced. Here is what I love about the grape: the beautiful perfume, the delicacy. This quality seems so fleeting. Too often I taste examples that are too tannic, too extracted, too rustic. When you hit the jackpot, you understand why the grape was planted here in Liguria to pair with the local bounty from the sea, drizzled with local olive oil, naturally.

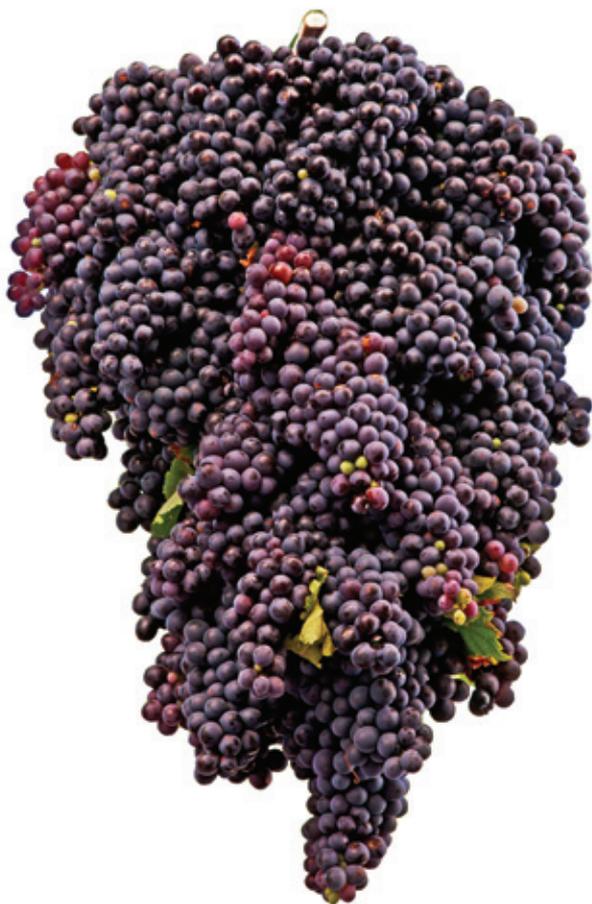
\$24.00 PER BOTTLE \$259.20 PER CASE

**2005 BARBERA "PERLYDIA"
CANTINE VALPANE**

A dark, full robe greets the eye, followed by a sumptuous nose. This is a big, layered wine, a meal in a bottle, dry and noble. The structured finish promises a very, very long future in your cellar. Pietro Arditì, the proprietor, opened a 1985 for me last year that was still incredibly young and vibrant. Not really a huge surprise, given the historical value placed on Pietro's perfectly situated amphitheater of vineyards lost in the hills of Italy's still rustic Monferrato region. This beautiful 2005 has been aged in the Valpane cellars since bottling and we are releasing it at the opportune time. It is a grand Barbera. Seven years old and only . . .

\$18.95 PER BOTTLE \$204.66 PER CASE

KERMIT LYNCH WINE MERCHANT



CELEBRATING
FORTY YEARS OF PLEASURE
