

# KERMIT LYNCH WINE MERCHANT

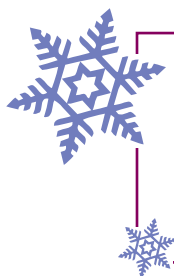
DECEMBER 2019



© Gail Skoff

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QUINTARELLI NEW ARRIVALS  
WHITE BURGUNDY & ITALIAN SPARKLING  
HOLIDAY SAMPLERS ■ THREE CLUBS FOR YOU



## HOLIDAY GIFT SHOP

We have gift ideas of different sizes and themes  
PLUS our annual Dessert Wine Sale ready to go at

[SHOP.KERMITLYNCH.COM](http://SHOP.KERMITLYNCH.COM)

## FOR THE CELLAR

*by Anthony Lynch*

### **2012 BRUNELLO DI MONTALCINO RISERVA “PHENOMENA” • SESTI**

Before becoming one of Italy’s legendary wines, Brunello was a rarity produced only by a handful of families in the rural hills of southern Tuscany. By the time Giuseppe and Sarah Sesti moved to the area in 1975, word had begun to spread about the noble local red. One of few English speakers in the area, Giuseppe volunteered his services to help translate for visiting journalists and sommeliers, consequently spending many hours in the cellars of the appellation’s pioneering producers.

Twenty years later, the couple had planted their own vineyard on the perfectly exposed, well-ventilated slopes surrounding their home. The time had come to apply the knowledge Giuseppe gleaned from those artisans responsible for forging Brunello di Montalcino’s reputation.

Tasting the Sestis’ 2012 Riserva, one is tempted to imagine this is how the historic wines from Montalcino’s early days might have tasted. It is a hauntingly fragrant Brunello whose raw power takes a back seat to utter delicacy and grace.

**\$150.00** PER BOTTLE

**\$1,620.00** PER CASE

### **2017 SAINT-EMILION GRAND CRU CHÂTEAU TERTRE DE LA MOULEYRE**

Surprisingly enough, this Saint-Emilion shows a striking kinship with the Brunello above. The aromatics are typical of Merlot grown in illustrious Bordeaux soils, of course, but on the palate it presents a delicate, rose-petal touch and ultra-fine grain that put it in the same family as the Sesti. Crafted from less than two hectares of organic grapes and vinified in a cramped garage, this is silky Saint-Emilion at its most seductive. Both wines may develop a bouquet of truffles as they age.

**\$85.00** PER BOTTLE

**\$918.00** PER CASE

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# A LITTLE EXTRA SAMPLER

by Will Meinberg

**T**HIS IS THE BIGGEST DISCOUNT we have EVER given on our Holiday Sampler. Yes, it's only 1 additional percent off, but 1 percent here and there can really add up this time of year: 1 percent more time with your family, 1 percent more time skiing, 1 percent more time enjoying these wines instead of having to worry about selecting them. There's something for everything in this box—four white wines to get things started, one dry rosé to drink while you cook dinner, six reds for the table, and a bottle of sparkling *rosato* to bring a little extra cheer to your day. This sampler is designed to make your holiday shopping easy, so you can relax and enjoy yourself, knowing that your wine needs are covered.

PER BOTTLE

NV VINO SPUMANTE BRUT “IL ROSA” • SOMMARIVA . .	\$14.95
2017 PINOT BLANC • KUENTZ-BAS . . . . .	14.95
2018 VERDICCHIO DEI CASTELLI DI JESI	
AZIENDA SANTA BARBARA . . . . .	12.00
2018 CUSTOZA “MAEL” • CORTE GARDONI . . . . .	20.00
2018 BORDEAUX <i>BLANC</i> “EXTÉRIEUR” • L’ALLIANCE . . .	28.00
2018 CHINON ROSÉ • CHARLES JOGUET . . . . .	23.00
2017 MONFERRATO ROSSO • TENUTA LA PERGOLA . . . .	14.00
2018 VAUCLUSE <i>ROUGE</i> • DOMAINE DE DURBAN . . . . .	14.00
2018 CORSE CALVI <i>ROUGE</i> “CLOS REGINU”	
DOMAINE MAESTRACCI . . . . .	17.00
2018 PIC SAINT-LOUP <i>ROUGE</i> • CHÂTEAU FONTANÈS . .	23.00
2017 BOURGOGNE “PINOT NOIR” • REGIS BOUVIER . . .	24.00
2017 BEAUJOLAIS-VILLAGES • JEAN FOILLARD . . . . .	25.00

Normally \$229.90

SPECIAL SAMPLER PRICE **\$159**

(a 31% discount)



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# GIUSEPPE QUINTARELLI

by Jane Berg

IN GRACEFUL HANDWRITTEN SCRIPT,  
A LABEL OF QUINTARELLI AMARONE READS,

*ottenuto da uve scelte  
ed appassite secondo tradizione*

“made from a selection of grapes dried in accordance with tradition.” *Tradizione* is taken so seriously at this estate that a bottle of Quintarelli is more than a wine from a great *terroir*, it’s a time capsule of the Veneto’s rich history of ancient winemaking techniques. Here on the Monte Paletta, in the heart of the Valpolicella zone, techniques like *appassimento* and *ripasso* require time, experience, and devotion to the craft. Giuseppe Quintarelli, a native of the village of Negrar in Ceré, was a discreet and distinguished gentleman-vintner, with kind eyes and a meticulous approach, whose attention to minutia defined his sixty-year career. While others in the region adopted progressive, more expedient techniques, Giuseppe stayed true, never feeling his wines would gain in quality by changing the methods passed down to him by his forefathers.

The month of December is an exciting time for us at KLWM, not only because the holidays are near, but also because our second and final shipment of Quintarelli has arrived in time to enjoy with friends and family. You might try the estate’s only *bianco*, a succulent blend of native varieties whose bold florals are challenged only by a fierce mineral backbone from the basalt soil upon which they’re grown. Of course, the signature touch of the estate is their patience in waiting for the right moment to release new vintages of their red wines. Try the 2009 Alzero, a Cabernet Franc and Cabernet Sauvignon blend so exceptional the Republic of San Marino gave it its own national postage stamp. Time may stand still at Quintarelli, but the wines you’ll discover in your glass are dynamic and full of life, with tales to tell of a region, its people, and a singular man whose passion for *tradizione* gave us the opportunity to import wines like no other.

PER BOTTLE

2018 BIANCO SECCO “CÀ DEL MERLO” . . . . .	\$45.00
2016 PRIMOFIORE . . . . .	62.00
2010 ROSSO DEL BEPI . . . . .	175.00
2009 ALZERO CABERNET . . . . .	400.00
2009 AMARONE DELLA VALPOLICELLA CLASSICO RISERVA . . . .	650.00

*Please inquire about magnums and jeroboams.*

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# WINE CLUBS



We have three clubs to consider for yourself or as gifts this holiday season. Here's how they work:

- ◆ Receive our hand-selected imports in your club package.
- ◆ Enjoy the club bulletin with profiles, tasting notes, and a recipe or food-pairing recommendations.
- ◆ Pick up your wines at our retail shop in Berkeley, California, or have them shipped directly to your door.
- ◆ Access member-exclusive offers, events, and special selections.

*During the month of December, receive 50% off your first club package by using this code at checkout (online and phone):* **NEWMEMBER2019**



## CLUB CHEVALIER

Celebrate the artisan winegrowers whose achievements Kermit has brought to light over decades of work in France and Italy. Each package is themed, featuring wines of all styles, including rare and sometimes aged selections.

\$249\* per 6-bottle shipment

*Ships January, March, May,  
July, September, November*

## CLUB ROUGE

Delve into the top wines and appellations of France and Italy.

This club features only reds, focusing on complex cellar-worthy wines.

\$69\* per 2-bottle shipment

*Ships each month,  
12 shipments per year*

## ADVENTURES CLUB

Named after Kermit's first book, *Adventures on the Wine Route*.

Discover our best values from France and Italy.

\$39\* per 2-bottle shipment

*Ships each month,  
12 shipments per year*

## TO JOIN

[shop.kermitlynch.com/club](http://shop.kermitlynch.com/club) or call 510-524-1524. Join by Wednesday, December 18, and receive your first package the first week of January.



\* plus applicable tax and/or shipping charges



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# ITALIAN VALUE SPARKLERS

by Anthony Lynch

## LAMBRUSCO GRASPAROSSA DI CASTELVETRO FATTORIA MORETTO

Fizzy dry reds like this one may come as a surprise to the uninitiated. Take renowned Burgundian vigneron Aubert de Villaine, whose elite Pinots certainly do not sparkle. He looked very perplexed indeed when I handed him a cool, frothy glass of the stuff at a pizza party in Provence last summer. And yet, when I returned minutes later, his glass was empty and he was wiping drippings of tomato sauce off his face with a paper napkin.

Just recently, I poured Moretto's deep purple Grasparrassa for a group of Corsican vigneroni, including biodynamic icon Jean-Charles Abbattuelli, at a picnic in Hawaii. They swirled, sniffed, sipped, and swished quizzically, then promptly dispatched the wine—and a heaping plate of smoked pulled pork.

Lambrusco is made to go with the hearty cuisine of its native land, Emilia-Romagna, but a chilled bottle has its place literally anywhere.



**\$22.00** PER BOTTLE

**\$237.60** PER CASE

## PROSECCO CONEGLIANO VALDOBBIADENE SUPERIORE BRUT • SOMMARIVA

All those words after “Prosecco” may be a mouthful, but they are of critical importance. This appellation designates the most qualitative zone for producing Prosecco, a series of dramatically steep slopes in the foothills of the Dolomites whose wines are subject to strict DOCG quality standards. Representing less than a quarter of the total land planted to Prosecco—crucially, excluding the vast, fertile plains to the south—this area is home to breathtaking hillside vineyards that are on another planet when it comes to *terroir*. It is only logical that, like the Côte d’Or and the Langhe, the Conegliano Valdobbiadene subzone has been granted UNESCO World Heritage status.

All this to say that Prosecco is not generic sparkling wine, and Sommariva is not generic Prosecco—pour a round of this gentle, floral, enlivening Superiore DOCG to see what I mean.

**\$14.95** PER BOTTLE

**\$161.46** PER CASE

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*Valdobbiadene*

© Dixon Brooke

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# WHITE BURGUNDY

by Emily Spillmann

## 2017 CHABLIS GRAND CRU “BOUGROS” DOMAINE ROLAND LAVANTUREUX



In late October, Chablis hosted its first-ever marathon. David Lavantureux was among the runners, as were some of his clients, whose trunks-full of wine were hard-earned, to say the least. The marathon ended with a cruel climb in the northern part of the *grands crus*, arriving at the white limestone summit of Bougros before the descent to the finish line.

David had barely made it home before his clients limped their way into the *cuvée*. Feigning exhaustion, they declared, “Bougros goes down easier than *we* go up!” It doesn’t take an athlete to agree that Lavantureux’s fullest-bodied *grand cru*, both youthful and rich, is easy to savor, no matter the effort that preceded its arrival at table.

**\$95.00** PER BOTTLE

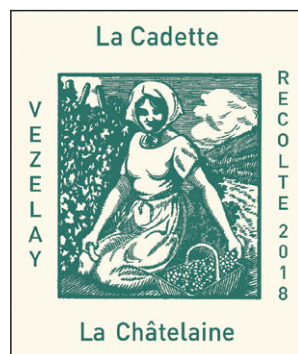
**\$1,026.00** PER CASE

## 2018 VEZELAY BLANC “LA CHÂTELAINE” DOMAINE DE LA CADETTE

In the pages of this newsletter back in 2007 (and later reprinted in his book *A Really Big Lunch*), Jim Harrison describes a “nasty summer in Montana” during which a heat wave made it impossible to enjoy his typical red wine favorites. A short list of whites replaced them—the select few capable of quenching his thirst—and La Cadette’s Vezelay *blanc* was among them. To current vigneron Valentin Montanet, this celebrated American author’s acknowledgment is more important than Parker’s glowing 2006 Châteline rating. “We are very proud that Big Jim had such a good time with *la Châteline*,” he says with characteristic cheekiness. “It is a bottle that fits any need; a sure bet that comforts and brings pleasure after a long day of hard work or a long day doing nothing in particular.” Best to tuck a couple bottles away: in case of heat waves, hard work, or no work at all.

**\$32.00** PER BOTTLE

**\$345.60** PER CASE





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## 2017 SAINT-AUBIN 1<sup>ER</sup> CRU “EN MONTCEAU” DOMAINE LARUE

As the story goes, about halfway up the “little mountain” of Montceau, in the heart of the *premier cru* vineyards of Saint-Aubin—and just beside Didier Larue’s vines—grows a solitary cherry tree. It catches the first and last rays of each spring day’s sunshine, producing the earliest ripening cherries in the area. Didier fills his pockets and imagines this bounty as an incarnation of the vineyard’s lush soil and its excellent exposition: always a good harbinger of what’s to come from his vines. No cherries to speak of, but you’ll find hints of other orchard fruit, like citrus and peach.

**\$45.00** PER BOTTLE

**\$486.00** PER CASE

### — VALUE OF THE MONTH —

## 2017 CAHORS CLOS LA COUTALE

*by Tom Wolf*

**W**HILE WE ARE PROUD that many of our selections represent tremendous values, clients don’t often excitedly tell us they’d be happy to pay more for a specific bottle. This happens regularly, though, with Clos La Coutale’s Cahors. In a similar vein, we’ve been saying for years that we would continue to trumpet this *rouge*’s value even if it were pricier. With that in mind, now is a great time to stock up because Philippe Bernède’s “black wine”—made of 80% Malbec and 20% Merlot—just might be *the* quintessential wine for winter. Deep, dark, earthy, and spicy, it suits all kinds of stews and braises. Richard Olney often paired it with cassoulet, the kind of cold-night casserole that warms your bones. Christopher Lee, whom you may know from our past parking lot parties or wine club recipes, suggests a pan-fried duck breast or black truffles over soft eggs on toast with a truffle-scented reduced cream. You also can’t go wrong by simply frying up some merguez. Whatever you decide to pair it with, you’ll be impressed by how fresh, juicy, and buoyant a wine this dark can be.

**\$17.00** PER BOTTLE

**\$183.60** PER CASE

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# RÉCOLTE DE FOU

## DOMAINE FOLLIN-ARBELET

by Tom Wolf

**I**F YOU'D BEEN DRIVING along the rue du Chapitre in the commune of Aloxe-Corton, north of Beaune, in September 2017, chances are good that you would have heard lines from the old wine song “Ah! que nos pères étaient heureux” emanating from the Clos du Chapitre vineyard, which abuts the Église Saint-Médard:

*. . . rubis divin, il planta là notre espérance,  
Amis, buvons à pleins tonneaux,  
Comme des trous, comme des trous, morbleu,  
L'avenir est à nous!*

*. . . divine ruby, he planted our hope there,  
Friends, let's drink to our full barrels,  
Drink like fish, goodness, drink like fish,  
The future is ours!*

The tune is a favorite of Franck Follin-Arbelet's band of *vendangeurs*, who harmonize with extra verve when the harvest is promising. The year 2017 saw a *récolte de fou*—“crazy harvest”—according to Franck. After a string of difficult vintages, 2017 ended in relief, with not only an abundance of grapes but also very high quality. Having narrowly missed a devastating frost in April, Burgundy was graced with favorable conditions the rest of the spring and summer. The weather, combined with Follin-Arbelet's old-school, everything-done-by-hand techniques in the vines and in his deep stone cave beneath his home, created wines that show tremendous charm right out of the gate as well as impressive cellaring potential.



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## 2017 PERNAND-VERGELESSES 1ER CRU “LES FICHOTS”

Franck has occasionally referred to his Fichots as “rustic,” but that tells you more about the incredible elegance of his other cuvées than it does about this wine. Sure, it has a little grip, but plush notes of red fruit and cocoa abound in the glass. This Pernand punches way above its weight.

**\$67.00** PER BOTTLE      **\$723.60** PER CASE

## 2017 ALOXE-CORTON 1ER CRU “CLOS DU CHAPITRE”

Follin-Arbelet makes two reds from this appellation. Les Vercots is built for the cellar. Clos du Chapitre, in contrast, is the bottling to open now, evoking gorgeous red fruit with irresistible stoniness that gives it structure. As seductive as it is now, though, it will certainly evolve beautifully over the next ten to fifteen years.

**\$93.00** PER BOTTLE      **\$1,004.40** PER CASE

## 2017 CORTON GRAND CRU

*Grand cru* red Burgundy often requires years in the bottle to reach its potential, and this 2017 Corton will age gracefully, but it is also charming and elegant right now. Notes of cherries, blackberries, and spice come together in this wine that doesn't scream, but says nobly: “class.”

**\$160.00** PER BOTTLE      **\$1,728.00** PER CASE



## GIFT CERTIFICATES

CONSIDER A KLWM GIFT CERTIFICATE.

*Dial 510-524-1524 and order the certificate in any denomination you desire. We'll even mail it for you and include a gift card if you like. The certificates look classy—of course!—and never have we heard from anyone who was disappointed to receive one.*



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# LANGUEDOC

by Chris Santini



## 2018 LANGUEDOC BLANC CHÂTEAU LA ROQUE

Lately you may have noticed a rise in freshness, a burst in aromatics, and a softness of texture in La Roque's wines. One secret to this development (winemakers, take note!) is that, upon harvest, the grapes—picked into small crates—are stacked up in a cold room and left alone for a full thirty-six hours. What this does is chill

them down to the seed, and when the juice is then pressed and the indigenous yeasts wake from their cold-induced slumber, they take it nice and easy for a slow ferment. Some say that historically in Burgundy, for example, the region's reputation for great *blanc* came about partly because of the cellars' deep natural chill, which forced the yeasts to slow down and take their time, allowing for greater complexity and bouquet. You could call it Slow Wine.

**\$22.00** PER BOTTLE

**\$237.60** PER CASE

## 2018 CORBIÈRES ROUGE DOMAINE DE FONTSAINTE

Here at the Beaune office, we continue to hear now and then from Yves Laboucarlié, the sprightly eighty-eight-year-old patriarch of Fontsaïnte. He long ago handed over daily operations to his immensely affable and capable son, Bruno, yet he still enjoys coming into his "office," a small side room by the entrance of the family home, to make some calls and look over faxes. While he walks with a stoop, due to decades of hard labor and injuries suffered when the plane he was piloting was shot down during the Algerian War, he exudes health and joyful mind and spirit. This cuvée, the domaine's "basic" *rouge* (which is anything but), was Yves's creation some fifty years ago, and today it remains the estate's bread and butter. It should be yours, too. Whole-cluster carbonic fruity goodness mixed with darker licorice notes all go down with a guzzle. Perhaps this *rouge* is a key to Yves's longevity.



**\$16.00** PER BOTTLE

**\$172.20** PER CASE

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**2016 FAUGÈRES “JADIS”  
DOMAINE LEON BARRAL**

The name of this cuvée, *Jadis*, roughly translates as “long ago, in olden days.” Old-timers often use the reflective, slightly melancholic word when they reminisce about the way things used to be. Barral’s wines in general, and this one in particular, have always tapped into my childhood memories of rural southern France: large family gatherings over endless meals of rustic, hearty, fragrant dishes, and bright purple wines filling up glass cups from worn liter bottles, all with a backdrop of joyous conversation and a haze of tobacco smoke. What will Jadis inspire for you?

**\$55.00 PER BOTTLE**

**\$594.00 PER CASE**

**GIFTS FOR THE CHEF**

**FRENCH & ITALIAN  
OLIVE OILS**



**2018 HUILE D’OLIVE VIERGE EXTRA  
DOMAINE DU VIEUX TÉLÉGRAPHE**

**\$45.00 PER 500-ML BOTTLE**

**2018 OLIO EXTRA VERGINE DI OLIVA  
RIOFAVARA**

**\$24.00 PER 500-ML BOTTLE**

**2018 HUILE D’OLIVE VIERGE EXTRA  
YVES CANARELLI**

**\$42.00 PER 500-ML BOTTLE**

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# SOPHISTICATED QUAFFERS

## 6-BOTTLE SAMPLER

by Anthony Lynch

**P**ORCH POUNDING—balcony boozing, terrace tipping, or gazebo guzzling, if you will—is not always the most . . . er, refined experience. It typically includes close friends, rarely involves fine glassware, and never requires a good excuse to engage. Such situations often devolve to crass humor, impulsive Instagram posts, and lazy culinary choices. The wines in question are not masquerading: they taste like fresh fruit, and may feature a bad pun or a drawing of a dog on the label. You get the idea.

But on certain occasions, we might want to knock back a few glasses of crushable juice and feel *fancy* while we do it. Is such a thing even possible? We may dress posh, speak with civilized locution, and adopt refined mannerisms, but something is still missing: one cannot plug in style without the appropriate wine.

Here are six juicy, fresh, slammable bottles with enough complexity and pedigree to make you feel like a class act while you imbibe. They are *terroir*-driven wines, crafted via artisanal methods by serious vignerons, that just happen to be incredibly easy to slurp down. With these Sophisticated Quaffers®, we hereby invite you to pull out the Zaltos and make patio pounding a truly dignified act.

PER BOTTLE

2018 CÔTES DE PROVENCE ROSÉ • CLOS STE. MAGDELEINE	\$28.00
2017 POUILLY FUMÉ “VIEILLES VIGNES” • RÉGIS MINET . . . .	26.00
2017 MÂCON VILLAGES • DOMAINE ROBERT-DENOENT . . . .	37.00
2017 JULIÉNAS • LA SŒUR CADETTE . . . . .	31.00
2017 VIN DE FRANCE ROUGE “FAUSTINE” • COMTE ABBATUCCI	40.00
2015 FRONSAC “CUVÉE PIVERTS” • CHÂTEAU MOULIN . . . . .	29.00

Normally \$191.00

SPECIAL SAMPLER PRICE **\$162**

(a 15% discount)

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# SNOW, SUN, AND SANCERRE

by *Dustin Soiseth*

## 2018 CHIGNIN “VIEILLES VIGNES”

A. & M. QUENARD

I often wonder why more vigneronns don’t experiment with the Savoyard grape Jacquère, especially in colder regions. Here’s a grape that thrives on steep slopes, is hardy enough to survive freezing winters, and gives aromatic white wines as bracing as a glacier-fed stream. Michel Quenard’s Vieilles Vignes bottling, from seventy-year-old vines, has a dazzling floral aroma, like the first flowers of spring pushing up through the last snow of winter.

**\$21.00** PER BOTTLE

**\$226.80** PER CASE

## 2018 BANDOL *BLANC*

DOMAINE DE TERREBRUNE

With each new vintage I continue to marvel at Reynald Delille’s magical ability to transmute blazing Provençal summers into delicious wines of surprising delicacy. His Bandol *blanc* is as fresh and breezy a wine as you’re likely to find in the south of France, like enjoying a cloudless summer day from the comfort of shade. Remarkably subtle ripe peach and pear notes are balanced with a refreshing, herbal greenness.

**\$38.00** PER BOTTLE

**\$410.40** PER CASE

## 2018 SANCERRE “CÔTES DES EMBOUFFANTS”

DOMAINE ROGER NEVEU

A winemaking tradition as long as France’s is bound to produce a few historic vineyard sites here and there. But when some rosy-cheeked monk or abbot—the wine bloggers of their age—singles out a specific plot, you know you have something truly special. In his 1777 history of Sancerre, the abbot Poupart wrote that “the Bouffants hillside is one of the best I know in our Sancerre area.” Judging by the contents of Roger Neveu’s 2018 Sancerre Côtes des Embouffants—a fresh-cut-grass-and-citrus-inflected Sauvignon Blanc of incredible precision—that statement remains true to this day.

**\$27.00** PER BOTTLE

**\$291.60** PER CASE



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## OPEN SPECIAL HOLIDAY HOURS

*Sunday, December 22*  
11 A.M. to 6 P.M.

*Monday, December 23*  
11 A.M. to 6 P.M.

*Tuesday, December 24*  
10 A.M. to 4 P.M.



### 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.