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WINE MERCHANT

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Quintarelli Giuseppe

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

APRIL 2013



*Giuseppe Quintarelli, 1927–2012*

© Quintarelli Family

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# QUINTARELLI

DEAR CLIENTS,

It is our pleasure and privilege to announce one of our most exciting collaborations since Kermit founded his company in 1972.

We are dedicating this brochure to the late, great Maestro del Veneto, Giuseppe Quintarelli. We have been honored by his family's confidence in entrusting us with the importation and distribution of their wines in the United States. It is exciting to report that this formidable estate is in capable hands for the future, despite the tragic loss (in January of last year) of its spiritual leader for the past half century. All of the tradition, love, heart, and soul of crafting one of the world's finest wines continue with the Quintarelli family. Giuseppe's wife Franca, his daughter Fiorenza, his son-in-law Giampaolo, and his grandsons Francesco and Lorenzo are all keeping a close watch over the family's legacy.

It is impossible to speak about Quintarelli without superlatives. The name itself stands for so much: the family, the wines, a style, a tradition, a way of doing things. After all the time, effort, patience, and care that go into the making of a bottle of Quintarelli, it truly does mean so much more than wine.

Nothing is ever hurried at Quintarelli. The wines take their time and are given the time they need. In the still, quiet calm of the family cellars on a hillside above the town of Negrar, along the winding via del Cerè, deep in the Valpolicella zone, the wine from the fruit of these hillsides ages patiently and gracefully in large casks until it is ready to meet the world. Every release is a masterpiece, a testament to time, tradition, skill, and passion, the creation of a master artisan. As you will see, virtually every wine released this year is at least ten years old already. You can't really compare these wines to any other in the region, or anywhere else in the world. They are in a class all their own.

Many of you are, of course, very familiar with these wines. For those of you who are not, we hope that you will all have the opportunity to taste and experience at least one bottle in your lifetime.

Sincerely,  
DIXON BROOKE

	PER BOTTLE
2011 BIANCO SECCO CÀ DEL MERLO . . . . .	\$42.00
2008 PRIMOFIORE . . . . .	55.00
2003 VALPOLICELLA CLASSICO SUPERIORE . . . . .	85.00
2003 ROSSO CÀ DEL MERLO. . . . .	85.00
2002 ROSSO DEL BEPI. . . . .	175.00
2003 AMARONE DELLA VALPOLICELLA CLASSICO . . . . .	350.00
2003 AMARONE DELLA VALPOLICELLA CLASSICO RISERVA . . . . .	650.00
2001 ALZERO CABERNET . . . . .	400.00
2001 RECIOTO DELLA VALPOLICELLA CLASSICO. . . . .	360.00
2001 RECIOTO DELLA VALPOLICELLA CLASSICO TENTH. . . . .	185.00
2003 AMABILE DEL CERÈ "BANDITO" . . . . .	500.00
2003 AMABILE DEL CERÈ "BANDITO" TENTH . . . . .	265.00

*Please inquire about magnums*

*Purchases of six bottles or more  
will receive a ten percent discount*





*Appassimento: the drying of grapes for Recioto*

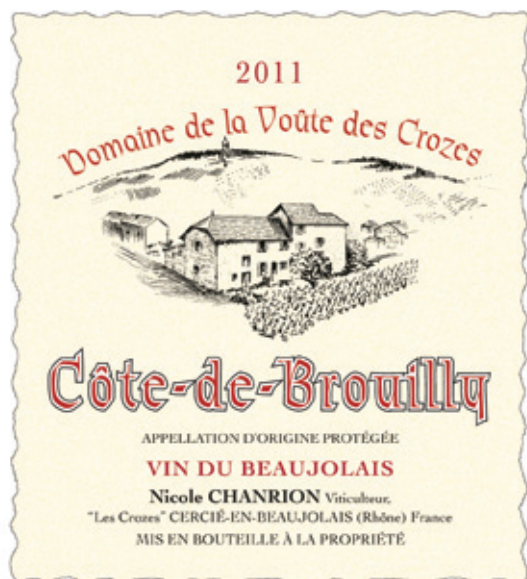
© Dixon Brooke

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# THE BEAUJOLAIS

by Chris Santini

**T**HIS LAST SUMMER the Dupeuble family held quite a bash to celebrate their 500th continuous year of making fine Beaujolais at their estate. Hundreds of their closest friends and clients came for an evening full of food, song, dancing, and Dupeuble Beaujolais by the tankful, and I can assure you that there ain't no party like a Beaujolais party. I also had the great honor and surprise of being knighted into the *Ordre des Compagnons du Beaujolais* during the festivities in front of robed elders in full regalia. Their motto: *Vuidons les Tonneaux* ("Empty the Barrels," in local parlance). The ceremony consisted of slugging back a rather large goblet of Beaujolais, turning it upside down to prove it'd been emptied to the last drop, and taking an oath to respect, promote, and defend the Beaujolais tooth and nail come hell or high water. What greater mission could be bestowed upon oneself? Allow me to begin right here and now. Please, next time you're thinking of having a few friends over, or throwing a party yourself, look to the masters of that domaine, and plan on some Dupeuble Beaujolais. Neither you nor any of your invitees will regret that decision. Beaujolais is a large appellation, a simple appellation, and Dupeuble's is simply delicious, fun to drink, and it never, ever, disappoints.



Also keep in mind Nicole Chanrion's Côte-de-Brouilly from the blue volcanic schist soils of the Mont Brouilly, unique to her corner of the Beaujolais. It's got plenty of vivid fruit, which makes it great for a party, too, but there's a lot more going on than that in the bottle and you may want to take time and contemplation with this one. This is also one of the rare agers for the region. Chanrion recently sent our Beaune office a gift of her 2005 vintage, which is still young and spectacular.

One other Beaujolais to pick up is the Régnié from Charly Thévenet. When Charly was fifteen years old and cruising the streets of the Beaujolais on his moped, he nearly flew off the road when his eye caught sight of a parcel of vines owned by the late Marcel

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Lapierre. “They were freshly plowed, and the overturned soil made them look so beautiful, it was at that moment I knew this profession was for me,” says Charly. Welcome to the Beaujolais, where fine vines are ogled like fine ladies. Charly went and knocked on Lapierre’s door, and the rest is history. He now farms a plot of old vines on granite soils that provide the darkest and most complex Cru Beaujolais I’ve ever encountered. There’s a backbone of classic Beaujolais pleasure mixed with a richer northern Rhône-styled influence as well, simply delicious and impressive.

There is truly a Beaujolais for every occasion. Find the one that works for you, and, as say the locals, “*Bonne soif!*”

	PER BOTTLE	PER CASE
2011 BEAUJOLAIS • DOMAINE DUPEUBLE . . . . .	\$14.95	\$161.46
2011 CÔTE-DE-BROUILLY • NICOLE CHANRION . . . . .	19.95	215.46
2011 RÉGNIÉ “GRAIN & GRANIT”		
CHARLY THÉVENET . . . . .	31.00	334.80



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# BURGUNDY

*by Dixon Brooke*

## 2011 CHABLIS • OLIVIER SAVARY

There is a lot of talk about natural wine these days. Unfortunately, in my opinion, this movement has merged with the “no sulfur” movement, with questionable consequences. Meaning, let’s make a natural wine in the vineyard, and then use zero sulfur dioxide to protect it during vinification. This practice is particularly dangerous for white wine, and it often has the unintended consequence of producing a wine with no *terroir* stamp. Instead, it leaves the stamp of technique. This is the polar opposite of what we look for here at KLWM. Technique and philosophy should never trump quality. Savary makes a picture-perfect rendition of Chablis, impeccable and delicious. It is farmed with respect for the environment, and it is raised with respect for the wine. When you buy a bottle, you know what you are going to get: classic Chablis, period.

**\$24.00** PER BOTTLE

**\$259.20** PER CASE



© Molly Surbridge

*Olivier Savary's underground cellar*

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## 2011 CHABLIS “VAUDÉSIR” GRAND CRU ROLAND LAVANTUREUX

Our longtime supplier in Chablis, Roland Lavantureux, is now joined by his two enthusiastic sons, Arnaud and David. The sons moved quickly to expand the domaine’s historical offerings by purchasing a parcel of *premier cru* Fourchaume. Then they negotiated a deal to make some *grand cru* from this rarely seen *terroir*. Vaudésir is a south-facing amphitheater between Preuses and Valmur, above Grenouilles. Now is your chance to scoop up some *grand cru* Chablis before we have to allocate it by the bottle!

**\$73.00 PER BOTTLE      \$788.40 PER CASE**

## 2010 MOREY SAINT DENIS “EN LA RUE DE VERGY” • RÉGIS BOUVIER

Bouvier’s Morey is consistently one of the best values in our Burgundy portfolio, a wine capable of aging like a *premier cru* but without the price tag. Definitely the best *lieu-dit* in Morey (surrounded by Bonnes Mares, Clos de Tart, and Clos des Lambrays), this is one of those insider wines that Burgundy experts are always trying to find. Let us be your expert.

**\$54.00 PER BOTTLE      \$583.20 PER CASE**

### A CURATED LIST OF FINE BURGUNDIES

PER BOTTLE

2009 MEURSAULT-GENEVRIÈRES	1ER CRU • ANTOINE JOBARD . . .	\$107
2009 PULIGNY-MONTRACHET	“LES PERRIÈRES”	
	1ER CRU • LUCIEN BOILLOT . . . . .	108
2007 MEURSAULT-PORUZOTS	1ER CRU • ANTOINE JOBARD . . . . .	110
2007 MEURSAULT	“LES PETITS CHARRONS” • ARNAUD ENTE. . . . .	130
2009 ALOXE-CORTON	“CLOS DU CHAPITRE” 1ER CRU	
	FOLLIN-ARBELET. . . . .	72
2009 NUITS-SAINT-GEORGES	“AUX MURGERS” 1ER CRU	
	MÉO-CAMUZET. . . . .	173
2009 CLOS DE VOUGEOT	“PRÈS DU CELLIER” GRAND CRU	
	MÉO-CAMUZET. . . . .	273
2009 VOLNAY	“SANTENOTS DU MILIEU” 1ER CRU • A. ENTE. . . . .	113
2008 CHARMES-CHAMBERTIN	GRAND CRU • DOMAINE MAUME	145
2005 CLOS DE LA ROCHE	GRAND CRU • LOUIS REMY . . . . .	200
2001 NUITS-SAINT-GEORGES	“LES PERRIÈRES” 1ER CRU	
	ROBERT CHEVILLON. . . . .	85

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# STUNNING VALUES FROM ITALY

by Delia Dent

## 2011 PINOT GRIGIO • LA VIARTE

La Viarte's Pinot Grigio is the antidote to all those insipid wines that have usurped the reputation of this worthy grape. Fresh, fruity, and mouth-filling, with great acidity and minerality.

**\$16.00** PER BOTTLE

**\$172.80** PER CASE

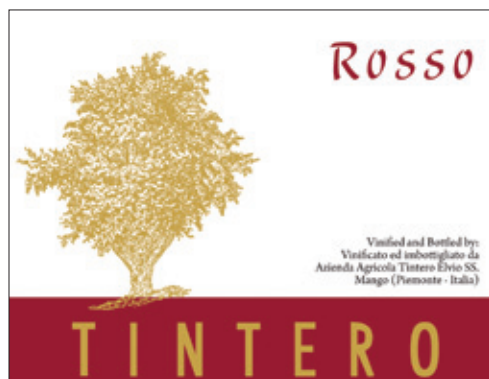
## 2011 MONFERRATO ROSSO BLENDED BY KERMIT LYNCH

During my first few years of working for Kermit, I heard a lot of talk about his elusive dream of finding an inexpensive crowd pleaser to add to our Italian portfolio. We tasted our way through oceans of mediocre samples (not to mention the really awful ones) before finding a producer with the QPR we needed. Once we did, Kermit went to work, adding a splash of this and a drop of that. This satisfying all-purpose *Rosso* is the result.

**\$12.00** PER BOTTLE

**\$129.60** PER CASE

## 2011 ROSSO • TINTERO



Marco Tintero's name is practically synonymous with easy-drinking deliciousness. His entire range of wines—from the Moscato that began our collaboration to the lightly sparkling Grangia and the fresh, light whites—invites you to grab a few friends, pop a few corks, and simply enjoy yourself. This blend of Nebbiolo, Barbera, Dolcetto, and Cabernet Franc rounds out the selection, carrying the merriment all the way through dinner.

**\$9.95** PER BOTTLE

**\$107.46** PER CASE

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# BORDEAUX FOR ALL

by Anthony Lynch

## 2010 SAINT-ÉMILION GRAND CRU CHÂTEAU TERTRE DE LA MOULEYRE

To understand the meaning of the term *grand cru*, have a taste of this Saint-Émilion. It is indeed grand, with a deep and impressive feel on the palate. Right now the velvety texture and luscious fruit aromas draw the glass to my lips. However, its hefty structure suggests that several years in a cool cellar will give a majestic wine, a true mark of its *grand cru* status.

**\$65.00** PER BOTTLE      **\$702.00** PER CASE

## 2009 MONTAGNE-SAINT-ÉMILION CHÂTEAU TOUR BAYARD

Serve your Saint-Émilion *grand cru* to impress a distinguished guest at your table after you have toiled all day to fix the perfect dinner. Save the Montagne-Saint-Émilion for when it's just you and your buddies making burgers. Château Tour Bayard's Montagne is bold and juicy, and thanks to its reasonable price you won't feel obliged to lick up any drop you might spill. Although, with its ample fruit flavors and smooth finish, nobody could blame you if you did . . .

**\$22.00** PER BOTTLE      **\$237.60** PER CASE

## 2008 POMEROL "CLOS PLINCE" CHÂTEAU GOMBAUDE-GUILLOT

If my grandparents drank Pomerol, then this would be the Pomerol of my grandparents. It is the perfect example of a fine, elegant version of Merlot—the exact opposite of the wines that give the grape a bad reputation. Claire Laval bottles this single-vineyard cuvée from her oldest vines, and after a few hours in a decanter, it will reach its peak with silky tannins and a refined mouthfeel. I challenge you to hold back from drinking a few bottles and let them evolve slowly in your cellar!

**\$58.00** PER BOTTLE      **\$626.40** PER CASE



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# A LIGURIAN MEAL

by Anthony Lynch

## 2011 VERMENTINO “ISASCO” • PUNTA CRENA

The Isasco vineyard sits on a plateau high up in the coastal mountains of Liguria, overlooking the small town of Varigotti and the expansive Mediterranean down below. Thanks to the altitude, the vines benefit from cool nights that allow for slow ripening all the way until harvest in mid-October. The Vermentino thrives in this maritime setting. Sipping it evokes a fresh sea breeze, as if a current of air had picked up the Mediterranean’s brine, swept away the delicate aroma of white wildflowers, and brought these elements to the grape. The result is crisp with local charm and true Ligurian character.

**\$24.00** PER BOTTLE

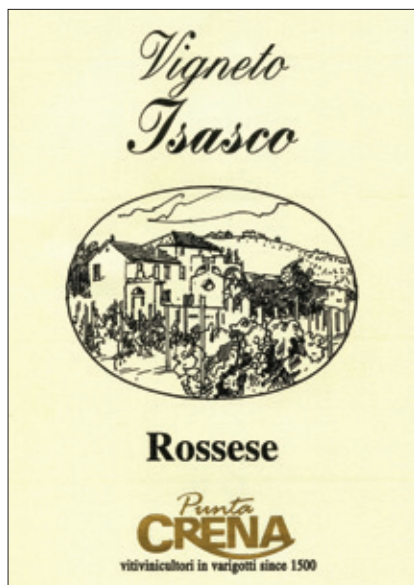
**\$259.20** PER CASE

## 2011 ROSSESE “ISASCO” • PUNTA CRENA

Spending time in the coastal villages of Liguria—or anywhere in Italy, for that matter—will immediately reveal that life revolves around food. People always seem to be eating, and even while enjoying one meal, you might overhear them planning out the next. Paolo Ruffino, whose family has been growing and vinifying local varietals in Varigotti since around 1500, discloses his philosophy: “I only eat once a day—I start in the morning after I wake up, and I stop before I go to bed.” (No, he’s not fat—on the contrary.) It only follows naturally that the Ruffinos should produce a Rossese that is both thirst-quenching and extremely food-friendly. In fact, it’s a challenge for me to imagine a dish that would not pair terrifically with a slightly chilled glass of this delightful red. And if you’re not hungry yet, its buoyancy on the palate and fruity exuberance make it delicious on its own.

**\$24.00** PER BOTTLE

**\$259.20** PER CASE





*Punta Crena vineyards at dusk*

© Anthony Lynch

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# LOIRE

by Dixon Brooke



## 2011 MUSCADET CÔTES DE GRAND LIEU ÉRIC CHEVALIER

A few examples of KLWM daily standards: our name-sake Côtes du Rhône and Monferrato Rosso bottlings, Dupeuble Beaujolais, Coutale Cahors, Salvard Cheverny, Corte Gardoni Custoza, Fontsaïnte Gris de Gris. Here's another one: Chevalier Muscadet. Dry, crisp, always pristine, always thirst-quenching, a fantastic and versatile value.

**\$14.95** PER BOTTLE

**\$161.46** PER CASE

## 2011 SAVENNIÈRES “CUVÉE SPÉCIALE” CHÂTEAU D'ÉPIRÉ

When the resurgence of knowledge about Savennières (currently in motion) is complete, you will no longer be able to buy these incredibly complex dry whites, capable of aging thirty years or longer, for thirty dollars. These Chenin Blancs, or *Pineaux de la Loire*, rival the greats from Alsace and Burgundy in terms of complexity and aging potential—but not price. The French press recently called Luc Bizard, owner and head wine man at Epiré, the last remaining holdout making truly traditional Savennières, crafted with no compromise whatsoever. Amen to that.

**\$30.00** PER BOTTLE

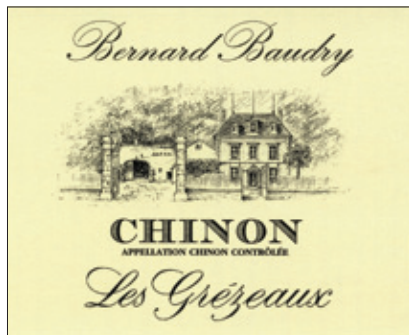
**\$324.00** PER CASE



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**2010 CHINON “LES GRÉZEAUX”**  
**BERNARD BAUDRY**

Baudry's name stands tall in the circles of those who appreciate the Loire's best Cabernet Francs. Many years ago Charles Joguet gave Kermit Baudry's name, and Kermit has returned to the Baudry cellars every year since his first visit. Both the man and his wines are bastions of tradition, humility, and old-fashioned good sense. These Chinons aren't just brilliant in their own right, they are pillars of a very old and grand tradition in the central Loire, and there aren't many of these left.



**\$27.00** PER BOTTLE

**\$291.60** PER CASE

**2010 SANCERRE ROUGE**  
**“LE CHANT DE L'ARCHER”**  
**DANIEL CHOTARD**

It's back already! The 2009 flew out of here, and we quickly got the new vintage on a boat to California. Here's to delicious Pinot Noir at a price that makes you a little less hesitant to pull the cork whenever the mood strikes. The combination of this noble grape, the Kimmeridgean limestone marl in Sancerre, and barrels from Burgundy for refinement makes for some really interesting pairings at table. Smooth as silk, beautifully balanced.

**\$35.00** PER BOTTLE

**\$378.00** PER CASE



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# WHITE BEFORE RED

by Anthony Lynch

## VINO BIANCO “GRANGIA” TINTERO

Grangia is a wine that can be enjoyed in virtually any scenario. For example, I have most often savored it in some situation involving avocados and baseball. Alternatively, Marco Tintero, who makes this delicious dry *frizzante*, drinks it over lunch between long hours of hard work in his steep vineyards. While we may imbibe it under different circumstances, we prize this crisp, floral-scented blend for the same reason: at just 11.5% alcohol, having more than one glass is not only tempting but unavoidable. Marco agrees: “Grangia is so light, I drink at least a bottle every day at lunch.” It is my hope that Marco’s uplifting words will influence you in deciding what will be your new *aperitivo*, picnic, and sunny afternoon drink of choice.

**\$8.95** PER BOTTLE      **\$96.66** PER CASE

## 2010 CÔTES DU RHÔNE ROUGE BLENDED BY KERMIT LYNCH

Now that you’ve stimulated your senses with a glass or two of the above Grangia, consider the following words: *elegance*, *class*, *finesse*. We regularly employ these words to describe great wines. These are the wines that make our eyes light up after each swallow, often followed by an utterance such as “Aaah,” or “Mmm,” and sometimes even “Wow!” We would like to drink these wines every day, but the wallet tends to classify them as “special-occasion” bottles. Lucky for us, Kermit’s Côtes du Rhône has the potential to make every night a special occasion. Its aroma of ripe berries and its earthy nuances make it the prototype for all Côtes du Rhône, yet it is distinguished by the above elegance, class, and finesse. There are three more words of equal importance that I would like to add: *versatility*, *drinkability*, and *approachability*. Bring a bottle home tonight, and you can afford to bring another one home tomorrow.

**\$12.95** PER BOTTLE      **\$139.86** 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.*

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