# KERMIT LYNCH WINE MERCHANT

JUNE 2013



Awaiting Kermit's annual springtime arrival in Provence

© Gail Skoff

- ROSÉ TIME! EXPLORING THE STORE
  - P-A LES PALLIÈRES: ROOTS & DEVILS
    - P-A BRUNELLO: POWER & FINESSE



Les Pallières © Gail Skoff

#### —PRE-ARRIVAL OFFER—

# 2011 Les Pallières

by Anthony Lynch

REMEMBER THE FIRST TIME I visited Domaine Les Pallières. I found the southern Rhône's landscape fascinating—extensive green plains akin to an ocean of vineyards, dotted with picturesque old villages atop gently sloping hills. We drove on a road leading up one of these hills and in the distance I spotted Gigondas, the village. It looked ancient and abandoned, with only a handful of structures standing, some minuscule houses built of stone around the church steeple. It seemed impossible that any life could exist here, but I wouldn't find out, as the car continued into the countryside and began turning off on a series of increasingly small, rustic roads. Finally we came upon a weathered sign in the shape of a wine bottle pointing down a narrow road. It read: Les Pallières. At that point—too young to understand the complex intricacies of terroir—I thought, "Okay, I guess this is a pretty good spot to make great wine."

Since that day, several vintages have been harvested, vinified, aged, and bottled at Les Pallières. Having tasted these and many other wonderful bottles of Gigondas from the domaine, I can affirm that it is indeed a great site for producing full-bodied, age-worthy reds. The environment in which the grapes are grown undoubtedly plays a role: the Provençal sun shines down to give ripe fruit flavored by the surrounding cherry trees, lavender, and *herbes de Provence*. Highaltitude vineyards in the shadow of the jagged Dentelles de Montmirail add a freshness and minerality that contribute to the wine's food-friendliness and ageability. The expertise of Daniel and Frédéric Brunier, two master vignerons, certainly doesn't hurt, either.

We are excited to offer you the 2011s, another successful vintage at Les Pallières. Having seen the price tag that most Gigondas wears, I can't speak strongly enough for these wines that never cease to amaze with their depth, elegance, and authenticity. This is your chance to experience the real deal of the southern Rhône, and these wines will only get better and better with each passing year.

PEI	R CASE
2011 GIGONDAS "LES RACINES"	80.00
2011 GIGONDAS "TERRASSE DU DIABLE"	80.00

Please inquire about tenths and magnums.

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

# DON'T POSSESS A HUNDRED RUBLES

by Katya Karagadayeva

RECENTLY CAME ACROSS an interview in which Kermit talks about comparing wines to old friends. Makes sense, right? Just like people, each wine has his or her different personality, and for every situation in life there is a perfect match. In Russia we have a saying that goes something like "Don't possess a hundred rubles, but possess a hundred friends." I would like to introduce you to six friends of mine.

#### VINO ROSATO "GRANGIA" • TINTERO

If Grangia is already your go-to white, you will love her sister. Pretty in raspberry-pink, easygoing, pleasant. Her upbeat personality gets your attention at a first interaction and has you coming back for more. Don't call her if you want to discuss politics over a steak, but enjoy her unpretentious company in any other situation.

\$9.95 PER BOTTLE

**\$107.46** PER CASE



# 2012 BARDOLINO "CHIARETTO" CORTE GARDONI

This energetic young fellow is a real charmer—handsome, bright, refreshing, intense—a true Italian. He's built like a wiry soccer champion. When in his company over a home-cooked meal, I lose track of time and, inevitably, of just how many glasses of wine I've had. I would love for you to know him!

**\$12.95** PER BOTTLE

**\$139.86** PER CASE

#### 2012 LANGUEDOC ROSÉ • DOMAINE DU POUJOL

Meet your new favorite sidekick. He is a life-of-the-party kind of guy in the best possible way. With true southern charisma, he is not only strikingly attractive and gracious, but also extremely dependable and versatile. Picnic in a park, fried chicken at home, or a night out at a trendy restaurant—you won't find a better companion.

**\$16.00** PER BOTTLE

**\$172.80** PER CASE

# 2012 TAVEL ROSÉ CHÂTEAU DE TRINQUEVEDEL

Everyone needs a powerful friend, a friend with connections. A true aristocrat: his predecessors rubbed shoulders with French kings and were admired by Ernest Hemingway. He is a man of grand stature, his manners are perfect, but his fiery spirit shines through. And he is one of those lucky few who only benefit from aging.



**\$18.00** PER BOTTLE

**\$194.40** PER CASE

#### 2012 MARSANNAY ROSÉ • RÉGIS BOUVIER

"Sophisticated" comes to mind. Pure and classy, she is a true lady. Her beauty is quiet, not showy, and her elegance and wit will win you over every time.

**\$22.00** PER BOTTLE

**\$237.60** PER CASE

#### 2012 BANDOL ROSÉ • DOMAINE DU GROS 'NORÉ

His shirt might be a delicate salmon hue, but there is a true strength underneath. A former boxer with thick, soil-encrusted hands, he is well built and resilient. There is so much generosity, flavor, soulfulness—but also true finesse. Have you seen photos of Alain Pascal, the winemaker of Domaine du Gros 'Noré? Look him up—you'll know immediately what I mean.

\$30.00 PER BOTTLE

**\$324.00** PER CASE

#### SEASONAL SAMPLER

by Mark Congero

RECENT EVENTS have got me thinking about my childhood—living with my mom on Long Island. Summer was the best season for food, and two annual excursions signaled that summer was upon us.

First, we would take a drive upstate with the goal to hit as many roadside stands and farms as we could. I remember on more than one occasion getting a tummy ache after eating way too much on the way home: fresh string beans with their crisp, off-the-plant snap, sweet corn ready to peel and eat, beefsteak tomatoes, beautiful plump cherries and blueberries. If I had been a good helper and copilot, on the way home we would stop at my favorite Chinese restaurant and I'd order lobster Cantonese, the delicious end to a perfect day.

Later in the summer we would drive out to Montauk to go fishing. There was never a time that I didn't catch my fill of delicious fluke or flounder. My mom would panfry the fish with butter and lemon and serve coleslaw on the side. I've never really thought about it much, but those are important memories I will cherish forever. Summer is family time and fun time, hopefully.

We have a lovely mix of summer wines for you to enjoy. I will also add a few favorite summer recipes to the box. Remember, it's only June, so you may want to buy a couple samplers to get you through the summer, and at 30% off there is no reason not to!

PER BOTTLE
2011 Langhe Arneis • Tintero
2011 CHARDONNAY • ÉRIC CHEVALIER
2011 Coteaux du Loir <i>Blanc</i> • Pascal Janvier 16.95
2011 GENTIL D'ALSACE • MEYER-FONNÉ
2011 E Prove Blanc • Domaine Maestracci 18.95
2012 Languedoc Rosé • Château de Lascaux 17.00
2011 BARDOLINO "PRÀDICÀ" • CORTE GARDONI 17.50
2009 Montagne-Saint-Émilion • Château Tour Bayard 22.00
2009 Languedoc Rouge "Podio Alto"
Domaine du Poujol
2011 BOURGUEIL "CUVÉE TRINCH!" • C. & P. BRETON 22.00
2010 Moulin-à-Vent • Domaine Diochon 24.00
2011 Côtes du Rhône "Il Fait Soif" • Maxime Laurent 27.00

Normally \$232.25

SPECIAL SAMPLER PRICE \$163

A 30% discount

#### LANGUEDOC REDS

by Clark Z. Terry

#### 2010 LANGUEDOC *ROUGE* CHÂTEAU DE LASCAUX

The large dollop of Syrah in this blend is made evident by the pleasant aroma of spicy, white pepper. This wine is perfect for a picnic—pull it out of the cooler and pour it alongside grilled sausages, potato salad, and coleslaw, for example.

**\$16.95** PER BOTTLE

\$183.06 PER CASE

# 2010 PIC SAINT LOUP ROUGE "MOURVÈDRE" CHÂTEAU LA ROQUE

About 140 miles of *autoroute* separate Pic Saint Loup from Bandol, but you wouldn't know it based on the taste of La Roque's Mourvèdre. This bottling of the quintessential Provençal grape is loaded with spicy *garrigue*, fresh blackberry fruit, and a dusty texture. To put it bluntly: yum!

**\$18.95** PER BOTTLE

**\$204.66** PER CASE

#### 2010 LANGUEDOC ROUGE "MONTPEYROUX" DOMAINE D'AUPILHAC

Vigneron Sylvain Fadat is one of the truly great winemakers of the Languedoc, and his talent is never more present than in this bottling that takes his village's name—Montpeyroux. The French would describe this wine as *typique*—maintaining a traditional rustic style while preserving the historical authenticity of the *terroir*. It's a lot of wine for the money.

**\$23.00** PER BOTTLE

**\$248.40** PER CASE

# 2010 PIC SAINT LOUP ROUGE "CUVÉE SAINTE AGNÈS" ERMITAGE DU PIC SAINT LOUP

The trio of brothers at Ermitage du Pic Saint Loup are known and admired in French wine circles for their reds. This tasty beauty shows aromas of black cherry fruit, wild herbs, and damp earth after a fresh rain. Serve it now with hearty fare, or stash a few bottles away to enjoy in ten years.

**\$24.00** PER BOTTLE

**\$259.20** PER CASE



# —PRE-ARRIVAL OFFER— BRUNELLO

by Dixon Brooke

HERE IS A REASON why Brunello, along with Barolo, is widely considered Italy's greatest red wine. This logic has brought many, many gold seekers to the region over the past several decades, and there have never been so many wines made in the area surrounding the hilltop town of Montalcino. It has made the art of selection more important than ever, and that's where we can help. The wines we propose today are from two of Montalcino's finest growers: Poggio di Sotto in Castelnuovo dell'Abate and Sesti at the Castello di Argiano. Both combine power and finesse in a way that most winemakers can only dream about, thanks to stony hilltop vineyards and long aging in large casks. Sangiovese reaches its greatest pure expression here in Montalcino, and these wines compete with the best varietal wines of the world. One of the many beauties of Brunello is its minimum aging requirement: when released,

it is ready to drink, yet can be held for several decades. The sensible dictum that a great wine should be good (and balanced) young, old, and in-between is particularly well observed here in Montalcino. Don't be fooled by the cheap prices of the many Brunelli out there that are mostly produced in the sun-scorched plains in the deep south of the DOC. We will only sell you wines that are built to age.

Our pre-arrival offer is the ultimate way to buy top Brunello for your cellar at a significant discount to market prices. The wines offered here are profound expressions of Italy, of Tuscany, of the Sangiovese grape; your cellars will not be complete without them.





#### ——SESTI—

PER BOTTLE

2008 Brunello di Montalcino
2007 Brunello di Montalcino Riserva "Phenomena" 112.00 Rich, savory, intense flavors; bright, tightly wound mid-palate; vigorously youthful—will continue to improve with more time in bottle.
Please inquire about magnums and very limited quantities of larger formats.
——POGGIO DI SOTTO——
2009 ROSSO DI MONTALCINO

2008 Brunello di Montalcino. . . . . . .

length; will have a very long life.

Complex nose with wild fennel and roasted herbs, palate finely knit with insanely pretty tannins. Fresh and taut with great spine, incredible

Please inquire about magnums.

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

#### ROSSO ITALIANO

by Steve Waters

IKE THE TRICOLORE FLAG, this trio of reds will inspire colorful conversations about wine, food, culture, and all things Italian. It's time to renew your passport, get on a plane, and be ready to photograph many a Giuseppe Garibaldi monument on your trip to Italy. Buon viaggio!

#### 2012 BARDOLINO "LE FONTANE" CORTE GARDONI

I remember reading long ago that Italians' favorite kind of wine is one that is as young as possible. Out of the vat, into the bottle, and down the hatch, *pronto!* This Corvina-based red certainly goes down nice and easy. A real quaffer so bright and fresh it's like life is a never-ending beautiful spring day. Drink *immediatamente* because the next vintage is right around the corner.

\$12.95 PER BOTTLE

\$139.86 PER CASE

#### 2010 ELORO "SPACCAFORNO" • RIOFAVARA

Time to uncork this Sicilian beauty and settle down for an all-day *The Godfather I, II, III* movie marathon! With pure aromas of sour cherries and spice, and a texture almost as smooth as a baby's bottom, a couple glasses of this is an offer you can't refuse.

\$19.95 PER BOTTLE

**\$215.46** PER CASE

# 2006 BARBERA DEL MONFERRATO "PERLYDIA" CANTINE VALPANE

Cantine Valpane has been a family-operated winery since the late 1800s. Pietro Arditi, the current winemaker, named this cuvée after his aunt Lydia, who handed the reins to him after many years of successfully running the estate. This 2006 is a Barbera with some meat on its bones, for sure, but was intentionally aged longer in cement vats to ensure that it is completely ready to drink upon bottling. *Salute!* 

**\$19.00** PER BOTTLE

**\$205.20** PER CASE





# MARQUILIANI

#### THE JEWEL OF EASTERN CORSICA

by Dixon Brooke

OST OF THE ACTION in Corsica—speaking in terms of wine, anyway—centers around the rugged Cap Corse and Patrimonio in the north, the rocky western coast including Calvi and Ajaccio, and the southern stronghold of Figari. The eastern coast, from Bastia south, is relatively flat and densely populated. However, about midway between Bastia and Porto Vecchio, there is an intensely green, lush, mountainous region. This area is home to Domaine de Marquiliani, and to some of Corsica's finest rosé and olive oil.

Anne Amalric took over the family domaine fifteen years ago and decided to start from scratch. She replanted her vineyards to Sciaccarellu almost exclusively for the production of rosé, built a moulin, and planted olive trees. Her wonderfully complex terroir of schist, granite, and galets roulés (alluvial riverbed stones) produces one of the most ethereal rosés you'll ever taste. And the olive oil—well, it isn't easy for me to get as excited about olive oil as about wine, but when you taste these two, you'll understand why they have become Corsica's pride and joy. After tasting through Anne's production, I selected the two oils below for our first shipment. The Fruitée Douce is a blend of three olive varieties, two from Tuscany (Ghjermana and Leccio) and one from Balagna (in the mountains of northwestern Corsica) called Sabine. It is extremely peppery and strong in character. The Fruitée Sauvage is a pure Sabine, intensely Corsican, so unusual that she is denied the AOC. This particular olive has a tendency to soak up all of the aromas of the local maquis, making it incredibly aromatic and complex in flavor. These are strongly flavored oils, not for everyone (and we only have a few cases of each, given her tiny production), but they are well worth tasting. Do yourself a favor and make a salad or two from early summer bounty, drizzle them with Anne's olive oil, and open up a bottle of this fresh-as-a-Corsicanbreeze rosé. You'll find it hard not to be in a good mood.

PER BOTTLE	PER CASE
2012 Rosé de Sciaccarellu\$28.00	\$302.40
2012 Huile d'Olive "Fruitée Douce" 500 ml 35.00	378.00
2012 HUILE D'OLIVE "FRUITÉE SAUVAGE" 500 ML	432.00

#### LES ALPES

by Anthony Lynch

ASTERN FRANCE is a fascinating area from a viticultural point of view. For one thing, it is home to a host of intriguing grape varieties. The western part of the Alps also breaches this territory, marking the land with rolling foothills and grandiose mountains. The Jura, barely east of Burgundy's famous Côte, is worlds apart. Although some of the same grapes are used as in Burgundy, they are practically unrecognizable, thanks to enormous differences in *terroir* and cellar practices. Savoie, farther south, has traditions of its own and produces invigorating wines on its steep alpine slopes. Saying that these wines are unlike any other would be an understatement.

# 2004 CÔTES DU JURA VIN JAUNE JEAN FRANÇOIS GANEVAT

Jean François Ganevat, one of the most talented winemakers in the Jura, produces over thirty cuvées per year, covering virtually every wine style conceivable. While some of his bottlings can be seen as eccentric bordering on experimental, he also embodies tradition through mastery of what the Jura is perhaps known best for: *vin jaune*, or "yellow wine." Made from the local Savagnin grape, Ganevat's Vin Jaune is aged for eight years *sous voile*, or "under veil" (the layer of yeast that floats atop the wine in barrel, equivalent to Sherry's *flor*). Aging the wine under these conditions allows for partial oxidation and produces eyebrow-raising complexity. The rich, nutty finish induces a sensation of warmth that makes Vin Jaune the perfect partner to a surprising number of foods, including walnuts, curry-based dishes, mushrooms, and my favorite, Comté cheese.

**\$68.00** PER TENTH

**\$734.40** PER CASE

# <sup>2004</sup> VIN DE FRANCE "SUL Q..." JEAN FRANÇOIS GANEVAT

Ganevat's broad repertoire also includes a stunning dessert wine. Like Alsace's greatest late-harvest wines, each berry is selected individually to gather only the most concentrated fruit. Also like the best Alsatian wines, there is a fresh acidity balancing out the lusciousness, making a second glass sound appealing. The aromas found in this glass, however, are unlike anything else you have tasted. Although the nose suggests decadence through brown sugar and candied orange, the perfume is on the whole rather savory. Find out for yourself why I have such difficulty describing it.

**\$85.00** PER TENTH

**\$918.00** PER CASE

# 2003 VIEUX MACVIN DU JURA JEAN FRANÇOIS GANEVAT

Here is a brilliant example of a fortified wine that will dazzle disciples of the style while also impressing the uninitiated. Perfect as a digestif, just one sip of this remarkably complex Macvin is enough to inspire the emotions normally associated with tasting a great wine. There is a definite brandied quality due to the process of *mutage*, wherein old *marc* is added to semi-fermented grape must to halt fermentation. After that, it is all spices, herbs, raisins, and nuts, enveloped by an unexpectedly smooth finish.

**\$49.00** PER BOTTLE

**\$529.20** PER CASE

#### PETIT ROYAL • LAMBERT DE SEYSSEL

The small town of Seyssel has a long tradition of making sparkling wine from the local grapes, Molette and Altesse. Aging on the lees gives subtle yeasty notes on the nose—a richness that is balanced out by the piquancy of its citrusy finish. Think of it as a Champagne-style bubbly at a fraction of the price. Then see that it is nothing like Champagne when you pop the cork and indulge in this clean, crisp, *Savoyard* treat.

**\$18.00** PER BOTTLE

**\$194.40** PER CASE

#### 2011 CHIGNIN BERGERON "LE GRAND REBOSSAN" • A. & M. QUENARD

I'm going to go out on a limb here and say that the Roussanne grape finds its most beautiful expression in Savoie, under the alias Bergeron. This cuvée is quite opulent with eye-popping depth on the palate and succulent aromas of wild-flower honey, vanilla, and candied apricots. Totally dry, by the way. Now, I'll repeat it: I think this is as good as Roussanne—er, Bergeron—gets.

**\$34.00** PER BOTTLE

**\$367.20** PER CASE

#### 2012 CHIGNIN BLANC • A. & M. QUENARD

On the other end of the spectrum, we have the Jacquère grape. This variety is native to Savoie and thrives on the region's dangerously steep slopes of limestone scree. It possesses a light body that conveys charm and perkiness rather than Bergeron's elegance and glamour. Its crisp peachiness is an immediate delight to the palate, with the minerally finish slyly prompting another sip. I for one will gladly comply, eager for another gulp of brisk mountain refreshment.

**\$18.00** PER BOTTLE

**\$194.40** PER CASE

#### EAST VERSUS WEST

by Steve Waters

O WEST, YOUNG MAN! And I did, twenty years ago, but after I did, it didn't me take long to realize that I had a noticeable Philadelphia accent. It still kind of bothers me that West Coast people, especially in California, don't migrate east nearly as much as transplants like me go west. Sure, the climate out here is really great, but, if you've never seen the Liberty Bell ...

When it comes to wine, though, I think regional differences translate not into a "one or the other" but a "best of both worlds" scenario. For example, take these two magnums from the spectacular 2000 vintage. Side by side, they are texturally quite similar—rich and concentrated, but bordering on silky after almost fifteen years in bottle. The Merlot and Cabernet Franc of the Pomerol aromatically suggest a bit more reticence and austerity reminiscent of the stark and stony landscape of Bordeaux. But man, do those deep aromas of black cherries, cedar, and earth draw you in, or what? The Bandol is certainly the more free-spirited of the two, strongly recommending that "the last one to jump into the Mediterranean is a rotten egg!" Fun-loving and eager to please—imagine how good this Bandol would taste with roasted leg of lamb rubbed with garlic and rosemary.

The best way to get to the bottom of this situation would be to start pulling corks. What a great opportunity to get your native and transplanted friends together and share your similarities and differences over a couple magnums of incredible wine.

#### 2000 BANDOL *ROUGE* DOMAINE DU GROS 'NORÉ

**\$98.00** PER MAGNUM

#### 2000 POMEROL • GOMBAUDE GUILLOT

**\$156.00** PER MAGNUM

#### 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.

#### EXPLORING THE STORE

by Kermit Lynch

AFTER DESCENDING OUR STAIRS into the aisles formed by stacked wine cases, head for the center of the room—our Rhône section. There, among other things, you will find some of the fruits of my collaboration with Louis Barruol. Louis owns Château de Saint Cosme on the outskirts of Gigondas and receives higher scores for his Gigondas than I do for mine. I must dutifully remind him, "Louis, where I come from, high scores don't mean diddly." Our collaborative efforts, tentatively titled Barruol/Lynch, instead of Lynch Barruol, have not received high scores. In fact, they haven't received any scores, maybe because so far we haven't had a name on our labels. How do you review an anonymous wine? Clint Eastwood did fine as the Man With No Name, but he is, after all, Clint Eastwood, or was until he began speaking to chairs.

#### MR. LYNCH, GET TO THE POINT!

Okay. Barruol and I collaborated first on a red Côtes-du-Rhône we named Cypress Cuvée. We wanted it to be overflowing with authenticity and be the best money can buy. Our 2011 is here now at \$14.95 per bottle. Have fun.

Then we turned to a white, our Sunflower Cuvée—cypresses, sunflowers, van Gogh, Cézanne, Provence, all that kind of good stuff. Anyway, the 2011 is here at \$22.00 per bottle, honeyed, lively, and delicious. Wow. I'm proud of it. It tastes like it has a tasty proportion of Marsanne in it from up around Tain l'Hermitage.

Then Louis revealed that he has a thing for northern Rhônes, and he peppered me with questions about my early trips to the cellars of Gentaz, Chave, Trollat, Roure, Clape, and Verset. We decided to do something about our shared passion.

He sources the finest sites and makes a few barrels of each cuvée. I barge in after all the hard work is done and blend the barrels into what I think tastes right. It is a sharing of experience, knowledge, and palates—rewarding for me and Louis, and hopefully for all you fans of the great Syrahs of the northern Rhône. We make these bottlings for our own satisfaction.

Small batches show up now and again throughout the year, so check out what we have when you come in.

At the moment, here is what's in stock:

PER BOTTLE	PER CASE
2010 Crozes Hermitage "Tiercerolles"\$34.00	\$367.20
2010 SAINT-JOSEPH "LES COCHÉS"37.00	399.60
2010 Côte Rôtie "La Viaillere"	756.00
2009 Côte Rôtie "Les Roses"	777.60

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### ALSACE SPOTLIGHT

by Clark Z. Terry

### 2011 RIESLING "VIGNOBLE D'E" DOMAINE OSTERTAG

The arrival of André Ostertag's Riesling is eagerly anticipated here in Berkeley. We wish he would make more, but that would require him to purchase fruit and compromise quality. Here's what André has to say about his wine:

A delicate Riesling. The bouquet is driven by white flowers, white peach, and vine blossom aromas. On the palate it is round and mouthwatering, with a fine and long acidity, and a salty sensation in the finish. There is a real nobility in this graceful Riesling.

Be sure and get some while you can.

**\$27.00** PER BOTTLE

**\$291.60** PER CASE