

This month's club shipment features six domaines who have joined the KLWM family of growers in the past five years. Some represent new horizons, being the first wines we have ever represented in a given region or appellation, such as I Pástini in Puglia, Terre del Vescovo in Taurasi, and Benoît Cantin in Irancy. Others have created new labels, as with Ferretti, a longtime Sangiovese-growing family who has finally bottled their own Brunello, or Gaël Petit of Tavel, whose disillusion with conventional winemaking led him to start over with a focus on natural, traditional methods. And one is not really so new—old-timers may recall tasting a Saint-Joseph from Domaine Marsanne when we briefly imported their wines back in the 1970s.

We invite you to raise a welcoming glass to the six growers you will meet in this month's club. The ongoing changes taking place in the wine world, as we see it, are simply an opportunity—an opportunity to experience new thrills, taste new flavors, and make new friends for your cellar and your dinner table.

—ANTHONY LYNCH

left: Matteo Perugino in his
Brunello vineyards

right: Harvest at I Pástini



SPOTLIGHT ON...

I Pástini

LOCOROTONDO, PUGLIA, ITALY

Year founded: 1996

Annual production: 10,000 cases

Vineyard area: 15 hectares

Climate: Mediterranean—hot and dry

Winemaker: Gianni Carparelli (right)

Grape varieties: Verdeca, Minutolo,
Bianco d'Alessano, Susumaniello

Vineyards: Rocky limestone plateau close
to the Adriatic coast

Fun fact: Gianni's father, Donato, was
instrumental in saving the local Minutolo
variety from going extinct in an effort to
preserve Puglia's viticultural traditions.



Domaine Marsanne

MAUVES, NORTHERN RHÔNE, FRANCE

Year founded: 1970

Annual production: 3,500 cases

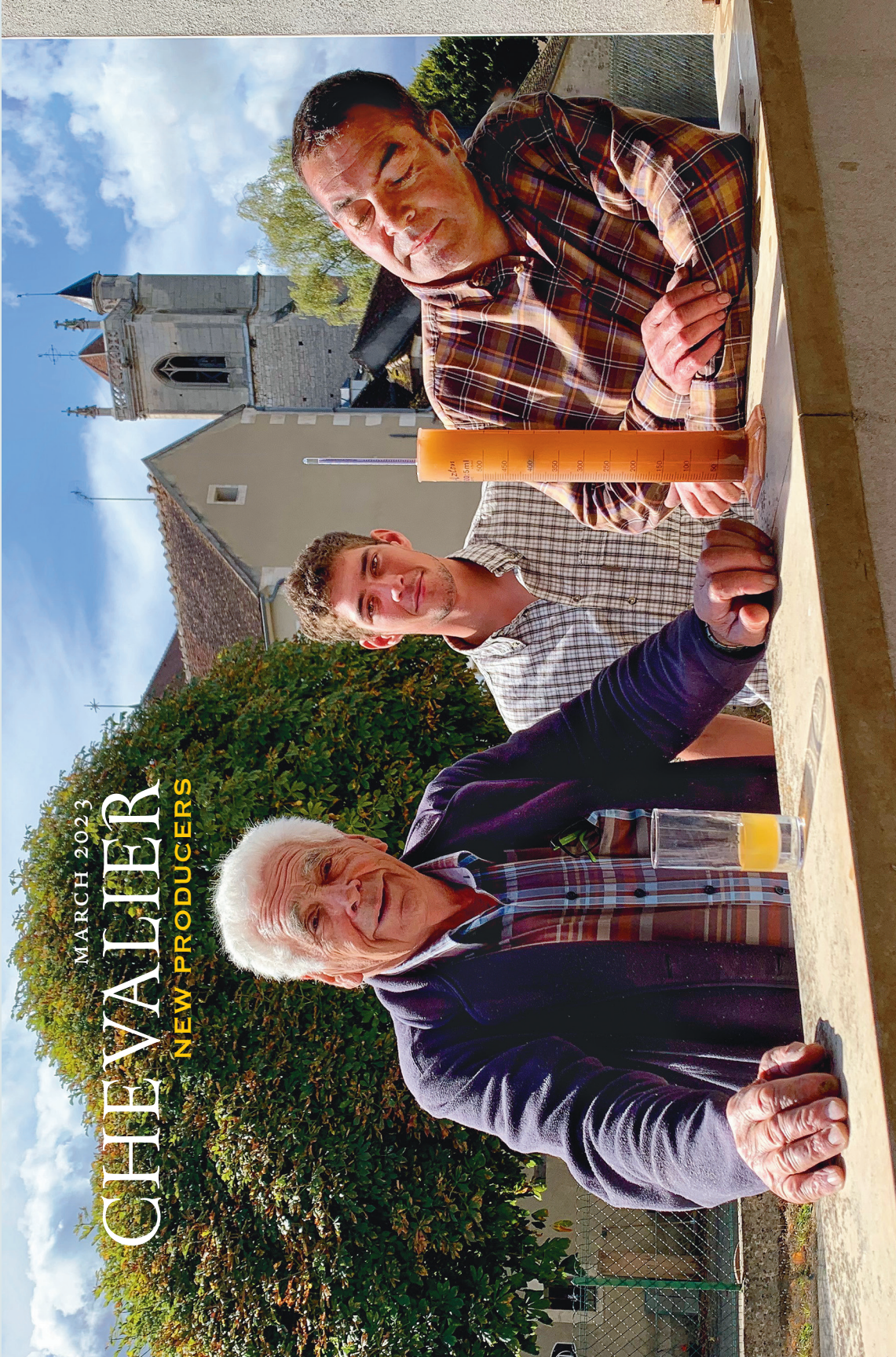
Vineyard area: 9.6 hectares

Climate: Continental with slight
Mediterranean influence—hot summers,
harsh winters, windy

Winemaker: Jean-Claude Marsanne
(right, with daughter Clémence)

Grape varieties: Syrah, Marsanne, Viognier
Vineyards: Steep terraced granite slopes on
the banks of the Rhône

Fun fact: Jean-Claude's grandfather, Jean-
Pierre, was the first farmer in the village of
Mauves to focus solely on grapes in the 1930s,
at a time when polyculture was the norm
due to the difficult market and challenging
vineyard slopes.



NEW PRODUCERS

The wine world is a constantly evolving landscape. Family domaines go through generational transitions, wineries experience changes in ownership and management, and ambitious young vigneron launch their own new projects left and right. Meanwhile, forgotten winemaking regions are reemerging as serious players as the public's ever-changing taste and appetite for novelty create new opportunities in even the most unlikely of places.

Our job as an importer is to stay on top of the wine world's perpetual flux. We are always on the lookout for compelling wines, regardless of whether it's a brand-new label or a long-established domaine that has made qualitative strides forward. At KLWM, we are proud of our lasting relationships with growers, some of which have endured for over forty years across multiple generations notwithstanding difficult vintages and economic crises. At the same time, we are just as thrilled to introduce you to the most exciting new names from France and Italy's storied winemaking regions.



2021 LOCOROTONDO *BIANCO* “ANTICO” ♦ I PÁSTINI \$21

THE VINEYARDS AND WINERY of I Pástini sit just outside the historic center of Locorotondo, a hilltop village distinguished by its whitewashed façades and quaint little alleys. Founded by Donato Carparelli and now run by his son, Gianni, the domaine represents our first-ever import from Puglia. The vines sit on a limestone plateau a few hundred meters above the Adriatic, surrounded by olive groves and bathing in sunshine.



The Locorotondo appellation, midway between Bari and Brindisi near the Adriatic coastline, is the antithesis of the brawny, opaque, alcoholic reds for which the heel of the boot is best known. Instead, the area produces delicate, crisp white wines from rare local grapes. In this case, Verdeca, Bianco d'Alessano, and a splash of the aromatic Minutolo combine to create a breezy *bianco* scented of lemon, straw, and fresh-picked herbs. It shines at *aperitivo* hour, paired with some green olives and a pastel sunset over the horizon.

2021 TAVEL “LA COMBE DES RIEU” ♦ GAËL PETIT \$40

THIS RUBY-COLORED SOUTHERN Rhône “rosé” hails from Tavel, the only appellation devoted exclusively to rosé production. Deep and complex, it could be treated like a red, and in fact the wines of Tavel were historically considered light reds. They were among France’s most celebrated wines until modern



enology and the enormous popularity of lighter-hued rosés led the appellation to slip from its historic prestige. Gaël Petit is one of a handful of producers working to restore Tavel’s reputation by producing artisanal wines with minimal additives, according to traditional methods. He comes from a historic vigneron family in Tavel and grew up during the appellation’s glory days, before the arrival of stainless-steel tanks and cultured yeasts changed the character of local wines. This structured and complex Tavel is a *mico-cuvée* from Gaël’s oldest vines in top terroirs, vinified with whole clusters and raised in old barrels—a throwback to another era.

2019 IRANCY ♦ BENOÎT CANTIN \$34

LOCATED JUST SOUTHWEST of Chablis, Irancy is a picturesque canvas of vineyards planted on hillsides and amphitheatres, all favorably facing south for maximal sun exposure. While it shares the Kimmeridgian limestone soil found in Chablis, the *combes* of vineyards here are planted exclusively to red grapes, mainly Pinot Noir. Historically, its wines were a favorite of Parisians due to its close proximity to Paris.



Benoît Cantin, with the continued support of his father, Bernard, runs the domaine, farming sixteen hectares across ten different *lieux-dits*. His wines display a rustic elegance, an earthy, Burgundian soulfulness, and remarkable structure and depth. They are wines of character, with a strong sense of place and typicity, as well as great freshness thanks to the limestone soils and cool climate in which they are grown.

2019 SAINT-JOSEPH *ROUGE* ♦ JEAN-CLAUDE MARSANNE \$55

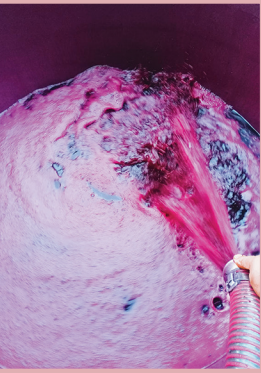
KERMIT CAME ACROSS Jean Marsanne during his early adventures in France in the 1970s, and was struck by the wines’ aromatic complexity and Jean’s meticulous care for the vineyards. He even managed to import a few bottles in those early days. Kermit and the Marsannes lost touch and life went on, until decades later when Kermit spotted a familiar label while dining out in Paris. The bottle was ordered, uncorked, and an old collaboration was renewed.



Jean-Claude is the next generation to make wine in the Marsanne family, whose vineyard holdings on the slopes of Mauves represent the historical heart of the Saint-Joseph appellation. The perfume of violets, tapenade, and juicy black fruit in a glass of their Syrah is much unchanged from how it’s always been. The vines are still worked by hand, the wines still fermented with indigenous yeasts, the aging still done two years in old oak barrels before release.

2017 TAURASI “LARGO MADAMA” ♦ TERRE DEL VESCOVO \$46

TERRE DEL VESCOVO is a four-hectare property in Montemarano, a top *cru* of the Taurasi appellation nestled in the lush hillsides of inland Campania. Planted at high elevation on clay-limestone soils, the Aglianico vines benefit from significant diurnal temperature shifts crucial to developing complex, well-defined flavors and preserving freshness at this southerly latitude.



Giuseppa Molettieri adheres to the traditional practices she learned from her father, Giovanni, to produce intense, nuanced, age-worthy Taurasi. She farms pergola-trained vines without herbicides and ages her wines extensively in massive Slavonian oak *botti*, bottling her reds unfiltered. The Largo Madama parcel, planted in 1952, yields intensely fragrant, chiseled Taurasi with chalky, fine-grained tannins—a wine of imperial structure that stands toe-to-toe with Italy’s greats.

2016 BRUNELLO DI MONTALCINO ♦ FERRETTI \$88

FERRETTI, A SMALL ESTATE run by the young Matteo Perugino, is the latest addition to our Tuscan portfolio. While the farm dates back to the early days of Brunello di Montalcino history—Matteo’s great-grandfather was among the twenty-five founding members of the Brunello Consortium back in 1967—only recently did the family start to bottle their own wine. They fashion a lean and energetic style of Sangiovese from exceptionally rocky vineyards at high elevation, where cool nights confer a bright spine of acidity to provide the juicy, sun-charged wild fruit with a delightfully fresh balance.

This 2016 marks Ferretti’s first-ever release, and it delivers all you could ask for in a great Brunello. The classic nose of incense, sage, and dried roses exudes panache, while its gentle, fine-grained attack crescendos to a tightly coiled finale evoking the stony vineyard plots high up in the hills.



					
2021 Locorotondo <i>Bianco "Antico"</i> <i>I Pástini</i> PUGLIA	60% Verdeca, 35% Bianco d'Alessano, 5% Minutolo	Vines planted in 2001 Red clay, limestone	Serve <i>cold</i> 46–50° F Decant optional	Lemon, straw, white flowers, fresh herbs Crisp, light, delicate, saline	Drink now
2021 Tavel "La Combe des Rieu" <i>Gaël Petit</i> SOUTHERN RHÔNE	Grenache, Cinsault, Carignan	Vines planted in 1950s, 1976 Limestone scree, clay	Serve <i>cool</i> 52–56° F Decant recommended	Wild strawberry, <i>régli</i> se, cinnamon, sweet spices Broad, deep, mouth-filling, vibrant	Drink now through 2028
2019 Irancy <i>Benoît Cantin</i> BURGUNDY	Pinot Noir	30- to 40-year- old vines Kimmeridgian limestone	Serve <i>slightly</i> <i>cool</i> 58–62° F Decant recommended	Cherry, turned earth, cranberry Firm, stony, fleshy, soulful	Drink now through 2028
2019 Saint-Joseph <i>Rouge</i> <i>Jean-Claude Marsanne</i> NORTHERN RHÔNE	Syrah	Vines planted in 1940s, 1950s, 1990s Granite	Serve <i>slightly</i> <i>cool</i> 60–64° F Decant recommended	Black olive, pepper, graphite, blackberry Elegant, stately, deep, chewy	Drink now through 2035
2017 Taurasi "Largo Madama" <i>Terre del Vescovo</i> CAMPANIA	Aglianico	Vines planted in 1952 Clay, limestone	Serve <i>slightly</i> <i>cool</i> 60–64° F Decant recommended	Black fruit, violets, licorice, tobacco Dense, concentrated, chiseled, chalky	Drink now through 2040
2016 Brunello di Montalcino <i>Ferretti</i> TUSCANY	Sangiovese	Vines planted in 1985 Clay, limestone	Serve <i>slightly</i> <i>cool</i> 60–64° F Decant recommended	Sage, terra cotta, dark fruit, dried rose Savory, focused, energetic, powerful	Drink now through 2035

front cover: Bernard, Valentin, and Benoît Cantin. © BENOÎT CANTIN
inner panel, left: © FERRETTI
inner panel, right: © I PÁSTINI
far left, top: © I PÁSTINI
far left, bottom: © ANTHONY LYNCH
middle, top: © BENOÎT CANTIN

middle, bottom: © DOMAINE MARSANNE
near left, top: Pumping over Aglianico during
fermentation. © GIUSEPPA MOLETTIERI
near left, bottom: © FERRETTI
back cover, top: © I PÁSTINI
back cover, bottom: © DOMAINE MARSANNE