

*Celebrating 50 Years of Fine Wine*

# KERMIT LYNCH WINE MERCHANT

APRIL 2022



*Sunset at Riofavara*

© Gail Skoff

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LOIRE VALLEY CORNBREAD SUPPER SAMPLER  
SHARPEN YOUR PALATE WITH RÉGIS BOUVIER  
LAPIERRE WAS THERE • GIULIA NEGRI'S 2017 BAROLI

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# LAPIERRE WAS THERE

by *Chris Santini*, KLWM BEAUNE

**L**APIERRE WAS THERE, flowing out of a barrel, the day of our wedding. Lapierre was there, in the form of a magnum, opened the day each of my daughters was born. Lapierre is there now, in my cellar, as jeroboams tucked away for said daughters to enjoy on their own special day down the road, whatever and whenever that may be. Lapierre was there—a 1993 vintage—over dinner with Kermit the day I was officially hired. (In fact, I recall us having a good chuckle at how people then insisted natural wines couldn't age, and just how good that wine was, already thirteen years old.) Lapierre was there, countless bottles opened on countless evenings of joy and festivity among friends and family. And Lapierre was there, too, just days ago, a bottle opened in solace to honor a friend who passed away much too young. What I call simply “Lapierre” is more specifically the Lapierre family's main Morgon cuvée, which is, without a doubt, the most important and inspiring wine I've ever found in my glass. I can say with great certainty that I am not the only one—many other people can rattle off their own “Lapierre list” of memories and occasions.

I can also say that without the work, patience, guidance, and influence of Marcel Lapierre, the wine world would be a much different place today, and many wines we enjoy now would simply not exist. The 2020 vintage is the tenth anniversary of the passing of Marcel, he himself gone too young, just as the last grapes of the 2010 harvest were coming in. Since that day, two of his children, Mathieu and Camille, have stepped up. They clearly have the same generosity, the same twinkle in the eye, and the same spirit of questioning, experimenting, and constantly improving that their father had. They continue to provide us all with Morgon that is just as important, impressive, and fun to drink as it ever was. The 2020 is warm, inviting, exceptionally balanced, and delicious by the boatload. The timeless, refined label that has always graced this bottle is the perfect reflection of the elegance inside. So, enjoy, and here's hoping the 2020 adds a special memory to your own Lapierre list.

## 2020 MORGON M. & C. LAPIERRE

**\$42.00 PER BOTTLE**

**\$453.60 PER CASE**



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# SICILY

by Dixon Brooke

## 2019 VITTORIA FRAPPATO • PORTELLI

Portelli's 2019 releases are testaments to the raw power of Sicily, and simultaneously to the counterintuitive finesse that a talented few are able to extract from the terroir of Vittoria. Frappato is such a fun grape—kind of like the Beaujolais of Sicilia—and in Alessandro Portelli's capable hands, it preserves that quality while also showing real guts. A Frappato with structure, depths to plumb, and lots of fun things to say!

**\$25.00 PER BOTTLE**      **\$270.00 PER CASE**

## 2020 ETNA ROSSO "SCIARE VIVE" VIGNETI VECCHIO

Anthony highlighted our relatively new Etna grower Grottafumata last month in this brochure in our "Looking Forward" segment. Here is another young estate in Solicchiata on the northeastern slopes of the volcano called Vigneti Vecchio, named after winegrower Carmelo Vecchio (and yes, they have a lot of old vines), that is another up-and-coming address to watch carefully. With the type of cuisine we like to cook at our home—many times simple, rustic Italian—I find myself reaching for this red often. It is medium-bodied, not too heavy and not too light, with beautiful aromatics, a silky texture, and an earthy grit from the lava in which it is planted.



**\$40.00 PER BOTTLE**      **\$432.00 PER CASE**

## SPUMANTE EXTRA BRUT • RIOFAVARA

Massimo Padova at Riofavaara in southeastern Sicily might make the most interesting sparkling wine in our portfolio. Produced from the local Moscato di Noto grape planted in chalk and blended with a few other other indigenous grapes that Massimo has propagated from the brink of extinction, then given extended time aging on its lees and no dosage of extra sugar (none is needed!), this golden-hued, aromatic elixir is a feast for the senses. Open it with a bowl of fresh fruit to finish a meal.

**\$30.00 PER BOTTLE**      **\$324.00 PER CASE**

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From the Archives

ALDO CONTERNO

1978

BAROLO

by Kermit Lynch

1978 BAROLO "BRICCO BUSSIA"

Last spring I had the good fortune to accompany Burton Anderson through the Piemonte. Author of *Vino*, Anderson was touring the cellars to research an article on that picturesque, mountainous region which gives us Barolo, Barbaresco, Dolcetto, and the finest Barbera of Italy.

Thanks to the esteem the vintners have for Anderson, I tasted countless beautiful wines, got a good look at the 1978 vintage, but saw nothing to shake my conviction that in Vietti and Aldo Conterno we have the two producers who are making the best Piemonte wines today.

Aldo Conterno wouldn't settle for less. He works from pride.

By coincidence Aldo lived in the Bay Area for a few years and has relatives here. He knows that they buy his wines in the shop.

Only wines of unquestioned excellence are offered on a pre-arrival basis, and in exchange for advance orders we offer a low price. Conterno's 1978 Barolo merits this special pre-arrival offer.

The 1978 vintage is finer than the 1971 and 1974. It produced big wines which will provide pleasure for decades. Oh if I could sell you his '53 Barolo right now—that's the job I want!—but the way the wine market is now, you'll have to cellar this one and wait on it.

It's as dark as blackberry juice. Big deep aroma; roast coffee bean, violets, and heaps of berry-like fruit. A rich wine, almost 15° alcohol, but it is not at all raw or vulgar. Instead the impression is one of tremendous depth of flavor, perfect ripeness, and great style. The harmony of tannin, acid, and fruit is reminiscent of the great Côte de Nuits Burgundies. The wine, in a good cellar, will endure and evolve indefinitely.

—February 1982



# GIULIA NEGRI

by Anthony Lynch

IT WAS A SWAMPY summer afternoon in Beaune (yes, it does get hot in Burgundy from time to time) when I first tasted Giulia Negri’s wines. Not the ideal conditions to best appreciate young Barolo, you might think, and you’re entirely right—a kir or an ice-cold pilsner would have been a more refreshing choice that day. But being professionals, my colleagues and I did our due diligence, and through beads of sweat, we sampled the creations of a young woman from La Morra, a commune reputed for the elegance and ethereal perfume of its Nebbiolo.

Several months later, I found myself standing in Giulia’s cellar, swirling a wine grown from the highest vineyards of the entire Barolo appellation. Surpassing five hundred meters in elevation, the *cru* Serradenari represents the future of Barolo in a warming world, and the same could be said about Giulia. Barely into her thirties, she already boasts a handful of impressive vintages under her belt, and her respect for the region’s traditional winemaking practices such as extended macerations and aging in large casks allows her to draw the most from what is decidedly a special site.

A Burgundy fanatic—a trip to the Côte d’Or proved to be the spark that definitively ignited her passion for fine wine; she would return no less than six times that same year!—Giulia has extensively studied the subtleties of her own terroir, searching for the nuances responsible for diverse expressions of Nebbiolo within her holdings. From sandy clay soils, she fashions the generous, silky Tartufaia, a Barolo bestowing immediate pleasure through its gentle fruit and harmonious tannin. Higher upslope, on sand and marl, she crafts the beautifully pure, lifted Serradenari, its high-toned floral notes delivered with pinpoint precision. And then, from a small limestone plot at the very top of the whole appellation, there is Marassio: a dense, earthy Barolo reminiscent of wild fruit and spice, whose chalky tannins grip the palate in a stunning display of power and finesse.

We can’t speak highly enough of this newcomer who has burst onto the scene in Piedmont. Pulling one of her aged Barolos from your cellar in several years’ time is sure to be a momentous occasion.

PER BOTTLE

2017 BAROLO “LA TARTUFAIA” . . . . .	\$63.00
2017 BAROLO “SERRADENARI” . . . . .	89.00
2017 BAROLO “MARASSIO” . . . . .	132.00

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# TUSCANY

by Dixon Brooke

## 2017 CHIANTI CLASSICO RISERVA “FONDATORE” • PODERE CAMPRIANO

Named after Valerio Lapini, the late, great “Founder” of the Campriano family farm in Greve in Chianti just south of Florence, this Riserva is made from the family’s highest-altitude vineyard above their home. Always a standout in their range as a symphonic Chianti with lots of higher-register strings, it is lithe, racy, and elegant, while not lacking the stony backbone for which great Greve is known. Serious and fun, much like Valerio himself.

**\$61.00** PER BOTTLE      **\$658.80** PER CASE

## 2017 TOSCANA ROSSO “CUNA” FEDERICO STADERINI

Federico founded this estate from scratch, high in the Apennine Mountains east of Florence where he used to shepherd as a boy. His inspired idea? Plant Pinot Noir. Over the past several decades, Federico’s careful study and preparation and his dogged execution have delivered unthinkably brilliant Pinots with a Tuscan soul. At this truly artisanal farmhouse operation, everything is done by hand, and you taste it in the exquisite texture and touch of the wine.

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

## 2016 BRUNELLO DI MONTALCINO SESTI

I have always had a weakness for Brunello, perhaps owing to the fact that my first-ever “adventure on the wine route” was in Brunello wine country, at an old estate that served an impressionable wine novice wild hare with a properly aged Brunello. I still remember the combination and the eureka moment vividly. Great Sangiovese’s ability to soak in the aromas of its magical Tuscan surroundings, its food-friendly acidity, and its incredible aging potential are some of the many things that make the best wines of Tuscany so special. Sesti’s sublime 2016 is a wine that you will be able to swoon over for decades.

**\$120.00** PER BOTTLE      **\$1,296.00** PER CASE

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## 2020 EXTRA VIRGIN OLIVE OIL CASTAGNOLI

Castagnoli grows olive trees co-mingled with their vines, on schist terraces looking due west toward the sea in Castellina in Chianti. It is one of the more beautiful corners of all of Italy, and their olives naturally thrive in this wild, organic nature preserve. I look forward to their oil every year for copious use with beans, pastas, ragùs, soups, and greens.

**\$32.00** PER 500-ML BOTTLE

**\$345.60** PER CASE



© Castagnoli

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# LOIRE VALLEY CORNBREAD SUPPER SAMPLER

by Emily Spillmann, KLWM BEAUNE

I RECENTLY READ an article about a Southern American family who, some years ago, revived an old Louisiana tradition of “cornbread suppers,” opening their doors every Monday evening and offering a simple dinner of cornbread, fig jam, and spun honey. Word spread, and soon neighbors and old friends would stop by, many bringing favorite dishes to serve with the cornbread.

With this dreamy vision of hospitality in mind, I propose twelve bottles to accompany a spring feast in which many distinctive dishes would mingle on a big, long table and there would be enough wine to serve a multitude of serendipitous guests. I’d start by opening the Bretons’ “Trinch!” because its name is a tribute to clinking glasses and it’s easy with a meaty terrine or pâté. Champalou’s Vouvray Brut and Joguet’s Chinon Rosé could also grace the table for a more traditionally festive start to the meal. There’s Chevalier’s Muscadet to pair with brighter-flavored spring oysters and Pascal Janvier’s citrusy Jasnières or Régis Minet’s mineral Pouilly Fumé to put out next to a selection of goat cheeses. If you had some asparagus to grill, Baudry’s fleshy Chinon *Blanc* would do nicely. That leaves us with five fabulous Loire reds, spanning the map from Sancerre to Saumur Champigny, any (or all) of which would complement platters of roasted spring veggies and charcuterie boards with panache.

PER BOTTLE

VOUVRAY BRUT • CHAMPALOU . . . . .	\$27.00
2020 CHINON ROSÉ • CHARLES JOGUET . . . . .	25.00
2020 MUSCADET “CLOS DE LA BUTTE” • ERIC CHEVALIER . . . . .	21.00
2020 JASNIÈRES • PASCAL JANVIER . . . . .	24.00
2020 POUILLY FUMÉ “VIEILLES VIGNES” • RÉGIS MINET . . . . .	30.00
2020 CHINON <i>BLANC</i> • BERNARD BAUDRY . . . . .	36.00
2020 SAINT NICOLAS DE BOURGUEIL “IRÈNE” • CHANTELEUSERIE . . . . .	24.00
2020 CHINON “LES GRANGES” • BERNARD BAUDRY . . . . .	25.00
2020 BOURGUEIL “TRINCH!” • CATHERINE & PIERRE BRETON . . . . .	30.00
2019 CHINON “LES PETITES ROCHES” • CHARLES JOGUET . . . . .	30.00
2019 SANCERRE <i>ROUGE</i> • DANIEL CHOTARD . . . . .	31.00
2020 SAUMUR CHAMPIGNY • THIERRY GERMAIN . . . . .	31.00

Normally \$334.00

SPECIAL SAMPLER PRICE **\$267**

(a 20% discount)

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# THE RHÔNE

by Tom Wolf

## 2019 CONDRIEU “CHÉRY” ANDRÉ PERRET

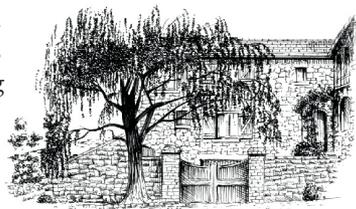
Condrieu is often overshadowed by the great red-wine AOCs of the northern Rhône, but I’m not exaggerating when I say this bottle from André Perret is one of the great wines of France. Made from ancient-vine Viognier planted along the Rhône’s dramatically steep hillsides, this *blanc* offers bewitching texture, density, and vibrant flavors of ripe peach, jasmine, tropical fruit, orange zest, and so much more. Pair it with shrimp and grits or grilled chicken for a transcendent experience.

**\$115.00** PER BOTTLE

**\$1,242.00** PER CASE

## 2019 SAINT JOSEPH ROUGE LIONEL FAURY

Right down the road from André Perret’s Condrieu vines, Lionel Faury produces this classic, gorgeous Saint Joseph. Lionel has had a large part in bringing the appellation its deserved acclaim in recent years, crafting reds that are incredibly transparent and expressive. Evoking dark fruit, smoke, and black olives, this *rouge* is a perfect match for pita and roasted cauliflower hummus or grilled rosemary lamb chops.



**\$37.00** PER BOTTLE

**\$399.60** PER CASE

## 2019 CHÂTEAUNEUF-DU-PAPE “PIEDLONG” FAMILLE BRUNIER

Having bought the Piedlong parcel, the highest in Châteauneuf-du-Pape, in 1986, the Bruniers spent over two decades farming and blending the Grenache grown here before they decided it showed a distinct and enchanting character that merited its own bottling. Since that inaugural 2011 vintage, Piedlong has continued to prove them right, yielding a gorgeous Châteauneuf that tends to be ready to dive into a little earlier than the Bruniers’ La Crau bottling. At once robust, succulent, and elegant, this red offers immediate pleasure and age-worthy promise.

**\$65.00** PER BOTTLE

**\$702.00** PER CASE

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# UNEXPECTED ITALIAN WHITES

by Anthony Lynch

## 2020 LOCOROTONDO “ANTICO” • I PÀSTINI

The Locorotondo appellation, midway between Bari and Brindisi near Puglia’s Adriatic coastline, is the antithesis to 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.

**\$18.00 PER BOTTLE      \$194.40 PER CASE**

## 2019 VINO BIANCO “ANTEA” TENUTA ANFOSSO

In February of 1887, a violent earthquake shook Liguria. In the wine village of Soldano, a massive landslide triggered by the tremor brought half of the terraced Poggio Pini vineyard crumbling down the steep hillside, reducing decades of hard work to a mere pile of rubble. The lower half, however, remained intact, its head-trained Rossese Bianco oblivious to the devastation all around. These vines had somehow resisted the phylloxera epidemic just years prior, so it would take more than a natural disaster to uproot this piece of Ligurian history.

“When my grandfather was a kid, the vines were already ancient,” says Alessandro Anfosso, estimating the surviving Rossese Bianco to be at least 150 years old. From thick, ungrafted trunks of this nearly extinct variety, Alessandro crafts a white wine similar to what his grandfather would have made. After four days fermenting on the skins, it is transferred to acacia casks, where it rests until an unfiltered bottling. Savor this richly textured, deeply flavored nugget of local tradition with mushroom *tagliatelle*, sheep’s milk cheeses, a spinach frittata, or the Ligurian antipasto *torta verde*.

**\$64.00 PER BOTTLE      \$691.20 PER CASE**

## 2020 MÜLLER THURGAU “SASS RIGAIS” MANNI NÖSSING

An absolute live wire of a white grown at high elevation in the shadow of jagged Dolomite peaks, Nössing’s Müller features a lustrous perfume bursting with exotic aromas of guava, passion fruit, lime, and wildflowers. This sleek, bracing mineral bomb epitomizes mountain refreshment in its purest form.

**\$32.00 PER BOTTLE      \$345.60 PER CASE**

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# SHARPEN YOUR PALATE WITH RÉGIS BOUVIER

by Jane Berg, KLWM NEW YORK

**T**ASTING THE SUBTLE differences between seemingly similar bottles of wine—from a single producer, a single grape variety, and a single vintage—is what makes comparing them so much fun. Enter the wines of Régis Bouvier, a talented grower whose deft hand brings to life cuvées with a decidedly strong sense of place. After a series of not-so-great harvests in terms of yields, 2018 was a welcome one, offering an abundance of beautifully mature grapes with richer concentration.

## 2018 BOURGOGNE ROUGE “EN MONTRE CUL”

While this wine gets a lot of attention for its cheeky (albeit historical) *lieu-dit* that references its steep slopes as well as the derrières of its harvesters, a more salient fact is that it’s one of only five regional-level wines that’s allowed a vineyard designation. Lucid and bright, it offers a youthful crunch and subtle earthiness emblematic of great Pinot Noir.

**\$35.00** PER BOTTLE      **\$378.00** PER CASE

## 2018 MARSANNAY “LES LONGEROIES VIEILLES VIGNES”

The regal moniker *Les Longeroies*, which means “alongside the king,” is befitting of a wine this good. Slopes here are rife with limestone, lending a certain energy and vigor that make this bottling one of the domaine’s best year after year. It might seem trite to suggest roast chicken as a pairing, but that’s what I had with mine. It was as satisfying as it was simple, and the wine shined.

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

## 2018 MOREY SAINT DENIS “EN LA RUE DE VERGY”

Surrounded by several *grands crus*, Régis’ plot of Morey Saint Denis is, not surprisingly, his most prestigious and most striking. The wine is firmly structured and robust, with dark, plump fruit that tastes fresh and utterly drinkable. I’d devour this now, but there are also promising signs of evolution ahead.

**\$69.00** PER BOTTLE      **\$745.20** PER CASE

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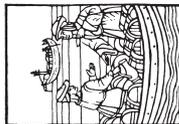
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**THIS YEAR MARKS FIFTY YEARS** of fine wine for us, and you may not know it, but Italian wines have been part of the story from the start. We reminisce on this history in “From the Archives” (p. 4), looking back at the first Piemonte grower we directly imported. On the next page, in our “Looking Forward” segment, we will introduce you to our latest selections from the same region, produced by a young woman who has great terroir *and* talent—a rare combination that results in some exceptionally fine bottles! The future is bright, both in Piemonte and at KLWM, and we’re thrilled to share our ongoing discoveries with you.

—Kermit, Anthony, and Dixon

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