

# KERMIT LYNCH WINE MERCHANT

MAY 2019



*Rue du Nil, Paris*

© Gail Skoff

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BEAUJOLAIS: PAST, PRESENT, AND FUTURE  
SPRING TASTING IN THE GARDEN • NEW ROSÉ ARRIVALS  
VALUE AT ANY PRICE SAMPLER



**P**LEASE JOIN Kermit Lynch Wine Merchant for our annual Spring Tasting! For those of you who've attended our tastings at the Botanical Garden in the past, you know what a treat they are. We're excited to host another gathering in the garden's Julia Morgan Hall. Come enjoy the evening with us—we'll taste the classics, new arrivals, and a few very special selections from our French and Italian portfolios.

<p>FRIDAY, MAY 17, 2019 6:30–8:30 P.M. \$50 (<i>\$40 for Wine Club Members</i>)</p>	<p>UC Berkeley Botanical Garden 200 Centennial Drive Berkeley</p>
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*To purchase tickets, please call the store at (510) 524-1524.  
Limited space available.*

## NEW OLIVE OIL ARRIVALS!



- 2018 HUILE D'OLIVE VIERGE EXTRA  
VIEUX TÉLÉGRAPHE . . . . . \$44.00 per 500-ml bottle
- 2018 HUILE D'OLIVE VIERGE EXTRA "FRUITÉE DOUCE"  
DOMAINE DE MARQUILIANI . . . . . \$35.00 per 500-ml bottle
- 2018 HUILE D'OLIVE VIERGE EXTRA "GHJERMANA"  
DOMAINE DE MARQUILIANI . . . . . \$38.00 per 500-ml bottle

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# LAVANTUREUX

## TAKING CHABLIS TO THE NEXT LEVEL

by Anthony Lynch

WITH EACH PASSING VINTAGE, brothers Arnaud and David Lavantureux further cement their family domaine among the appellation's most exciting and reliable names. Already a dependable source of grower Chablis when parents Roland and Brigitte began shipping to our shores in the mid-1980s, the estate now enjoys the direction of their two driven, talented sons. In addition to expanding the family's portfolio to encompass new *premier* and *grand cru* sites, the youngsters have enacted changes to vineyard and cellar management resulting in the most pure, precise, expressive wines the domaine has ever released. While collectors and sommeliers chase after highly allocated Chablis from the appellation's most illustrious names, the Lavantureux brothers quietly toil away in their stony vineyards, producing wines that rival the best at a fraction of the price. This trio of new arrivals from the superb 2017 vintage epitomizes everything we look for in fine Chablis: delicate, citrusy aromatics, deep layers of texture and flavor, loads of Kimmeridgian minerality, and scintillating refreshment with every sip.



	PER BOTTLE	PER CASE
2017 PETIT CHABLIS . . . . .	\$26.00	\$280.00
<i>The lightest, crispest wine of the three. Aged only in stainless steel to preserve lemon, lime, and seashell aromas. An oyster wine par excellence, it also will bring your taste buds to attention before a meal.</i>		
2017 CHABLIS . . . . .	32.00	345.60
<i>A level up in intensity and concentration relative to the Petit Chablis. Part of the wine is aged in used oak, bringing additional depth and nuance. Mineral notes feature prominently on the zingy, mouthwatering finish.</i>		
2017 CHABLIS IER CRU "BEAUROY" . . . . .	52.00	561.60
<i>A new wine in the Lavantureux stable, the premier cru Beauroy is a round, ample expression of Chablis from a south-facing parcel. Silky and suave on the palate, it finishes with a gentle whisper of salinity. Drink it over the next eight years.</i>		

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# BEAUJOLAIS

## PAST, PRESENT, AND FUTURE

by Will Meinberg

### 2017 CÔTE DE BROUILLY • CHÂTEAU THIVIN

Château Thivin is the perfect starting point for a tour of Beaujolais. This historic fourteenth-century château was purchased by Zaccharie Geoffroy in 1877, and since then, the estate and its winemaking practices have been passed down through the six generations of his descendants. Drawing on vinification practices of the nineteenth century, the entire production is gravity fed, and the reds are all raised in large, old wooden *foudres*. The blue volcanic *terroir* of Côte de Brouilly marks this great *cru* with a powerful minerality, supported by a deep garnet color and aromas of cherries, violets, and clove. For more than one hundred vintages, Château Thivin has set the benchmark for Côte de Brouilly.

**\$29.00** PER BOTTLE      **\$313.20** PER CASE

### 2017 BEAUJOLAIS-VILLAGES • JEAN FOILLARD

The Morgons of Jean Foillard are among the most sought-after Gamays in our shop—and for good reason. For decades, they have expressed *grand cru*-like character from a region often written off for producing mediocre wines. Now Jean has set out to elevate the more humble Beaujolais-Villages in the same way he did for the *cru* of Morgon. Vines planted on steep granite hillsides and the classic Foillard touch in the cellar provide a remarkable Gamay that is soft and silky with layer upon layer of complexity and minerality. Jean Foillard is a master in his prime.

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

### 2017 RÉGNIÉ “GRAIN & GRANIT” CHARLY THÉVENET

Here is the wine that will carry Beaujolais into the future. Charly Thévenet, son of legendary “Gang of Four” Morgon producer Jean-Paul Thévenet, is doing everything right in creating his wine from old vines in Régnié. Tasting Charly’s sole bottling makes it clear that he inherited his father’s obsession for *terroir* and strives to bring forward every nuance of the vineyard. With an aroma of red fruit and roses, the palate exhibits that same fruit framed beautifully by fine tannin.

**\$34.00** PER BOTTLE      **\$367.20** PER CASE

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# DOMAINE JOGUET

by Anthony Lynch

**T**O SAY THAT THINGS have changed since Charles Joguet took the reins of his family's small domaine in 1957 would be a massive understatement. First, Charles himself took the initiative to start bottling separate cuvées based on differences in soil type and vine age—a “Burgundian” model that at the time seemed foreign in Chinon, where blends were the norm, but today is practiced by virtually every serious vigneron in the region keen on making *terroir*-driven wines.



Then, the face of French wine as a whole underwent a drastic transformation with the advent of modern enology. Winemaking went from an art dictated by traditional *savoir-faire* passed down from generation to generation to a line of work reliant on technological manipulations, all too often replacing a vigneron's sensibilities with a conventional sameness.

Meanwhile, Charles continued to work his parcels by hand, fermenting the wines naturally, as he always had, and bottling them unfiltered to preserve the riches of his *terroir*. Even after he retired and sold the estate, passing the keys to the cellar to the young Kevin Fontaine, the domaine has clung to the values that made Joguet a Loire legend: adapting every vinification to each parcel's vine age and unique *terroir*; maintaining traditional methods of farming, winemaking, and *élevage* with a focus on sustainability and low intervention; and crafting top-level Cabernet Francs capable of sparring with the finest reds from anywhere in France.

PER BOTTLE    PER CASE

2016 CHINON “LES VARENNES DU GRAND CLOS” . . . . \$47.00    \$507.60

*The signature finesse of Les Varennes shines through, providing real pleasure notwithstanding the wine's youthfulness. With floral aromas and fine-grained tannins, it already showcases its charms, while those who choose to age it further will experience its full spectrum of earth, spice, and forest floor, plus a scent I can only describe as the woody, nostalgic fragrance of an old attic.*

2015 CHINON “CLOS DU CHÊNE VERT” . . . . .62.00    669.60

*One of the appellation's oldest documented vineyard sites, this mythical parcel is responsible for the boldest, most age-worthy wine in the Joguet cellars. Chêne Vert's tuffeau limestone soil and extended aging in barrel without filtration yield this deep, chewy, brooding beast of a Chinon. The domaine claims that Chêne Vert begins to open up after the ten-year mark, but if you choose to pull the cork sooner, I suggest roasted game, leg of lamb, a rich braise, or wild mushrooms to achieve optimal harmony.*

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# ROSÉ

by Chris Santini



## 2018 PIC SAINT-LOUP ROSÉ CHÂTEAU LA ROQUE

Besides having one of the best names in the wine business, Cyriaque Rozier has one of the best jobs. He runs the historic estate of La Roque with *carte blanche*. The domaine is his oyster, if you will. While he long ago certified the estate as biodynamic, brought in the horses for working the vines, and ban-

ished all additives from the cellars, he now gets to focus and experiment on the details. This rosé, for instance—so pale you need to hold it up to a light and squint to see that slight flicker of rosé hue—blurs the line between rosé and *blanc*. It seems like a peek at a fifth dimension, a middle ground between light and shadow (cue *Twilight Zone* music). The look and the aromas say *blanc*, and yet the suave, velvet pillow feel says rosé. I say, “Yes, please!”

**\$22.00** PER BOTTLE

**\$237.60** PER CASE

## 2017 PATRIMONIO ROSÉ ANTOINE ARENA

The Arena family also knows the benefits of giving rosé time. They make one tiny little tank, and only in the rare vintages they feel like making a rosé, which is typically when they’ve finished drinking their previous tank. Their wild-fermented rosé often takes a whole year to go dry, so they’re not in a hurry anyhow (Corsicans never rush for anything). Treat this as you would a very light *rouge*: a slight chill, and at the table with a full-on meal. Enjoy the fruit, the funk, the herbs, the honey, and the soul.

**\$42.00** PER BOTTLE

**\$453.60** PER CASE



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## 2018 CHINON ROSÉ DOMAINE CHARLES JOGUET

The 2018 vintage marks the fortieth year we've imported this rosé, which makes it something of an O.G. in the vastly expanding world of rosé. While new, fresh, and funky rosés arrive on the scene annually, this classic remains one of our most popular. Not much has changed over time: not the old label (one of the greatest old-school labels still in circulation, in my opinion), nor the dark color, nor the resolutely retro dry strawberry and watermelon tang to the juice. I'll let you in on a couple secrets: 1) given our history and track record with this wine, nearly all of the production comes to us; and 2) the little that remains at the domaine is often bottle-aged for one year and released late for local sales to allow all the complexities within to reveal themselves with time. Don't be in a rush to drink this down.

**\$23.00 PER BOTTLE**

**\$248.40 PER CASE**



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# NEW ARRIVALS FROM THE LOIRE

by Jane Berg

## 2017 POUILLY-FUMÉ • RÉGIS MINET

My colleagues and I used to stack large volumes of wine for our consumption in the naturally cool, pebbled cellar below our Beaune office on Cour des Chartreux—a bygone luxury now that I live in a studio in Brooklyn. We'd order Minet's Pouilly-Fumé by the case as an alternative to the Bourgogne *blancs* we'd become accustomed to. Grown in Kimmeridgian soil and made from 100% Sauvignon Blanc, Pouilly-Fumé will never shake the comparison to neighboring Sancerre. But I find Minet's to be unmistakably Burgundian: less pungent and creamier than Sancerre, with the refined mineral texture of polished stone.

**\$26.00** PER BOTTLE      **\$280.80** PER CASE

## 2017 SAVENNIÈRES “CUVÉE SPÉCIALE” CHÂTEAU D'ÉPIRÉ

Visiting a farm in Vermont one time, I held the waxy wool of a freshly shorn sheep in my palm and had an “aha!” moment. The comforting scent of lanolin emitted the same intriguing note I always relished but struggled to articulate when drinking Épiré's Cuvée Spéciale. The medley of pear, white flowers, and juicy pineapple typical of Savennières gains in complexity in the Spéciale thanks to a selection of grapes from top parcels and a half-year spent in chestnut *demimuids*. Lay it down for at least five years to unlock its full potential, or drink now.

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

## 2017 BOURGUEIL “TRINCH!” • C. & P. BRETON

As one of the most northerly grape-growing regions in France, the vineyards in Bourgueil are a challenge to work organically, but the Bretons are not easily deterred. They were early pioneers of the organic philosophy and helped transform the appellation from its reputation as a producer of second-class bistro wines to a veritable natural wine Mecca. Trinch! is peppery and bright, earthy and juicy all at once. Pierre tells me the anthem of Liverpool's soccer fans, “You'll never walk alone,” inspired the name that means *cheers* in English: As long as you have a bottle on hand and supportive friends around, “You'll never drink alone.”

**\$27.00** PER BOTTLE      **\$291.60** PER CASE

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# ITALIAN WHITES

by Dixon Brooke

## 2017 MANZONI BIANCO • GREGOLETTO

An artisanal producer of Prosecco, the Gregoletto family's *azienda* was founded in 1600 in the heart of this ancient growing region around Valdobbiadene. Manzoni is a more recent addition to the Italian pantheon of grape varieties, created in the early twentieth century by crossing Riesling and Pinot Bianco. Tradition meets modernity in this fun, easy-to-like, dry Italian white that seems to have just the right medium body, fruitiness, invigorating acidity, and deliciousness factor for everyday enjoyment.

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

## 2017 TERRE SICILIANE CARRICANTE "LATO SUD" • GROTTAFUMATA

Grottafumata, named after the prevalent "smoky caves" near the estate's olive grove, is both a grower of organic olive oil on the western slopes of Mount Etna and a micro-producer of wine from Etna's historically important "south side," or *lato sud*, near Zafferana. Not wanting to deal with the bureaucracy of the Etna DOC, Mauro Cutuli and Mariangela Prestifilippo chose to declassify their gorgeous, golden, wildflower-scented nectar. Their inaugural vintage, made predominantly from Carricante vines with some Catarratto and Minnella, is a field blend with a brief skin maceration in the Etnean tradition from ancient vines on steep, volcanic slopes.



**\$49.00 PER BOTTLE      \$529.20 PER CASE**

## 2016 VERDICCHIO DEI CASTELLI DI JESI RISERVA "PASSOLENTA" • LA MARCA

My newfound love affair with Italian Verdicchio began with the wines of La Marca di San Michele. Their vineyards, in the historical heart of the Castelli di Jesi DOCG in Cupramontana, are worked organically and are planted on limestone hillsides facing the Adriatic Sea, with the Apennine Mountains at their back. The Verdicchio grapes harvested here are further pampered in the cellar, from a calm, relaxing life on their lees in large *botte* to their later easing into bottle unfiltered—a "slow passage" through life that ends up in your thankful glass. Savor each sip of this one-of-a-kind wine from the Le Marche region of eastern Italy. You will never think of Verdicchio the same way again!

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

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# SARDINIAN REDS

by Anthony Lynch

## 2017 CANNONAU DI SARDEGNA “BARROSU” GIOVANNI MONTISCI

Mamoiada may not be a household name in the way that Châteauneuf-du-Pape, for example, is synonymous with world-class Grenache. And yet, with vineyards that reach 2,500 feet above sea level, this tiny village in the heart of central Sardinia’s highlands is emerging as a top site for Cannonau, as the grape is known locally. The mountain *terroir* is unparalleled in Sardinia or elsewhere, endowing Cannonau with extraordinary concentration while preserving precious freshness that allows its wines to elegantly toe a delicate balance.

Giovanni Montisci, who farms just two hectares of stubby old vines, remembers the traditional wines of Mamoiada—sweet, alcoholic, rustic brews served with the region’s similarly rustic cuisine—and refined things a bit, taking inspiration from Quintarelli, Rayas, and the best in Barolo. He crafts dry Cannonaus of a regal caliber that channel these legends through the lens of Mamoiada’s high-elevation, decomposed granite soils. The sweetly perfumed nose of rose petals, wild strawberry, and juniper prefaces this deep and powerful, yet exquisitely refined Cannonau, definitively putting Mamoiada on the map for lovers of Grenache and great Italian reds in general.

**\$60.00** PER BOTTLE      **\$648.00** PER CASE

## 2016 ALGHERO CAGNULARI “ARSENALE” VIGNE RADA

Another variety, Cagnulari, owns the spotlight around Alghero, on the island’s northwest coast. Thought to be the local version of Spain’s Graciano, possibly introduced to Sardinia during the period of Catalan occupation centuries ago, Cagnulari gives a dense, inky red that starkly contrasts with the comparatively lightweight, translucent Cannonau. In the three years since we began working with family-run Vigne Rada, we have seen their Cagnulari go from an unapologetically tannic, tooth-staining animal to something velvety, replete with rich black fruit and fragrant reminders of the scrubby coastal vegetation that surrounds the vineyards. Like the Cannonau above, Rada’s dense, minty 2016 Cagnulari is a reminder to take Sardinian reds very seriously. Make room on your table and in your cellar to savor novel flavors from these newfound stars of this Mediterranean paradise.

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

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# VALUE AT ANY PRICE SAMPLER

by *Dustin Soiseth*

**I**N MY EARLY DAYS of working at Kermit Lynch Wine Merchant, I took a call from a prospective client looking for good values in “everyday drinkers.” We chatted about what regions and varieties she liked, and about possible food pairings, and I eventually asked her what her price range was. She replied \$150 to \$200. Per bottle. I think I blacked out for a second, but after I regained consciousness, we got down to business. While this particular client’s budget was unquestionably higher than most, she was still looking to get the best, most ideal wine for her money. The wines had to be ready to drink, and they needed to pair well with her favorite foods. These bottles were destined for the table, not the cellar. She was grocery shopping, not collecting. This client was after something we all prize: value. Whether you’re spending \$150 or \$15, no one is happy with a bottle of wine that doesn’t measure up, that doesn’t pair with your meal, or that doesn’t make you happy.

You’ll probably recognize a few of the names listed below. That’s because many of these producers have become household names for our clients, beloved for delivering delicious wine vintage after vintage at a reasonable price. If you’re looking for value, you’ll find it here.

PER BOTTLE

PROSECCO SUPERIORE BRUT • SOMMARIVA . . . . .	\$14.95
2017 TAVEL ROSÉ • CHÂTEAU DE TRINQUEVEDEL . . . . .	18.95
2017 ROERO ARNEIS • TENUTA LA PERGOLA . . . . .	16.00
2017 SAUVIGNON BLANC “UNIQUE” • DOMAINE DU SALVARD . . . . .	16.00
2017 BORDEAUX <i>BLANC</i> • CHÂTEAU DUCASSE . . . . .	17.00
2015 CÔTES DU VIVARAIS <i>BLANC</i> “FÛTS DE CHÊNE” DOMAINE GALLETY . . . . .	22.00
2017 CÔTES DU RHÔNE • SELECTED BY KERMIT LYNCH . . . . .	12.95
2016 CAHORS • CLOS LA COUTALE . . . . .	16.00
2017 PIC SAINT LOUP <i>ROUGE</i> “TOUR DE PIERRES” ERMITAGE DU PIC SAINT LOUP . . . . .	20.00
2015 CORSE CALVI <i>ROUGE</i> “E PROVE” • DOMAINE MAESTRACCI . . . . .	24.00
2012 LUSSAC SAINT-EMILION • CHÂTEAU DE BELLEVUE . . . . .	26.00
2015 CHIANTI CLASSICO • CASTAGNOLI . . . . .	29.00

Normally \$232.85

SPECIAL SAMPLER PRICE **\$174**

(a 25% discount)

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## TO PLACE AN ORDER

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Retail Shop Open Tuesday–Saturday 11 A.M. to 6 P.M.  
1605 San Pablo Avenue at Cedar Street in Berkeley

“I am opposed to numbered scores for wines (as well as symphonies, paintings, lovers, etc.), but if you must use points, I propose that perfection be the measure. I see too many perfect bottles scored in the 80s because they are not from hip appellations. Better a perfect Petit Chablis, I say, than an imperfect Montrachet. When a type of wine realizes its potential, it deserves 100 points.”

—Kermit on the 1987 Petit Chablis from Lavantureux, February 1990 Newsletter

### 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.*