

KERMIT LYNCH WINE MERCHANT

JULY 2019



© Gail Skoff

IT'S THE SINGER, NOT THE SONG
INTRODUCING TERRE DEL VESCOVO
GASTRONOMIC QUINTARELLI

— NEW ARRIVALS —

GIUSEPPE QUINTARELLI

by Anthony Lynch

THE LEGEND OF THE QUINTARELLI ESTATE begins in the foothills outside Verona, on limestone and basalt slopes overlooking the impressive Valpolicella (literally, “valley of many cellars”). We can trace it back to 1950, when the late Giuseppe began working on the humble family farm, increasing vineyard holdings and initiating unprecedented changes to viticulture and wine-making. It is the tale of how one man would ultimately redefine Valpolicella, and, in the process, give life to some of Italy’s greatest wines.

Beyond the remarkable history and singular methods, Quintarelli’s wines will ultimately end up on a table. But what pairs best with a bottle of Quintarelli?

Local Venetian dishes, of course, are a natural fit. Try your hand at *fegato alla veneziana* (calf liver with sautéed onions), or boil some gnocchi—Verona’s best-known contribution to the world after Romeo and Juliet—typically served with braised horsemeat, but tomato sauce and grated parmesan will do just fine.

These reds are a perfect fit for Peking duck. Their density and structure mesh seamlessly with the meat (in Verona, duck is often served in ragù form with *bigoli*, a local pasta), while their savory richness impeccably echoes the umami of Hoisin sauce.

For a simple fix, serve one of these reds with a rare steak and a side of polenta. May the legend of Quintarelli live on at your dinner table!

PER BOTTLE PER CASE

2015 PRIMOFIORE \$60.00 \$648.00

A gentle explosion of fresh fruit, flowers, and spice, Primofiore is the first Quintarelli red to be released—no less than four years after the vintage. Its youthful charm and classiness throughout make it a Veneto staple.

2011 VALPOLICELLA CLASSICO SUPERIORE 95.00 1,026.00

Already eight years old, this thoroughbred shows the nuances of artful blending, as well as a deft mastery of the appassimento and ripasso techniques that are Quintarelli’s stylistic trademarks. Generously aromatic, layered with flavor; long, rich, and satisfying.

2011 ROSSO “CÀ DEL MERLO” 95.00 1,026.00

Identical to the Valpolicella in terms of technique, the Rosso’s slightly different blend—with some Merlot and Cabernet Sauvignon—gives it a more forward, fruit-driven personality. Ravishingly open-knit, it delivers pleasure and pedigree.

LOCAL TRADITION
AT HOME AND IN THE WINERY

2011 BANDOL ROUGE
DOMAINE DU GROS 'NORÉ

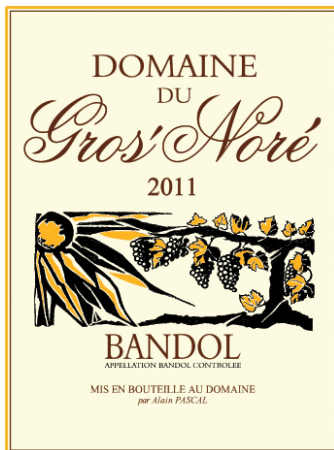
by Jane Berg

ALAIN PASCAL is the first to admit that his winemaking has evolved over the years thanks to a friendship with his neighbor, Kermit. He says that the bottles Kermit has introduced him to have encouraged him to seek finesse and precision in his wines by picking earlier, experimenting with stems, and allowing his grapes to steep gently instead of punching them down. One day, while tasting Alain's wines together, Kermit turned to him and said rejoicingly, "*Ça, c'est du vin!*" The 2011 vintage is one of the first wines in which we see this transformation take hold. Standoffish at first, this beastly Bandol may strike you as tough and untamable, but offer it a few deep breaths in a decanter, and its demeanor will soften, exhaling cool notes of eucalyptus and fresh fennel as it cozies up to you.

Alain, a great chef and host, makes his wines for a crowded tabletop of home-made dishes. For lunch, he might pair his *rouge* with a pissaladière, whose caramelized onions and briny toppings of anchovies and black olives highlight the dark fruit and bitter licorice sides of this mostly Mourvèdre blend. For dinner, expect a wild, spit-roasted boar cooked until it's so tender you can tear off hunks of it with your bare hands. Any gamey meat prepared in this spirit would make him proud. On warmer nights, when dining *al fresco*, he cools down older vintages like this 2011 to accompany whole fish, like a glittery sea bass from the nearby Sanary-sur-Mer market, carefully slit open and lined with herby branches and fronds. Baked with lemons until crisp, firmly textured fish draws attention to the saline side of his wines without feeling too delicate. If wines of place also reflect the character of the person who made them, then this nearly decade-old Bandol speaks volumes about Alain and his native Provence. Listen up, you may even pick up on the warm, Provençal twang in his voice when he says, "*Bon app!*"—letting you know the man, like the wine, is as local as they come.

\$80.00 PER BOTTLE

\$864.00 PER CASE



SPOTLIGHT ON LARUE

by Chris Santini

WE BEGAN IMPORTING DOMAINE LARUE, the Saint-Aubin specialist, with the 2014 vintage, but Kermit's first foray in the village brought out a wine from the 1976 vintage, about which he wrote: "A superior wine from a lesser appellation is more satisfying than an inferior wine from a superior appellation. Or, it's the singer, not the song."

When Kermit wrote those words in these pages more than forty years ago, one could easily understand why Saint-Aubin was seen as lesser, as it had only obtained status as an appellation a few years earlier. Yet today Saint-Aubin is still overlooked in both France and abroad. Sure, it's sandwiched into a



valley hidden between the superstars Chassagne and Puligny-Montrachet. But what surprises me is that, while many Burgundy drinkers seek wines with precision, minerality, and grace, from steep and rocky *terroirs*, their eyes don't immediately turn to Saint-Aubin. Large chunks of Chassagne and Puligny sit on flat ground, with rich soils, near the main road. Nearly all of Saint-Aubin, *village* and *premier cru* alike, is composed of rough-and-tumble rocky parcels edged in wherever they can fit, steep and narrow, seemingly drilled directly into the limestone bedrock. The valley of the village has all different kinds of expositions, altitudes, and geology. You'd think the multitude of *premiers crus* here would be household names, studied and pored over by oenophiles, as has been done with the famous neighbors. And the price, too—Saint-Aubin is lagging way behind its neighbors there as well (fortunately for us). It's never too late to dive in, though, and one wonders how long this can really last.

To get to know Saint-Aubin a bit better, start with Domaine Larue. This village is their specialty, their backyard, and they sure know how to tease out the best of each small parcel they own. We import a multitude of Saint-Aubins from the estate, *blanc* and *rouge*, but I would suggest these three to start: Les Eduens for the *rouge*, with a high-altitude acid crunch, supple and fresh tannins, and an earthy perfume; for the whites, Sous Roche Dumay, a study in the salinity of this minuscule, rocky *terroir*, often the favorite of those who enjoy very taut and precise white Burgundy; and next, Les Cortons, another lesser-known parcel, with the more lemon, mint, and *brioche* aspects the village has to offer. These are just the tip of the iceberg, really. It may indeed be more about the singer than the song, but when you've got the finest of both . . .

PER BOTTLE PER CASE

2017 SAINT-AUBIN ROUGE "LES EDUENS"	\$38.00	\$410.40
2017 SAINT-AUBIN IER CRU "SOUS ROCHE DUMAY"	45.00	486.00
2017 SAINT-AUBIN IER CRU "LES CORTONS"	52.00	561.60

WHITE BEFORE RED

RHÔNE EDITION

by Tom Wolf

2015 CÔTES DU VIVARAIS *BLANC* “FÛTS DE CHÊNE” • DOMAINE GALLETY

If you had to erect a gate between the northern and southern Rhône, signaling your passage from one to the other, you might place it at Domaine Gallety. Here, just south of Montélimar, but on the cooler left bank of the river, Alain and David-Alexandre Gallety craft singular red and white wines that exhibit some of the defining characteristics of both regions. In addition to the cooler climate, a relatively early harvest leads to this mineral white with great acidity. Made of Grenache Blanc, Marsanne, and Roussanne, and aged two years in old barrels, it strikes just the right balance of freshness and luscious volume. This *blanc*, perfect for porch sipping or alongside light summer fare, is especially impressive considering that this is the first time the Galletys have made it!

\$22.00 PER BOTTLE

\$237.60 PER CASE

2017 VENTOUX ROUGE “MÉGAPHONE” FAMILLE BRUNIER



If the Lapierras in Morgon ever made wine from Grenache and Syrah, this is how I imagine it would taste. This red is juicy, silky, and exuberant, while preserving the essence of these grape varieties grown in the southern Rhône, with their slight savoriness, stoniness, *garrigue*, and gently tannic backbone. The Lapierras, though, did not make this beautiful wine. The Bruniers—the family behind Vieux Télégraphe in Châteauneuf-du-Pape and Les Pallières in Gigondas—did. More specifically, this is the first vintage of Mégaphone made by Edou-

ard Brunier, the sixth generation of this renowned family to produce wine in the southern Rhône. Crafted with mostly Grenache and a little Syrah from the slopes of the Dentelles de Montmirail, this versatile *rouge* would happily accompany all kinds of dishes. I recommend Provençal chicken with tomatoes, olives, and herbs for a sublime match, though anything fresh off the grill would also do.

\$25.00 PER BOTTLE

\$270.00 PER CASE

NEW FROM CAMPANIA

INTRODUCING

TERRE DEL VESCOVO

by Anthony Lynch



DEEP IN CAMPANIA'S mountainous interior, amid hazelnut groves and dense, lush woodland, small vineyard plots dot the rolling landscape. Here in rural southern Italy, an ancient history of viticulture lives on through the hands of small-scale farmers, proud custodians of this land upholding centuries of a tradition shared with the Greeks, Romans, and countless others. Home to what has been dubbed "the Barolo of the South," the green haven known as Irpinia, an hour's drive east of Napoli, features the noble Aglianico grape at its grandest. Indeed, the Taurasi appellation is the south's answer to the great reds of Piedmont or Tuscany, where grape variety and outstanding *terroir* come together to give immense potential through the labor of dedicated local artisans.

Terre del Vescovo is a 4-hectare property in Montemarano, a top *cru* of the Taurasi zone, where the appellation's highest-elevation sites yield chiseled, mineral, age-worthy reds. At up to 600 meters above sea level on soils of clay and limestone, the vines benefit from significant diurnal temperature shifts crucial to developing complex, well-defined flavors and preserving freshness at this southerly latitude. Thanks to its slow maturation, the late-ripening Aglianico is harvested in November, sometimes under a blanket of snow.

Giuseppa Molettieri cultivates these vineyards—many of them more than sixty years old—with her husband, Luigi, intent on preserving the tradition established by her father, Giovanni. He was the first of several generations of farmers in the family to bottle his wine and gain recognition for his Taurasi, and he watches over the vines and cellar to this day. "My enologist works with just one *azienda*," declares Giuseppa, "because he is my father!" Her reliance on traditional methods passed down from previous generations lies in stark contrast with the trend of consulting enologists who standardize a number of the region's wines.

Giuseppa and Luigi bottle small amounts of perfumed, textural Coda di Volpe for everyday refreshment, but their main focus is Aglianico. All three reds in the lineup are aged in enormous old *botti*—the Taurasi for up to four years, then several more in bottle before release. A beautiful marriage of deep, nuanced aromatics, high-toned acidity, and dense, velvety, fine-grained tannins, Terre del Vescovo's wines embody the finest of Irpinia's *tradizione contadina*.

	PER BOTTLE	PER CASE
2017 CAMPANIA CODA DI VOLPE “KISTEIS”	\$16.00	\$172.80
<i>The locals’ daily drinking white— a flowery refresher perfect for a summer aperitivo.</i>		
2013 CAMPANIA AGLIANICO “MARRÀ”	18.00	194.40
<i>Jam-packed with juicy blackberry, black cherry, and violets. Bring on the pizza napoletana, or chill it down for a warm-weather barbecue!</i>		
2010 IRPINIA CAMPI TAURASINI “RE’NA VOTA”	24.00	259.20
<i>Raised for four years in botti, this is essentially a declassified Taurasi. Game, spice, minerals, and chewy tannins abound in this inky palate-stainer.</i>		
2008 TAURASI “LARGO MADAMA”	42.00	453.60
<i>Redolent of leather, tobacco, licorice, and faded flowers, this noble beast still has plenty of fruit and a long life ahead.</i>		



© Terre del Vescovo

ROSÉ DIVERSITÉ

by Clark Z. Terry

2018 BEAUJOLAIS VILLAGES ROSÉ CHÂTEAU THIVIN

Only 2% of Beaujolais production is rosé. That makes the Thivin Rosé one of the world's rarest \$21.00 bottles of wine. Separate from this trivial fact, Thivin makes one damn enjoyable rosé. Sourced from the pink granite *terroir* of Brouilly, this rosé is simply delicious, with good grip and notes of summery red berries.

\$21.00 PER BOTTLE **\$226.80** PER CASE

2018 VIN DE FRANCE ROSÉ "FAUSTINE" COMTE ABBATUCCI

Angéline, Floureto, Faustine—these are a few of the daughters of vignerons whose names appear on bottles we import. After selling a wine for many years, putting a name to a face is exciting, and we had just that opportunity when Faustine Abbattucci interned with us for the past three months. Perhaps you had the chance to chat with her in our retail shop.

Connecting with producers always brings out insights that just can't come across when simply tasting a bottle. As the French are wont to do, Faustine was quick to correct my French, making sure I knew how to pronounce Corsican grape varieties. Faustine's rosé is mostly Sciaccarellu, pronounced *chya-ca-ray-loo*. Please call our shop and ask any salesperson to say this to you so you can hear it for yourself. I hope you pick up a bottle or case of her rosé, too—it's nearly too easy to drink, with an ethereal quality and what we've come to know as classic Corsican characteristics: rosemary and thyme aromatics with a hint of mouth-watering salinity.

\$38.00 PER BOTTLE **\$410.40** PER CASE

2018 BANDOL ROSÉ DOMAINE DU GROS 'NORÉ

Absolutely awesome—that's what I wrote down. I also thought that it would only get better with age. My experience is that great rosés retain their refreshing characteristics over their first two years of life and increasingly relax into themselves, developing length and texture. You'll be mighty pleased with yourself if you have enough on hand to drink for the next couple of years.

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

CHENIN BLANC

by Will Meinberg

2017 SAVENNIÈRES • CHÂTEAU D'ÉPIRÉ

Back in 1979, Kermit called Savennières “the best *climat* for dry Chenin Blanc in France,” and decades later there’s a strong argument that this is still true. Château d’Épiré’s Savennières showcases Chenin Blanc’s character with clarity. Aromas of honeycomb and lemon verbena lead to a palate with intense focus and powerful minerality. Experiment with varied food pairings with this Chenin. For example, I’ve found it pairs wonderfully with stuffed grape leaves and kabobs.

\$25.00 PER BOTTLE

\$270.00 PER CASE

2017 SAUMUR “CLOS DU MOULIN” THIERRY GERMAIN

The Saumur Clos du Moulin comes from eighty-year-old vines and is slowly fermented in large, old barrels. Thierry Germain’s meticulous process coaxes out the delicate and aromatic side of Chenin Blanc—think jasmine, honeysuckle, and peach. Like all great Chenin, this wine will gain weight over time, evolving gracefully in your cellar over several years.

\$65.00 PER BOTTLE

\$702.00 PER CASE

2017 CHINON *BLANC* “LA CROIX BOISSÉE” BERNARD BAUDRY

Chinon is known worldwide for age-worthy reds produced from Cabernet Franc, but the rare Chinon *blanc* can stand among the great whites of Burgundy. The roots of Baudry’s Chenin Blanc dig deep into limestone subsoil and produce profoundly concentrated grapes, which are then gently fermented in 500L barrels until dry. The result is a beautifully balanced, medium-bodied wine with a waxy texture and flavors of baked apple, quince, lemon curd, and brioche.

\$44.00 PER BOTTLE

\$475.20 PER CASE

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C. & P. BRETON REDS

PANORAMA OF A DOMAINE SAMPLER

by Dustin Soiseth

HERE'S AN OPPORTUNITY to experience a diverse selection of reds from Loire luminaries Catherine & Pierre Breton. These wines, all Cabernet Franc, run the gamut from “drink immediately” to “cellar for a decade.” Think of it as a wide-angle snapshot of the domaine, in wine form. This is what you'll find in the carton:

- The Bretons describe the AVIS DE VIN FORT as a “rosé the color of a red.” It's light and irresistibly juicy, bottled in April after the fall harvest.
- With a bit more body, LA DILETTANTE is a delicate, aromatic red in the “drink now!” vein.
- I always think of TRINCH! as a classic bistro red, ready to wash down a plate of *steak frites* any night of the week.
- NUITS D'IVRESSE, bottled without any added sulfur dioxide, is the wildest red in the lineup—tannic, explosive, and out on the edge.
- LES BEAUX MONTS is the suave urbanite to Nuit d'Ivresse's mountain man. Sourced from the village of Beaumont, located within the Chinon AOC, it is utterly delicious, with a perfect balance of fruit and earth.
- With LES PERRIÈRES, we've definitely saved the best for last. It is the longest-lived of all the Breton reds, and one of the world's best Cabernet Francs. The 2014 is stellar, with a rich, gorgeous nose and serious, piney grip. Forget about this for a few years, if you can. There are plenty of other delicious bottles here to keep you occupied while you wait.



PER BOTTLE

2018 BOURGUEIL CLAIRET “AVIS DE VIN FORT”	\$28.00
2017 BOURGUEIL “LA DILETTANTE”	34.00
2017 BOURGUEIL “TRINCH!”	27.00
2017 BOURGUEIL “NUITS D'IVRESSE”	37.00
2017 CHINON “LES BEAUX MONTS”	37.00
2014 BOURGUEIL “LES PERRIÈRES”	53.00

Normally \$216.00

SPECIAL SAMPLER PRICE **\$162**

(a 25% discount)



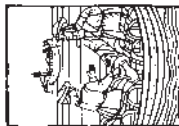
Catherine, Paul, France, and Pierre Breton

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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

“Tasting in [Pierre] Breton’s crowded little cellar, well, it was one of those exciting moments where every wine sings and I was flabbergasted and he could see that my flabber was gasted, and we couldn’t stop and say good-bye and head out into the sunlight just like that, so he pulled the cork on an older bottle. He asked me to guess what it was. I looked at it and guessed red, which he confirmed. I sniffed and guessed Bourgueil. Yes! As for the vintage, it was clearly from a big, ripe one. It had the color, the magnitude, the dramatic impact of his 1996s, but older, so I guessed 1990. . . . Folks, it was a 1964. Your master taster missed it by 26 years. . . .



Do not underestimate the aging potential or the potential glory of our unfiltered old-vine cuvées from the Loire. ”

—Kermit Lynch, September 1998 Newsletter