

Celebrating 50 Years of Fine Wine

KERMIT LYNCH WINE MERCHANT

OCTOBER 2022



Mozzarella with a view

© Gail Skoff

GAMAY SAMPLER • ROSÉ ROUNDUP
VINTAGE BORDEAUX • CHIANTI CLASSICO • TOP VALUES

FROM THE CELLAR CHÂTEAU ANEY

by Tom Wolf

WE FOUND OURSELVES with an uncommon treat on our hands when this red wine arrived in Berkeley recently. First, it's not often that we are able to import bottles that have aged beautifully over many years at the domaine where they were made. Second, this cuvée represents the only wine we import from the famed left bank of Bordeaux, between Saint-Julien and Margaux in the heart of the Médoc, where the moderate climate of the riverbank and gravelly soils are perfectly suited to Cabernet Sauvignon—the leading grape in this blend.

The label says *Château*, and despite the stunning price, this bottling holds up to the noble moniker while also being honest, accessible, and terroir-driven Bordeaux. Seven years old, it is in a magical place today, showing a more velvety and relaxed side than it did when it was first released. Evoking notes of blackcurrant, black cherries, and tobacco, this Haut-Médoc will pair beautifully with lentil soup, rib eyes, or lamb stew.

2015 HAUT-MÉDOC

\$27.00 PER BOTTLE

\$291.60 PER CASE

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Tuesday, October 18 through Saturday, October 29

*Dozens of selections spanning the 50 YEARS
since we first opened our doors—longtime favorites
and recent discoveries on the wine route in France and Italy!*

50
YEARS



VALUES OF THE MONTH

WESTERN FRANCE

by Jane Berg, KLWM NEW YORK

THE BUILDING BLOCKS of a good cellar are the wines you reach for frequently, the wines that are reliably pleasurable and never too precious to grab when running to a gathering. Versatile and utterly delicious, detailed below are two such wines I wouldn't want to live without.

2021 BORDEAUX *BLANC* CHÂTEAU DUCASSE

Always the crowd pleaser, Hervé Dubour-dieu's Bordeaux *blanc* is a spirited and dynamic white wine that delivers a unique brand of zippiness alongside aromas of tart passion fruit, lychee, and lime. The blend is mostly Sémillon with a healthy dose of Sauvignon Blanc that vividly brings this wine to life with both zest and energy. It's crisp and satisfying, squarely structured, and thirst-quenchingly transparent. I drink it on its own, with a *mezze* platter of spicy foods, alongside baked white fish with green-mango salsa, or with my favorite spring rolls—fresh or fried will work. You cannot go wrong.

\$20.00 PER BOTTLE

\$216.00 PER CASE

2020 CAHORS • CLOS LA COUTALE

If you are a devout newsletter reader, you're probably already familiar with Coutale's Cahors, a wine we consider a portfolio staple. And if you're new to these pages, you might be wondering why to choose this bottle over another. It happens to be one of only a handful of reds we import from southwest France, and the only one that's made from Côt, the variety better known as Malbec. Its meatiness and rustic aromas of coffee and ripe black fruit give this *rouge* a rugged appeal. It tells the story of a less-traveled side of the country, where cliffs are stacked with hefty limestone and there's a whiff of wild in the air. And while this wine is a great value for drinking now, you could also consider it an investment; it has the potential to age beautifully over the next few years in the unlikely chance you forget you have it on hand.

\$19.00 PER BOTTLE

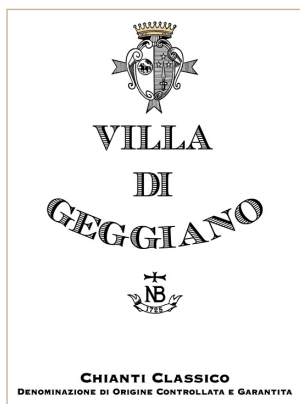
\$205.20 PER CASE



CHIANTI CLASSICO

by Dixon Brooke

2017 CHIANTI CLASSICO • VILLA DI GEGGIANO



Andrea Bianchi Bandinelli's son Gregorio now lives full-time on their family property near Siena, and his constant watchful eye over the property has only improved their authentic “farmhouse” Chiantis. You will be hard-pressed to find a more “classic” rendition of this storied wine, with over a thousand years of robust history. Geggiano is located in the subzone around Castelnuovo Berardenga in the south, which sports rich clay soils and delivers powerful, age-worthy Chianti. Their impressive 2017 is dark, full throttle, and virile, with a bright, deep, juicy palate followed by an earthy, baked terra cotta and rosemary-infused finish that transports you immediately to Tuscany. As

good as it is now, this wine has a very long future ahead of it—I recommend buying a case so that you can enjoy it young and let some traverse the decades.

\$33.00 PER BOTTLE

\$356.40 PER CASE

2017 CHIANTI CLASSICO RISERVA • PODERE CAMPRIANO

I have tasted this wine three times—in 2019, 2021, and 2022—and somehow managed to pen the exact same tasting note every time, so it must be leaving a consistent impression on me. The note describes an aroma that reminds me of *bistecca alla fiorentina*, the famous Florentine bone-in cut of beef, along with porcini mushroom. When I lived in Florence in 1998, a restaurant there served steak with a freshly foraged and perfectly cooked porcini mushroom cap on top—a memorable experience. This wild and pleasantly rustic Chianti comes from a small parcel, surrounded by forest, farmed organically by the Lapini family near Greve in the northern hills of Chianti. It is delicious to drink now.



\$45.00 PER BOTTLE

\$486.00 PER CASE

2016 TOSCANA ROSSO “SALITA” • CASTAGNOLI

Castagnoli is the third grower we work with in Chianti Classico. They are located in Castellina on the western edge of the DOCG, one of the three original villages in the League of Chianti memorialized in Cosimo de' Medici's 1716 edict. Their top parcel, planted exclusively to Sangiovese, lies on the steep upper slopes of their prime terraced hillside land, with decomposed schist soil and perfect exposure to the afternoon sun. Often partially or fully blended into their Chianti Classico Riserva, a portion of the production is bottled separately as Salita in exceptional years. A profound, dense wine of exceptional structure and stature, it is a *grand cru* of Chianti—a fifty-year wine.

\$60.00 PER BOTTLE

\$648.00 PER CASE



Sangiovese starting fermentation

© Castagnoli

From the Archives

BARGAIN OF THE YEAR?

1990 VACQUEYRAS SANG DES CAILLOUX

by Kermit Lynch

ATENTION: lovers of old-fashioned Rhônes such as Faraud's Gigondas. I have a surprise for you. Here is a great 1990 from a superb domaine called Sang des Cailloux (blood of the stones).

Wait until you see the color. This wine lives up to its name. It is the darkest, prettiest blood you will ever see.

And the aroma! Loaded with spice and black pepper, the magical scent of the Provençal *garrigue*, and all so expansive you can breathe it in.

And the palate? Provence so thick you can chew it before swallowing. And it has an intriguing stony finish that calls to mind a great Vieux Télégraphe, that impression that the wine was filtered over stones. Don't worry. It was not filtered. So where does that stony, gunflint finish come from? Easy to explain. The rain water is filtered by Sang des Cailloux's stony soil, then sucked up by the thirty-year-old vine roots, eked out into the grapes, which are then vinified and put into bottles. Of course it tastes like stones!

After striking out for years in search of a worthy Vacqueyras, Patricia Wells (who has a property nearby) advised me to visit Sang des Cailloux. I bought their excellent 1989, then along came 1990, which is the finest Vacqueyras I have ever tasted. I'll go farther. I think it is one of the most impressive Southern Rhônes I have ever tasted, and it reeks of my beloved Provence.

The seventeen *hectare* domaine is run by Monsieur Férigoule (pronounced fairy ghoul). He has 20% Syrah, 5% Cinsault, 10% Mourvèdre, and 65% Grenache.

It will age beautifully. At the price, I cannot think of anything from the Rhône more impressive or more delicious.

Wow!

—April 1993



LE SANG DES CAILLOUX

by Anthony Lynch

WE HAVE REACHED a pivotal time in the wine world, and nowhere more so than in the southern Rhône, where the extremes of a rapidly evolving climate have made it abundantly clear that those unwilling to think critically about the future will be left in the not-so-proverbial dust. Extended drought, severe heat waves, violent storms, and unprecedented episodes of frost and hail present challenges with real-life consequences to those who live off the land. With their very livelihood at stake, vignerons such as the Férigoules of Domaine le Sang des Cailloux are the first to recognize the need to react and adapt.

You might wonder why we've chosen to feature one of the most resolutely old-school producers in our book—and one we have imported for thirty years—in a segment intended to highlight the future stars of our portfolio. Serge Férigoule's pragmatism always put him a step ahead of the pack, and now with his son Frédéric heading the domaine in a decidedly critical moment for the future of fine wine in the Rhône, the Férigoules' progressive outlook is more pertinent than ever. They are quiet leaders in their region, fully prepared to meet the challenges of tomorrow—and their wines are perhaps better than ever.

Well-versed in the challenge of crafting balanced wines on the arid, rocky Plateau des Garrigues, Frédéric farms biodynamically and is now replanting the grapes best adapted to the increasingly hot, dry summers, including Cinsault, Counoise, Clairette Rose, Piquepoul, and Carignan Blanc. From the vines to the cellar, he is constantly questioning, never afraid to make strong choices for the sake of sustainability—choices that will ultimately ensure crucial freshness and nuance in his wines.

We are offering a precious few bottles of voluptuous, stony Vacqueyras *blanc*, raised in a unique mix of acacia and oak *foudres* and sandstone amphorae. As for the reds, the cuvée Doucinello has an exquisite texture as silky and sensual as a Gang of Four Morgon, but saturates the palate with Provençal herbs, lavender, and brambles. Then there is Lopy, in all its old-vine splendor, which will only improve as it softens with age. With one eye turned toward the future, this iconic domaine is still making Rhône wines as impressive and as delicious as thirty years ago.

PER BOTTLE

2020 VACQUEYRAS <i>BLANC</i> "UN SANG BLANC"	\$66.00
2020 VACQUEYRAS <i>ROUGE</i> "DOUCINELLO"	42.00
2020 VACQUEYRAS <i>ROUGE</i> "LOPY"	59.00

GAMAY

by *Dustin Soiseth*

IN 1395, PHILIP THE BOLD, the Duke of Burgundy, banned Gamay from his holdings in the Côte d'Or, calling it a “disloyal” plant. It seems that Philip’s subjects were flouting custom by planting Gamay in the best vineyard sites and adding it to their Pinot Noir. These medieval vigneronns valued Gamay for its high yields and ease of cultivation, as well as the rich fruitiness of the wine—insurance against the vagaries of fickle Pinot Noir. But in banning the grape, Philip was thinking with his coffers as much as with his palate, because the reds of Burgundy were not only a source of pride and revenue but also a political tool, with barrels sent to leaders all over Europe. A hit to Burgundy’s reputation, real or perceived, could be serious. So Gamay mostly disappeared from the Côte d’Or. The hardy vine’s attributes were not forgotten, however, and a few centuries later it was firmly established in a new area south of the Côte d’Or, Beaujolais. Fast-forward a couple more centuries, and wines made from Gamay are beloved the world over, and are some of the most popular wines we sell.





SAMPLER

This sampler celebrates Gamay in all its iterations. There's a refreshing rosé from Dupeuble and an off-dry, fizzy rosé from Patrick Bottex in Bugey, near Savoie. And, of course, there's the whole gamut of reds from Beaujolais: easy-drinking Beaujolais-Villages from Harel, Foillard, and Guy Breton; structured reds from the famous *crus* of Fleurie, Régnié, and Morgon; and a well-aged bottle from the epic 2015 vintage. Given the huge strides in Gamay viticulture and winemaking we've witnessed in Beaujolais during the past few decades—not to mention the sheer deliciousness of the wines—it's easy to see a silver lining in Philip's decree, 600 years in the making.

PER BOTTLE

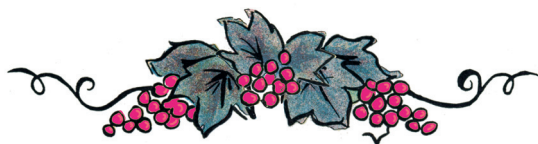
BUGEY-CERDON "LA CUEILLE"

	CATHERINE ET PATRICK BOTTEX	\$27.00
2021	BEAUJOLAIS ROSÉ • DOMAINE DUPEUBLE	19.00
2021	CHIGNIN GAMAY • A. & M. QUENARD	23.00
2021	BEAUJOLAIS-VILLAGES "GRANDES TERRES"	
	QUENTIN HAREL	23.00
2021	MORGON "LES CHARMES" • QUENTIN HAREL	27.00
2020	CÔTE-DE-BROUILLY • NICOLE ET ROMAIN CHANRION	28.00
2020	BEAUJOLAIS-VILLAGES • JEAN FOILLARD	28.00
2020	BROUILLY "REVERDON" • CHÂTEAU THIVIN	29.00
2020	FLEURIE "LES MORIERS" • DOMAINE CHIGNARD	30.00
2021	BEAUJOLAIS-VILLAGES "CUVÉE MARYLOU" • GUY BRETON	34.00
2021	RÉGNIÉ • GUY BRETON	42.00
2015	BEAUJOLAIS "CUVÉE 1512" • DOMAINE DUPEUBLE	40.00

Normally \$350.00

SPECIAL SAMPLER PRICE **\$280**

(a 20% discount)



LOIRE WHITES FOR FALL SEAFOOD FEASTS

by Tom Wolf

2021 SAUVIGNON BLANC “UNIQUE” DOMAINE DU SALVARD

As we enter my favorite time of the year to eat oysters, I’m filling my fridge with more and more crisp, zesty whites like this Sauvignon Blanc from Domaine du Salvard. West of Sancerre in the Loire Valley, the Delaille brothers work wonders in some of the region’s unsung vineyard land, turning out pure, delicious, and versatile *blancs* that go as well with fresh seafood as they do with salads or a cheese board.

\$20.00 PER BOTTLE

\$216.00 PER CASE

2018 MUSCADET SÈVRE ET MAINE GORGES DOMAINE BRÉGEON

Muscadet is also generally considered an oyster wine, but this cuvée is Fred Lailier’s masterpiece that transcends any pigeonholing that sometimes happens with these whites from the western Loire. Named for one of the region’s most prized *crus* that sits atop a very special soil called *gabbro*, Gorges boasts an incredible texture and tension imparted by this decomposed, blue-green igneous rock, seventy-year-old vines, and years-long aging on the lees. *Moules marinières* or any kind of seafood pasta are matches made in heaven.

\$46.00 PER BOTTLE

\$496.80 PER CASE

2019 SAUMUR BLANC “L’INSOLITE” THIERRY GERMAIN

Thierry Germain is among the minority of vignerons we work with who are equally focused on—and adept at—making both white and red wines. It doesn’t hurt that Thierry has incredible vineyard plots in both Cabernet Franc and Chenin Blanc. *Insolite* means “uncommon” or “exceptional” and refers in this instance to the wine’s terroir: ninety-year-old Chenin Blanc vines planted along a plateau above the Loire River made up of flinty soils, which are very rare in Saumur. The resulting *blanc* is chiseled and electric and boasts notes of citrus, herbs, and stones that would beautifully complement pan-fried sea bass or shrimp tacos.

\$51.00 PER BOTTLE

\$550.80 PER CASE

DOMAINE PIERRE GUILLEMOT

by *Chris Santini*, KLWM BEAUNE

2020 BOURGOGNE ROUGE

Three Burgundies for the price of one? In one of those “only in Burgundy” anomalies, the Guillemots have a parcel on the outskirts of Savigny, several rows wide, that sits mainly in the Bourgogne appellation. Walking up a row, partway through, you are suddenly in the Savigny-lès-Beaune “Les Prévaux” appellation. There’s no sign, no line in the dirt, but there you are. Walk back down the same row, and on the other end, you’ll find yourself once again (without any fanfare or signage) in the Chorey-lès-Beaune appellation. If the Guillemots really wanted to nitpick, they could easily turn that parcel into three different cuvées, with the Savigny and Chorey fetching a higher price than the Bourgogne. Instead, the Guillemots keep it simple—and, most important, keep it really good—by making a single, exceptional Bourgogne *rouge*. It offers sparkle and aromatics typical of Savigny, with a darker robe and denser feel, thanks to the vintage (and perhaps those Chorey vines, too).



\$36.00 PER BOTTLE

\$388.80 PER CASE

2020 SAVIGNY-LÈS-BEAUNE BLANC “DESSUS LES GOLLARDES”

Speaking of Burgundian anomalies, how about Pinot Blanc? Burgundian Pinot Blanc—which a few growers in Savigny and Nuits-Saint-Georges have selected and propagated over time—is Pinot Noir that has lost its color due to a mutation. While Savigny still has a scattering of Pinot Blanc vines, the Guillemots are of the rare few who use it as a main component of their *blanc* (this one is 70% Pinot Blanc and 30% Chardonnay). Fermented and aged in a barrel made of mixed staves of acacia and oak (another rarity for the region), it is long and creamy, with zip and a wide aromatic range. As it ages, it gets a bit racier, the fruit a bit more exotic. Right now, the 2018 vintage is spot on, for those of you who may have put a bottle or two aside. The Guillemots tell me that the 1979, out of magnum, is pure Pinot Blanc perfection, if you have any still sitting around. (Sadly, we may just have to take their word on that one!)

\$55.00 PER BOTTLE

\$594.00 PER CASE

RIOFAVARA

SICILY'S FINEST

by Anthony Lynch

RIOFAVARA IS our grower in southeast Sicily, outside the baroque town of Ispica, where glorious platters of seafood *crudo* drizzled with piquant olive oil compete with heaping plates of pasta and decadent local pastries for coveted space in the same belly. Sure enough, Riofavara—a property run by Massimo Padova and his family on chalky hillsides within view of the Mediterranean—produces delightful wines that pair to perfection with all the local specialties, plus one of the best olive oils you'll ever taste. Here's what's new from our Sicilian friends.

2021 TERRE SICILIANE BIANCO “MARZAIOLO”

An intriguing blend of Grillo, Grecanico, Inzolia, Moscato Giallo, and three local heirloom varieties (see below), the Marzaiolo is a brilliant white bursting with sunshine, sea spray, and fresh-squeezed Sicilian lemons. You'll have trouble finding a better bottle to pour alongside raw, steamed, or fried seafood, but a bowl of marinated olives and a colorful sunset ain't too shabby, either.

\$22.00 PER BOTTLE

\$237.60 PER CASE

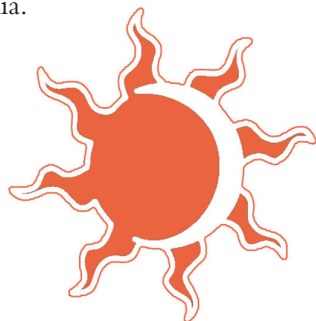
2019 TERRE SICILIANE BIANCO “NSAJÀR”

In the local dialect, the name of this white means *to try*, as it was somewhat of a gamble by Massimo Padova to graft the nearly extinct Recunu, Cutrera, and Rucignola in his vineyard. Once common to the area around Ispica, these ancient varieties fell out of favor in the early 1800s when the Marsala boom led to widespread plantings of Cattaratto, Grillo, and Inzolia.

Massimo's gamble certainly paid off: Nsajàr is the grandest and finest white he bottles, characterized by an enlivening jolt of acidity uncommon to southern climates, along with aromas of gunflint, pine, ginger, and citrus zest. The bracing finish is incredibly salty, making Mediterranean seafood preparations an obvious partner to this rare relic of Sicilian viticulture.

\$42.00 PER BOTTLE

\$453.60 PER CASE



2017 ELORO NERO D'AVOLA "SCIAVÈ"

Ispica is Nero d'Avola country—the grape's true homeland, where it finds its greatest expression soaking up the sun in chalky white soils. Sciavè is Massimo's deepest and chewiest *rosso*, tamed only by age and yet still boasting a bold, almost sanguine bouquet of black fruit, licorice, and black olive. Massimo's eldest daughter, Clementina, proposes a less obvious pairing to the delicious roasts and braises that inevitably come to mind: "It's always served with meat, but there is a saline element that makes it perfect for the Sicilian specialty *pasta con finocchietto*." Wild fennel fronds, anchovies, pine nuts, and raisins star in this dish that is sure to make her family's sumptuous Nero shine.

\$37.00 PER BOTTLE

\$399.60 PER CASE

OLIO EXTRA VERGINE DI OLIVA

Made from the local Antica Verdesse variety, this aromatic golden nectar has a buttery richness and just the right amount of spicy kick.

\$24.00 PER 500-ML BOTTLE

\$259.20 PER CASE



Massimo and Clementina Padova

© Gail Skoff

ROSÉ ROUNDUP

by Jane Berg, KLWM NEW YORK

2021 PIC-SAINT-LOUP ROSÉ ERMITAGE DU PIC SAINT LOUP

This impeccably made rosé from the raw and rustic landscape of the Languedoc requires a moment to open up, eventually releasing all the brambly qualities of the sunbaked shrubs and herbs that seem to infuse its beautifully plump fruit. It is an irresistibly charming, delightfully refreshing wine.

\$22.00 PER BOTTLE

\$237.60 PER CASE

2021 TAVEL • CHÂTEAU DE TRINQUEVEDEL

More than any other rosé (or red) in our book, Trinquevedel's Tavel is reminiscent of the divine freshness of a wild-harvested summer strawberry. Like the berries you might want to spoon atop a heaping pile of barely sweetened whipped cream, this rosé will be the star of, and finishing touch to, any meal.

\$23.00 PER BOTTLE

\$248.40 PER CASE

\$14.00 PER TENTH

\$151.20 PER CASE TENTHS

2021 ÎLE DE BEAUTÉ ROSÉ • YVES LECCIA

Leccia's rosé delivers juicy pomelo and a crisp and bracing acidity that is puckery, grippy, and impossibly fresh. This Corsican *beauté* is clean, citrusy, and saline—organically grown, to boot—and is a perennial staff favorite.

\$34.00 PER BOTTLE

\$367.20 PER CASE



2021 VAL DE LOIRE ROSÉ
“SANS PRISE DE TÊTE” • ERIC CHEVALIER

Eric's latest cuvée, a cranberry-orange tinted Cabernet Franc rosé, is a mouth-watering homage to the carefree moments in life. I get blood orange and clove on the palate—surprisingly complex notes for a wine whose name means “nothing serious.” With that moniker, I believe he has undersold what we have here!

\$23.00 PER BOTTLE \$248.40 PER CASE

2021 BANDOL ROSÉ
DOMAINE DE LA TOUR DU BON

Agnès Henry's Bandol Rosé hits your senses like a cool breeze off the calm waters of the Mediterranean Sea. I dream of this rosé when I want a bright and mineral, restrained version from this classic appellation. It pairs perfectly with a bowl of salty snacks, slices of melon and prosciutto, or crispy goat cheese toasts.

\$37.00 PER BOTTLE \$399.60 PER CASE

2021 VIN DE CORSE “LE ROSÉ DE PAULINE”
DOMAINE DE MARQUILIANI

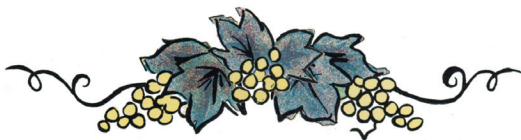
Until we started importing Anne Amalric's rosés I had never seen a wine so pale, not even a *blanc*. A bottle of “Pauline,” sheer as it may be, is deceptively bold on the palate. I recommended that a friend pick up a bottle from our shop in Berkeley, and shortly afterwards she messaged me, “This is the best rosé I've ever had.”

\$32.00 PER BOTTLE \$345.60 PER CASE

2021 SAINT-CHINIAN ROSÉ • MAS CHAMPART

Any occasion I get to drink Mas Champart rosé is an opportunity I relish. Though it may seem trite to compare it to Bandol, at a third of the price and made from 70% Mourvèdre and 30% Cinsault, it's as close to anything you'll find that's worthy of such a comparison. Since it hails from the Languedoc, I love to pair it with Mediterranean-inspired snacks like tinned fish, roasted red peppers, and baba ganoush.

\$22.00 PER BOTTLE \$237.60 PER CASE



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Hard to believe, but we first opened our doors fifty years ago to the month. We've been fortunate enough to work with some exceptionally talented and brilliant growers, some of whom have been part of our extended family for all five decades. Inside, we highlight one of our longest-standing relationships in the Rhône—you'll read about the first time we introduced them, back in 1993 (p. 6), and catch up on the latest happenings at this property through a compelling set of new releases made by the next generation in charge (p. 7). More than just winemakers, they are stewards of the land and ambassadors of its traditions. Their wisdom to adapt to a changing world sets an example for other vigneron and provides us with even greater inspiration to enjoy their soulful, distinctive wines. We hope we continue to inspire your thirst as well!

—Kermit, Anthony, and Dixon

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