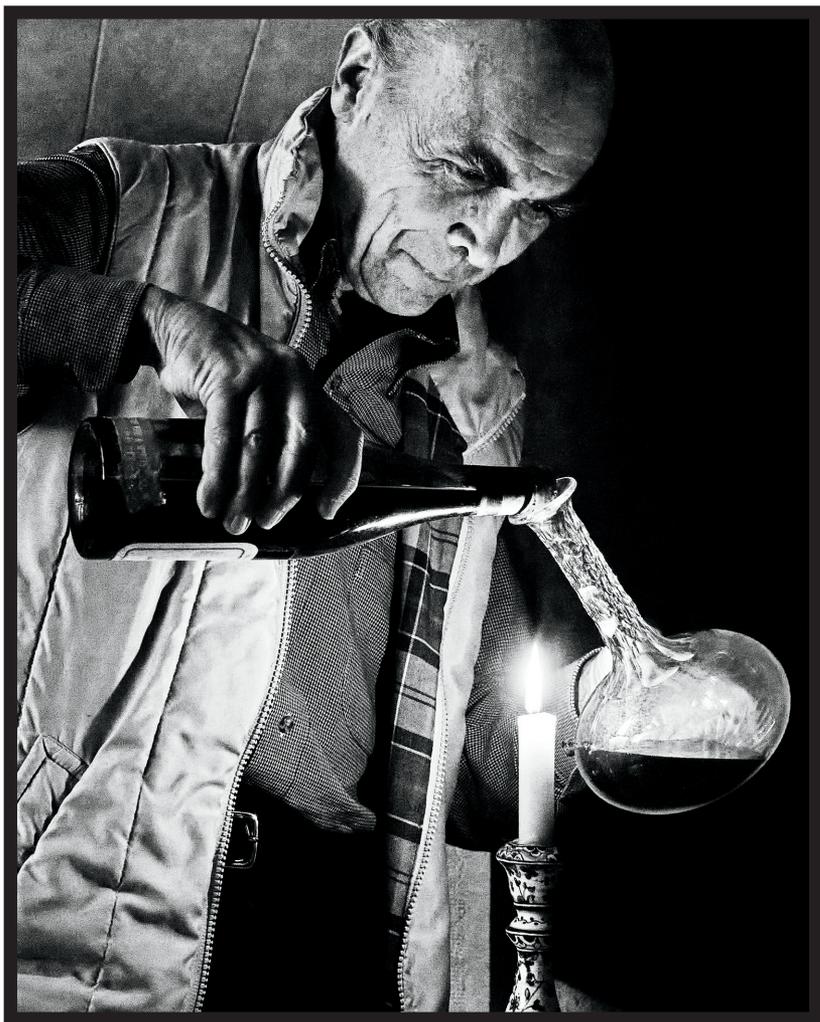


KERMIT LYNCH WINE MERCHANT

NOVEMBER 2020



Aubert de Villaine

© Gail Skoff

A TRIBUTE TO LULU PEYRAUD
CHAMPAGNE SALE! ■ DE VILLAINÉ NEW ARRIVALS
UNSTOPPABLE NOUVEAU ■ WHITE BEFORE RED SAMPLER

REMEMBERING LULU PEYRAUD

1917-2020



AS I SIT HERE, facing the solemn task of creating an homage to someone who was in effect a grandmother to me, I wonder: How can we properly commemorate Lulu Peyraud?

How can we commemorate the person who inspired so many people around her, her contagious personality having uplifted family, friends, and visitors over the course of decades? How can we commemorate someone whose culinary influence can still be felt in restaurants in Berkeley and beyond, and in the kitchens of countless amateur cooks? How can we commemorate someone who lived through humanity's past century, absorbed its wisdom, and returned it in the form of generosity and good humor?

Most of my memories of Lulu involve sitting around a dining table, relishing the earthy, soulful flavors of great Provençal cuisine, often served from her very own kitchen at *Domaine Tempier*. It was her husband, Lucien—founder of Tempier's wine label and godfather of the Bandol appellation—who taught me how to “properly” eat Mediterranean fish: hands only, a napkin attached like a bib, exhibiting a flagrant disrespect for standard table manners. At Tempier, I learned, the pursuit of pleasure overrides adherence to formal etiquette. Why should one ever sacrifice deliciousness?

This hedonistic, shamelessly informal way of living would inspire my worldview and shape my behavior. When I was invited back to the domaine for a grilled *loup de mer*, Lulu would glance over at my plate, beaming at the sight of a messy pile of fish debris at the mercy of my soiled fingers: “*Comme Lucien!*” she would proclaim, the joy in her voice as vivid as the brambly fruit in my glass of Bandol *rouge*.

Words on a page can only go so far in celebrating someone I—and many of you—loved dearly. Without a doubt, we will all fondly cherish our memories of Lulu, whether from a rosé-fueled feast at *Domaine Tempier* or through one of her iconic recipes, immortalized in print by Richard Olney or Alice Waters. But to truly honor Lulu's memory is to live the way she lived:

It is treating strangers as if they are family.
It is savoring the little things, like swimming
in the ocean or swinging on a swing.
It is cracking dirty jokes, at whatever occasion.
It is drinking more Champagne.
It is laughing more.

Bon voyage, Lulu—I hope the wine list up there is decent. —Anthony Lynch



2020 Beaujolais Nouveau

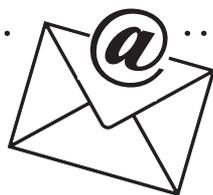
Nothing can stop Beaujolais Nouveau from arriving in the United States this year! The official release date of this year's delectable juice is Thursday, November 19, and though we hope to have the wine available for purchase on that date, for reasons tied to one or more unprecedented world events, it might be late.

No matter, though—the report from Domaine Dupeuble is that “the wine is showing a deep, intense color, with a perfume of red fruits, and a balanced texture of supple tannins.”

*Reserve yours by calling (510) 524-1524, or visit **kermitylunch.com** to join our email list to be alerted when the wine is available for purchase online.*



BLACK FRIDAY EMAIL BLAST



Members of our email list know that for the past number of years we've sent out stunningly good deals on Burgundy, Barolo, Cabernet Franc, and more on Black Friday.

This year will be no different—we're cooking up another not-to-be-missed offer for Friday, November 27.

Join our email list at **kermitylunch.com** to be alerted when this year's offer is live.

WHITE BEFORE RED

6-BOTTLE SAMPLER

by Tom Wolf

MANY OF US AT KLWM continue to be inspired by the wine-drinking habits of Kermit and his late friend Richard Olney. One routine I now seem unable to shake is that I enjoy a bottle of red *more* if it is preceded by a bottle of white or rosé. I also tend to prefer a bottle of white or rosé when I know it will be followed by a red. As Kermit recently told me, “I like a white or rosé to start and then a red. If I don’t have that, I’m not satisfied.”

I think of this progression like going to see a live show: how often do you go to see your favorite bands and there *isn’t* an opener? Never! Everyone wants a little warm-up act, an initial enlivening of the senses. When I’m doing something I enjoy—going to a concert, eating a nice meal, or drinking fine wine—I want the pleasure to be drawn out and connected, but varied. I don’t get that if I’m drinking just white or just red.

Don’t take my word for it. With this six-bottle sampler, broken into pairings of a white and a red from three producers, you can put our maxim to the test! Enjoy Valentin Montanet’s pure, chiseled Chardonnay from northern Burgundy before his juicy, festive, and versatile Juliéna. Sip Terrebrune’s saline, herbal Bandol *blanc* before its hearty, spicy Bandol *rouge*. Or precede Punta Crena’s lively Rossese by the domaine’s Ligurian specialty, the zesty and floral Lumassina. If you’re like me, after this pack, you will long live by the motto: White before Red!



PER BOTTLE

2018 VÉZELAY “LA CHÂTELAINÉ” • DOMAINE DE LA CADETTE	\$35.00
2017 JULIÉNAS • LA SŒUR CADETTE	31.00
2018 COLLINE SAVONESI LUMASSINA • PUNTA CRENA.	22.00
2018 RIVIERA LIGURE DI PONENTE ROSSESE “VIGNETO ISASCO” • PUNTA CRENA	30.00
2019 BANDOL <i>BLANC</i> • DOMAINE DE TERREBRUNE	39.00
2016 BANDOL <i>ROUGE</i> • DOMAINE DE TERREBRUNE	46.00

Normally \$203.00

SPECIAL SAMPLER PRICE **\$162**

(20% discount)

CHAMPAGNE SALE!

by Emily Spillmann, KLWM BEAUNE

IF THERE IS ONE THING we have all learned to expect this year, it is the unexpected. Even so, here we are, right on time with our annual Champagne sale—and, boy, is Champagne in order! In case you're feeling a little humbuggish, convinced there is nothing to celebrate, I asked our three Champagne producers why it's *always* appropriate to pop a cork. Charles Fourny, a suave ambassador of his family's wine and fervent believer in the revitalizing powers of Champagne, said, "Any weekend with Champagne is a successful one. It is the nectar of exceptional moments just as it is a remedy for life's trials." Case in point: Stéphanie Ducloux from Champagne Paul Bara recounted a near-miss on the *autoroute* when a semi almost merged into her car, leaving a long scratch, but no further harm. "As soon as I walked in the door, I said to my husband, 'Let's open a nice bottle because I'm a survivor!'"

Surviving life's trials, *voilà*—a good reason to celebrate. You can do it with style *à la* Angéline Templier, granddaughter of Jules and Olga Lassalle, who shared her "everyday improvement" to her Italian grandmother's risotto recipe: Cuvée Angéline! Used as the base to render the rice transparent, it becomes a good excuse to share a glass or three of Champagne as you stir. "The risotto is perfectly cooked when the bottle is empty," advised Angéline.

There you have it, the *joie de vivre à la Champenoise*: when life throws lemons, drink Champagne. Stock up now!



CHAMPAGNE 20% OFF

NOW THROUGH THE END OF THE YEAR

Use promo code **CHAMPAGNE2020** online.

Sale ends Thursday, December 31.

VEUVE FOURNY & FILS • VERTUS

Aromatic, Crisp, Resplendent

WITH 20% DISCOUNT

NV BLANC DE BLANCS BRUT <i>IER CRU</i>	\$46.40
NV BLANC DE BLANCS BRUT NATURE <i>IER CRU</i>	47.20
NV BRUT <i>IER CRU</i> “GRANDE RÉSERVE”	45.60
NV ROSÉ BRUT <i>IER CRU</i>	52.80
2013 ROSÉ EXTRA-BRUT <i>IER CRU</i> “VINOOTHÈQUE”.	84.80

J. LASSALLE • CHIGNY-LES-ROSES

Elegant, Bold, Exuberant

WITH 20% DISCOUNT

NV ROSÉ BRUT <i>IER CRU</i>	\$64.00
2013 ROSÉ BRUT <i>IER CRU</i> “SPECIAL CLUB”.	147.20
2012 BRUT <i>IER CRU</i> “SPECIAL CLUB”	108.00
2011 BRUT <i>IER CRU</i> “CUVÉE ANGÉLINE”.	92.00
2009 BLANC DE BLANCS BRUT <i>IER CRU</i>	80.00

PAUL BARA • BOUZY

Classic, Rich, Intense

WITH 20% DISCOUNT

NV BRUT RÉSERVE <i>GRAND CRU</i> 100%	\$52.00
NV ROSÉ BRUT <i>GRAND CRU</i> 100%	58.40
2014 BRUT <i>GRAND CRU</i> 100%	74.40
2013 ROSÉ BRUT <i>GRAND CRU</i> 100% “SPECIAL CLUB”	128.00
2012 BRUT <i>GRAND CRU</i> 100% “SPECIAL CLUB”	100.80
2009 BRUT <i>GRAND CRU</i> 100% “SPECIAL CLUB”	99.20
2008 BRUT <i>GRAND CRU</i> 100% “COMTESSE MARIE DE FRANCE”	142.40
2005 BRUT <i>GRAND CRU</i> 100% “ANNONCIADE”	190.40





Pierre de Benoist, nephew of Aubert de Villaine and vigneron at Domaine de Villaine

DOMAINE DE VILLAINÉ

by Chris Santini, KLWM BEAUNE

BURGUNDY IS CHANGING. Harvest in 2020, which began in mid-August, was the earliest here since 1371. An August harvest a generation ago was a once-in-a-lifetime experience for a Burgundian, and now it's the new norm. Domaine de Villaine refers to the 2018 vintage as one in which everything we consider "classic" about Burgundy is still found in abundance: the delicacy, the perfume, the cool acidity balanced with just the right roundness. While this vintage may be your last taste of "classic" Burgundy, the domaine says not to worry for the future. Burgundy will continue to change, and a new "classic" will emerge, as grapes adapt and evolve with the warming climate in new and promising ways. More on that next year! For now, let's focus on the 2018s while we still can. My one word of advice is "Bouzeron." Start there, and then venture out to the others. The Aligoté Doré vines of Bouzeron—many of which are older than any living human on this planet—are the heart, soul, guts, and anchor of the domaine. When the Aligoté speaks, the domaine listens. Experience gleaned working with the Aligoté is used for the Chardonnay and Pinot Noir, so the salinity of Bouzeron has echoes in the Rully and Clous Aimé, while the luminosity and silk of the Bouzeron is found in the Fortune and La Digoine, and so on. Perhaps the future "classic" in Burgundy will be inspired and led by Aligoté, of all grapes. Imagine that.



	PER BOTTLE	PER CASE
2018 BOUZERON	\$42.00	\$453.60
2018 BOURGOGNE CÔTE CHALONNAISE <i>BLANC</i>		
"LES CLOUS AIMÉ" . . . . .	.44.00	475.20
2018 RULLY <i>BLANC</i> "LES SAINT-JACQUES" . . . . .	.50.00	540.00
2018 BOURGOGNE CÔTE CHALONNAISE <i>ROUGE</i>		
"LA FORTUNE" . . . . .	.47.00	507.60
2018 BOURGOGNE CÔTE CHALONNAISE <i>ROUGE</i>		
"LA DIGOINE" . . . . .	.55.00	594.00
2018 BOURGOGNE CÔTE CHALONNAISE <i>ROUGE</i>		
"LES CLOUS" . . . . .	.48.00	518.40
2018 MERCUREY <i>ROUGE</i> "LES MONTOTS" . . . . .	.59.00	637.20
2017 RULLY <i>BLANC</i> 1ER CRU "LES MARGOTÉS". . . . .	.92.00	993.60

CHABLIS

by Anthony Lynch

2018 CHABLIS 1ER CRU “FOURCHAUME” FRANCINE & OLIVIER SAVARY

Compared to basic Chablis, a *premier cru* ought to deliver enhanced structure, greater finesse, and an increased capacity for aging in the bottle. While this is certainly the case for the Savary family’s Fourchaume, its most compelling attribute today is perhaps its open-knit personality and irresistible charm. The textbook character we expect from this appellation is on full display: it embodies both power and restraint, with ample fruit, zingy citrus, and a salivating finish that recalls the fossil-laden slope from which it hails.



\$40.00 PER BOTTLE

\$432.00 PER CASE

2018 CHABLIS GRAND CRU “LES PREUSES” ROLAND LAVANTUREUX

Insider tip: cellaring some *grand cru* Chablis from Lavantureux is about as wise a move as you can make in today’s volatile (wine) world. Not only are wines like this 2018 Preuses brilliant expressions of Chardonnay bound to improve with

age, but they may become near impossible to find—let alone afford—in a few years’ time. Brothers David and Arnaud have locked in the exact formula for exalting these esteemed Kimmeridgian soils, producing lushly textured Chablis with serious depth and slicing min-

eral drive. If 2020 has taught us not to take anything for granted, then the promise of perfectly mature Chablis sometime down the road is one less thing to worry about. Who knows—we may all be forced to hide out in our wine cellars by then, so may yours be well stocked.

\$112.00 PER BOTTLE

\$1,209.60 PER CASE



VALUE REDS

by Tom Wolf

2018 DOLCETTO DI DIANO D'ALBA "SÖRÌ CRISTINA" • IL PALAZZOTTO

In *Native Wine Grapes of Italy*, Ian d'Agata writes that the country's second president, Luigi Einaudi, loved Dolcetto so much that he "planted thousands of vines on his Piedmontese estate." Its buds, however, are fragile, and the grapes grow low to the ground, requiring grueling work from the vigneron. Accordingly, in recent decades, the variety has largely been abandoned. Neither of those issues has stopped fourth-generation grower Paolo Olivero, who makes Dolcetto from one of the grape's great *crus*, Diano d'Alba. With its slightly higher elevation, this region is known for producing Dolcetti that are among the most perfumed and fruit-driven. The 2018 Sörì Cristina displays supple, pretty notes of freshly crushed blackberries and raspberries. It will pair well with pretty much anything, though its perfect match is roast chicken and rosemary potatoes.

\$19.00 PER BOTTLE

\$205.20 PER CASE

2018 CAHORS • CLOS LA COUTALE

If the 2017 vintage of Clos La Coutale's Cahors underscored how Malbec in this part of the world trends to the more rustic, dark, and spicy, the 2018 vintage is here to remind us of Cahors' proximity to Bordeaux. There is refinement here as well as the notes of plums, leather, and tobacco we commonly associate with that exalted region to the west. This bottling is the *haut bourgeois'* country cousin.

\$17.00 PER BOTTLE

\$183.60 PER CASE

2019 CORBIÈRES ROUGE DOMAINE DE FONTSAINTE

As much as I love Dolcetto and Beaujolais, I get a thrill when I dip my nose into a glass of wine and the first sensation I get is *not* one of fruit. Like many great southern French *rouges*, one whiff of this Corbières takes you to a spice cabinet or a Mediterranean field full of aromatic herbs. Combine these with notes of black cherries and black olives, and you have a sense of what this dark, succulent red is all about.

\$16.00 PER BOTTLE

\$172.80 PER CASE



MAMBO ITALIANO

by Jane Berg, KLWM NEW YORK

2019 LOCOROTONDO BIANCO “ANTICO” • I PASTINI

Locorotondo will be a fun revelation for any wine lover, but in particular for those who are drawn to lean and flinty whites. One sip will sail you to the Adriatic coast, where the sea is turquoise blue, the olive groves are ancient, and the fish is so fresh it hops from the water to your plate. A blend of co-planted Verdeca, Bianco d’Alessano, and Minutolo—an indigenous, aromatic variety only recently recovered from the brink of extinction—epitomizes the richness of local Italian heritage. It’s zesty and cleansing, with just a spritz of orange blossom.

\$17.95 PER BOTTLE **\$193.86** PER CASE

2017 VENEZIA GIULIA BIANCO “MORUS ALBA” • VIGNAI DA DULINE

Never have I opened a bottle of Duline and wondered what all the fuss is about. Each one delivers on the promise I’ve heard over and over, that these are some of the most captivating wines in all of Friuli. Morus Alba, a mouthwatering blend of Malvasia Istriana and Sauvignon Blanc, is the botanical name for the white mulberry trees that grow amid Duline’s vineyards, which you’ll also notice on their simple label. It may sound silly, but if mindfulness were a glass of wine you could sip, this would be it: center into the present, wind down, and focus on its appeal while all distractions disappear.

\$55.00 PER BOTTLE **\$594.00** PER CASE



2018 TERRE SICILIANE BIANCO “MARZAIOLO” • RIOFAVARA

As interest in Sicily’s winemaking regions grow, so increases the demand for Massimo Padova’s wines—and it’s about time! Take his Marzaiolo, a sun-dappled blend of Grecanico, fragrant Moscato, and one of the island’s most ancient varieties, Inzolia, a walnutty grape with plump, juicy berries. Most important to Massimo is to respect the environment and honor Sicilian identity. He works organically and only in collaboration with local businesses, as indicated by the statement *Cento Per Cento Sicilia*—100 Percent Sicily—embossed into the collar of his glass bottles. Pair this wine with a saffron spaghetti topped with blistered tomatoes, or tasty appetizers of small fish or prawns.

\$19.00 PER BOTTLE **\$205.20** PER CASE

2018 TOSCANA ROSSO “MONTELECCIO” • SESTI

It's soup season on the East Coast, and where better to look for recipe inspiration than Tuscany? A slowly simmered Tuscan stew, loaded with savory herbs, buttery beans, and bitter greens is hearty, healthy, and healing—and a warming treat when paired with Elisa Sesti's baby Brunello, her Monteleccio. Made from organically grown and biodynamically nurtured Sangiovese Grosso, it has tannins that are firm but never brawny, and its brambly nose of blackberry and violet will transform a country dish into a polished experience. While your broth is still steamy, grab a knob of Parmesan for dusting and a hunk of bread for sopping, and dig in!



\$27.00 PER BOTTLE \$291.60 PER CASE

2018 LANGHE NEBBIOLO “PIAN DELLE MOLE” • GIULIA NEGRI

A glass of Giulia Negri's wine offers so much to admire—about its maker and its *terroir*. Having inherited the incredible Serradenari estate from her family at the age of twenty-four, Giulia revived the property and made the conversion to organic viticulture. Her Langhe Nebbiolo vineyards in the “Pian delle Mole” (named after an ancient grain mill) lie hundreds of meters above sea level, where the soil is rich in marine sediments and surrounded by hazelnut groves and a white truffle forest. Due to her gentle approach in the vineyard and cellar, it's amazing how lightly tinted the wine is, but so intense on the palate—it's a total knockout.

\$30.00 PER BOTTLE \$324.00 PER CASE

2017 ALTO ADIGE PINOT NERO “FILARI DI MAZZON” • FERRUCCIO CARLOTTO

A Pinot this alluring that's not from Burgundy? Send me a case! Father-daughter duo Ferruccio and Michela Carlotto farm their micro-estate in the mountains of Ora, just south of Bolzano, which also happens to be home to Mazzon, one of the finest *crus* for Pinot Nero. Is it the cool Alpine air in Alto Adige that preserves the youthful berry aromas in their grapes, or is it the limestone subsoils, or both? Either way, Filari di Mazzon is seductively perfumed and impossibly elegant. Any home-cooked meal would feel fancy in its presence, but a perfectly pink lamb chop roasted in rosemary would be a worthy choice.

\$45.00 PER BOTTLE \$486.00 PER CASE

JUST IN FROM CHÂTEAU THIVIN

by Anthony Lynch

WHEN I ARRIVED AT THIVIN for my annual blending session with the Geoffray family in early March, an air of uncertainty reigned in the normally cheery Beaujolais skies. Alarming news had already begun to pour in from nearby northern Italy as well as various parts of France, and speculation about the future animated conversation with the region's vigneron as fervently as the usual talk of the vintage, sustainable farming, and the changing climate.

As I greeted Claude and Evelyne, we didn't quite know whether to shake hands and perform the ritual *bise* as usual, attempt the novel elbow bump, or simply stand awkwardly and salute one another from a distance—in France, an existential question if there ever was one. Once we navigated these newfound difficulties, we promptly went inside to face the dozen or so bottles filled with deep ruby samples freshly pulled from the *foudres* residing down in the Thivin cellars. We would have to work quickly—I had bumped up my flight home to that very afternoon, to avoid any possibility of becoming stranded trying to regain entry to the States. Alas, Evelyne's highly anticipated post-tasting feast, simmering away quite fragrantly in the kitchen, would have to wait until next visit.

Fortunately, the wines in the Thivin cellar showed none of the uneasiness of the times. The 2019, I would soon learn, was in fact a stellar vintage, in line with the generous, mouth-filling 2018 but boasting an extra jolt of acidity that makes the flattering new release especially thirst-quenching now *and* built to age. If the lurking threat of the undeniably warming climate challenges the future of Beaujolais, you wouldn't know it from Thivin's wines. Their benchmark Côte de Brouilly never lacked stuffing, but recent warm years like 2017, 2018, and 2019 have only served to amplify its bold, crunchy character—a seamless integration of sumptuous ripe fruit, firm yet elegant tannins, and that telltale mineral streak bestowed by the Côte's unique soils, littered with hunks of *pierre bleue*.



© Château Thivin

The Côte de Brouilly's pierre bleue is a metadiorite resulting from Beaujolais' long and complex geological history.

2019 CÔTE DE BROUILLY

\$32.00 PER BOTTLE

\$345.60 PER CASE

ALSO NOT TO BE MISSED are Thivin's rare rosé and *blanc*. While each of these categories represents only 2% of the wine produced in the Beaujolais region, the Geoffrays craft renditions that make straying from red well worth one's time. And the key, as you may have predicted, is firmly rooted in *terroir*.

The rosé consists of fifty-year-old Gamay in pink sandy granite—the recipe for making great Beaujolais *rouge*, too. It is at once peachy, bracing, and slightly creamy, presenting fleshy fruit accented by a granitic grit. The succulent, saline finish lingers playfully on the palate.

For their Beaujolais *blanc*, they travel to the southern end of the region, where they recently became owners of a stunning plot of Chardonnay perched at 450 meters above sea level before an ancient château built from the same slabs of golden limestone found amid the vines. The Clos de Rochebonne has enough altitude to retain acidity even at this southerly latitude, giving a mouthwatering juxtaposition of golden Chardonnay fruit with stony nerve. It shows the class of many a fine Burgundy, with a noble grain from barrel aging that we expect in wines several times the price.



2019 BEAUJOLAIS VILLAGES ROSÉ

\$21.00 PER BOTTLE

\$226.80 PER CASE

2019 BEAUJOLAIS BLANC "CLOS DE ROCHEBONNE"

\$33.00 PER BOTTLE

\$356.40 PER CASE

Woodcuts by Valentin Le Campion appeared in *Lulu's Provençal Table* by her friend Richard Olney, 1994.



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