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WINE MERCHANT

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- TWO SAMPLERS
- BANDOL IN DANGER
- 2010 TEMPIER PRE-ARRIVAL

OPEN • TUESDAY–SATURDAY 11 A.M. TO 6 P.M. CLOSED • SUNDAY & MONDAY

JULY 2012

—PRE-ARRIVAL OFFER—

2010 BANDOL
DOMAINE TEMPIER

RAREST OF WINES?

by Graeme Blackmore

IT IS A HARSH WORLD that refers to wine as a “wasting asset” even if the term stems from arcane accounting terminology. But the veracity of such economic eloquence describes precisely how the asset values of particular wines change as they are consumed and supply dwindles. Often we think of the tertiary market at auction for this asset class whether the wine finds its way there by probate or opportunity. And given the aura that this arena creates, participation is often now seen as the measure of success for so-called serious wines.

Domaine Tempier’s relative absence therefore provides little evidence of its collector status. The wines themselves are revered as cellar selections, the most elegant evocation of southern France, aging magnificently for decades; the single vineyards produce quantities enough to last only a few hours upon release, their price practically reflecting only this initial demand. Curious, then, that they’ve mostly avoided aftermarket obsession? Or perhaps not. Domaine Tempier’s fans are the most loyal and passionate, but with a bad habit of drinking all they buy. Good for them, bad for speculative pricing at auction. For that business to work—for wines to appreciate in value on the open market—it is a prerequisite that they remain unopened. Very few do, it seems, once they’re taken home. Domaine Tempier is the ultimate collector wine.

Vintage 2010 is no exception—extraordinary wines that I expect will disappear from view almost immediately. Visit our website and meet with our professional staff to learn more about acquiring these true rarities.

PER CASE

2010 BANDOL “CLASSIQUE”	\$438.00
2010 BANDOL “LA MIGOUA”618.00
2010 BANDOL “LA TOURTINE”618.00
2010 BANDOL “CABASSAOU”918.00

Inquire about availability in tenths and magnums.

*Pre-arrival terms: Half-payment due with order;
balance due upon arrival.*





Lulu Peyraud

© Gail Skoff

SOUTHERN FRANCE

by Clark Z. Terry

2011 BANDOL ROSÉ DOMAINE DE LA TOUR DU BON

Bandol rosé is near and dear to our hearts here in Berkeley. If you like being in the know or are always on the search for the next best thing, look no further than the Tour du Bon rosé—it tastes classy and hip to my buds.

The quality that sticks with me after tasting this new arrival is the seamless blend of ripe strawberry fruit and *réglisse*—this combination is nothing short of magical in the glass. I hope you'll give it a try and see for yourself.

\$29.00 PER BOTTLE

\$313.20 PER CASE



Roses at Tour du Bon

© Molly Surbridge



2011 CÔTES DU RHÔNE ROUGE
“POIGNÉE DE RAISINS” • DOMAINE GRAMENON

The Poignée is hands down my favorite of the Gramenon wines and the name evokes exactly what ends up in your glass. *Poignée de Raisins* translates to “fistful of grapes”—as if to say the juice is squeezed directly into the bottle. I dig the wine’s simplicity and how it lends itself to such pleasurable immediate drinking. Aromas of cassis and black olive leap from the glass. Chill it in the fridge for thirty minutes, or perhaps use a mountain stream, as this wine is best drunk outdoors.

\$25.00 PER BOTTLE

\$270.00 PER CASE

2011 BANDOL BLANC
DOMAINE DE TERREBRUNE

Like a father admiring his children, Reynald Delille of Terrebrune smiles with equal amounts of pride upon his red, white, and rosé. He knows how to impress and regularly pours older vintages of all three wines. I’m not suggesting you age this Bandol *Blanc*, but its ability to keep in his cellar is certainly a testament to the quality.

What we have here is refined refreshment. A chalky texture and citrus aroma temper the rustic influence of rosemary and thyme. It was quite a tasty treat alongside a bowl of Provençal black olives.

\$32.00 PER BOTTLE

\$345.60 PER CASE

BANDOL IN DANGER

by Kermit Lynch

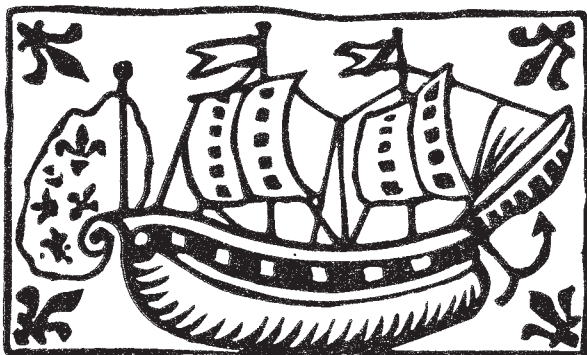
GRAEME BLACKMORE'S PIECE on Tempier this month has an intriguing point of view. I have just returned to my place near Tempier, and—talk about another point of view—Tempier's vineyards and many others in the Bandol appellation are in danger.

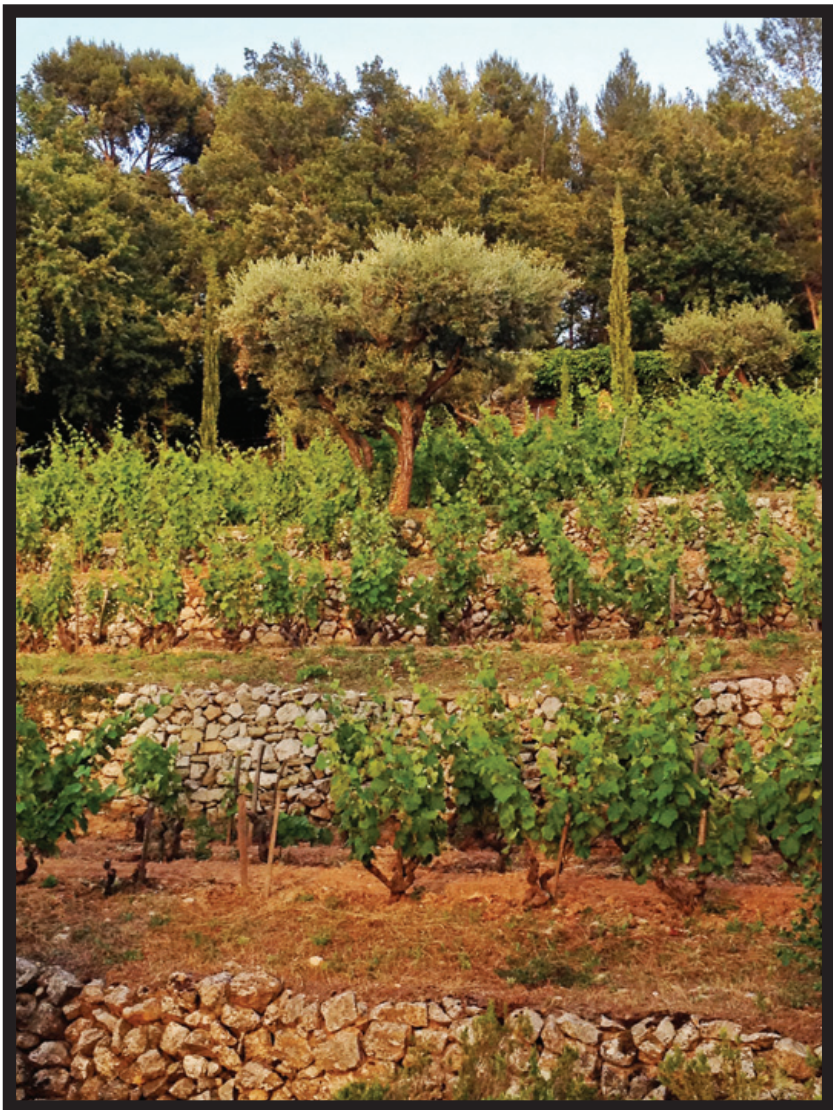
France's fast train, the TGV, wants a new line, new tracks, to speed people from Marseille to Nice. Their brilliant idea is to build the tracks through the vineyards! Wouldn't that be great? To encourage even more tourism, they want to destroy a national treasure. I am told that the travel time between Marseille and Nice would be cut by only twenty minutes.

Any of you who have visited the Riviera lately know what more tourists and more housing can do—they can destroy the very beauty that attracted tourists in the first place.

Lucien Peyraud tried to fight the construction of an *autoroute* through the vines back in the late sixties, and lost the battle. Here we go again.

I won't urge you to write the authorities and let them know what we Bandol drinkers think about the plan, because it wouldn't do any good. This is a fight for the locals, the vintners, the ecologists. They can use the favorite French methods of expressing their views—blocking the highways and train lines with tractors and masses of protesters, for example.





Bandol vineyard La Migoua

© Gail Skoff

OSTERTAG

by Dixon Brooke

IT IS ALWAYS AN HONOR to write a few words describing the masterpieces of the brilliant André Ostertag. I am particularly fired up about our recently arrived selection of his wines that showcases both his versatility as a wine-maker and, more importantly, that of his vineyard holdings in the Vosges Mountains. These are truly great bottles of white wine, among the best in the world.

2009 RIESLING “FRONHOLZ”

The quartz subsoil routinely gives a chiseled wine of sublime nerve and high-toned purity. The 2009 vintage offers the most generous Fronholz in recent memory.

\$36.00 PER BOTTLE

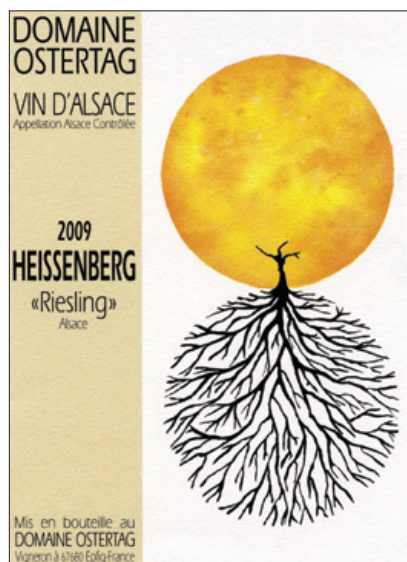
\$388.80 PER CASE

2009 RIESLING “MUENCHBERG” GRAND CRU

André’s Muenchberg is his *pièce de résistance*. In my experience, *grand cru* rarely realizes its full potential and only rises above the crowd in the hands of a true master. Deep, reflective, powerful yet graceful, it is always a *tour de force*.

\$49.00 PER BOTTLE

\$529.20 PER CASE



2009 RIESLING “HEISSENBERG”

Heissenberg is like an explosion from a geyser or volcano—a kaleidoscope of colors, flavors, and textures, none of them fruity. It is a message directly from the earth, translated through the grape and the hand of man.

\$36.00 PER BOTTLE

\$388.80 PER CASE

2009 PINOT GRIS “FRONHOLZ”

Fronholz may be the perfect site for fans of dry Pinot Gris. The translation of the generosity of Pinot Gris grown in Alsace through the restrained, austere lens of the Fronholz vineyard is nothing short of brilliant.

\$50.00 PER BOTTLE

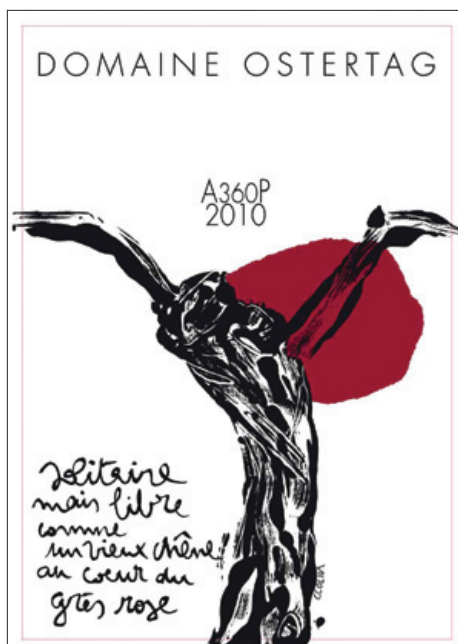
\$540.00 PER CASE

2010 PINOT GRIS “A360P” GRAND CRU

I always monitor the rack on the wall of our retail store for last of bins, and once in a while I'll locate undiscovered treasures. The best find of the year so far? Six bottles of this same wine . . . but the 2004 vintage! Dry, peaty, luscious, deep, and complex, a glorious bottle. Named after the exact location of the parcel, A360P comes from the Muenchberg vineyard—a grand example of Pinot Gris. Age it if you can.

\$70.00 PER BOTTLE

\$756.00 PER CASE



2007 RIESLING “MUENCHBERG” GRAND CRU VENDANGES TARDIVES

Three Muenchbergs is better than two, *n'est-ce pas?* The vintage was cool and sunny in Alsace. Here is its greatest varietal, one of its greatest *terroirs*. Harvested as late as possible for maximum flavor concentration. Just imagine it, could you? Guaranteed fireworks.

\$84.00 PER BOTTLE

\$907.20 PER CASE

2010 NORTHERN RHÔNE BLENDS

by Dixon Brooke

OUR PARTNERSHIP WITH LOUIS BARRUOL continues to yield extremely interesting material. This stems from the relationship Louis has built on the ground in Côte Rôtie with growers who own vines in many of the greatest *terroirs* of the appellation and don't produce or bottle their own wine. Here are three recent releases that showcase the magic that these steep, rocky hillsides above the Rhône River have to offer. Of course, they are unrepeatable anywhere else in the world, and it has taken a thousand or more years of experience to perfectly match soil, vine, and man.

2010 CÔTE RÔTIE "LA VIAILLERE"

This is a truly great *terroir* in Côte Rôtie, and Barruol has perfectly nailed this vintage. The aromas roar out of the glass with the power, uniqueness, and utter sublimity that only the roasted slope can deliver. An old-school, dark, and tannic Côte Rôtie that looks to be capable of long aging.

\$70.00 PER BOTTLE **\$756.00** PER CASE

2010 CÔTE RÔTIE "LA BOISSELÉE"

Thick, stony, and wild, Boisselée this year also has a touch of Viaillere, along with the *lieu-dits* Buffin and Bodin. The nose will transport you to another world, as Syrah from here is prone to do. More approachable now than the pure Viaillere, it translates earth to glass in striking fashion.

\$70.00 PER BOTTLE **\$756.00** PER CASE

2010 HERMITAGE "LES PIERRELLES"

A very stony, high-altitude vineyard, Pierrelles is a tightly wound, cool-climate Hermitage. With latent power and muscle, meaty and chewy, this is definitely one for the ages: don't expect it to be ready to drink anytime soon.

\$74.00 PER BOTTLE **\$799.20** PER CASE





Côte Rôtie

© Gail Skoff

—DOMAINE SAMPLER—

KUENTZ-BAS

by Mark Congero

MY FIRST BOTTLE of Kuentz-Bas was the 1998 Alsace *Blanc*. I remember how lovely it was and thought, “Damn, this is a hell of a deal.” We are kicking it up a notch from the Alsace *Blanc* for this sampler. Six single varietal wines including bottlings from their “Trois Chateaux” collection: limestone soils, twenty-five- to forty-five-year-old vines, all ready to drink and enjoy during the warm summer months. I enjoy selling Kuentz-Bas, as the domaine consistently delivers great-priced, delicious wines that are meant for food—sausage, fish, or poultry on the grill, yes please! The domaine has made a strong move toward organic and biodynamic farming over the last several years, which I believe has only made their wines better. If you are not familiar with Kuentz-Bas, then this is a perfect introduction. If you are, with 25% off it’s a no-brainer for summer drinking.

PER BOTTLE

2010 PINOT BLANC	\$16.95
2010 RIESLING	16.95
2008 PINOT GRIS	22.00
2008 GEWURZTRAMINER	25.00
2008 AUXERROIS “TROIS CHÂTEAUX”	24.95
2009 SYLVANER “TROIS CHÂTEAUX”	25.00

Normally \$130.85
SPECIAL SAMPLER PRICE
\$98
(a 25% discount)



KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

All wines purchased from Kermit Lynch Wine Merchant are deemed sold in California and title passes to the buyer in California. We make no representation relative to the customer's right to import wine into his/her state. In placing an order, the customer 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.

LES VIGNES OUBLIÉES

by Dixon Brooke

2010 TERRASSES DU LARZAC

This is a relatively new appellation in the Languedoc and a brand-new wine in our portfolio. It is a real pleasure to be working with a young man with the passion and experience of Jean-Baptiste Granier in Jonquières. After many years running the vineyards and cellars for Olivier Julien of Mas Julien, Granier needed another project, another challenge. This taste for adventure led him to Les Vignes Oubliées, “The Forgotten Vines.” Tucked among the hidden valleys, forests, and terraces of the Larzac, deep in south-central France, these old vines were being cared for by a dedicated group of country farmers, then sold to a *cave cooperative* and blended into non-identity. Granier changed all that. His stunning wine is a thrilling reminder of what the Languedoc has to offer. Of course this potential was known to the Gauls and Romans many centuries ago, but these wines can handily compete with the greatest wines of the Rhône Valley, Bordeaux, Italy, and Spain, yet are *still* undervalued. The complexity, vibrancy, and pure pleasure of this gorgeous Grenache, Carignan, and Syrah blend will transport you instantly to a wild, *garrigue*-strewn hillside deep in the south of France. It is a privilege to bring this great wine to your table.

\$32.00 PER BOTTLE

\$345.60 PER CASE



LOIRE VALLEY GEMS

by Steve Waters

2006 SANCERRE “CUVÉE ORTUS” HIPPOLYTE REVERDY

Made only in exceptional vintages, the 2006 is the third offering of Cuvée Ortus produced by Michel Reverdy so far. The wine is the same as his regular bottling of Sancerre (100% Sauvignon Blanc), but aged in 400-liter *demi-muids* to bestow upon it a hint of Burgundian personality. It also undergoes malolactic fermentation. The aromas are fresh with a touch of citrus and mineral, but you'll find the palate to be a tad richer and more textured than usual.

\$43.00 PER BOTTLE

\$464.40 PER CASE

2004 MUSCADET “SUR LIE RÉSERVE” MICHEL BRÉGEON

It's nothing short of genius when Michel Brégeon produces his bone-dry Sur Lie Réserve Muscadet after aging the wine on its lees for upwards of seven years. How can a wine still be so youthful and vibrant while taking on additional nuance and complexity from the extended lees aging? Take this opportunity to discover how extraordinary a Melon de Bourgogne made by a master can be.

\$32.00 PER BOTTLE

\$345.60 PER CASE

2002 SAVENNIÈRES “CUVÉE SPÉCIALE” CHÂTEAU D'EPIRÉ

I drank my last bottle of this wine and I'm so glad that we just got more! This beautiful Chenin Blanc is drinking incredibly well now but has a hint of austerity that makes me think it'll be even better with a few more years of age. The aromas are of honeycomb and white flowers, and the wine is quite dry with a lip-smacking acidity.

\$45.00 PER BOTTLE

\$486.00 PER CASE



THE BEST OF BUISSON

by Chris Santini

2010 BOURGOGNE ROUGE CHRISTOPHE BUISSON

It's rare to include a "generic" Bourgogne *Rouge* in a list of one's favorite wines that a Burgundian domaine has to offer, but in this case I haven't the slightest hesitation. An organic vineyard situated at the gates of Nuits-Saint-Georges, yields as low as a *grand cru*, and by far the most important criteria: a wine of utmost and absolute pleasure and drinkability. What more could you ask of a Bourgogne *Rouge*?

\$25.00 PER BOTTLE

\$270.00 PER CASE

2010 SAINT-ROMAIN BLANC "SOUS LE CHÂTEAU" • CHRISTOPHE BUISSON

Not too long ago there were hardly any growers in Saint-Romain who would bottle and sell their own wine. Nearly all would be sold barrel by barrel to the *négociants* in Beaune who would come to taste and shop shortly after harvest. Christophe tells me that back in the day it was the barrels with white wine from the Sous Le Château vineyard that the *négociants* would squabble over and that would fetch the highest prices. No surprise, given it is the steepest, rockiest, and most southern-exposed vineyard in the village. Concentration, minerality, and great length here.

\$39.00 PER BOTTLE

\$421.20 PER CASE

2010 SAINT-ROMAIN ROUGE "SOUS LE CHÂTEAU" • CHRISTOPHE BUISSON

In a vintage like 2010 that favors focus and purity, *terroirs* that are stony, steep, and high altitude like Sous Le Château truly shine. Give this one the time it needs. The intense red fruit will lead the way to spices and smoke with some time and air. The village of Saint-Romain is lobbying the appellation authorities in France to make Sous Le Château a *premier cru* vineyard. Here's the only argument they need, and the case is closed.

\$37.00 PER BOTTLE

\$399.60 PER CASE

SUMMER IN ITALY SAMPLER

by Clark Z. Terry

AT A GLANCE, you might think that the six wines in this sampler are meant to give you an introduction to classic regional styles from Italy. However, education is not the goal here (but who am I to decide how you should approach your wine drinking?). My goal with these wines is simple—to provide you with pleasurable summer drinking. Hopefully that's enough.

Summer drinking can mean many things and often conjures up visions of backyard grilling, dinner outdoors, or a glass of wine in the afternoon. Whether the wine is white or red, considering if it will quench your thirst is paramount. These Italian gems certainly fit that bill. The whites are ethereal, nearly weightless, and dangerously easy to drink. Give the reds a slight chill, and the experience on your palate will be akin to walking barefoot on grass—soothing, even nostalgic, and something you might consider doing more often.

Here's to great summer drinking!



Roman wine bar

© Gail Skoff

PER BOTTLE

VENETO

2009 BIANCO DI CUSTOZA “MAEL” • CORTE GARDONI	\$16.00
2010 BECCO ROSSO • CORTE GARDONI	17.50

LIGURIA

2010 PIGATO DI ALBEGNA • FÈIPU DEI MASSARETTI	22.00
2010 ROSSESE DI ALBEGNA • FÈIPU DEI MASSARETTI	22.50

PIEDMONT

2009 LANGHE ARNEIS • ELVIO TINTERO	12.95
2009 TINTERO ROSSO • ELVIO TINTERO	9.95

Normally \$100.90

SPECIAL SAMPLER PRICE

\$81

(a 20% discount)
