

# KERMIT LYNCH WINE MERCHANT

SEPTEMBER 2013



© Gail Skoff

- 
- CONSIDER THE GLASS ■ 2011 MAUME PRE-ARRIVAL  
NEW QUINTARELLI ■ SOUTHWESTERN GEMS

---

# CONSIDER THE GLASS

*by Kermit Lynch*

I RECENTLY SPENT A NIGHT in a château/hotel that was once the property of the comtesse Marie d'Agoult, one of Franz Liszt's lovers. Chopin and George Sand visited back in the day. Imagine the musical soirées! As I was sipping a bizarre Chardonnay/Viognier apéritif, I looked over the restaurant's wine list, and there, lo and behold, was a 1999 Château Batailley, reasonably priced.

When the sommelier served the bottle, he also put down a larger than necessary wine glass. That's hip these days—have you noticed? It must be designed to convince us of the momentousness of the occasion? Or the price? He poured a taste of the 1999 for my approval. Oops, it stank to high heaven. Some wines stink good, but this was awful! No way I could drink it, so I was trying to figure out what to tell him. Was it corked? No. Cooked? No. Oxidized? No. Reduced? No. I ranged through the possibilities, but never in my tasting career had I encountered such a smell.

"Something's wrong," I said, "but I don't know what. You tell me." He raised my glass and sniffed. Yikes! It shocked him, too.

We were stumped. He asked me if he should bring up another bottle.

Then I thought to dump out my white and poured a taste of the Batailley into the smaller glass. There was the wine in all its glory. I told the sommelier to bring me another of the larger glasses. This time, before he could pour a taste, I smelled the empty glass. Eureka, there was the same off aroma, so the problem was not the wine.

He left for a few minutes, then returned with yet another large glass. This one was clean, odorless. So in the meantime, he had investigated and found that all the "momentous occasion" glasses were stored in an old wooden armoire—their place of honor, I suppose—which had countless times over the years been treated with pesticides and then waxed to protect the wood.

I wonder how many of the château's guests had been served special wines in those stinky glasses and concluded that the wine was no good. I can hear them thinking, "I'll never order that wine again."

Another lesson I've learned: never dry your glasses with paper towels or any other kind of towel. They can leave a residue.

Wine is impressionable. So many things can influence the taste: the soil, the cellar, the vinification, the barrel, cork, temperature, and on and on. Through the years, we've worked to bring you the tastiest wines possible—temperature-controlled shipping, warehouse, and shop. We've fought against filtration, excessive SO<sub>2</sub>, and so on. We want you to taste the wine and nothing else.

But the glass, the final moment before you have a taste, the glass is up to you.

---





—PRE-ARRIVAL OFFER—

# 2011 DOMAINE MAUME

by Dixon Brooke

IF YOU WANT TYPICAL, soulful Gevrey-Chambertin with no artifice, look no further. I know I'm preaching to the choir here for the most part. Bertrand Maume has crafted a stunning range of Gevreys in 2011 that may even outpace his classic 2010s. A few notes on *terroir* for you students of Burgundy: En Pallud is a *lieu-dit* on the prime saddle of land mid-slope between Morey-Saint-Denis and Gevrey, next to the *premier cru* La Perrière and below the *premier cru* Les Corbeaux and the *grand cru* Mazis-Chambertin. Maume's *premier cru* bottling is a blend of his holdings in Les Cherbaudes and La Perrière, prime sites below Clos de Bèze and Mazis. Champeaux is a higher-altitude *terroir* on the Combe de Lavaux behind the village of Gevrey, below Combe aux Moines and farther north with a more easterly exposition than Lavaux-Saint-Jacques. Maume's Charmes holdings are in the Mazoyères portion of the *grand cru*. The Maume legacy lives on.



PER BOTTLE

2011 GEVREY-CHAMBERTIN . . . . .	\$53.00
2011 GEVREY-CHAMBERTIN "EN PALLUD". . . . .	58.00
2011 GEVREY-CHAMBERTIN <i>PREMIER CRU</i>	
"CHAMPEAUX". . . . .	83.00
2011 GEVREY-CHAMBERTIN <i>PREMIER CRU</i> . . . . .	83.00
2011 GEVREY-CHAMBERTIN <i>PREMIER CRU</i>	
"LAVAUX SAINT-JACQUES". . . . .	110.00
2011 CHARMES-CHAMBERTIN <i>GRAND CRU</i> . . . . .	145.00
2011 MAZIS-CHAMBERTIN <i>GRAND CRU</i> . . . . .	152.00

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

# Quintarelli Giuseppe

by Dixon Brooke

IT'S HARD TO BELIEVE that the collection below represents the latest release from the great Quintarelli estate, given that three of the reds are almost ten years old. But these are wines that have never been rushed into bottle, and they never will be. On the contrary, they get pretty comfortable in the large oak vessels in the Quintarelli cantina, and they just continue to improve with time.

PER BOTTLE PER CASE

2012 BIANCO SECCO CÀ DEL MERLO . . . . . \$42.00 \$453.60

This is one of the most remarkable white wines in all of Italy. An intriguing and utterly unique blend of Garganega, Trebbiano Toscano, Saorin, Sauvignon Bianco, and Chardonnay, it is simply a gorgeous glass of dry white wine—complex, balanced, versatile at table, and entirely satisfying on every level. A Venetian masterpiece.

2009 PRIMOFIORE . . . . . 55.00 594.00

The “first flower” gives us the first impression of the vintage for *vini rossi*, an early release (by Quintarelli standards) that *can be* drunk immediately, and the family’s only red that doesn’t utilize *appassimento* or *ripasso*. A taste now of what is to come later.

2004 ROSSO CÀ DEL MERLO . . . . . 85.00 918.00

This bottling is a single-vineyard Valpolicella, produced using both the *appassimento* and *ripasso* techniques. It is rounder, more fruit-driven, and more approachable upon release than the Valpolicella below. It ages beautifully but can also be enjoyed now.

2004 VALPOLICELLA CLASSICO SUPERIORE . . . . . 85.00 918.00

One whiff makes it instantly clear why this wine is so often compared to Amarone. Deeply complex, subtle, and graceful, with aromas of dried roses and spices, it opens very slowly to reveal a dry red of incredible character, breed, and staying power.

2004 ALZERO CABERNET . . . . . 400.00 2,160.00

Alzero is Cabernet made Quintarelli style. The technique is that of Amarone: drying the carefully selected Cabernet Franc and Cabernet Sauvignon grapes until pressing months later, then aging the wine for close to ten years in wood. The result is virtually immortal.

---

## 2012 BEAUJOLAIS

### LIMITED QUANTITY ALERT

by Katya Karagadayeva

**D**ESPITE THE CHALLENGES that 2012 posed in Beaujolais—there was frost, there was hail, and there was rain—the talent of our producers and a late ripening season blessed us with another spectacular, elegant vintage. One problem—there is very little of it to go around!

### 2012 JULIÉNAS “BEAUVERNAY” DOMAINE CHIGNARD

We are excited to introduce a new wine from our beloved Fleurie producer, Domaine Chignard, and to add another *grand cru* to our Beaujolais collection. Julié纳斯, located in the far north of the region, is known for wines with backbone, and the Beauvernay is no exception. It comes from a granite hillside vineyard with sixty-year-old vines and exhibits a beautiful aroma and finesse—a true Chignard classic. Fans of Chignard’s Fleurie must not miss this new arrival.

**\$24.00** PER BOTTLE

**\$259.20** PER CASE

### 2012 MORGON “VIEILLES VIGNES” JEAN-PAUL THÉVENET

Jean-Paul’s Morgon is a favorite red in my household at the moment. Vintage 2012 produced only 50% of the usual amount of this lip-smacking, spice-scented red. It is real and natural as always, lighter and gentler this year with a lovely balance of fruit, tannin, and minerals—a rare pleasure. Get your hands on it while you can.

**\$32.00** PER BOTTLE

**\$345.60** PER CASE

### 2012 CÔTE DE BROUILLY • CHÂTEAU THIVIN

Hail can be blamed for the low yields of the Côte de Brouilly, while the Geofray family is responsible for creating a wine that is as excellent as ever—rich, bold fruit, smooth tannins, great balance. In 1995 Kermit wrote that Thivin’s Côte de Brouilly is our classiest Beaujolais. Almost twenty years later, that statement is still true.

**\$24.00** PER BOTTLE

**\$259.20** PER CASE

---

---

# CHRISTOPHE BUISSON

## RISING STAR OF SAINT-ROMAIN

*by Steve Waters*

**I**F EVER THERE WAS an up-and-coming producer everyone should check out, Christophe Buisson has earned my vote. He is a perfectionist who makes Chardonnay and Pinot Noir with purity and finesse, mining the stony, limestone slopes of Saint-Romain. Kermit told me that he noticed the potential of Saint-Romain back in the late seventies. He recalls urging Jean-François Coche to acquire some vines there.

If you haven't tasted Christophe's pleasure-filled wines, these new arrivals are going to convince you: he's a producer worth following and his prices are more than reasonable . . . for the moment.

### **2011 SAINT-ROMAIN *BLANC*** **"SOUS LE CHÂTEAU"**

This is a single-vineyard Chardonnay that would probably be classified as a *premier cru* over the hill in Meursault or Chassagne-Montrachet. Freshness and a distinct minerality draw your nose into the glass, and the broad flavors and rich texture will linger in your mouth for minutes. I clocked it!

**\$40.00 PER BOTTLE      \$432.00 PER CASE**

### **2011 SAINT-ROMAIN *ROUGE*** **"SOUS LE CHÂTEAU"**

From the same vineyard as above but an opportunity to see how Pinot Noir tastes from the limestone and clay soils of Sous le Château. Brimming with expressive fruit, here is a great example of what Christophe can create in a young red. I once overheard Aubert de Villaine call a Pinot Noir sexy, so I'll do the same for this lovely beast.

**\$39.00 PER BOTTLE      \$421.20 PER CASE**

### **2011 BEAUNE *BLANC* "CLOS-SAINT-DÉSIRÉ"**

Situated on the hillside overlooking the picturesque town of Beaune, the Clos-Saint-Désiré produces a wine that I love to describe as a "mineral-bomb." It can be a confusing concept to understand, but if you're looking for a wine with what the French refer to as *terroir*, or a sense of place, this wine is a textbook example.

**\$46.00 PER BOTTLE      \$496.80 PER CASE**

---

# NORTHERN RHÔNE CLASSICS

by Anthony Lynch

FOR A FEW YEARS NOW, my father has been collaborating with Louis Barruol of the great Château de Saint Cosme in Gigondas. While Louis's expertise in the field of Grenache blends is self-evident, it turns out he also knows a thing or two about the Syrah grown a little ways north of Gigondas. I recently had the fortune to assist in the blending process for the wines that are the brainchild of these two experts. The three of us stood in Louis's old Roman cellar for hours, twirling, swishing, swirling, grunting, groaning, and ultimately spitting. Having introduced the outside world to some of the greats of the northern Rhône over the years, Kermit is remarkably familiar with the vineyards of the area. Louis, who has always lived in Gigondas, knows the northern Rhône like the back of his hand. His passion for these noble Syrahs allows him to select some of the finest parcels from which to source fruit, using his detailed knowledge about the particular characteristics of each *lieu-dit* to craft some of the best wines the region has to offer. In the cellar, he keeps things traditional, producing wines that strike the perfect balance of potent dark fruit and silky, floral delicacy. Given Kermit and Louis's decades of experience with the northern Rhône, it would be a shame to pass up the fruits of this illustrious collaboration.



PER BOTTLE    PER CASE

2011 CÔTE RÔTIE "NÈVE" . . . . . \$74.00    \$799.20

Mouth-filling with black fruit and tarry density. Seriously deep, with an elegant texture and freshness that balance out its hefty vinous weight. Its leathery spine will hold it together for many years.

2011 CÔTE RÔTIE "LA DORÉE" . . . . . 74.00    799.20

An old-school Côte Rôtie, perfumed and delicate with restrained body. Fine and lean, the nose is more floral than fruity and it promises to take on more intricacies with age—like the way they used to make them.

2011 HERMITAGE "LA PIERRELLE" . . . . . 74.00    799.20

Smooth, round mouthfeel enveloping a muscular core. Blue fruit and meaty flavors that persist on the palate enticingly . . .





*Louis Barruol's Roman cellar in Gigondas*

© Gail Skoff

---

# THREE SHADES OF CORSICA

by Chris Santini

## 2012 CORSE FIGARI ROSÉ CLOS CANARELLI



Much as Tempier rosé conjures thoughts in my mind of Lulu's Provençal kitchen—smoldering thyme, rosemary, and vine cuttings—Canarelli rosé immediately makes me think of the sights and aromas of all that is best in Corsica. From the wild perfume of the *Immortelle de Corse* and the delicate smoke aroma of chestnut flour to the warm, saline sea breeze of the summer, there is a clear expression of place from first sniff and first sip. I suppose I'm not the only one to put this wine on such a pedestal—it is by far the most sought-after bottle in Corsica itself, allocated to the last bottle locally and sold out by midsummer each year.

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

## 2012 VIN DE FRANCE “ROUGE FRAIS IMPÉRIAL” COMTE ABBATUCCI

What a fascinating, lively Sciaccarellu this is—wonderfully scented of the leaves and berries of the native Corsican myrtle plants that grow wild around the vines. And forget the idea that southern reds are always rich and powerful. This is a light, earthy, gluggable red to keep in the ice bucket.

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

## 2011 PATRIMONIO ROUGE • YVES LECCIA

Have you ever heard *paghjelle*? They're the haunting, traditional pastoral songs of Corsica that capture the pride and melancholy of the Corsican psyche. I'd recommend the group A Filetta, which Yves Leccia helped form over thirty years ago and still collaborates with from time to time when he takes a break from the vines. We don't talk much of pairing wine and music, but perhaps we should do so more often. Pour a tall glass to see how the dark, elegant, and stately character of this Niellucciu goes remarkably well with the solemn melodies of a *paghjella*.

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

---

---

# SOUTHERN BURGUNDY

by Anthony Lynch

## 2011 BOUZERON • A. & P. DE VILLAINÉ

It has long been known that the Côte Chalonnaise is home to some of the best values in Burgundy, but another treasure lies virtually undiscovered in this hilly area south of the Côte de Beaune: Bouzeron, *grand cru* territory for the Aligoté grape. The 2011 Bouzeron from Aubert and Pamela de Villaine has all you need in terms of pure refreshment: tangy minerals and fleshy white fruit, along with a citrusy zest of lemon and lime. Behind all this goodness is a sturdy frame, so experiment with this Aligoté at table—if there is any left after your apéritif.

**\$29.00** PER BOTTLE

**\$313.20** PER CASE

## 2011 BOURGOGNE ROUGE “PINOT NOIR” BRUNO COLIN

Bruno Colin may be better known as a master of *premier cru* whites from his village of Chassagne-Montrachet, but he’s also made a name for himself with his reds, of which he has a number of very small parcels scattered around the Côte de Beaune. His Bourgogne *rouge* perfectly showcases the style that characterizes each of his wines: bright fruit, fine texture, and just the right amount of toastiness. At this price, it could be your go-to red Burgundy; it could also be your gateway to some of Bruno’s more exalted appellations.

**\$23.00** PER BOTTLE

**\$248.40** PER CASE

## 2011 SANTENAY BLANC “LE BEAUREPAIRE” PREMIER CRU • JEAN-MARC VINCENT

As small-production vignerons in a lesser-known Burgundian village, Jean-Marc and Anne-Marie Vincent find that sustenance is no easy feat. Nonetheless, the Vincents’ dedication to their work is enough to overcome the obstacles that come their way, even if it means they can barely afford to keep any wine for their own consumption! When you taste this *premier cru* from the southernmost village of the Côte de Beaune, you’ll understand why the going is consistently rough for the Vincents. There is no cutting corners—only hard work in pursuit of perfectly balanced, layered, *terroir*-driven excellence. They have brought out the best of the Beaurepaire vineyard, illustrated by this white’s firm structure and luscious aromas of ripe pit fruit. Don’t be afraid to cellar it—the 2002 is currently in great condition.

**\$52.00** PER BOTTLE

**\$561.60** PER CASE

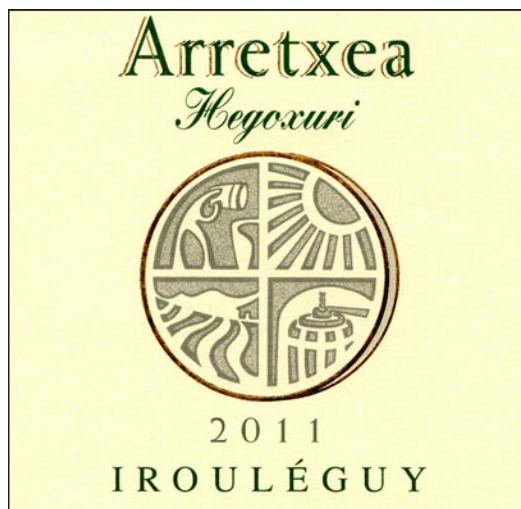
---

---

# MAISON ARRETXEА

by Anthony Lynch

**I**ROULÉGUY IS A MINUSCULE VILLAGE nestled in the foothills of the Pyrenees, just miles from the Spanish border. The unintelligible Basque street signs may have played a role, but during my visit to Maison Arretxea I was struck by the region's mystifying beauty. I drove by herds of grazing sheep for production of Ossau Iraty cheese, quaint villages characterized by traditional white and red houses, and, upon approaching Irouléguy, steep grassy slopes planted with unfamiliar grape varieties. Thérèse and Michel Riouspeyrou proudly work these hillsides organically and biodynamically, and given their ambition to release a more natural product every year, it is no surprise that their wines seem to improve with each vintage. These wines convey a certain vitality, a vigor that stems from the Basque way of life. Above all, they express a sense of place, a confluence where austerity meets generosity; they are a snapshot of these humid, green mountains and the people living amid them. Given these wines' singularity and individuality, it is no wonder why we consider Maison Arretxea one of the gems of our portfolio.



## 2011 IROULÉGUY BLANC “HEGOXURI”

Any lover of whites from Chablis or the Loire should try this white made of Gros Manseng, Petit Manseng, and Petit Courbu. In 2011, *terroir* and vintage come together to give a wine of astonishing tension and minerality. It is brimming with energy from its fresh acidity, which is backed by a generous structure and hints of citrus and green almond. I love to pull the cork now to

experience the invigorating aroma of crushed stone, but I also know that a few years of age will give something of supreme, exotic complexity. Either way, your guests will be dumbfounded as to the origin of this wine.

**\$43.00 PER BOTTLE**

**\$464.40 PER CASE**

---



---

## 2011 IROULÉGUY ROUGE

It is suspected that the Tannat grape gets its name from its high level of tannin. If this is the case, then the Riousepyroux' Irouléguy rouge is an exception to the rule. Yes, there is tannin, but it is a gentle, supple tannin that provides just the right structure for this medium-bodied Basque red. More than anything, it is fresh and earthy, like the humid mountain soil into which these Tannat vines—along with some Cabernet Sauvignon and Franc—send their roots probing. The delicate scent of fresh raspberries and other forest fruits is enough to inspire another sip, and at only 12% alcohol, there's no reason to resist.

**\$28.00** PER BOTTLE

**\$302.40** PER CASE



*The vineyards of Maison Arretxea*

© Anthony Lynch

---



---

# BIANCO BEFORE ROSSO

by Anthony Lynch

## 2012 MATAÒSSU “REINÉ” PUNTA CRENA

“Pigato, Vermentino, or Mataòssu?” That is the question when you are at a seaside restaurant in Liguria in front of a platter of crisply fried anchovies. Paolo Ruffino of Punta Crena has often posed the question, only to be met by my clueless expression that says, *You decide, it’s your wine!* “We’ll open all three,” he declares, as if a score needs to be settled. So it begins: three whites competing for our palates alongside fresh, delicious, lemon-squeezed local seafood. And the winner every time: Mataòssu! “It has the best acidity,” Paolo explains; “it cleanses the palate after each bite.” Seeing as this is probably the only Mataòssu bottled in the world, why hesitate!



Paolo Ruffino

© Gail Skoff

**\$24.00** PER BOTTLE

**\$259.20** PER CASE

## 2011 LANGHE NEBBIOLO “CAMILU” GUIDO PORRO

Guido Porro is quite a reserved fellow. During tastings, he calmly and quietly serves his guests, preferring to let his wines do the talking. This Nebbiolo, a more accessible alternative to Guido’s majestic Barolos, has a few things to say: first, it will wow you with its heavy perfume of ripe raspberries. Next, it delivers a savory voluptuousness, coating your palate with mouth-filling *Piemontese* flavors. Finally, it finishes with grace, just as elegant as Guido’s classy Barolos.

**\$25.00** PER BOTTLE

**\$270.00** PER CASE

---

### 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.*

---

---

# LATE SUMMER SAMPLER

by Mark Congero

**E**ACH FALL, Bay Area folk look forward to the arrival of Indian summer—that sudden rise in temperature when the thermometer registers in the 80s. Anticipation is higher than ever for Mother Nature’s annual gift of warmth, as the weather in July and August was consistently cooler and drearier than normal. Except for the few true fog lovers out there, I think most of us here are ready for a lovely, sunny, warm, and luscious September.

What I like most about our late summer is that it means we get summer fruits and vegetables throughout September and, in good years, into October. Tomatoes, corn, shell beans, peppers, and stone fruit are still abundant and thriving. September is when I plan my backyard parties and BBQs—excellent produce is delicious and readily available, the sun is high in the sky until about 8 p.m.—it’s perfect. The rest of the country has been grillin’ and chillin’ since early June. Now it’s our turn!

With that in mind, we have a great mix of food-friendly wines, and I’ll also include some fun recipes and recommendations on what to look for at the market this time of year.

*Bon appétit!*

PER BOTTLE

2010 ALSACE <i>BLANC</i> • KUENTZ-BAS . . . . .	\$13.95
2011 BIANCO DI CUSTOZA “MAEL” • CORTE GARDONI . . . . .	16.95
2011 SAVENNIÈRES <i>SEC</i> • CHÂTEAU D’EPIRÉ . . . . .	19.95
2011 CASSIS <i>BLANC</i> • CLOS STE. MAGDELEINE . . . . .	32.00
2012 TAVEL ROSÉ • CHÂTEAU DE TRINQUEVEDEL . . . . .	18.00
2012 PETTIROSSO <i>ROSATO</i> “ALLEGRO” • PUNTA CRENA . . . . .	18.00
2012 RAISINS GAULOIS • MARCEL LAPIERRE . . . . .	13.00
2011 PIC SAINT-LOUP <i>ROUGE</i> • CHÂTEAU FONTANÈS . . . . .	17.00
2011 BARBERA DEL MONFERRATO “ROSSO PIETRO”	
CANTINE VALPANE . . . . .	14.00
2012 LAMBRUSCO <i>SECCO</i> • FATTORIA MORETTO . . . . .	18.00
2011 CHINON “LES GRANGES” • BERNARD BAUDRY . . . . .	19.95
2011 SAINT JOSEPH <i>ROUGE</i> • DOMAINE FAURY . . . . .	30.00

Normally \$230.80

SPECIAL SAMPLER PRICE

**\$173**

*(a 25% discount)*

---

PRESORTED  
FIRST-CLASS MAIL  
U.S. POSTAGE  
**PAID**  
SAN FRANCISCO, CA  
PERMIT NO. 11882

RETURN SERVICE REQUESTED

KERMIT LYNCH  
WINE MERCHANT  
1605 SAN PABLO AVE.  
BERKELEY, CA 94702-1317  
510 • 524-1524  
WWW.KERMITLYNCH.COM



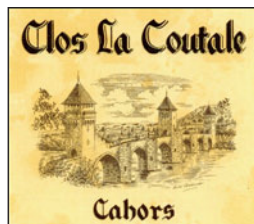
OPEN • TUESDAY–SATURDAY 11 A.M. TO 6 P.M.  
CLOSED • SUNDAY & MONDAY

## VALUE OF THE MONTH

by Anthony Lynch

### 2011 CAHORS • CLOS LA COUTALE

The black wine is here! The newest vintage of our benchmark Cahors has arrived, and it's a good one. It only takes one small pour to recognize its trademark inky darkness—though I recommend several large pours. Smooth and polished as ever, this beauty from Clos la Coutale is a wine you can drink with food, by itself, with your friends . . . heck, even by yourself. But you'll probably want to have someone around, because when you swallow this Malbec, you'll find that the finish of ripe, crunchy red berries makes you want to sing, laugh, and dance with the first person you lay eyes on. You might also be inspired to eat a *confit de canard*. (Duck not included in the price, by the way.)



**\$14.95** PER BOTTLE

**\$161.46** PER CASE