

KERMIT LYNCH WINE MERCHANT

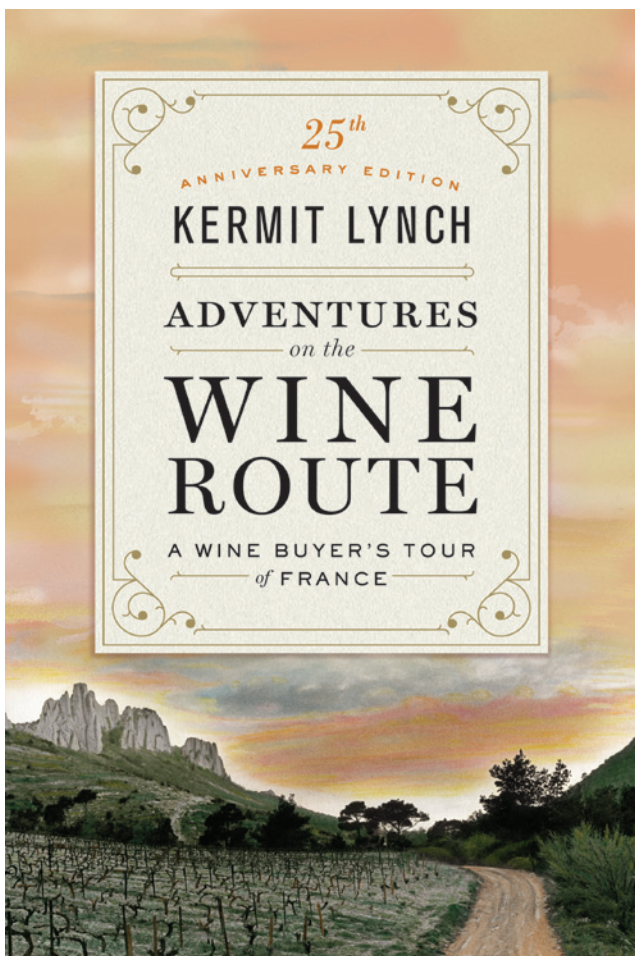
OCTOBER 2013



Bottles in Auguste Clape's cellar

© Gail Skoff

COMING THIS FALL:
NEW EDITION OF *ADVENTURES ON THE WINE ROUTE!*
EXCERPTS INSIDE . . .



*Includes a new epilogue, bringing the narrative up to date,
and a list of Kermit's twenty-five most memorable wines.*

SIGNED BY KERMIT LYNCH

— *Special Pre-Order Price* —

\$23.00 (regularly \$30.00)

Call 510.524.1524 or visit our retail shop to reserve your book.

Books will ship on Tuesday, November 12, the official release date.
Pre-order promotion ends Saturday, November 9.

BOOK SIGNING WITH KERMIT

SATURDAY, NOVEMBER 9

5:30 Meet Kermit at Bartavelle Coffee & Wine Bar

6:00 Reading and Book Signing inside Kermit Lynch Wine Merchant

RSVP required: Please call 510.524.1524

1605 San Pablo Avenue at Cedar Street, Berkeley, California

Visit kermitlynch.com/adventures for details on other book-signing events in the Bay Area, Southern California, and New York.



EXCERPTS FROM THE 25TH ANNIVERSARY EPILOGUE

One result of today's wine market for my clients: pop wines have become more expensive than what I call fine wines. A heavy, oak-soaked, acid-free Chardonnay cliché might go for two hundred dollars per bottle, while a delightful, fresh little Mâcon (made from the same grape) is still under twenty dollars.

...

I am not a true-believer type of guy. That's not my style. I will not agree categorically that the less a winemaker does to his or her wine, the better. Ultra-natural does not always taste good, as I learned from decades of tastings and experimentation.

...

The only trouble was that Richard's nightcap was a tall water glass filled with straight scotch and ice cubes. So I started out on Tempier and soon hit the harder stuff. I was too involved, too excited to notice how many times he filled our glasses, too drunk to remember what we talked about, how late in the morning I left, or the drive all the way back to my attic.

...

The harvest arrived and according to fragments I heard from Marius, René, and other local sources, within the first couple of days the son-in-law put a gun to his head and pulled the trigger. As often happens, he flinched or changed his mind at the last millisecond and sort of missed his target: death. No, he lived—blinded, mentally unstable, and violent.



— PRE-ARRIVAL OFFER —

2011 A. CLAPE

by Dixon Brooke

THE VENERABLE CLAPE FAMILY stands tall among the great French domaines as a beacon of both successful succession planning and adherence to traditional and proven production methods across multiple generations. It is a thrill to visit the cellars today and enjoy the company of three generations of Clapes as we taste through all the components of the new vintage in *foudre*: founder Auguste, son Pierre-Marie, and grandson Olivier, collectively with their firm hands on the reins of everything that goes on in their corner of the world. And when it comes to northern Rhône Syrah, I don't think anyone north of Valence is making consistently better and more typical Syrah than the Clapes. The two wines below (along with the domaine's other red wines that we have already received and released from this vintage) represent as sure a thing as there is in this business. They will always be true.

2011 CORNAS "RENAISSANCE"

\$56.00 PER BOTTLE

\$672.00 PER CASE

2011 CORNAS

\$85.00 PER BOTTLE

\$1,020.00 PER CASE

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



Three generations of the Clape family

© Gail Skoff

WHITE BURGUNDY

NORTH TO SOUTH

by Chris Santini

2011 CHABLIS “LES TRUFFIÈRES” DOMAINE COSTAL

Alexandre Dumas once remarked that truffles make women more tender and men more lovable. I would add that they make a wine that much grander. At first here the truffle scent is merely a nuance, which becomes more pronounced with time. Chablis may be justly famous for its mineral precision, but the extra cream and richness of this cuvée is almost too good to be true.

\$27.00 PER BOTTLE

\$291.60 PER CASE

2012 BOURGOGNE *BLANC* “CHARDONNAY” DOMAINE DE LA CADETTE

Here's a domaine that has long been celebrated as the best in Vézelay, and is largely responsible for bringing a well-deserved spotlight back to this *terroir*, situated midway between Chablis and the Côte de Beaune. The proprietors' young son, Valentin Montanet, has recently come on board, and just when you are thinking it doesn't get any better than this, he's managed to raise the bar another notch. While we've been importing this cuvée since the 2004 vintage, the 2012 shows a lemony zest, freshness, and exuberant youthfulness never before seen here, the little extra something you get from a motivated and skilled young son wanting to prove to his father—and his father's clients—that he “gets it.” Valentin is a true continuation of a family legacy. Keep watching for greater and greater things to come.

\$19.00 PER BOTTLE

\$205.20 PER CASE

2011 AUXEY-DURESSES *BLANC* “LES HAUTÉS” JEAN-MARC VINCENT

An extremely rare and underrated *terroir*, Les Hautés is one of those unsung *lieux-dits* that Burgundy fanatics hope stay off the radar and in their cellar. As is true for the great white wine *terroirs* of Burgundy, the fermentation of Les Hautés is done slowly in barrel, and the aging is done on lees without racking. Patience yields large rewards when dealing with serious white Burgundy.

\$49.00 PER BOTTLE

\$529.20 PER CASE

TOUR OF THE RHÔNE

by Dixon Brooke

2011 SAINT JOSEPH ROUGE DOMAINE FAURY

Each year I spend several days with Lionel Faury, tasting nearly every barrel and *cuve* of his entire production, and then putting together custom blends for you. He has continued to make classic *vins de terroir* just as his father, Philippe, did so well. We always separate the Saint Joseph into two bottlings: the tannic, meaty Vieilles Vignes (from Joseph Panel's old vineyards), and this bottling from the Faury holdings around La Ribaudy. It is an intensely aromatic, bright, granite-infused Syrah, an archetypal example of the far north of Saint Joseph. Delicious now, it will age and improve for five years or more.

\$30.00 PER BOTTLE

\$324.00 PER CASE

2011 CÔTE-RÔTIE • DOMAINE FAURY

Lionel Faury farms two parcels on the northern half of Côte-Rôtie, loosely referred to as the "Côte Brune" (even though this name more specifically refers to a very small individual parcel), Le Plomb and Fourvier. Both are *terroirs* of mica schist and lie north of Ampuis, with Le Plomb located higher on the slope. In my thinking, Côte-Rôtie represents one of the greatest *terroirs* of the world, and it pains me to not be able to find more typical examples—well, examples that fit my idea of typicity. I love the way that Faury does things, and I'm pretty confident you will, too.

\$62.00 PER BOTTLE

\$669.60 PER CASE

2010 CÔTES DU VIVARAIS DOMAINE GALLEY

There are so many good things to say about Domaine Gallety that they won't fit in this small paragraph. I'll try to hit the highlights: unknown *terroir* = amazing value, white limestone hillsides south of Hermitage, organic since the early '80s, Grenache and Syrah from old vines picked by hand, fermented naturally, vinified in cement tanks, racked by gravity to older barrels of varying sizes, bottled unfiltered. The wines from the early '80s still drink beautifully. I think Gallety is on the cusp of becoming a much more well-known name in the wine world, and I hope you'll decide to discover what all the excitement is about.

\$32.00 PER BOTTLE

\$345.60 PER CASE

2011 VACQUEYRAS ROUGE SANG DES CAILLOUX

Nobody does it better in the southern Rhône than honed master Serge Férigoule. After a quiet conversion to biodynamic agriculture, his wines have become fresher and easier to drink, while maintaining their trademark soul and character. There is probably no surer bet for quality, longevity, and value in the southern Rhône than this timeless classic.

\$32.00 PER BOTTLE

\$345.60 PER CASE

2011 LIRAC ROUGE “LE CLASSIQUE” DOMAINE DU JONCIER

Interestingly, this Lirac is grown on a plateau of reddish river stones that look almost identical to the stones at Sang des Cailloux, above. However, the wines are very different. Must be something underneath all those stones . . . Lirac, like Vacqueyras, is its own *cru*, although its vineyards are situated on the opposite side of the Rhône River. You have to work hard here to get noticed, and proprietor Marine Roussel has certainly been keen to that task. Organically produced and raised in cement tank, the Joncier Lirac delivers a lot of wine at this price point: rich, layered, complex, earthy, and meaty. Marine is every bit the lady, but she makes a very masculine wine, prime for barbecue season.

\$24.00 PER BOTTLE

\$259.20 PER CASE

© Clark Z. Terry



The vines of Lirac



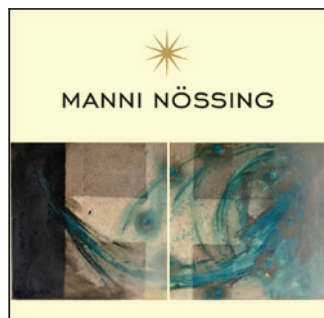
© Domaine du Joncier

Marine Roussel

INTRODUCING MANNI NÖSSING

by Anthony Lynch

IT IS WITH GREAT JOY and excitement that I can formally announce our collaboration with Manni Nössing. Hailing from the Valle Isarco in the Alto Adige region, Manni's wines represent our first imports from Italy's northernmost province—and perhaps its finest when it comes to the production of aromatic whites with razor-sharp precision. Just under twenty miles south of the Austrian border, Manni's terraced vineyards blend in seamlessly with the picturesque scenery of the Dolomites, producing chiseled white wines that mirror the jagged, snowcapped peaks surrounding the narrow valley. In this alpine climate, the combination of high-altitude vineyards with Manni's staunch perfectionism creates wines of true class characterized by exquisite aromatics and mouthwatering acidity. From somewhere that seems more Germanic than Latin, these wines possess a singularity that places them in a class of their own. You'll appreciate sipping them as an apéritif and will be surprised by their extraordinary versatility at table. A sniff, a taste—you'll understand why we are so excited to welcome Manni Nössing as the latest addition to our portfolio.



2012 KERNER

If you've never tried a Kerner, this is not a bad place to start. Powerfully scented of mountain meadow flowers and white fruit, the wine also contains a fresh grassy note that balances out a hint of something more exotic. A genetic cross between Riesling and the red Schiava, Kerner thrives in Alto Adige. Manni's complex, mineral-infused rendition is among the best.

\$30.00 PER BOTTLE

\$324.00 PER CASE

2012 GRÜNER VELTLINER

Half of Manni's Veltliner is fermented in acacia barrels, an alternative to oak that influences the wine texturally without leaving a mark on flavor. I find the acacia adds roundness to this otherwise pristine, clean-cut white. Experiment with food pairings to discover how it complements almost anything!

\$30.00 PER BOTTLE

\$324.00 PER CASE

2012 MÜLLER THURGAU “SASS RIG AIS”

As clean and crisp as the best mineral water you ever tasted. Like drinking from an alpine spring . . . but somebody transformed water into wine.

\$30.00 PER BOTTLE

\$324.00 PER CASE

2012 SYLVANER

A unique interpretation of this lively grape, exhibiting atypical finesse. It has plenty of citrusy charm to quench your thirst, and more. Here in the store, we're looking forward to tasting it alongside Ostertag's fine Sylvaner.

\$30.00 PER BOTTLE

\$324.00 PER CASE



A hike through the Dolomites

© Anthony Lynch

BURGUNDIAN RARITIES

2011 DOMAINE BIZOT

by Dixon Brooke

JEAN-YVES BIZOT and his wines are truly rare birds in the already rarified air that occupies Burgundy. Minuscule productions and yields aren't uncommon in Burgundy (a barrel or less per vineyard), but they are taken to the extreme here. Natural production methods in the vineyard and the cellar are rarer than elsewhere in France but by no means nonexistent. Again, we see the extreme here: a painstaking, bordering-on-obsessive attention to detail and to the integrity of the process are taken to a new level at Domaine Bizot. The result is the one-of-a-kind chance to taste some of the best *terroirs* in Burgundy, made using the most natural and organic techniques imaginable in the region, without seeing any of the flaws often inherent in this type of high-risk winemaking. A few *terroir* notes: The Vosne *1er Cru* is declassified Échezeaux. Réas and Jachées are lower-slope *lieux-dits*. The Bourgogne Chapitre is from a little-known but historically significant parcel of Bourgogne *rouge* just south of Dijon that is one of only a handful of Bourgogne *rouges* in Burgundy able to note vineyard source on the label. It is an old hillside parcel that Bizot saved from extinction. The Bourgogne *blanc* Violettes is an old-vine parcel next to the Clos de Vougeot. All of Bizot's vines are ancient even by Burgundian standards, and his wines are incredibly pure, refined Pinot Noirs that will age and improve for many years.

*Special October Discount: 15% off per bottle,
25% off per full or mixed case*

| | PER BOTTLE | | PER CASE |
|---|------------|----------|----------|
| | REGULARLY | DISCOUNT | DISCOUNT |
| 2011 BOURGOGNE HAUTES-CÔTES | | | |
| DE NUITS <i>BLANC</i> | \$65.00 | \$55.25 | \$585.00 |
| 2011 BOURGOGNE <i>BLANC</i> | | | |
| "LES VIOLETTES" | 100.00 | 85.00 | 900.00 |
| 2011 MARSANNAY <i>ROUGE</i> | | | |
| "CLOS DU ROY" | 90.00 | 76.50 | 810.00 |
| 2011 BOURGOGNE <i>ROUGE</i> | | | |
| "LE CHAPITRE" | 100.00 | 85.00 | 900.00 |
| 2011 VOSNE-ROMANÉE AOC | 130.00 | 110.50 | 1,170.00 |
| 2011 VOSNE-ROMANÉE "LES RÉAS" | 185.00 | 157.25 | 1,665.00 |
| 2011 VOSNE-ROMANÉE "LES JACHÉES" | 195.00 | 165.75 | 1,755.00 |
| 2011 VOSNE-ROMANÉE <i>1ER CRU</i> | 275.00 | 233.75 | 2,475.00 |
| 2011 ÉCHÉZEAUX | 370.00 | 314.50 | 3,330.00 |

THE SALT AT GIOIELLI

by Chris Santini

EVERY NOW AND THEN, when the wind blows hard at Domaine de Gioielli, the leaves of the vines get covered in salt from the sea. A thin white blanket covers the shoots and bunches as would a dusting of snow. Here, the vines don't mind—salt is a part of daily life in this part of Corsica, the Cap Corse, where the sea is just a short walk away whichever way you go. Michel Angeli, the one-man show behind the domaine for the last sixty or so years, doesn't mind the salt, either. It's an essential part of his *terroir* and gives a truly unique stamp to everything he does. His Coteaux du Cap Corse *blanc* is what originally caught Kermit's attention many years ago, with its mix of citrus and fresh sea-breeze scents. Since then, we started importing his Coteaux du Cap Corse *rouge*, one of the most unconventional and surprising red wines in our entire portfolio, with eclectic notes of rare fruits and maritime influence.

And now, for the first time ever, we are about to blow the rusticity and originality level through the roof. Angeli has agreed to sell us two new batches this year, which have just arrived in Berkeley. The first is an ancient, traditional wine of the Cap Corse, called "Rappu."

I've heard there are only four people left in Corsica who make Rappu, and it's a number certain to continue dwindling in the coming years. At harvest, whole clusters of Aleatico grapes are set out under the sun on straw beds for ten days, before being crushed and fermented, without any addition of spirits or anything else. The result is a concentrated juice with a delicate touch of residual sugar, which is then mellowed out with a seven-year aging in old barrel. If you look closely at those old barrels, like the leaves on the vines, you can see a thin film of salt. And that is the key to the other new release from the domaine, the Old Cap Corse Red Wine Vinegar. Each year, Angeli makes small batches of vinegar from his rustic *rouge* and ages it a minimum of twelve years in his salt-flecked barrels. Until now, his production has been strictly for personal consumption. The vinegar tastes as if it's been out to sea in the hull of an old frigate, around the world, and back again. The distinctiveness and intensity are unmatched.



PER BOTTLE PER CASE

| | | |
|--|---------|----------|
| 2012 COTEAUX DU CAP CORSE <i>BLANC</i> | \$32.00 | \$345.60 |
| 2012 COTEAUX DU CAP CORSE <i>ROUGE</i> | 32.00 | 345.60 |
| RAPPU (500 ML) | 50.00 | 540.00 |
| OLD CAP CORSE RED WINE VINEGAR | 12.00 | 129.60 |

CYRIAQUE ROZIER SAMPLER

by Anthony Lynch

SUCCESSFULLY MANAGING a vineyard in the rugged terrain around Pic Saint Loup is no easy feat. The rocky slopes are covered with stubborn *garrigue*, summer temperatures can reach scorching highs, and working the solid limestone bedrock requires arduous labor. When you factor in the wild boar that emerge from the woods at night to feast on what would be a significant portion of the harvest—and right before the grapes reach peak maturity, at that—it must be all too easy to get discouraged.

Discouragement, however, is not Cyriaque Rozier's style. On the contrary: when managing the thirty-two hectares of vines and making the wine at Château La Roque wasn't enough, Cyriaque went off and launched a project of his own. While he certainly has his hands full between La Roque and his own label, Château Fontanès, the top-notch quality and consistency of the wines he makes show that he has what it takes to handle the strenuous work.

From La Roque's lovely honeyed whites to the deep, dense, old-vine Mourvèdre—without forgetting the quaffable Cabernet-based Traverses de Fontanès—it's hard to imagine anyone else having such success in the wild landscape of Pic Saint Loup. These are wines of the South, rich with aromas of *garrigue* and ripe fruits, with dusty tannins that nonetheless maintain a lively freshness. Hats off to Cyriaque, and bottoms up to you and me.



PER BOTTLE

| | |
|---|---------|
| 2010 LANGUEDOC <i>BLANC</i> • CH. LA ROQUE | \$17.50 |
| 2010 LANGUEDOC <i>BLANC</i> "BÉNÉDICTINS" • CH. LA ROQUE | 19.95 |
| 2011 VIN DE PAYS <i>ROUGE</i> "TRAVERSES" • CH. FONTANÈS | 13.95 |
| 2011 PIC SAINT LOUP <i>ROUGE</i> • CH. FONTANÈS | 17.00 |
| 2011 PIC SAINT LOUP <i>ROUGE</i> • CH. LA ROQUE | 17.00 |
| 2011 PIC SAINT LOUP <i>ROUGE</i> "MOURVÈDRE" • CH. LA ROQUE | 19.00 |

Normally \$104.40

SPECIAL SAMPLER PRICE

\$83.50

(a 20% discount)

ITALIA

by Dixon Brooke

2012 PETITE ARVINE • CHÂTEAU FEUILLET

Petite Arvine is a white mountain grape that thrives on the high-altitude slopes that form the border between the Valle d'Aosta, Switzerland, and France. My favorite thing about it is the explosive fruit on the palate: once you dive in, it is like you are biting into a ripe peach, and this sensation coats and fills your mouth. The decomposed granite subsoil makes its presence felt on the finish.

\$28.00 PER BOTTLE

\$302.40 PER CASE

2012 PIGATO “CA DA RENA” • PUNTA CRENA

It is tough to beat Punta Crena's Pigato as the ultimate wine to drink with anything and everything Italian. Tommaso Ruffino is incredibly gifted with the grape, and he coaxes the maximum out of the family vineyards: all his wines are high on the deliciousness scale, show great varietal character, and are incredibly consistent. Pigato in Liguria gives aromatic, elegant, fresh dry whites that are excellent with seafood and pretty much everything else.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2010 CHIANTI CLASSICO • VILLA DI GEGGIANO

Chianti was the wine and the wine region that turned me onto wine in the first place—the cradle of my wine career, after studying in Firenze. Over the years I've grown close to the Bianchi-Bandinelli brothers of Geggiano, and I don't know of a finer pair of fellows. Their ancestors made wine here for over three hundred years, and their style is delightfully rustic, a throwback to yesteryear. Not something you see very often in Chianti these days.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2010 BARBARESCO “VICENZIANA” • GIAMELLO

Silvio Giamello's tiny cellar underneath his home houses his entire production, which he raises with care by hand in the vineyards alongside his charming wife, Marina. Their bottlings of Barbaresco are true to their school, and they always deliver. This is one of the most unbelievable values in our entire portfolio. I don't know how Kermit ever found the winery—even in Barbaresco the name Giamello can draw a blank expression.

\$38.00 PER BOTTLE

\$410.40 PER CASE

MEYER-FONNÉ

by Dixon Brooke

MY ASSIGNMENT was to write about new Alsatian arrivals, but given the treasure trove of selections that just arrived from Félix Meyer in Katzenthal, I found it irresistible to focus on this jewel of a domaine, including an exciting comparison of four noble Rieslings.

CRÉMANT D'ALSACE *BRUT EXTRA*

We have such an enticing collection of well-priced sparklers right now, and this beauty is at the top of my list. Clean, crisp, always refreshing and elegant, aromatically interesting, it delivers everything you could desire. Don't expect it to last two nights.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2012 MUSCAT "VIGNOBLE DE KATZENTHAL"

Dry Muscat has finally started to get a bit of overdue recognition in the American market. It's nice to not have to sing its virtues as an *apéritif* or table wine alone! Few do it better than Félix from his granite *terroir* in "Katz."

\$24.00 PER BOTTLE

\$259.20 PER CASE

2012 RIESLING "RÉSERVE"

This "reserve" bottling is a blend of multiple *terroirs*, including *grand cru* sources, vines young and old. It captures in a snapshot the Meyer-Fonné style, at a level that allows you to indulge in discovery anytime.

\$23.00 PER BOTTLE

\$248.40 PER CASE

2011 RIESLING "PFOELLER"

Pfoeller is one of the gems of the Meyer portfolio, from a vineyard on the eastern edge of the hillside dominated by the *grand cru* Sommerberg. The granite turns to limestone here, with dramatic results.

\$40.00 PER BOTTLE

\$432.00 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.

2011 RIESLING “WINECK-SCHLOSSBERG” *GRAND CRU*

This *cru* is in Meyer’s village of Katzenthal, surrounding the 13th-century “Wineck” castle on the upper slopes. The *terroir* is granite, and I consider this bottling Meyer’s flagship that best shows off his talent and potential.

\$44.00 PER BOTTLE **\$475.20** PER CASE

2011 RIESLING “KAEFFERKOPF” *GRAND CRU*

Kaefferkopf was a renowned *terroir* many centuries ago (mentioned in archives from 1328), long before it was finally recognized as a *grand cru* quite belatedly just a few years ago. Located just north of Katzenthal in the village of Ammerschwihr, its complex *terroir* of limestone and sandstone gives a long-lived wine with a kaleidoscopic array of aromas and flavors.

\$49.00 PER BOTTLE **\$529.20** PER CASE



Félix Meyer of Meyer-Fonné

© Dixon Brooke

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CLOSED • SUNDAY & MONDAY

FRESH SANCERRE

by Anthony Lynch

2012 SANCERRE • HIPPOLYTE REVERDY

YOU MIGHT NOTICE on the neck label that we have been importing Michel Reverdy's Sancerre for over thirty years now. Thirty years! To think that Ronald Reagan was president when the first bottle of Reverdy Sancerre arrived in the U.S.! Fortunately, unlike the ups and downs we have experienced with our country's leaders, Michel's Sancerre has always been reliable. Vintage 2012 is no different: with a perfume reminiscent of spring flowers, it announces itself gently on the palate with a lovely, creamy depth. And then, lo and behold, the finish brings a fresh burst of zesty lime that cleanses your palate while leaving your mouth tingling, salivating, and thirsty for more!



\$26.00 PER BOTTLE

\$280.80 PER CASE