

# KERMIT LYNCH WINE MERCHANT

NOVEMBER 2014



© Gail Skoff

---

JULES CHAUVET REVISITED  
NEW ARRIVALS FROM BENEVELLI  
ALSATIAN RIESLING ■ CHAMPAGNE SALE!

# 2014 BEAUJOLAIS NOUVEAU

## NOUVEAU IN BERKELEY

**W**HAT IS IT that gets us excited each year for the arrival of Beaujolais Nouveau? Is it foggy memories of Nouveau celebrations from the past? NO! It is the yearly update we receive from our winemakers, whose enthusiasm is nearly overwhelming. Here's what we heard this year from Domaine Dupeuble:

*The small quantity of grapes and a good concentration in the berries gave the wine its lovely deep red color, aromas of blackberries and currants, lifted by subtle spicy notes with silky tannins. We can't wait to have you taste it!*

The wine arrives in the shop on Thursday, November 20. We'll sell it by the bottle and the case. If you'd like a glass, head next door to Bartavelle Coffee and Wine Bar. Give us a call anytime this month to secure some Nouveau for yourself and we'll have it ready to be picked up or shipped on the 20th.

## NOUVEAU AROUND THE NATION

Not in Berkeley? That's okay because our Nouveau is sold in many states. Visit the webpage below for a list of retailers around the nation who will carry the wine starting Thursday, November 20.

[kermitylch.com/nouveau](http://kermitylch.com/nouveau)



---

# SAMPLER: AROMATIC REDS

by Anthony Lynch

**J**ULES CHAUVET, the Beaujolais legend known as the father of natural wine-making, advised other vigneronns to “make a natural wine with a pretty perfume.” An expert taster, he liked to spend time in the Provençal town of Grasse, the “world’s perfume capital,” honing his nose. At home, he frequently wandered his garden, sniffing each and every flower—Chauvet was not content to say that a wine smelled fruity or floral; rather, he insisted that the exact fruit or flower be identified to accurately describe the wine’s aroma.

In the spirit of Jules Chauvet, we have assembled this sampler of six highly aromatic red wines. They hail from all across France and Italy, spotlighting a mix of different grape varieties and the unique *terroirs* in which they thrive. The emphasis here is not on structure but on perfume, as these reds are a testament to the magic of fermentation and the delightful, complex aromas it can create. Make Chauvet proud and pinpoint the bountiful fruits, flowers, herbs, and spices in your glass . . . or simply enjoy these lovely, seasonally appropriate wines that are sure to liven up your dinner table and dazzle your senses.

PER BOTTLE

## GAMAY

2013 FLEURIE “LES MORIERS” • DOMAINE CHIGNARD . . . . . \$26.00

## PETIT ROUGE

2013 VALLE D’AOSTA “TORRETTE” • CHÂTEAU FEUILLET . . . . . 25.00

## GRENACHE

2012 CÔTES DU RHÔNE “IL FAIT SOIF”

MAXIME-FRANÇOIS LAURENT . . . . . 26.00

## PINOT NOIR

2012 SAVIGNY-LÈS-BEAUNE “LES GRANDS PICOTINS”

DOMAINE GUILLEMOT . . . . . 36.00

## SYRAH

2013 COLLINES RHODANIENNES SYRAH • LIONEL FAURY . . . . . 22.00

## SCIACCARELLU

2012 FAUSTINE ROUGE • COMTE ABBATUCCI . . . . . 37.00

Normally \$172

SPECIAL SAMPLER PRICE **\$138**

(a 20% discount)

---

# LIFE IS SHORT, DRINK MORE CHAMPAGNE

by Jane Berg

*My only regret is that I have not drunk more Champagne.*

—JOHN MAYNARD KEYNES

REMEMBER the first time I got a glimpse behind the Champagne curtain and tasted a *vin clair*, and how apparent it became that small-production Champagne is all about *terroir*. Our trilogy of producers—J. Lassalle, Paul Bara, and Veuve Fourny—makes wines with a sense of place, growing and sourcing their fruit from *grand crus* and *climats* that surround their estates. Brand-name Champagne houses couldn't possibly match this level of quality, as glitzy marketing is costly and demand is too high to be picky about where the fruit comes from. For the entire month of November, we are offering 15% off bottle price and 25% off case price on all of our Champagnes. Now is the time to stock up for all occasions, and non-occasions alike. Heck, call up some friends and go in on a case together if that seems more reasonable. Just do what you have to do to avoid bearing the regret of not having drunk more Champagne in your lifetime.

	REGULARLY	BOTTLE 15% DISCOUNT	CASE 25% DISCOUNT
<b>J. LASSALLE • CHIGNY-LES-ROSES</b>			
NV BRUT ROSÉ <i>1ER CRU</i> . . . . .	\$64.00	\$54.40	\$576.00
NV BRUT ROSÉ <i>1ER CRU MAGNUM</i> . . .	199.00	169.15	895.50
NV BRUT ROSÉ "CUVÉE SPÉCIALE" <i>1ER CRU</i> . . . . .	89.00	75.65	801.00
2006 BRUT BLANC DE BLANCS <i>1ER CRU</i>	82.00	69.70	738.00
2005 BRUT BLANC DE BLANCS <i>1ER CRU</i>	78.00	66.30	702.00
2008 BRUT "CUVÉE ANGÉLINE" <i>1ER CRU</i>	74.00	62.90	666.00
2006 BRUT SPÉCIAL CLUB <i>1ER CRU</i> . . . .	93.00	79.05	837.00
2005 BRUT "CUVÉE SPÉCIALE" <i>1ER CRU</i>	89.00	75.65	801.00



	REGULARLY	BOTTLE 15% DISCOUNT	CASE 25% DISCOUNT
<b>PAUL BARA • BOUZY</b>			
NV BRUT RÉSERVE <i>GRAND CRU</i> 100%	\$57.00	\$48.45	\$513.00
NV BRUT ROSÉ <i>GRAND CRU</i> 100%	63.00	53.55	567.00
2008 BRUT SPÉCIAL CLUB ROSÉ			
<i>GRAND CRU</i> 100%	120.00	102.00	1,080.00
2005 BRUT <i>GRAND CRU</i> 100%	69.00	58.65	621.00
2004 BRUT SPÉCIAL CLUB			
<i>GRAND CRU</i> 100%	102.00	86.70	918.00
2002 BRUT "COMTESSE MARIE DE FRANCE" <i>GRAND CRU</i> 100%	116.00	98.60	1,044.00



<b>VEUVE FOURNY &amp; FILS • VERTUS</b>			
NV BRUT GRANDE RÉSERVE <i>1ER CRU</i>	\$47.00	\$39.95	\$423.00
NV BRUT GRANDE RÉSERVE			
<i>1ER CRU TENTH</i>	30.00	25.50	540.00
NV BRUT GRANDE RÉSERVE			
<i>1ER CRU MAGNUM</i>	104.00	88.40	468.00
NV BRUT BLANC DE BLANCS <i>1ER CRU</i>	50.00	42.50	450.00
NV BRUT NATURE BLANC DE BLANCS			
<i>1ER CRU</i>	50.00	42.50	450.00
NV BRUT ROSÉ <i>1ER CRU</i>	57.00	48.45	513.00
NV EXTRA-BRUT "R" <i>1ER CRU</i>	65.00	55.25	585.00
2008 BRUT BLANC DE BLANCS <i>1ER CRU</i>	79.00	67.15	711.00
2008 BRUT BLANC DE BLANCS			
<i>1ER CRU MAGNUM</i>	165.00	140.25	742.50
2004 EXTRA-BRUT "CUVÉE DU CLOS NOTRE DAME" <i>1ER CRU</i>	173.00	147.05	1,557.00



---

# NOVELTY FROM ITALY

by Anthony Lynch

## 2013 INCÒ BIANCO • LA VIARTE

A recent visit to La Viarte took place on a dreary October morning, with a mist so thick the estate's boundless terraced vineyards were barely visible through the humid grayness. This blend of Tocai, Pinot Blanc, Chardonnay, and Riesling provided a sharp contrast to the bleak fog, bringing life into pristine focus and instantly curing our thirst and fatigue. *Incò* means "today" in Friulian dialect, so don't hesitate to enjoy this dry white on a daily basis. It's delicious, thirst-quenching, and vivacious.

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

## 2013 LUMASSINA FRIZZANTE PUNTA CRENA

Punta Crena: bringing you the best in Mediterranean refreshment since 1500. Paolo Ruffino, the family's salesman and gentleman extraordinaire, has become a good friend over the past few years, and I can readily picture his distant ancestors going to town on an immense platter of *fritto misto* just as zealously as he does. Pop open a well-chilled bottle of this lightly fizzy, dry Lumassina, the vinous reincarnation of a cool Ligurian coastal breeze, and you'll understand why the Ruffinos haven't moved for half a millennium.



**\$19.95** PER BOTTLE      **\$215.46** PER CASE

## 2012 VALTÈNESI "LA BOTTE PIENA" LA BASIA

If this bottle looks unfamiliar, it's because this is our very first shipment from La Basia, a small, family-run farm on the western shores of Lake Garda, in northern Italy's Lombardia. It also represents the first and only Gropello in our portfolio, and believe me when I say you don't know what you've been missing. This red is straightforward fun and deliciousness: low in tannin, exceptionally refreshing, and loaded with bright, juicy cherry flavors. Pair it with salumi, pizza, Tuesdays, good humor, and those guests you want to impress without spending too much money on. Yeah, you know the ones.

**\$16.00** PER BOTTLE      **\$172.80** PER CASE

---



*The ideal Italian white wine pairing*

© Gail Skoff

---

# BEAUJOLAIS' GANG OF FOUR

by Dixon Brooke

## 2013 RAISINS GAULOIS • MARCEL LAPIERRE

I can't think of a better wine to introduce the gang than the one Marcel recommended for drinking in the shower. At first we didn't think anyone would want to drink something labeled Lapierre that wasn't also labeled Morgon, but of course Marcel's homage to Gallic revelry proved irresistible.

**\$14.95** PER BOTTLE      **\$161.46** PER CASE

## 2013 MORGON "VIEILLES VIGNES" JEAN-PAUL THÉVENET

Morgon is what made the Gang of Four famous, and it is the reason they remain so. What better combination of *terroir*, grape variety, and local culture to help them achieve their current cult-like status. Morgon is the *cru* that has it all: finesse, drinkability, perfume, and staying power. It is surely the *cru* most able to consistently compete head to head with the famous Pinot Noirs from farther north, but that's not really the point. From Thévenet's old vines, we get the most depth and concentration of all the classic Morgon cuvées from the gang.

**\$33.00** PER BOTTLE      **\$356.40** PER CASE

## 2011 FLEURIE • JEAN FOILLARD

Foillard began applying his skills to the appellation of Fleurie in the 2005 vintage, and along the way he has single-handedly defied expectations for this *cru*. He chose to seek maximum extraction from his fruit and delivers us a full-bodied, structured, meaty Fleurie that is built to age. The irrepressible Foillard signature nevertheless dominates: silky finesse in aroma and tannin, great curves.

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

## 2013 MORGON "VIEILLES VIGNES" GUY BRETON

Friends refer to Breton as Petit Max, and of the gang's Morgons, his is the lightest, brightest, prettiest, and easiest to drink. His higher-altitude vineyards bring a little extra acidity, plus he makes his wine the way he likes to drink it—it's a pretty good-looking lad, much like Petit Max himself. Don't let it fool you, though. The raw material is solid and plenty sturdy.

**\$33.00** PER BOTTLE      **\$356.40** PER CASE

---



---

# JULES CHAUVET REVISITED

by *Dixon Brooke*

**I**N HIS EARLY YEARS of discovering and falling in love with French wine, Kermit developed a close relationship with Jules Chauvet. Monsieur Chauvet was a chemist who later became interested in winemaking—in particular, winemaking without the use of chemicals or additives, including sulfur. Essentially he figured out how it could be done from a scientific point of view, and he inspired a league of followers, most notably Marcel Lapierre. Kermit has told me repeatedly that nobody ever did it better than Chauvet. He was an excellent taster and always insisted on tasting outside, rain or shine, to avoid the interference of any aromas from the cellar. I think he would be pleased, were he still with us, to see how the Robert family in Fuissé is working his vines and making Beaujolais his way.

Chauvet's family recently sold their historic parcel of vines, in the town of La Chapelle-de-Guinchay in the heart of the Beaujolais. The Robert family was among those who acquired a piece of the property, and they have chosen to work the land and make the wine exactly as Chauvet did, completely naturally without the use of chemical additives. The Roberts have long been close friends of the Gang of Four, and they know the land and the culture of the Beaujolais quite well. It is impossible to imagine a better opportunity for them to make their first-ever red wine! Their motivation to bring honor once again to Chauvet's name could not be greater, and their profound experience with precise organic viticulture rises to the occasion. Here is their first release. Don't miss it—a remembrance of things past.



*Jules Chauvet*

© Gail Skoff

**2012 BEAUJOLAIS-VILLAGES  
“CUVÉE JULES CHAUVET”  
DOMAINE ROBERT-DENOENT**

**\$30.00 PER BOTTLE**

**\$324.00 PER CASE**

---

---

# SOUTHERN REDS: POWER AND FINESSE

by Anthony Lynch

## 2013 GIGONDAS • DOMAINE DE DURBAN

The first *g* is soft, just like this red's smooth and inviting aroma of wild blackberries. The second *g* is hard, and sure enough, the wine greets the palate with chewy tannins and a grip reminiscent of seasoned leather. The final *s* is not silent; in fact, it resonates assertively, like the long finish of this Grenache-based blend, loaded with Provençal flair. Now you know how to pronounce *Gigondas*, and you are ready to dive directly into the heart and soul of Provence.

**\$28.00** PER BOTTLE      **\$302.40** PER CASE

## 2011 FAUGÈRES “JADIS” DOMAINE LEON BARRAL

This black—er, red—wine is replete with paradoxes: rustic yet elegant, funky yet pure, gnarly yet remarkably refined. Didier Barral, a self-made man and master of sustainable winemaking, crafts this beastly beauty from Carignan, Syrah, and Grenache in the remote hills of Faugères. Deep, rich, and brooding, it is packed with warm black fruit and spice, with an authentic flavor that can only be found in a bottle of Barral. Serve with mammal.

**\$45.00** PER BOTTLE      **\$486.00** PER CASE



## 2011 CORSE CALVI ROUGE “E PROVE” DOMAINE MAESTRACCI

The most recent release of Maestracci's *rouge* is a definite contender for “best value in the store.” First off, it drinks beautifully now and will do so for at least fifteen more years. It delivers a palette of flavors unique to Corsica that is at the same time noble and exotic: hints of violets, herbs of the maquis, licorice, wild fruits, smoke, and spice. A fine tannin ensures that this stately red goes down with real class, bringing Corsica's savage beauty straight to your glass.

**\$22.00** PER BOTTLE      **\$237.60** PER CASE

---

---

# BURGUNDY

by *Chris Santini*

## 2013 CHABLIS 1<sup>ER</sup> CRU “FOURCHAUME” FRANCINE ET OLIVIER SAVARY

Fresh and perfumed, with hints of finely sliced lemons and crushed oyster shells. What more could you ask of your Chablis? Perfect balance? A delicious finish? Sure, it's got all that, too, and more.

**\$34.00** PER BOTTLE      **\$367.20** PER CASE

## 2012 BOURGOGNE “PINOT NOIR” CHRISTOPHE BUISSON

Just as a Picasso doodle on a napkin is a true work of art, just as the greatest rock albums can have you air drumming along on the filler songs, a talented vigneron should be able to shine and outperform on even the simplest cuvée. Christophe may be celebrated for his mineral and complex Saint Romain, but his Bourgogne *rouge* should never be overlooked as “just” a Bourgogne. It's warm, earthy, and inviting, with excellent and pronounced Morello cherry fruit. Looking for a Bourgogne tonight? Well, why not?

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

## 2012 PERNAND-VERGELESSES 1<sup>ER</sup> CRU “LES FICHOTS” • DOMAINE FOLLIN-ARBELET

Welcome to the dark side of Burgundy. Plush, showy, sleek, and elegant all at once. Not to be confused with overextracted and woody. This is masterfully ripe, the perfect spot where rich and mouth-filling reach their apex before the tipping point. Serious Burgundy for serious folks.

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



---

# ALSATIAN RIESLING

by Dixon Brooke

**I**F YOU NEED MORE PROOF that Riesling is one of the world's most noble, exciting, and diverse grape varieties, or that Alsace makes a strong argument for its greatest *terroir*, look no further than these two pages.

## 2012 RIESLING D'E • DOMAINE OSTERTAG

Last night we tasted Ostertag's new Sylvaner and Pinot Blanc arrivals, the 2013s. Man, the guy is on an extended roll these days, and nothing represents the domaine's classic style better than this bright, chiseled, dry Riesling. I can't wait to crack into a bottle tonight with some sushi.

**\$27.00** PER BOTTLE      **\$291.60** PER CASE

## 2012 RIESLING GRAND CRU

### "WINECK-SCHLOSSBERG" • MEYER-FONNÉ

The village of Katzenthal, along with neighboring Turckheim and Niedermorschwihr, form the granitic backbone of Alsace. The *grand cru* of Wineck-Schlossberg dominates the slopes around Katzenthal, and from it Meyer fashions a dry, full-bodied, masculine Riesling with great versatility. Showcase its power now at table to cut through the fatness of salmon or roasted fowl, or let it age to develop a golden complexity and richness.

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

## 2012 RIESLING GRAND CRU SOMMERBERG

### "DUDENSTEIN" • ALBERT BOXLER

Boxler's other Sommerberg bottlings, including Eckberg, come from pure granite in his home village of Niedermorschwihr. This portion of Sommerberg is technically part of the village of neighboring Katzenthal, where granite meets limestone. The Dudenstein bottling, produced only in great years, represents the pinnacle of Boxler's wine-growing prowess and without any doubt is one of Alsace's—and the world's—finest Rieslings. Age it patiently and respectfully, as you would a fine Corton-Charlemagne or Chevalier-Montrachet from Burgundy.

**\$85.00** PER BOTTLE      **\$918.00** PER CASE

---

**2011 RIESLING GRAND CRU**  
**“MUENCHBERG” VENDANGES TARDIVES**  
**DOMAINE OSTERTAG**

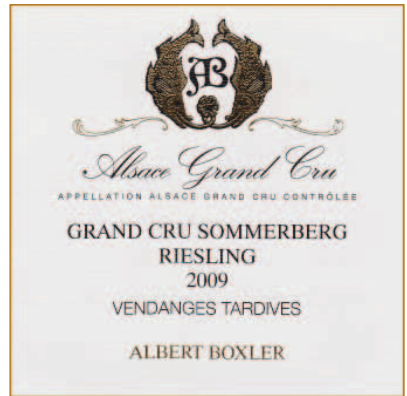
Ostertag's late-harvest Riesling bottlings are rarer than hen's teeth. Typically the only late-harvest bottling he produces is a Gewürztraminer from his Fronholz vineyard. When he does a Riesling, it is more than worth the price of entry. Not only will it boast practically eternal life, it is gloriously complex and delicious right now. The range of aromas and flavors is mesmerizing. It makes the ultimate dessert, all on its own, or a *vin de méditation extraordinaire*.

**\$77.00** PER BOTTLE

**\$415.80** PER 6-BOTTLE CASE

**2009 RIESLING GRAND CRU SOMMERBERG**  
**“DUDENSTEIN” VENDANGES TARDIVES**  
**ALBERT BOXLER**

The other way I love to serve late-harvest Rieslings is to start an evening, and Boxler's are perfectly apt to the task as the freshest, purest, most electric *vendanges tardives* I have ever tasted. This 2009 from the Dudenstein portion of Sommerberg is truly a masterpiece. Its explosiveness, poise and balance, never-ending length, and complexity of flavor should not have to compete with food or any other distraction. Late-harvest wines of this quality in Alsace take incredible skill to make. This is a supremely beautiful example of a harmonious, highly successful partnership between man and nature.



**\$55.00** PER 500-ML BOTTLE

**\$594.00** PER CASE

**KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS**

*Title to all wines sold by Kermit Lynch Wine Merchant passes to the buyer in California, and the buyer is solely responsible for the shipment of wines. We make no representation as to the legal rights of anyone to ship or import wines into any state outside California. In all cases, the buyer is responsible for complying with the laws and regulations, in particular those relating to the importation of alcohol, in effect in the state to which the buyer is shipping alcohol.*

*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.*

---

# BENEVELLI PIERO

by Julia Issleib

**E**ARLIER THIS YEAR, during my first trip across the Alps in a decade, my conversational skills in Italian were quite limited. So I stuck to nodding, smiling, and the occasional “*Sì, sì*,” “*Esattamente*,” “*Benissimo*,” “*Delizioso*.” I kept “*È veramente buonissimo!*” for special occasions.

My visit to Benevelli in cold and foggy Monforte d’Alba with winemaker Massimo Benevelli was one of those. After a rather shy welcome from under his woolen hat, pulled down to his eyebrows, he quickly opened up while showing me around the vineyards and the cellar. He is as passionate as he is humble. More approachable than some Piedmont reds you may have encountered, his wines are delicate and elegant, yet deeply rooted in the *terroir* and full of character.

## 2013 DOLCETTO D’ALBA “LA COSTA”

*Dolcetto*—the little sweet one—is a reference to the low acidity of this variety. And yet the crunchy tannins equally typical of the grape guarantee structure and freshness. Thanks to the absence of wood in the winemaking, this *Dolcetto* keeps its red fruit character and will be perfect to start a meal alongside fresh antipasti, beef carpaccio, or *vitello tonnato*.

**\$17.00** PER BOTTLE      **\$183.60** PER CASE

## 2013 LANGHE NEBBIOLO

What Bourgogne Pinot Noir is to great red *crus* of Burgundy, Langhe Nebbiolo is to Barolo—you should buy a case while you wait for the Baroli in your cellar to be ready to drink. Benevelli’s version is floral and supple. As Massimo explains, given its strong tannic structure, Nebbiolo shows the best results in cooler years. In hot years, tannins might overpower the soft nature of the grape. Guess what? *Esattamente*—2013 was a cool year!

**\$22.00** PER BOTTLE      **\$237.60** PER CASE

## 2010 BAROLO “RAVERA”

Beautifully balanced, with an intense nose, this 2010 is quite approachable for a young Barolo. Nonetheless, by the time this exquisite creature will fully express itself, my Italian will have vastly improved. Even then, I will probably simply utter, “*Veramente buonissimo!*”

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

---

---

# LOIRE RAMBLIN'

by Anthony Lynch

## VOUVRAY BRUT "LA DILETTANTE" C. & P. BRETON

This *méthode traditionnelle* bubbly is from Catherine Breton, who knows a thing or two about Chenin Blanc. She makes a wonderful all-purpose sparkler: crisp, dry, delicate, invigorating, affordable. I might add that the 2005, one of her first vintages, is still providing plenty of thrills today.



**\$24.00** PER BOTTLE      **\$259.20** PER CASE

## 2013 VOUVRAY "LES FONDRAUX" CHAMPALOU

Please don't be turned off when I say this is a Vouvray *demi-sec*. A slight sweetness is certainly evident, but it does not dominate. On the contrary, it gently caresses the palate while allowing other elements to take center stage: the soaring aromatics, subtle mineral tones, and exquisite finesse. The balance of vibrant fruit with tender honeyed notes makes this Chenin exceptionally versatile at table—try it with pork belly to see what I mean.

**\$22.00** PER BOTTLE      **\$237.60** PER CASE

## 2012 BOURGUEIL "FRANC DE PIED" C. & P. BRETON

I strongly advise anybody who loves Cabernet Franc, or who might be open to loving Cabernet Franc, not to hesitate with this bottling. To begin with, it is extremely rare: this plot of ungrafted vines covers only .17 hectare—that's under half an acre. Whether vines planted on their original rootstock produce superior wine is still up for debate, but this Bourgueil seems keen on tilting the balance. There is an inherent purity, as if nothing is holding the wine back from expressing its full aromatic and textural potential. It is not filtered, which may also play a role. Mouth-filling yet ethereal, it emanates a drop-dead gorgeous perfume of flower petals and lots of berries. This is truly delicious.

**\$33.00** PER BOTTLE      **\$356.40** PER CASE

---

PRESORTED

FIRST-CLASS MAIL  
U.S. POSTAGE

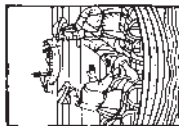
PAID

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.KERMITYLNCH.COM



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

— PRE-ARRIVAL OFFER —

## 2011 GRANGE DES PÈRES

*by Dixon Brooke*

**T**HIS GREAT WINE, made by the Vaillé family of Aniane in the Languedoc region of southern France, is not defined by where it is from or by the grape varieties blended to produce it, the age of the vines, or the yields. Its identity is determined neither by barrel regimen nor tricks of vinification and enology. Rather, it is the result of a very personal, dead-serious quest for perfection at every stage of the process, from the original planting of the vineyards to the choice of cork used to bottle the wine. The road map was and still is fairly simple—in theory, not in execution—and remains unchanged. Grange des Pères defies categorization and redefines greatness.

**\$100.00 PER BOTTLE**

**\$1,200.00 PER CASE**

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