

# KERMIT LYNCH WINE MERCHANT

JANUARY 2017



*Wooden wine press, Alsace, France*

© Gail Skoff

---

GIUSEPPE SESTI: MAN IN THE MOON  
ANTOINE ARENA'S ROSÉ ■ ALSATIAN SAVOIR FAIRE  
PLEASE DON'T LET ME BE MISUNDERSTOOD

---

# ALSACE

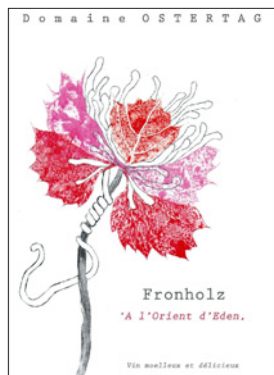
by Dixon Brooke

## 2015 LES VIEILLES VIGNES DE SYLVANER DOMAINE OSTERTAG

Those who know André Ostertag's wines know him as a genie with the Sylvaner grape. Beguiling perfume, racy acidity, suave texture—here is a dry white with beautiful complexity, deliciousness, and originality. It is also the first wine to emerge from the Ostertag cellars each year, giving a good indication of the new vintage's style.

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

## 2013 GEWURZTRAMINER FRONHOLZ “À L'ORIENT D'EDEN” • DOMAINE OSTERTAG



John Steinbeck's *East of Eden* inspired the name for this wine that reached the entrance to paradise: it was harvested just before *vendange tardive* levels of sweetness had been achieved. André's talented wife, Christine Colin, designed the beautiful label. Among a cornucopia of aroma and flavor, André found powdered irises when we tasted it together in Epfig. I found it to be quite unctuous, with a plethora of spices, and it finishes dry. A one-time masterpiece from Ostertag that has been fittingly commemorated with a beautiful work of art—two for the price of one!

**\$65.00** PER BOTTLE      **\$702.00** PER CASE

## 2014 PINOT NOIR “S” • ALBERT BOXLER

Boxler's Pinot Noir “S” is from the *grand cru* Sommerberg. Alsatians can produce *grand cru* Pinot Noir, but they aren't allowed to label it as such . . . go figure. Here is a recipe for success: old vines, great *terroir*, minimalist winemaking, and aging in used Burgundian barrels. Jean Boxler is an ardent student of Burgundy and travels there regularly to taste and learn. He has applied this passion and his *savoir faire* working the noble granite slopes of his home turf to produce a truly grandiose Alsatian Pinot Noir.

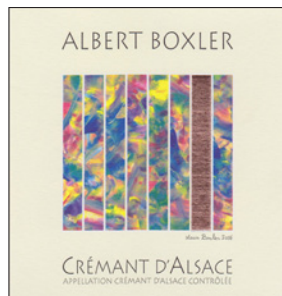
**\$60.00** PER BOTTLE      **\$648.00** PER CASE

---

---

## 2013 CRÉMANT D'ALSACE ALBERT BOXLER

Boxler's Crémant is the perfect noble sparkler to quench your Champagne cravings at a fraction of the price. Made with characteristic Boxler rigor, it contains a quality of fruit that would not typically be used to make a mere Crémant. It is harvested ripe, allowing Boxler to add minimal (extra brut) dosage. The result is a creamy yet intensely mineral sparkler that can age like great Vouvray Pétillant. Made exclusively from the grapes of the Pinot family: Blanc, Auxerrois, and Noir.



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

## 2014 RIESLING GRAND CRU “WINECK-SCHLOSSBERG” • MEYER-FONNÉ

Here we have a Riesling from the spectacular 2014 vintage that is a great example of why wine people often quibble about the world's greatest white wine grape: is it Chardonnay, Chenin Blanc, or Riesling? Thankfully, we don't have to decide, and can enjoy each at the most appropriate occasion. Tonight I'll take a freshly caught brook trout, prepared *façon meunière*, and this bottle of Riesling, and I expect this combination will leave me wanting of nothing further!

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

## 2015 PINOT BLANC “VIEILLES VIGNES” MEYER-FONNÉ

One of the most versatile and crowd-pleasing whites in our portfolio, Meyer's Pinot Blanc VV has become the kind of staple around here that Hervé Dubourdieu's Graves *Blanc* has long been. It is a go-to when the meal calls for a little more roundness and softer acidity, and has the type of flavor profile that can adjust more nimbly to food than many white wines. Neither Sauvignon Blanc nor Chardonnay style, it is somewhere in between.

**\$20.00** PER BOTTLE      **\$216.00** PER CASE







*Papa Ostertag*

© Gail Skoff

---

# BIG BAD BEAUJOLAIS

by Dixon Brooke

## 2015 BROUILLY “REVERDON” CHÂTEAU THIVIN

Thivin’s Brouilly is no ordinary Brouilly. Much like in Crozes-Hermitage, knowing exactly where the vines are located is key to interpreting potential in Brouilly. Reverdon is a *lieu-dit* on the pink granite lower slopes of the Côte de Brouilly—a far cry from the clay plains below where much of the Brouilly produced is grown. This *terroir* is more similar to top-flight Fleurie. (As such, a little-known fact is that its aging potential is roughly equal to the domaine’s storied Côte de Brouilly.) Precision, soaring floral aromatics, finely etched tannins, a ripe core of dense fruit, and a granitic crunch on the back end are the hallmarks of this momentous cuvée from the Geoffroy family of Thivin.



**\$24.00** PER BOTTLE

**\$259.20** PER CASE

## 2015 JULIÉNAS “BEAUVERNAY” DOMAINE CHIGNARD

Cédric Chignard welcomed Anthony Lynch and me last spring for our first visit to the Juliéna vineyard that he recently inherited from his maternal grandmother. The sight was striking: a very steep slope, just beneath the village church spire, littered with blue volcanic stones, and short, stubby, *gobelet*-pruned vines poking like witches’ fingers from the stony rubble. The chilly morning fog slowly lifted. Cédric was prepared with a *tire-bouchon* and a bottle of his Juliéna to taste the fruit of his *terroir* right then and there. It was remarkable to witness how much this bold, sinewy, flinty wine resembled the land from which it had sprouted. Textbook Juliéna: start here to understand this fabled *cru*. It combines the power and structure of Côte de Brouilly with the silkiness and perfume of the Côte de Py.



**\$25.00** PER BOTTLE

**\$270.00** PER CASE

---

---

# 2015 PATRIMONIO ROSÉ

## ANTOINE ARENA

by Kermit Lynch

**D**URING 2016 I HAD THE PLEASURE of going wine hunting in five satellites: Pays Basque, Catalonia, Corsica, Sardinia, and Sicily. I imagine them breaking the colonial chains that bind and forming a United Independent States for strength in numbers while controlling their own destinies. Corsica has been free only a handful of years during recorded history. And we think our political situation stinks?

Imagine, what if you were Corsican with a Roman name like Arena, and every move you made was controlled by French bureaucrats? Yikes, no, you wouldn't dig it.

Speaking of Arena . . . I'm not sure why, but Antoine Arena's 2015 rosé comes to mind. Antoine is the one who first showed the world how great Corsican wine can be. I tasted with him and his two sons this summer, and their rosé caught me by surprise, because they did everything right in the making of it, according to me. I'm sure you'll see how different it is from the technological Provençal rosés

that are so hip these days. For those interested: native yeasts, malo completed, gently bottled without filtration. Wow! Nor was it hurried into bottle to meet some arbitrary, springtime Rosé "Nouveau" release date.

Taste it alongside almost any Côtes-de-Provence rosé—it's like comparing real wine with pink lace panties.

Antoine himself is so genuine, he is a favorite of everybody in the wine biz who has had the luck to spend time with him. He and his sons work together and sell the results under three separate Arena labels: Antoine, Jean-Baptiste, and Antoine-Marie. Please don't ask me why. I asked them and ended up more puzzled than I had been. Just know that, yes, when you uncork one of their wines—this rosé, for example—you are in for an honest wine and a real treat.

**\$32.00 PER BOTTLE**

**\$345.60 PER CASE**



*Antoine and Kermit*

© Gail Skoff



---

# VIGNAI DA DULINE

## FRIULIAN MAGIC

*by Dixon Brooke*

### **2015 VENEZIA GIULIA MALVASIA ISTRIANA “CHIOMA INTEGRALE”**

The name of this lovely wine highlights the Duline philosophy: “No trimming of the shoots!” This applies to *viticoltore* Lorenzo Mochiutti’s hair and beard as well as to his vineyards. Suffice it to say that this is one of Duline’s many secrets to success. Malvasia Istriana is a form of the Malvasia grape that is native to the Istrian Peninsula, and it produces deliciously complex white wines that are a far cry from other Malvasia produced in central Italy. Aromatically exuberant, creamy and full, bright and energetic on the finish, this is a seductive apéritif and an excellent seafood white.

**\$45.00** PER BOTTLE

**\$486.00** PER CASE

### **2013 FRIULI COLLI ORIENTALI REFOSCO DAL PEDUNCOLO ROSSO “MORUS NIGRA”**

In addition to getting the award for the longest wine name in our entire portfolio, Duline’s Refosco gets the award for our favorite Refosco we’ve ever tasted. Refosco’s natural typicity is perfectly executed here: full to medium-body, complex aromatics, relatively silky texture, with white pepper and white flowers bringing a cooling and a spicy sensation to its bright red and black fruits.

**\$60.00** PER BOTTLE

**\$648.00** PER CASE

### **2013 DELLE VENEZIE BIANCO “MORUS ALBA”**

The white version of Morus is a magical blend of Malvasia Istriana and Sauvignon. The Malvasia comes from their red clay *terroir* at Duline; the Sauvignon comes from their sandstone marl *terroir* at Ronco Pittoti. The very different yet complementary grapes and *terroirs* create a symphony of flavor and a Friulian wine experience with few equals. Aged in neutral barrels with complete malo, Morus Alba is a full-bodied, textured white with many layers. It should be decanted and savored in large Burgundy glasses, as you would do with a fine Meursault. Discovering each arrival from Duline, getting acquainted with each, beginning to realize what you’ve got in your glass—is a profound experience.

**\$55.00** PER BOTTLE

**\$594.00** PER CASE

---





*Giuseppe Sesti*

© Gail Skoff



---

# MAN IN THE MOON

by Giuseppe Maria Sesti

**A**S A YOUNG STUDENT of the Accademia in Venice, I used to go with a friend to a farmhouse in Valdobbiadene for the grape harvest every autumn. It was a very old-fashioned farm with a family that must have been there forever—little children, older boys and girls, father, mother, uncles, and, above all, the venerable grandparents with the history of the land written on their faces.

During the *vendemmia*, in the cellar, Silvano the grandfather overlooked every aspect of the operation with hawk eyes. He would miss nothing. If somebody was doing something wrong, he would burst out with a proverb in rhyme that would explain why the job should be done differently. Later I discovered that he used the same method during winemaking: “*Se movi el vin co la Luna storta el chapa le maladie!*” (If you move the wine with the wrong moon, it will get sick!)

Silvano knew thousands of proverbs, songs, and rhymes for every aspect of farming and winemaking. Furthermore, he knew how to make farm tools, how to assist farm animals during birth, and how to make cheese, among many other crafts.

Silvano was analphabetic. He could hardly write his signature. This was my first encounter with the power of oral tradition, which, for thousands of years, has taught men how to invent a weapon or a plough, how to build a ship and navigate using the stars for orientation. Likewise, farmers always used the cycles of the moon for the process of agriculture and winemaking.

Time has passed. I have written several books on ancient calendars and on the celestial sphere and I have studied the classics, but when we decided to turn Castello di Argiano into a wine estate, it was Silvano and his traditions that came back to mind and which I follow every day of my life.

That makes me a lunatic, an astronomer, and a winemaker!

Why not! I rather like to pay tribute to those generations that for centuries have preserved ancient varieties of grapes through wars, famine, and plagues, managing not only to succeed but also to produce the good food that goes with it.

Today *vino del contadino*, “farmer’s wine,” is looked down on by oenologists (doctors in winemaking), who perhaps should be grateful that a man like Silvano has served on a silver platter his extraordinary heritage.



---

# SESTI

by Dixon Brooke

WHEN GIUSEPPE SESTI’S DAUGHTER ELISA sent me the latest words penned by her father, aptly titled “Man in the Moon,” I immediately knew that I wanted to publish it in our brochure. Not only because it was inspiring, entertaining, interesting, and educational—as all of Giuseppe’s writing is—but mostly because it so effectively communicates the Sesti philosophy better than I ever could. I hope you’ll take a moment to read it, as it embodies the type of person that we relish working with, and a way of thinking that tends to produce really exceptional wine. Of course, nothing beats tasting Sesti’s wines to understand what this astronomer/philosopher has been able to do with his own vineyards over his many decades of accumulated experience. Here is a small selection of what we currently have in stock from Sesti—the produce of a great mind working in sync with the moon, sun, and earth.

*In Stock from Sesti*

	PER BOTTLE	PER CASE
2015 TOSCANA ROSATO . . . . .	\$25.00	\$270.00
2014 ROSSO DI MONTALCINO . . . . .	39.00	421.20
2011 BRUNELLO DI MONTALCINO . . . . .	85.00	918.00
2009 BRUNELLO DI MONTALCINO . . . . .	85.00	918.00



*The grounds of the Sesti estate*

© Sesti

---

---

# LOIRE REDS

by Emily Spillmann

SOMETHING ABOUT LOIRE VALLEY REDS in January transports me to the back of a tall Thoroughbred and the joy of trail riding in the hills of my old Kentucky home. The brisk air, the mysterious fog, and the sweetish smells of horse sweat, leather, and underbrush all beg to be paired with a rustic, somewhat untamed wine. Releasing the cork on any of these three evokes cherished memories of time spent outdoors with salt-of-the-earth people, beautiful horses, and, always, a convivial meal after our adventures in the forest.

## 2014 SANCERRE ROUGE • HIPPOLYTE REVERDY

Kermit once said that anyone who could produce an impressive Pinot Noir in an unlikely place like Sancerre deserved investigation. I invite you to investigate the wild side to Reverdy's Pinot Noir, with its rusty red color and hint of smokiness on the nose reminiscent of the brambly qualities of middle-Loire Cabernet Franc. This Sancerre *rouge* is light on its feet, with black cherry notes that would complement game fowl.

**\$28.00** PER BOTTLE

**\$302.40** PER CASE

## 2015 BOURGUEIL "CUVÉE ALOUETTES" DOMAINE DE LACHANTELEUSERIE

Fermented and aged in stainless steel, this pristine Cabernet Franc is made to be enjoyed young. There's tannic structure and bright acidity along with juicy fruit—think *fraises des bois*, or wild strawberries, and just the slightest hint of mushrooms. An easy go-to wine—pair it with a plate of charcuterie for an hors d'oeuvre that can be put together effortlessly after an afternoon on the trail.

**\$16.00** PER BOTTLE

**\$172.80** PER CASE

## 2014 CHINON "LES GRÉZEAUX" BERNARD BAUDRY

From Bourgueil, it's a quick dash to Chinon, where the sandy gravel soil gives a powerful, virile element to the berry fruit palate. The Cabernet Franc earthiness is here, like a breath of mossy forest floor, without the funk. Bernard's son Mathieu tells us the Grézeaux vineyard does particularly well after a sunny late season, such as the one they had in 2014. A bit of that sun manifests itself in the glass, rounding out the already supple tannins.

**\$30.00** PER BOTTLE

**\$324.00** PER CASE

---

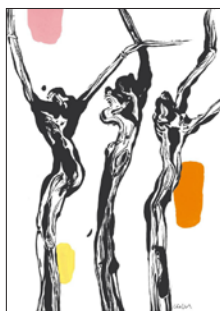
---

# PLEASE DON'T LET ME BE MISUNDERSTOOD

## 6-BOTTLE SAMPLER

by Anthony Lynch

**I**N OUR SHOP, we frequently encounter customers hesitant to try certain wines because of implicit biases toward a particular grape, style, or region. Sure enough, a number of wines out there are misunderstood, underestimated, or simply dismissed due to reputation. And while many of these claims hold some degree of truth, we shouldn't judge an entire group from its worst example, or we would miss out on a whole lot of deliciousness. With this sampler, we shine a light on France and Italy's most misunderstood wines, debunking myths and hopefully opening your eyes to a number of truly remarkable bottles you might have otherwise steered clear of.



### 2014 RIESLING "VIGNOBLE D'E"

DOMAINE OSTERTAG . . . . . \$28.00

*Alsace and Riesling: is it dry? Sweet? Thin and acidic or viscous and syrupy? A longtime inability to clearly communicate, along with overproduction of insipid, chemically farmed whites, has left Alsace out of favor. A pity indeed, given the region's ability to produce world-class dry, chiseled Riesling. This succulent and stony bottling from Ostertag is the antithesis of the identity-confused Alsatian wines of the past.*

### 2015 LAMBRUSCO GRASPAROSSA DI CASTELVETRO ROSATO

FATTORIA MORETTO . . . . . \$19.95

*Lambrusco and rosé both suffer from the same problem: in the 1970s, sweet, soda-pop versions flooded the market and alienated many people looking for dry, thirst-quenching refreshers.*

*Moretto's rosato kills two birds with one stone, showing that Lambrusco and rosé can be terroir-driven, food-friendly, quaffable, and, yes, bone-dry.*





---

2015 FLEURIE “LES MORIERS” • DOMAINE CHIGNARD . . . . . \$26.00

*While Beaujolais is now enjoying a comeback, it is still plagued by its past. The technologically produced bubblegum Nouveau that took the world by storm made it quite hard for the region to be taken seriously. Look to the crus such as Fleurie for reds crafted by artisans like Cédric Chignard: deep, spicy, and velvety, this is nothing like cheap Nouveau.*



2010 LUSSAC SAINT-ÉMILION • CHÂTEAU DE BELLEVUE . . . . . \$26.00

*After the 2004 movie Sideways, nobody wanted to drink Merlot. And why should they? So many are plummy, overripe, and over-oaked. For fresher styles driven by minerality rather than obvious varietal fruit, look to the grape's home: Bordeaux. Bellevue's Lussac is lively and chalky, nothing like the heavy versions that gave Merlot a bad name.*



2013 CHIANTI CLASSICO • CASTAGNOLI . . . . . \$29.00

*Ubiquitous cheap table wine labeled as Chianti and served from a fiasco, or traditional straw basket, proved to be, well, a real fiasco for genuine Chianti. It can be one of Italy's finest red wines, magical at table and even better with some bottle age.*

2013 FAUGÈRES • DOMAINE LÉON BARRAL . . . . . \$35.00

*Mass production of overcropped blending wine from the flatlands of the Languedoc led many to believe the region was not worth their time or money. Pioneers like Didier Barral prove otherwise, crafting complex, age-worthy reds from poor hillside soils, easily rivaling the best from the Rhône or California.*

Normally \$163.95

SPECIAL SAMPLER PRICE

**\$131** (a 20% discount)

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.*

---

---

# RED BURGUNDY

*by Chris Santini*

## **2014 BOURGOGNE “PINOT NOIR” CHRISTOPHE BUISSON**

This is my kind of Burgundy. Exuberant and fun, with plenty of bounce to the ounce and bang for your buck. You don’t need to cellar it for years; no need to swirl and stare at it to try and conjure up something enjoyable; no need to worry if it’s a fruit day or a root day; nor is there a need to pour it into a fancy glass. Just pop the cork wherever you are—breakfast, lunch, snack, dinner, or dessert—with company or by yourself. Pour it into whatever receptacle you wish. Then, just enjoy yourself. Repeat as desired.

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

## **2014 CHASSAGNE-MONTRACHET ROUGE “VIEILLES VIGNES” • BRUNO COLIN**

Much like Buisson, Bruno Colin likes to release wines that hit the ground running. You never need explain yourself along the lines of “Oh, it’s going through a difficult, shut-down phase right now, we’ll just have to wait another ten years, sorry!” From your Burgundy-fanatic friends to your soda-sipping buddies: this is a full-on crowd pleaser to make us all sing in perfect harmony. This Chassagne is razor sharp, pure fruited, and packed with pleasure.

**\$48.00** PER BOTTLE      **\$518.40** PER CASE

## **2014 SANTENAY ROUGE 1ER CRU “LES GRAVIÈRES” • JEAN-MARC VINCENT**

Jean-Marc and his wife, Anne-Marie, are a rare breed in Burgundy these days—the one that truly lives by the credo that if you want something done right you’ve just got to do it yourself. No employees, no consultants, and of course, all that comes with that, including no time and no vacation. They don’t seem to want it any other way. This Gravières has loads of fruit, and it’s also got that unique Burgundy—and, more precisely, Santenay—earthiness to it that can turn the accidental sipper into a full-blown connoisseur. This is the style of Burgundy that makes you think, “How’d they do that?” It has put countless people down the one-way path of all-out Burgundy geekery. Sip with caution unless you are ready to go down that path . . .

**\$59.00** PER BOTTLE      **\$637.20** PER CASE

---

---

# WHITE BURGUNDY

*by Anthony Lynch*

## 2015 CHABLIS “VIEILLES VIGNES” ROLAND LAVANTUREUX

This young Chablis is singing right out of the gate: you’ll find generous ripe fruit, a dense, tightly knit backbone, and a full-flavored, zesty finish of citrus and stone. There is plenty of Chablis typicity, with enough body to stand up to richer fare as well as delicate seafood dishes. It’s no coincidence vigneron Arnaud Lavantureux has just been named Best Young Talent of the Chablisien by his peers.

**\$28.00** PER BOTTLE

**\$302.40** PER CASE

## 2014 POUILLY-FUISSÉ “LES REISSES VIEILLES VIGNES” DOMAINE ROBERT-DENOGENT

Unfortunate victims of climactic catastrophes in 2015 and 2016, the young Robert brothers had no complaints about 2014. Nicolas elatedly declared the vintage “ideal,” while Antoine added, with a devious grin, “Even the harvesters were beautiful!” Their eighty-year-old vines in Les Reisses yielded a powerful, fleshy Chardonnay, its concentration matched only by its sturdy mineral foundation. This wine has an impressive track record of aging, developing luscious notes of smoke, honey, butterscotch, and marzipan after ten to fifteen years in bottle.

**\$49.00** PER BOTTLE

**\$529.20** PER CASE

## 2014 PULIGNY-MONTRACHET 1<sup>ER</sup> CRU “HAMEAU DE BLAGNY” DOMAINE DE CHÉRISEY

This upper-slope gem comes from a stony parcel on the border of Puligny and Meursault, near the ancient hamlet of Blagny. Beneath one foot of clay and rocks lies the limestone bedrock, decidedly the dominant force in this lean, crystalline, saline white. Pull the cork today for its bracing nerve, and stock your cellar for times to come—it will age effortlessly.



**\$96.00** PER BOTTLE

**\$1,036.80** 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.KERMITLYNCH.COM



OPEN • TUESDAY–SATURDAY 11 A.M. TO 6 P.M.  
SHOP ONLINE • [SHOP.KERMITLYNCH.COM](http://SHOP.KERMITLYNCH.COM)

## QUAFFER OF THE MONTH

by Anthony Lynch

### 2015 CHIGNIN GAMAY • A. & M. QUENARD



Gamay has found a home away from home in the vineyards of Savoie, high on a mountain in the hands of the Quenard family. The chilly Alpine climate and rocky limestone soil of Chignin allow for a unique expression of the grape: lean, juicy, and explosively aromatic, with a salivating minerality that keeps

you coming back for more. Unassuming enough to be uncorked for the most trivial of reasons, it radiates a vivid fragrance of smashed raspberries, then briskly and crunchily greets the palate before finishing on a note of powdered stone. Drink it frequently, slightly cool, and with gusto.

**\$18.95** PER BOTTLE

**\$204.66** PER CASE