

KERMIT LYNCH WINE MERCHANT

JULY 2017



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BURGUNDY EDITION

PARIS, 100 km

ÎLE-DE-FRANCE

CHAMPAGNE-ARDENNE

BOURGOGNE

• Chablis
Chablis

Vézelay

• Dijon

Côte de Nuits

• Beaune

Côte de Beaune

• Chalon-sur-Saône

Côte Chalonnaise

Mâconnais

• Mâcon

AUVERGNE

RHÔNE-ALPES

• Lyon

Yonne River

Seine River



BURGUNDY

by Dixon Brooke

SIMPLY MENTIONING the word Burgundy is enough to raise the blood pressure of most serious wine lovers. In eastern central France, two hours west of Switzerland, Burgundy is nestled between the wine regions of Champagne to the north, the Jura to the east, the Loire to the west, and the Rhône to the south. This is *the terroir* par excellence for producing world-class Pinot Noir and Chardonnay. The saying that “All roads lead to Burgundy” makes geographic sense and also logically refers to the path most often followed by those who commit their life to the pleasures of fine wine. Since Burgundy has more documented subplots and appellations than any other wine region on earth, the rewards are endless for those who do their homework. What follows is a guide to Burgundy’s various subregions, a bit of history, and a few words on its current state of affairs.

The southeast-facing hillside between Dijon in the north and Maranges in the south is known as the Côte d’Or or “golden slope.” This thirty-five-mile-long, gentle slope composed of limestone and clay is probably the most valuable piece of wine real estate in the world. The Côte d’Or comprises two main sections: the Côte de Nuits between Corgoloin and Dijon is the northern sector, named after the principal village of Nuits-Saint-Georges, and the Côte de Beaune runs south from Ladoix-Serrigny to Maranges and is (of course) named after the Burgundian capital of Beaune. Both areas produce magnificent whites and reds, although the Côte de Beaune produces more white wine and the Côte de Nuits more red.

While the Côte d’Or is the most famous part of Burgundy, three other major areas complete its scope. Chablis, roughly eighty-three miles northwest of Beaune along the route to Paris, is Burgundy’s northern outpost, known for its flinty and age-worthy Chardonnays planted in Kimmeridgian limestone on an ancient seabed. (The same soil type is found in the Aube area of southern Champagne and farther west in Sancerre.) Vézelay is a smaller area south of Chablis with similar qualities, although the limestone there is not Kimmeridgian. The wines of the Montanet family are our proud representatives of this wonderful part of Burgundy. This northern area of Burgundy that includes Chablis and Vézelay, among other appellations, is also known as the Yonne, after its main river.

To the south of the Côte de Beaune, the Côte Chalonnaise extends from Chagny on its northern end (just south of Chassagne-Montrachet) down past Chalon-sur-Saône, from which this area takes its name. The Chalonnaise encompasses the appellations of Bouzeron in the north—known for the Aligoté grape—followed by Rully, Mercurey, Givry, and Montagny. Mercurey and Givry are the Pinot Noir strongholds, whereas Rully and Montagny are largely planted to Chardonnay.

Directly south of the Chalonnaise near Tournus begins the Côte Mâconnaise, which extends south past Mâcon to the hamlets of Fuissé, Vinzelles, Chaintré, and Saint-Véran. The next village moving south is Saint-Amour-Belleville, the northernmost village of the Beaujolais. The Mâconnaise is prime Chardonnay country and contains an incredible diversity of soils. There is serious excitement and value to be found here.

A brief note on the Beaujolais: while the region of Burgundy encompasses the northern part of the Beaujolais around La Chapelle de Guinchay (including the *cru* of Saint-Amour and parts of the *crus* of Moulin-à-Vent and Chénas), the majority of the Beaujolais—with its predominantly granite soils where the Gamay grape reigns king—is in Rhône and is excluded from this overview.

The proud region of Burgundy, whose rich history stretches back to the fifth century AD, is currently being buffeted by the forces of change. Two pressures are particularly significant. The first is climate change, which is delivering volatile weather in the form of early bud break followed by ravaging spring frosts and then by violent hailstorms in June and July. This meteorological upset is happening with a consistency that the vigneron and their forebears have never known, and it has devastated their vineyards and put them in severe financial difficulty. Mother Nature's vagaries have led to the second major disruption: outside investment.

The stalwart Burgundian families who have been the stewards of their land for centuries and have passed along their *savoir faire* from generation to generation are in danger of losing the ground beneath their feet. Land prices are skyrocketing, tax and inheritance laws are penalizing, and the cost of the real estate in the overwhelming majority of cases cannot be recuperated in the price of their wine. The current model is not sustainable for this great Burgundian lineage of vigneron. The only thing we as merchants can do to combat these powerful forces is to support our independent growers by paying them a price for their wine that allows them to hold onto their land, cede it to their children, and endure the storms that seem to come every year now. (And we all should do our part to combat climate change.) Believe me, the cost of running a small domaine in Burgundy with sustainable viticulture is incredibly high, and these growers are not living high on the hog.



THE CHABLIS PYRAMID

by Anthony Lynch

2015 CHABLIS FRANCINE ET OLIVIER SAVARY

The Savarys are a family of no-nonsense vigneron— they take nothing for granted and understand that mastery of their craft comes through hard work in the vines and cellar all year round, no matter what challenges nature may throw their way. This 2015 exemplifies the reason we have imported their Chablis for more than twenty-five years: a pure product of *terroir* and vintage, it is a direct translation of one year's worth of sunshine, rain, wind, heat, and cold viewed through a limestone lens. These winemakers brilliantly capture the essence of ripe Chardonnay from stony soils.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2015 CHABLIS 1ER CRU "VAILLONS" FRANCINE ET OLIVIER SAVARY

In contrast with the Chablis above, the *premier cru* Vaillons brings something extra to the table: more wine in the bottle, if you will. This site always delivers an element of luscious, tender fruit that seems to coat the wine's spinal chord of Kimmeridgian minerals—I'd call it more friendly than austere in character. With its silky elegance, the 2015 is no exception, and it also has the potential to evolve further in bottle over the next few years.

\$32.00 PER BOTTLE

\$345.60 PER CASE

2014 CHABLIS GRAND CRU "VAUDÉSIR" ROLAND LAVANTUREUX

And finally, we have the *grand cru* from the Lavantureux family of Lignorelles. Denser and deeper than the two wines above, it boasts an additional dimension on the palate, perhaps due to the partial barrel fermentation, which allows distinct layers of flavor and texture to develop. At its core lies a firm, but not impenetrable jolt of acidity that keeps the suggestions of fragrant white flowers, crispy apple and pear, and oyster shell in sharp focus. Don't forget to lay down a few bottles for your future self.

\$78.00 PER BOTTLE

\$842.40 PER CASE

VÉZELAY

by Clark Z. Terry

TWO WINES from Vézelay, both from certified organic vineyards, hand-harvested, fermented naturally, sold at the same price, and made by the same winemaker, Valentin Montanet—what to do? Clearly you'll have to try both, as what's in the bottle is not the same.

2015 BOURGOGNE VÉZELAY “GALERNE” DOMAINE MONTANET-THODEN

Valentin refers to this wine as “*typique*” Vézelay. Translating that word as “typical” doesn't quite do *typique* justice. Essentially, the concept refers to a wine that, based on the history and legacy of a region's *terroir* and winemaking, shows the best that style has to offer. Perhaps “classic” is what we'd say in English.

The Galerne is *typique* because it is a blend of many parcels from all across the Vézelay appellation. If you visit Valentin, he'll give you a tour of the hillside town of Vézelay and the abbey that marks the high point of the hill. From there you can see the expanse of Vézelay, and he'll point out his different parcels—each one unique, from east to west, with varying elevations and exposures. The result is a fine and balanced Chardonnay, expressing the right amount of fruit, crisp acidity, and limestone minerality to remind you precisely where this wine is from.

\$28.00 PER BOTTLE

\$302.40 PER CASE

2015 BOURGOGNE VÉZELAY “LA CHÂTELAINE” DOMAINE DE LA CADETTE



La Châtelaine is a single-vineyard bottling, and if I'm remembering the story correctly, the image on the label is a woodcut that a family member once found when cleaning out their house—it was simply too beautiful to throw away.

If the Galerne is *typique*, then La Châtelaine highlights what may be the best *terroir* of Vézelay and why this little appellation is on the map in the first place. With a style that hews more closely to Chablis than to Côte d'Or, La Châtelaine shows off a mouth-coating, deep, earthy, mineral side. The 2015 vintage adds a bit of roundness and fruit, which gives a wine of great quality that far exceeds its price.

\$28.00 PER BOTTLE

\$302.40 PER CASE

CÔTE DE NUITS

by Dixon Brooke

2015 BOURGOGNE ROUGE “EN MONTRE CUL” • RÉGIS BOUVIER

This red Burgundy hails from the far north of the Côte de Nuits, from steep hillsides above the southern part of the city of Dijon. Development along Dijon’s southern flank has actually begun to encroach upon its historical vineyard sites. These sites are highly regarded and in the right hands can reach *premier cru*–level quality. I still have one bottle of Régis’s stunning 2005 en Montre Cul. I hope to be even more patient with this 2015.

\$29.00 PER BOTTLE

\$313.20 PER CASE

2014 NUITS-SAINT-GEORGES 1ER CRU “LES CHAIGNOTS” • ROBERT CHEVILLON

Don’t get lost in the hype of the 2015 vintage and miss all that the 2014 vintage has to offer—particularly from hands as talented as Bertrand and Denis Cheillon in Nuits-Saint-Georges. The Chevillons are known for a few things: a style of Nuits with finesse that prevails over structure, a total commitment to the appellation with holdings in most of its best *crus*, convincing consistency from year to year, and incredible aging potential. There are not a lot of “no-brainer” purchases in Burgundy, but this is definitely one of them.

\$121.00 PER BOTTLE

\$1,306.80 PER CASE

2014 GEVREY-CHAMBERTIN 1ER CRU “LES CORBEAUX” • LUCIEN BOILLOT & FILS

Boillot’s red Burgundies are for those who care more about quality than image, those who appreciate the finer things in life but have learned that they don’t always have to come at a hefty premium. Pierre Boillot is a talented, dedicated artisan who tends both the vines and the cellar himself. Located between the *grand cru* of Mazis-Chambertin and the village of Gevrey, the *premier cru* of Les Corbeaux enjoys an enviable position. Planted in 1960, the vines produce naturally small, compact bunches that give a Pinot Noir with serious structure and depth. Perfumed, energetic, and exuding class, this is drinking beautifully now and has a bright future.

\$95.00 PER BOTTLE

\$1,026.00 PER CASE



Jean-Marc Vincent

© Gail Skoff

CÔTE DE BEAUNE

by Dixon Brooke

2011 MEURSAULT-BLAGNY 1ER CRU “LA GENELOTTE” • COMTESSE DE CHÉRISÉY

We went long on the 2011 vintage, the bicentennial year for this domaine that continues to inspire all of us here at KLWM. Now we can offer it with some proper bottle age. Blagny is Meursault’s highest-altitude appellation and benefits from a unique microclimate. Kermit discovered Blagny at François Jobard’s place in the 1970s and has always had a weak spot for it: you’ll understand why when you taste this bottle. Soaring aromatics and a deeply stony depth are two things you can expect. A long life in your cellar is another.

\$89.00 PER BOTTLE

\$961.20 PER CASE

2015 MARANGES 1ER CRU “CLOS DES LOYÈRES” JEAN-CLAUDE REGNAUDOT & FILS

Maranges is the southernmost village in the Côte de Beaune, and it benefits from full southern exposure. Historically, red wine from Maranges was known as a *vin de médecin* for bulking up weaker wines farther north. The Regnaudot family works old vines in the top *crus* on the steep, stony slopes of Dezize-les-Maranges, the most qualitative part of the appellation. Les Loyères is the softest and most approachable of their lineup of three Maranges *premiers crus*, so feel free to dig in immediately.

\$34.00 PER BOTTLE

\$367.20 PER CASE

2015 SANTENAY ROUGE 1ER CRU “LES GRAVIÈRES” • JEAN-MARC VINCENT

Santenay sits between Maranges to the south and Chassagne-Montrachet to the north. Last year the ever-curious scholar-farmer Jean-Marc Vincent showed me a *terroir* map of Santenay, and it turns out that it is identical to the Côte de Nuits. The same geological stratum appears here, which explains a lot about the power and structure of these wines compared to those of the northern part of the Côte de Beaune. Jean-Marc certainly knows how to harness those elements, and his Santenay is the best proof I know of the potential of this appellation.

\$64.00 PER BOTTLE

\$691.20 PER CASE

CÔTE CHALONNAISE

by Dixon Brooke

2015 BOUZERON DOMAINE DE VILLAINÉ

De Villaine's Aligoté is made from the local Aligoté Doré grape, a mutation of Aligoté that becomes golden when it is ripe and gives far more complex wine than its plainer cousin. Bouzeron is the gold standard (no pun intended) for Aligoté in Burgundy. Aubert de Villaine's nephew and vigneron Pierre de Benoist likes to drink it with *jambon persillé*. I find it also works quite well with escargots in garlic-parsley butter and simple grilled fish. Basically, combine some chopped garlic and parsley with either butter or oil to dress up whatever you are eating and you will be in business.

\$35.00 PER BOTTLE

\$378.00 PER CASE

2015 GIVRY BLANC "CLOS DES VIGNES RONDES" FRANÇOIS LUMPP

Givry and Mercurey are the two most famous appellations for red Burgundy in the Côte Chalonnaise. I have always had a soft spot for Givry, thanks to its elegance and finesse. However, its whites are its hidden gem. Not much is made, and none is better than Lumpp's. His Vignes Rondes bottling—a decadent, suave white Burgundy with ample extract and body—is perfect for Dungeness crab and lobster. Soft-shell crab season will probably be about over once this is published, but you can always plan ahead for next year.

\$48.00 PER BOTTLE

\$518.40 PER CASE

2015 GIVRY ROUGE 1ER CRU "LA BRÛLÉE" FRANÇOIS LUMPP

Maybe it is simply that this vineyard shares a name with another famous one in Vosne-Romanée, but I swear the combination of silky texture and hidden spine reminds me of Vosne. The vineyards may be closer to Chalon-sur-Saône than to Beaune, but you wouldn't know it from tasting the wine. François Lumpp is making wines in this deep-south enclave of Burgundy that can stand tall with his northern neighbors. He is one hell of a talent. Highest recommendation.

\$54.00 PER BOTTLE

\$583.20 PER CASE

MÂCONNAIS GEMS

by Jennifer Oakes

2014 SAINT-VÉLAN “LES POMMARDS” VIEILLES VIGNES DOMAINE ROBERT-DENOGENT

Knowing that the Mâcon has a reputation as a more “casual” winemaking region than its northern counterpart in Burgundy, you might assume that the wines are somehow lesser or more simple than the storied whites of Chablis or the Côte de Beaune, but you would be doing yourself a disservice. This Saint-Véran is a serious wine—seriously delicious! More-than-fifty-year-old vines running through limestone and clay produce a wine that offers a creamy and luscious mouthfeel intertwined with a dry, stony minerality. Its aromas of sweet mandarin, lime leaf, and a hint of spice suggest a refreshing adult Creamsicle—perfect with summer sunshine and picnic fare or even a more elegant meal. While Les Pommards may be ignored by hard-line Meursault or Chassagne drinkers, you can do no better than to stock your cellar with this undervalued yet exceptionally worthy and genuinely charming jewel.

\$42.00 PER BOTTLE

\$453.60 PER CASE

2014 POUILLY-FUISSÉ “LA CROIX” VIEILLES VIGNES DOMAINE ROBERT-DENOGENT

When I was growing up in laid-back 1970s California, Pouilly-Fuissé was the end-all-be-all of French whites among the, admittedly limited, sophisticated (read fancy) wine connoisseurs I knew. Thankfully, it never had a sketchy reputation to overcome like its frumpy American counterpart, the watered-down and now delegitimized “California Chablis” pumped out by the hoseful into vast jugs. Winemaking certainly has improved in the Golden State since then. Still, this Pouilly-Fuissé is what California Chardonnay should aspire to. Round and fleshy, with a chalky mineral backbone and bursting with citric juiciness, this sexy, supple, and voluptuous wine has a heady, velvet texture topped by a bright, vibrant acidity, like a glorious chapeau atop Mae West’s golden curls. It’s the total package.

\$46.00 PER BOTTLE

\$496.80 PER CASE



NEW PRODUCERS SAMPLER

by Anthony Lynch

THE WINE WORLD—and, for that matter, the world in general—has changed quite a bit since my father launched this business in 1972. In a time before Google search and email, the hunt for new producers bore no resemblance to the way we go about it today. One must also not forget the complexities of geographically locating the wineries in question in a pre-GPS era: according to legend, Kermit traveled with maps of each appellation hand-drawn on a scroll with domaines of interest demarcated by the X of his plume, not unlike a pirate searching for derelict treasure on the depths of the ocean floor.

Today, we face different challenges: *autoroute* traffic worse than humankind has ever seen, an overwhelming number of new wineries to filter through in search of the very best, and the arrival of countless competitors just as eager as we are to find the next big thing. And yet, we persist: the KLWM portfolio continues to grow, as our palates remain attuned to exciting developments in far-flung corners of provincial France and Italy. While the majority of recent additions are Italian, we have not forgotten where we began, so we also

have brand-new French producers to boot. In fact, the last two years alone have seen the start of several mouthwatering collaborations from both countries. You'll discover six of them in this sampler, including two domaines from Burgundy.



PER BOTTLE

2015 GAMBELLARA CLASSICO "COL MOENIA"	
DAVIDE VIGNATO	\$20.00
2015 VERDICCHIO DEI CASTELLI DI JESI CLASSICO SUPERIORE	
"CAPOVOLTO" • LA MARCA DI SAN MICHELE.	24.00
2015 PULIGNY-MONTRACHET IER CRU "SOUS LE PUIITS"	
DOMAINE LARUE	72.00
2015 MARANGES IER CRU "LES CLOS ROUSSOTS"	
JEAN-CLAUDE REGNAUDOT & FILS	34.00
2013 ALTO ADIGE PINOT NERO "FILARI DI MAZZÖN"	
FERRUCCIO CARLOTTO	45.00
2012 CHIANTI CLASSICO • PODERE CAMPRIANO	30.00

Normally \$225

SPECIAL SAMPLER PRICE **\$180**

(a 20% discount)

CORSICAN REDS

by Chris Santini

NOW IS A GOOD TIME to pay close attention to Corsican reds. The island's rosés and whites need no further introduction, as they have shown remarkably consistent quality for the last several vintages. At times, however, Corsican reds have veered toward plummy and overripe—which is not surprising, given that temps in the summer can regularly top a hundred for several days straight. Regardless of the heat, one trend I've noticed these past few years is our growers' increasing ability to harness the elements that can counter the sun and limit overripeness. All of our Corsican producers, for example, live close to the sea and their vines lie under a constant sea breeze, which many consider to have cleansing powers that ward off disease and allow grapes to stay cool. All three growers featured here are certified organic, and Clos Canarelli is also certified biodynamic. There is mounting evidence that biodynamic practices, especially in hot climates, keep wines vibrant and juicy, preventing any dry, raisin-like qualities. In fact, Yves Canarelli himself likes to say that if you don't taste the biodynamic vibrations in his wines, he's failed at his job. His Figari *rouge* is dense and rich, for sure, but those good vibrations keep it delicious and inviting to drink. Domaine Giacometti brings freshness to their reds through radically different vinification methods. Gone are the days of extraction. The domaine now speaks of "infusion," coaxing flavor and spice from the grapes by gently soaking them in their juice, more along the lines of making tea than wine. Their Patrimoine *rouge* is deceptively light and fluid, so leave it some time in the glass to experience all the subtleties they've teased out of the grapes. Lastly, Yves Leccia deserves a medal for making elegant and soft reds since day one, long before others cracked the code. Through cool fermentations in stainless-steel tanks, his Patrimoine reveals huge depth and complexity, yet with the smoothest of tannins. It is the ideal Corsican *rouge* for aging. Open up any of these and consider it your window to what Corsica smells and tastes like. Each has a subtle bouquet of its surroundings: mixed notes of juniper, wild olive tree, sea fennel, pine, thyme, rosemary, chestnut, *immortelle de corse*, myrtle, saline breezes, and brush smoke . . . to name just a few.



	PER BOTTLE	PER CASE
2015 CORSE FIGARI ROUGE • CLOS CANARELLI	\$45.00	\$486.00
2015 PATRIMONIO ROUGE "CRU DES AGRIATE"		
DOMAINE GIACOMETTI	20.00	216.00
2014 PATRIMONIO ROUGE "E CROCE"		
DOMAINE YVES LECCIA	36.00	388.80

A NIGHT ON THE TOWN WITH MARCO TINTERO

by Anthony Lynch

MEETING MARCO TINTERO for the first time, several years ago at his winery in the Piedmont town of Mango, proved an exciting event for me. A longtime drinker—guzzler, if we're being honest—of his humbly priced *frizzanti*, I had long looked forward to getting to know the man behind them. And Marco did not disappoint.

The evening began with perhaps the most casual tasting of my career, Marco jovially pouring wines in between hacks at a tasty homemade *salame*. As I swirled, swished, and spat each sample, I noticed that my host instead downed the contents of each glass as if it were nothing. He is certainly of sturdy build and was no doubt thirsty after a long day out in his steep vineyards, but the man sure could drink.

And yet, quaffing glass after glass of Marco's wines in all three colors seemed completely natural. No need to take detailed notes in this tasting; these are simple, unpretentious, and absolutely delicious wines that quench thirst and inspire the kind of convivial atmosphere that radiates from the Tintero household.

His generosity extended throughout the evening. As luck would have it, the annual Mango village celebration took place that night, and the entire town teemed with festive energy. We loaded up the car with several cases and took off into the night, ready for whatever Piemontese debauchery might transpire.

Sadly, anecdotes of the late-night antics cannot be printed on these pages. After all, as the locals say, *What happens in Mango, stays in Mango*.*

2016 VINO ROSATO

This dry Barbera-based *rosato* has just the right amount of sparkle to tickle your tongue as it slides down your gullet. *Aperitivo?* Sì. *Salumi?* Certo. *Picnic?* *Assolutamente*.

\$9.95 PER BOTTLE

\$107.46 PER CASE

2016 VINO ROSSO

The *rosso* is a blend of local grape varieties made in a soft, fruit-forward style that perfectly lends itself to pairings with Piemontese cuisine, Italian cuisine in general, and, indeed, most food groups. It drinks well on its own, too. Bottled with a screw cap for your convenience.

\$9.95 PER BOTTLE

\$107.46 PER CASE

*They don't really say this.

2016 MOSCATO D'ASTI "SORÌ GRAMELLA"

The new vintage is simply irresistible—the perfume alone is enough to make a field of wildflowers jealous. To impress your date, pour a glass over a bowl of ripe strawberries cut into bite-sized pieces with a sprinkle of chopped mint, if you are so inclined. Then spoon the Moscato-bathed berries into your mouth as you sip a goblet of the very same nectar on the side.

\$12.00 PER BOTTLE

\$129.60 PER CASE



© Clark Z. Terry

Marco's Moscato and the hillside vineyard it came from

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.

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VINTAGE PLUS SIX HUNDRED YEARS

by Dustin Soiseth

2015 CÔTE DE BROUILLY “CUVÉE ZACCHARIE” CHÂTEAU THIVIN

Now that I have kids, I think a lot about family legacy. The most substantial heirloom in my family is a small cabin my great-grandfather built near Santa Cruz in the 1930s. Eventually it may pass to me, and the responsibility is often on my mind. My familial duties pale, though, in comparison to those of Claude Geoffroy of Château Thivin, whose family estate dates back to the fourteenth century! So how does Claude honor a legacy that is more than six centuries old? He vinifies the oldest and best parcels of Gamay into the deepest, most structured, most elegant Beaujolais I’ve ever tasted. I think I’ll take a few bottles to the family cabin.

\$45.00 PER BOTTLE

\$486.00 PER CASE