

KERMIT LYNCH WINE MERCHANT

JUNE 2018



Quintarelli vineyard

© Gail Skoff

THE BIGFOOT OF CHÂTEAUNEUF
ROSÉ TIME HITS ITS STRIDE ■ ITALIAN VARIETY SAMPLER
QUINTARELLI—THE ART OF PATIENCE

QUINTARELLI

THE ART OF PATIENCE

by Caterina Brault

Caterina, our Beaune office manager, graces our newsletter pages here for the first time. She is also our first Italian office manager and is a great asset in building our growing stable of artisanal Italian imports. Here she brings her perspective on one of our most iconic Italian selections—Giuseppe Quintarelli.

WHEN I TOLD A FRIEND that I was going to visit Quintarelli for the first time, she showed me a video she took of Francesco, Giuseppe's grandson, slowly and meticulously rinsing a series of glasses with wine in a dim light, surrounded by religious silence. She also gave me a piece of advice: "Don't be impatient to try the wines, and enjoy every moment of the visit from the beginning, including this ritual. After the tasting, everything will make sense." I followed her suggestion, and discovered the sum of details that create a legend. At Quintarelli, they take their time with respect and tireless work. Patience is the essence of their wines, and time is needed to taste them, as they all call upon meditation.

2014 PRIMOFIORE

Primofiore, or "first flower," is the youngest Quintarelli wine to be released each year. It shows a perfect balance between the fresher notes of the Cabernets and the juicier and denser nuances of the local grapes, Corvina and Corvinone. It is eminently drinkable—you will be tempted to empty the bottle as soon as you open it, but remember, be patient and let the wine show you its many faces.

\$60.00 PER BOTTLE

\$648.00 PER CASE

2010 ROSSO "CÀ DEL MERLO"

The only single-vineyard bottling at Quintarelli, Cà del Merlo takes its name from the hill that rises beside the family house. It is an explosion of fragrant fruit, while the spices—usually enhanced by the *ripasso* technique, typical of Valpolicella—remain more discreet.

\$90.00 PER BOTTLE

\$972.00 PER CASE

\$470.00 PER JEROBOAM



2010 VALPOLICELLA CLASSICO SUPERIORE

The Quintarelli family is known for combining centuries-old winemaking traditions with an innovative mindset, and their Valpolicella represents the epitome of this practice. Released, in true Quintarelli fashion, much later than the average Valpolicella (six years of aging!), this 2010 shows notes of cocoa, leather, and white pepper gently melded with delicious aromas of black cherry.

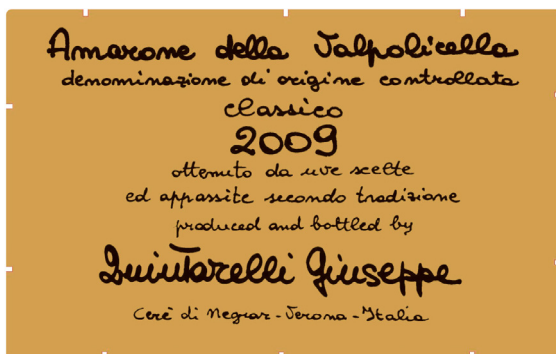
\$90.00 PER BOTTLE \$972.00 PER CASE

\$470.00 PER JEROBOAM

2009 AMARONE DELLA VALPOLICELLA CLASSICO

Quintarelli and Amarone are two words that cannot be dissociated. The domaine's Amarone is probably one of the most praised Italian wines for its complexity and longevity. It is surprisingly fresh for such a sunny vintage, and the first striking balsamic notes are the start to a quasi-infinite palette of aromas. All enophiles should try it at least once in their lifetime.

\$365.00 PER BOTTLE \$3,942.00 PER CASE



2007 ALZERO CABERNET

First produced in 1983, this wine is a celebration of Giuseppe's innovative spirit and virtuosity. Bordeaux grapes Cabernet Sauvignon, Cabernet Franc, and Merlot meet Amarone's techniques. The 2007 is a triumph! Alzero was the favorite wine of Giuseppe's wife, Franca, and from the very first sip you will understand why.

\$400.00 PER BOTTLE \$2,160.00 PER 6-BOTTLE CASE

THE BIGFOOT OF CHÂTEAUNEUF

by Dixon Brooke

2015 CHÂTEAUNEUF-DU-PAPE “PIEDLONG” • FAMILLE BRUNIER

My notes after tasting this wine for the first time with Daniel Brunier last year ended emphatically with “THIS IS THE FUTURE” in capital letters. When speaking about the Grenache-based reds of Châteauneuf-du-Pape, many of you can probably guess what I meant—a bunch of adjectives rarely associated with this storied appellation lately: drinkability, elegance, finesse, balance, freshness.

Here are the rest of my tasting notes: Beautiful, luminous, medium ruby robe. The explosive nose is a basket of ripe red fruits. First taste impression is supple, with smooth, silky tannins. The finish is an enormous fireworks display of filtered-over-stones minerality that is textbook (and old-school) La Crau, the Bruniers’ original Châteauneuf cuvée. This wine really sneaks up on you, by seducing with its upfront sweetness and approachability and then tackling the intellect with its class, complexity, and distinctive *terroir* stamp.

Of course, Piedlong rivals the great *terroir* of La Crau, which explains a lot of the magic. Boasting the same riverbed stones and underlying clay, it also enviably occupies the high-altitude point of the appellation, an advantage today. The Grenache from this site

is blended with Mourvèdre from the sandy *lieu-dit* of Pignan, which lends uncharacteristic finesse to the south’s wild dark-horse grape. This masterful blend gives us a more approachable wine than La Crau in its youth, with a unique and delicious character.

All Grenache in the world should aspire to be this gorgeous. A triumph from Daniel, Frédéric, Edouard, and Nicolas Brunier. BRAVO!!



\$58.00 PER BOTTLE

\$626.40 PER CASE



Piedlong terroir

© Julia Issleib

ITALIAN VARIETY

6-BOTTLE SAMPLER

by Anthony Lynch

ITALY'S GREATNESS—from an enological point of view, that is—undoubtedly lies in its diversity. While only half the size of neighboring France, the boot is home to hundreds, if not thousands, of indigenous grape varieties. Attached to Europe via the Alps, surrounded on three sides by the Mediterranean, and bisected by the Apennines, Italy's geography encompasses countless unique climate zones. Spanning ten degrees of latitude with elevations ranging from sea level to some of the highest summits in Europe, it can produce fine wines in every style. A geologically tumultuous history shaped by tectonic activity and volcanism has created a number of distinct soil types, further increasing the possibilities.

This degree of diversity is unseen in any other wine-producing country. It is the reason why you can taste wines from grape varieties so local they grow only in a single vineyard, and also why you can taste hundreds of distinctive iterations of the same grape cultivated across different regions. Italian wine goes far beyond Nebbiolo and Sangiovese; just as fascinating are the Mataòssu, Saorin, Sciascinoso, and Cagnulari that enjoy less of the spotlight but have just as much to say about the country's rich culture and timeless traditions.

This sampler covers all corners of *Italia* from Alto Adige to Sicily, from the Mediterranean coast to the Adriatic, from sunny seashores to icy mountainsides. The best way to celebrate Italy's variety, after all, is to start pulling corks.

PER BOTTLE

SPUMANTE EXTRA BRUT • RIOFAVARA	\$29.00
2016 SÜDTIROL EISACKTALER KERNER • MANNI NÖSSING	30.00
2015 VERDICCHIO DEI CASTELLI DI JESI CLASSICO RISERVA "PASSOLENTO" • LA MARCA DI SAN MICHELE	32.00
2015 MONFERRATO FREISA "CANONE INVERSO" CANTINE VALPANE	18.00
2015 CHIANTI CLASSICO • CASTAGNOLI	29.00
2016 CANNONAU DI SARDEGNA "RIVIERA" • VIGNE RADA	24.00

Normally \$162.00

SPECIAL SAMPLER PRICE **\$129.00**

(a 20% discount)

VAUCLUSE VALUES

by Will Meinberg

SUMMER in my hometown of Royal Oak, Michigan, holds some of my fondest childhood memories. I would spend all day in the backyard with my best friend, Kevin, chasing bees and playing tag, stopping only to ride our bikes up the street and gorge ourselves on ripe mulberries. When night eventually came, the fun didn't stop—we would just switch to catching frogs and playing flashlight tag. After moving out to California three years ago, I found myself missing that longing for summer I once had. The rhythm of the seasons that I had built my life around was gone, and there seemed to be no clear line between winter and summer. Thankfully, now I have a new marker of the year. The arrival of new vintages emerging from their winter slumbers is my sign that summer is quickly approaching. Here are two wines that I think perfectly encompass the wonderful summer season, and I hope they become something you look forward to each year.

2017 VIN DE PAYS DE VAUCLUSE BLANC SELECTED BY KERMIT LYNCH

This refreshing blend of Chardonnay and Viognier brings aromas of fresh sun-kissed peaches and cleansing rainwater, which make this wine an embodiment of a summer day. With a crisp and mineral finish, this lively dry white is the perfect accompaniment to your next picnic.

\$14.00 PER BOTTLE

\$151.20 PER CASE

2017 VIN DE PAYS DE VAUCLUSE ROUGE SELECTED BY KERMIT LYNCH

This southern French red blend reminds me of those ripe mulberries I would pick all summer. The soft, juicy fruit and bright acidity lead to a long, dry finish with very supple tannin. At this price, it is quite likely that this wine will become your go-to red for barbecues and leisurely summer evenings with friends.

\$12.95 PER BOTTLE

\$139.86 PER CASE



GOMBAUDE-GUILLOT AND THE POMEROL BROTHERHOOD

by Anthony Lynch

IN THE SUMMER OF 2016, I had the great honor of being inducted as a *Hospitalier d'Honneur* in the *Confrérie des Hospitaliers de Pomerol*. The *Confrérie* represents the prestigious men and women responsible for carrying forth the grand tradition of crafting world-class wines in this small commune on the Right Bank of the Bordelais. Composed of the appellation's vignerons, including Gombaude-Guillot's Claire Laval—the first woman inducted in this historically male-dominated fraternity—and her son Olivier Techer, the organization holds a biennial event to induct its honorary members.

I am not the first KLWM representative to have been inducted into a bacchanalian brotherhood: Chris Santini of our Beaune office is a member of the *Ordre des Compagnons du Beaujolais*, while Dixon Brooke enjoys the equivalent honor in the Loire Valley's Jasnières district, *Les Chevalières de la Puette et du Franc-Pinot*. Having heard Chris's and Dixon's tales of being knighted by mysterious Frenchmen in colorful antiquated robes—only after ceremoniously chugging a large goblet of the wine in question—I felt slightly anxious. Glugging a pitcher of Beaujolais in one go is no problem, but would I be expected to empty a receptacle filled to the brim with rich, potent, tannic Merlot to prove my worth?

The ceremony began in the beautifully curated courtyard of a renowned Pomerol château. Alongside my fellow inductees—a Parisian wine-shop owner, a Chinese businessman, and a Bordeaux-savvy star of the All Blacks rugby squad, to name a few—I stood before a grand jury of esteemed local producers, all dressed in traditional red robes imprinted with insignia of great historical and religious magnitude. No chugging required here—after being introduced to the crowd by Olivier and reciting a lifelong pledge to promote the fine wines of Pomerol, I officially became an honorary member of the *Confrérie*.

Later on, we were treated to a fabulous dinner by the highly regarded chef Hélène Darroze. The feast featured no fewer than fifty Pomerols from different châteaux, delivered a dozen bottles at a time before the arrival of each course. Bottles were passed between tables in convivial fashion, and no spitting took place. Younger vintages accompanied the appetizers, with older and more prestigious wines appearing with the curried roast duck and final cheese course. One after another, illustrious bottles from the likes of La Conseillante, Le Pin, and Lafleur graced the table, with a 2010 Gombaude-Guillot also featured in the mix. Dense, fresh, and flaunting a deep, earthy complexity, it perfectly embodied that old-school style where drinkability goes unhampered by excessive oak, pretense, or price. It enjoyed good company on our table beside a duo of pure, muscular, sweetly scented 2005s from Trotanoy and Vieux Château Certan.

Later that night—when the intoxicating potency of great Merlot had all but ousted the civility and order with which the evening began—an overwhelming, triumphant music filled the air. Waiters swarmed the room and, in theatrical fashion, delivered one final bottle to each table. Rich, mouthfilling, and exquisitely refined with a regal perfume that warrants pages of its own, this ultimate Pomerol created a feeling of collective euphoria that reverberated throughout the room. The sublime nectar in the glass was none other than a 2003 Château Pétrus. Its never-ending truffled finale lingered majestically on my palate as we headed outside to enjoy the warm summer air and witness a riveting performance that would cap off an unforgettable night: a troupe of scantily clad dancers in a reflecting pool, moving their bodies rhythmically in the glimmering water beneath a bouquet of exploding fireworks overhead.



AS A KNIGHTED AMBASSADOR OF POMEROL, it is now my duty to extoll this noble appellation’s many virtues in these pages. Until the aforementioned dinner, I considered Pomerol a wine for a very specific occasion, but I learned that the vast array of styles born from different *terroirs*, vintages, and techniques offer something for every occasion (okay, maybe not sushi). Take Olivier’s 2015 Pom’N’Roll: juicy, fragrant, and oh-so-silky, it provides the sort of outright pleasure we never expected from Bordeaux. Had I been required to drain a goblet at the induction ceremony, this Pomerol would have fit the bill.

For the long term, stock up on Gombaude-Guillot’s 2015 *grand vin*. Sourced from biodynamically farmed old vines on the historic Pomerol plateau, this grandiose effort rivals the finest wines served at that fateful gala dinner—in every way but price. With several years already under its belt, the 2011 Gombaude is starting to open up: savor its charms now and over the next twenty years.

Vive le Pomerol!

	PER BOTTLE	PER CASE
2015 POMEROL “POM’N’ROLL”	\$49.00	\$529.20
2015 POMEROL	100.00	1,080.00
2011 POMEROL	85.00	918.00

ALSO FROM GOMBAUDE-GUILLOT

	PER BOTTLE
2015 POMEROL MAGNUM	\$215.00
2014 POMEROL “CLOS PLINCE”	69.00
2010 POMEROL	85.00
2008 POMEROL	69.00
1999 POMEROL MAGNUM	180.00
1994 POMEROL MAGNUM	150.00

MOURVÈDRE

by Anthony Lynch

2015 PIC SAINT LOUP “MOURVÈDRE” CHÂTEAU LA ROQUE

Around the imposing vertical escarpment known as the Pic Saint Loup, abundant limestone litters the vineyard floor, balmy *garrigue* fragrances waft through the dry Mediterranean air, and the nearby mountains bring cool breezes that temper the at times stifling meridional heat. La Roque’s old-vine Mourvèdre is consistently one of the finest values we import from any region. Rugged as the landscape from which it is born, this chewy red offers aromas of ripe black cherry and wild brush that beg for something hearty, grilled, and smothered with garlic and herbs.

\$22.00 PER BOTTLE

\$237.60 PER CASE

2010 BANDOL • DOMAINE DU GROS ’NORÉ

Alain Pascal of Gros ’Noré reports that the 2010 harvest began twenty days later than in hot, dry years like 2009 and 2017. The vintage favors finesse over brute power, which says a lot when the vigneron is a former boxer built of pure muscle. A substantial wine nonetheless, the 2010 Bandol shows a limestone-born freshness that is less evident in hot years. You’ll want to decant this beast or let it age further in your cellar to let it uncoil and release its full spectrum of rustic, earthy Provençal flavors.

\$74.00 PER BOTTLE

\$799.20 PER CASE

2014 FAUGÈRES “VALINIÈRE” DOMAINE LÉON BARRAL

From the schist slopes of Faugères, here is an altogether different take on Mourvèdre (the blend also contains 20% Syrah from cooler, north-facing vineyards). It takes the proverbial “iron fist in a velvet glove” to the next level: you can practically taste the iron! Coating this brawny, almost bloody core is a luscious layer of inky-black fruit, flecked with spice and minerals. A brilliant viticulturist who lives entirely off his land, Didier Barral is an idol to sustainable farmers across France and beyond; his Valinière is a monumental demonstration of what happens when respectfully working the earth is not just a job, but one’s whole life.

\$72.00 PER BOTTLE

\$777.60 PER CASE



CHABLIS

by Jennifer Oakes

ALTHOUGH (only?!) 71 percent of Earth's surface is now water, once upon a time the globe was completely covered with vast oceans, a waterworld teeming with minute calcareous marine life. As the seas receded, mountains emerged, exposing the sedimentary layers of their finely ground and compressed shells, creating what we now call limestone, a ridge of which runs through many of France's great wine-growing regions, from the Loire to Champagne and finally Burgundy, but most abundantly in Chablis.

Limestone is so important to the character of Chablis that the region's different levels of classification are mainly determined by which type of limestone runs through its various slopes and valleys. Petit Chablis is situated at the top of the hills on Portlandian limestone, while Chablis grows in Kimmeridgian limestone (characterized by many more fossilized shells), with *premier cru* vineyards oriented southeast and *grands crus* on the most ideal steep, south-facing slopes.

It's as if the fossil-laden chalky soil running through Chablis has helped create a wine that is a visceral reminder of our amphibian past, with its bracing smell of waterfalls and oncoming rain, wet stone and coastal citrus groves. Briny, crisp, chiseled, and mouthwatering, it refreshes and invigorates. We can thank all those marine fellas for giving their lives (and honor them by eating more of their descendants) by raising a glass in oceanic salute.

	PER BOTTLE	PER CASE
2016 CHABLIS • FRANCINE & OLIVIER SAVARY	\$25.00	\$270.00
<i>Sleek, crisp, light, and luminous, with a steely, saline finish.</i>		
2016 CHABLIS "VAUPRIN" • ROLAND LAVANTUREUX . . .	40.00	432.00
<i>Creamy-textured, vibrant with citrusy lime zest, and pulsating with a deep mineral tang.</i>		
2016 CHABLIS IER CRU "VAILLONS"		
DOMAINE COSTAL	42.00	453.60
<i>Luscious, broad, and velvety, with a hint of cinnamon spice.</i>		

ROSÉ TIME HITS ITS STRIDE

by Emily Spillmann

2017 BANDOL ROSÉ • GROS 'NORÉ

Quiz just about any Kermit fan about the boxer turned winemaker, and chances are Alain's name—along with a slightly caricatural image of a brawny man with rough hands—immediately comes to mind. Picture that man, famous for his potent, rich, tannic reds, pouring you a glass of perfectly pink rosé. This glorious juxtaposition of muscle and grace commands a legitimate amount of consideration, much like the rosé itself: big and complex, but delicate and airy on both the nose and the palate. I've heard it ages amazingly, although I haven't known many to keep any around long enough to find out.

\$35.00 PER BOTTLE

\$378.00 PER CASE

2017 BOURGUEIL ROSÉ DOMAINE DE LACHANTELEUSERIE

I love to see the look on my Burgundian husband's face when he's confounded by a wine discovery. Last weekend we made a spicy barbecued chicken tikka and I proposed this rosé without mentioning its Loire origins, thus avoiding any associations he may have had after a bad experience with herbaceous Sauvignon Blanc. Well, I tell you what. For a guy who says he's not into Loire wine, he came up with a surprising number of positive descriptors. Fresh. Balanced. Crisp acidity and "ridiculously good with spicy food!" Little did he know that Cabernet Franc is historical for producing some of the world's most elegant rosé.

\$16.00 PER BOTTLE

\$172.80 PER CASE

2017 LANGUEDOC PIC SAINT LOUP ROSÉ ERMITAGE DU PIC SAINT LOUP

They say good things come in threes. How about: Three brothers: Pierre, Xavier, Jean-Marc. Three nouns: Pic, Saint, Loup. Three soils: clay, marl, limestone. Three grapes: Grenache, Syrah, Mourvèdre (plus a little Cinsault). Three flavors: strawberry, raspberry, citrus. Three adjectives: alluring, mellow, tangy. Three fish on the family crest (they are *loups* or sea bass, a tribute to the mountain of Pic Saint Loup and to the three brothers). Three gauges of quality: biodynamic, organic, certified. Three occasions: breakfast, lunch, dinner. Three bottles: definitely not enough.

\$17.95 PER BOTTLE

\$193.86 PER CASE



Rosé cooling under faucet

© Gail Skoff

NEW ARRIVALS FROM LA FAMILLE ARENA

by Chris Santini

2016 PATRIMONIO BLANC “CARCO” ANTOINE ARENA

I think you could call Antoine’s Carco *blanc* the wine that made it all happen. Forty years ago, when Antoine took over his father’s estate, hardly anyone had heard of Patrimonio, and even fewer had anything nice to say about its wines. Antoine set out on a solo mission that consisted of a return to natural farming

and winemaking, and getting Patrimonio drunk by those who care, away from the tourists and off the island. Mission accomplished, to put it mildly. After all these years, Arena is the reference point of wine merchants the world over for great Corsican wine. It has done more for Corsica and Patrimonio than anyone could have dreamed of. So what makes Carco so special? The path to greatness is wrought with trials and tribulations. In the early days, Antoine’s *rouges* were inconsistent—at times great, at other times hot and funky, as he experimented with various ways to battle the island’s excessive heat. The Carco *blanc*, though, was perfection from the start: timeless Vermentinu imbued with salt, sun, and rocks year in and year out. Through it all, Carco kept steady and won Corsica its proverbial seat at the table.



\$48.00 PER BOTTLE

\$518.40 PER CASE

2016 BIANCU GENTILE ANTOINE-MARIE ARENA

Antoine spearheaded the resurrection of this nearly lost varietal back in the '90s. Today his son Antoine-Marie is leading the way on its path to the pantheon of noble grapes, now that the vines are a bit older and the domaine has more experience with the varietal under its belt. There is something exotic here, something herbal, quite serious with great tension.

\$45.00 PER BOTTLE

\$486.00 PER CASE

2016 VIN DE FRANCE ROUGE
“SAN GIOVANNI”
ANTOINE-MARIE ARENA

Here's something fun that was missing from the family's stable: a silky, easy guzzler that gets just a five-day maceration in tank (shorter than many Beaujolais Nouveaux!) and then six months in tank before bottling. Imagine the drinkability of a Beaujolais with the herbs and aromatics of the Corsican landscape.

\$35.00 PER BOTTLE
\$378.00 PER CASE



2016 PATRIMONIO ROUGE
“GROTTE DI SOLE”
JEAN-BAPTISTE ARENA

Not only does Jean-Baptiste manage the famed Grotte di Sole holdings of the family but also he has been elected mayor of PatrimONIO. His platform—which drew wide praise and nearly 80 percent of the vote—was based largely on

promoting Corsican language and culture, and encouraging sustainable development on all kinds of local projects. Today, the village is cheered as being a window to the Corsica of tomorrow, proudly Corsican yet inclusive, encouraging organics, biodiversity, microbreweries, honey, bread, locavore restaurants . . . the list is long. Have a look for yourself! Jean-Baptiste's *rouge* is the most serious of the bunch. Age-worthy, juicy black fruit and spice, with loads of that Arena energy coursing through.



\$46.00 PER BOTTLE
\$496.80 PER CASE

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Great wine is about nuance, surprise, subtlety, expression, qualities that keep you coming back for another taste. Rejecting a wine because it is not big enough is like rejecting a book because it is not long enough, or a piece of music because it is not loud enough.

—KERMIT LYNCH, *Adventures on the Wine Route*



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