

KERMIT LYNCH WINE MERCHANT

MARCH 2019



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AN UNDERRATED SAMPLER ■ NEW ROSÉS
GRENACHE, GARNATXA, GRANACCIA, CANNONAU
2016 VIEUX TÉLÉGRAPHE ■ BURGUNDY ■ JURA

RED BURGUNDY

by Dixon Brooke

2016 MARSANNAY ROUGE “LES LONGEROIES” VIEILLES VIGNES • RÉGIS BOUVIER

Bouvier cares about only one thing more than hunting, and that is drinking a nice bottle of wine after the hunt. There is no better way to ensure a quality post-*chasse* glass of vino than to make it yourself and control every step of the process! In the fourteenth century, the proximity of Marsannay’s vineyards to Dijon made them favorites of the dukes of Burgundy, who owned and farmed many of the best sites. Longeroies is a gently sloping parcel that produces Bouvier’s most elegant, brightly toned red Burgundy. If I could pair it with anything, it would be lighter-fleshed game birds such as quail, chukar, or partridge, but really, this is a Pinot Noir for every occasion.

\$39.00 PER BOTTLE

\$421.20 PER CASE

2016 ALOXE-CORTON 1ER CRU “LES VERCOTS” • FOLLIN-ARBELET

Les Vercots in Aloxé is the bass counterpoint to the violin of Longeroies above. Franck Follin’s long, patient, traditional processes in his cellar—fermenting and aging in older wood, racking by gravity, unfiltered bottling late in the season—accentuate this wine’s natural tendencies to be deep, chewy, and broad-shouldered. Vercots is a wine that you can begin enjoying at age three and hold for up to fifteen years. I’m thinking a robust roast with bay leaf and juniper . . .

\$93.00 PER BOTTLE

\$1,004.40 PER CASE

2016 GEVREY-CHAMBERTIN 1ER CRU “LES CORBEAUX” • LUCIEN BOILLOT & FILS

This vineyard is in the prime saddle of mid-slope land running between Morey-Saint-Denis and Gevrey-Chambertin, where a large percentage of the Côte de Nuits’s famous *grand cru* vineyards are located—all of those Chambertins, for example. This land is capable of producing some of Burgundy’s most complete red wines, with depth, body, aromatic complexity, and *terroir* signatures—power and finesse in spades. Corbeaux abuts the Mazis-Chambertin *grand cru*, and is similarly muscular in style. Serve with tournedos Rossini, perhaps, if you are feeling truly gourmet and live in a state where foie gras is legal.

\$121.00 PER BOTTLE

\$1,306.80 PER CASE

WHITE BURGUNDY

by Dixon Brooke

2017 CHABLIS “VAUPRIN” ROLAND LAVANTUREUX

What the Lavantureux family has done with this humble village parcel in their hometown of Lignorelles is indicative of their ambition to become one of the great estates of Chablis. A wine that was formerly blended into their village bottling is worked like a *premier cru* and is now capable of besting many a *premier cru* from this mighty northern Burgundian outpost for Chardonnay. Vauprin showcases the grape’s ability to produce a wine that is simultaneously both round and taut.

\$42.00 PER BOTTLE

\$453.60 PER CASE

2016 SAVIGNY-LÈS-BEAUNE *BLANC* “DESSUS LES GOLLARDES” • DOMAINE GUILLEMOT

1989, 1978, 1975 . . . just a few of the memories of spectacularly good bottles of this overachiever that I have had the good fortune to enjoy with founder Pierre Guillemot’s son Jean-Pierre and his grandsons Philippe and Vincent, who love to pull corks on old bottles of their family’s Burgundy! Their Savigny *blanc* is made mostly with Pinot Blanc and shows a capacity to age that is rivaled by few Chardonnays. Delicious young, with a unique flavor profile compared to other white Burgundies, Guillemot’s *blanc* truly blossoms after at least five years of bottle age.

\$48.00 PER BOTTLE

\$518.40 PER CASE

2016 PULIGNY-MONTRACHET *1ER CRU* “HAMEAU DE BLAGNY” COMTESSE DE CHÉRISEY

The Burgundies of Laurent and Hélène Martelet are now in the pantheon of the great whites of the Côte d’Or, a fact that is pretty widely recognized in the wine world today. Their years of quiet toil in the Hameau de Blagny, high on the slope below the forest, kept their heads in the clouds and their feet firmly rooted among their vines. They found little need to look down jealously at their neighbors, who now look up to them respectfully. This great *cru* sits above La Truffière, and delivers a full-throttle Puligny experience. Rich, layered, and racy, it is flamboyantly noble Chardonnay.

\$106.00 PER BOTTLE

\$1,144.80 PER CASE

VIEUX TÉLÉGRAPHE

by Chris Santini

I'LL NEVER FORGET how, late last winter, Daniel Brunier was absolutely beside himself with anticipation when the subject of the 2016 Vieux Télégraphe vintage came up. "I would never use this word lightly, but 2016 is the absolute best vintage I've ever seen here since 1978. . . . I loved the 2010, the 2007, there were others which gave great emotion, but 2016 . . ." and with that he just shook his head in disbelief. This was at a casual, home-cooked, off-the-record dinner, not at a trade or promotional event. "This vintage is so . . . vibrant. The rusticity of our La Crau vineyards, of the old Châteauneuf-du-Pape, is back."

Intrigued, we went to the cellars the next day to taste. The blending being finished, the vintage was housed in large, old oak *foudres*, where it would remain until the onset of summer. We tasted out of the casks, and indeed what was in the glass was unlike any other Châteauneuf I've ever experienced. The juice was luminous and bright, clearly alive and kicking. The taste was

salty and spicy, herbal and airy . . . hardly what one would expect from this neck of the woods, yet a profile I believe all great southern wines can strive for, and perhaps once did strive for a few generations ago.

Four generations of Bruniers have farmed the rock-covered La Crau plateau since 1891. The steady family stewardship of the land, coupled with one of the most singular *terroirs* of the world (the plateau where these vines grow is at points four meters deep with rock before you hit a grain of soil), along with ideal growing conditions and a winemaking approach of zero extraction, gives you . . .



2016 CHÂTEAUNEUF-DU-PAPE ROUGE "LA CRAU"

\$90.00 PER BOTTLE

\$972.00 PER CASE

NEW ROSÉS

by Anthony Lynch

2018 CORBIÈRES ROSÉ “GRIS DE GRIS” DOMAINE DE FONTSAINTE

The 2018 vintage was a tricky one in the Languedoc, with unusually humid weather throughout the growing season that required constant vigilance on the part of vigneron. But you certainly wouldn’t know it from the newly arrived 2018 Gris de Gris: this rosé delivers all the euphoria we have come to expect from its flawless track record of thirty-plus years of thirst-quenching delight. Brighter and crisper than the previous edition—if such a thing is even possible—the 2018 delivers a fragrant burst of juicy citrus, *fraises des bois*, and orange blossom before a delicate, finely etched mineral finish cleanses and stimulates the palate.

\$17.00 PER BOTTLE

\$183.60 PER CASE

2017 ETNA ROSATO “SUPERLUNA” MASSERIA DEL PINO

You won’t encounter many rosés made like this one, literally born from the ashes high on the northern face of Mount Etna. Cesare Fulvio and Federica Turillo, proprietors of Masseria del Pino, produce a few barrels each year inside a reconditioned *palmento*—one of the ancient little farmhouses that dot Sicily’s rural landscape, where growers once brought their grapes to be pressed. Their method of making rosé, explained by Federica, much resembles what one might have encountered here hundreds of years ago: “We destem the grapes and leave them to macerate in wooden crates for

about an hour—the time to eat lunch—and then press off the juice in our basket press. The must goes into *tonneaux* and fermentation begins naturally.” Owing to the heat wave that swept through Sicily in the summer of 2017, the wild yeasts were unable to finish the job, leaving a delightful tinge of sweetness in the wine. Recalling a pulp of fresh pomegranate and stone, this atypical rosé is perfect for dishes featuring assertive spice, garlic, cured olives, or briny anchovy.



\$48.00 PER BOTTLE

\$518.40 PER CASE

LIGHTER-BODIED ITALIAN REDS

by Dixon Brooke

2017 VENEZIA GIULIA SCHIOPPETTINO “LA DULINE” • VIGNAI DA DULINE



Here is an Italian red that I reach for often, with anchovy pasta, chicken, frittatas, fish . . . the opportunities are endless. The Schioppettino grape is native to the Colli Orientali of Friuli and, to my palate, makes the most exciting red of this region. It can be made in a more extracted style, but my favorite examples are the mid-weights like this one that emphasize aromatic complexity, juiciness, and fine tannins, and allow the soil to shine through. Du-

line's carefully sculpted rendition packs a heavy punch despite its weight, demonstrating that a graceful delivery often leaves the most powerful impression.

\$49.00 PER BOTTLE

\$529.20 PER CASE

2017 TERRE SICILIANE NERELLO MASCALESE “LATO SUD” • GROTTAFUMATA



The most full-bodied of this trio of reds but still in the welterweight category, this is the inaugural vintage for this very serious and to-be-watched-closely *azienda* on the “south side” of the Mount Etna volcano in Sicily. Walking their incredible vineyard, a 45-degree slope of pure lava rock with vines clinging to the rubble, inspired my imagination of what this land could produce. Wonderfully, the wine itself did not disappoint afterward, perfectly

translating this incredible site overlooking the Mediterranean far below. The tannins are present but particularly silky for Nerello, the stoniness and smokiness are palpable, the aromas sumptuous. Don't miss their white from the same site, a ravishing, honeyed beauty with an equally strong sense of place.

\$45.00 PER BOTTLE

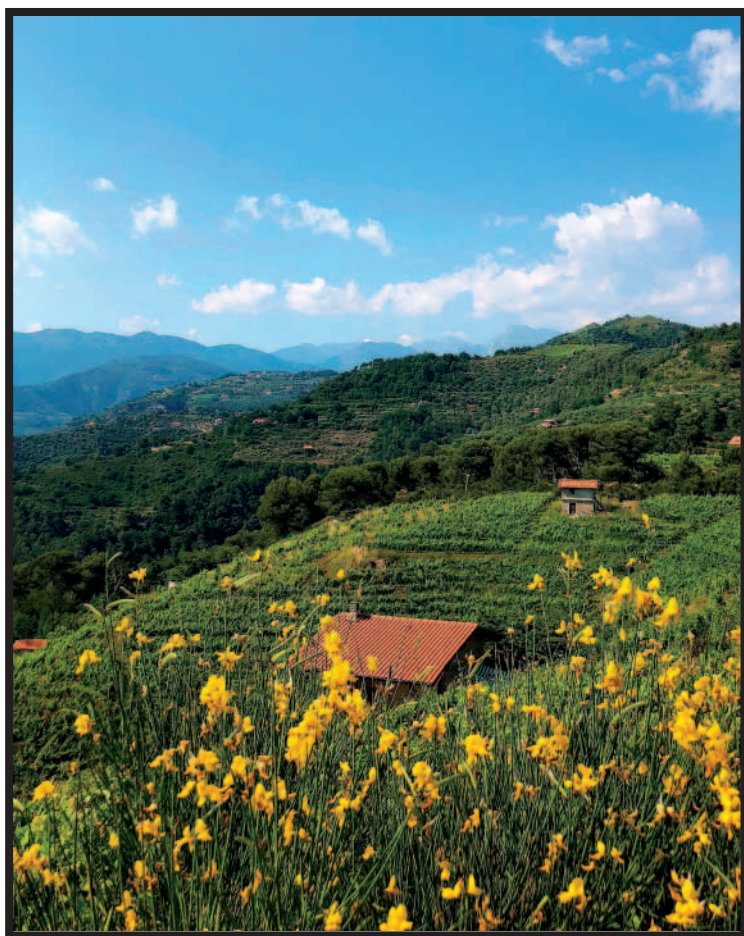
\$486.00 PER CASE

2015 ROSSESE DI DOLCEACQUA “LUVAIRA” TENUTA ANFOSSO

These Rosseses from Anfosso in the Ligurian mountains have been a revelation for me. They have expanded my repertoire at table for the type of cuisine I love to eat, for which lighter-bodied, spicy, flavorful, complex Italian red wine is such a perfect accompaniment. I find myself reaching for this style of red more and more often, particularly as we expand our selections in this category! The steep, rocky slopes of Liguria, just beyond the French border, are the *grand cru* area of the world for the Rossese grape. Perfumed, silky deliciousness with hundreds of years of history!

\$42.00 PER BOTTLE

\$453.60 PER CASE



The Luvaira vineyard at Tenuta Anfosso

© Dixon Brooke

GRENACHE

by Anthony Lynch

THE SOUTHERN RHÔNE may be the source of the most illustrious Grenache on the planet, but the variety, of presumed Spanish origin, has made a home for itself in numerous locales all around the Mediterranean basin. Tasting Grenache, Garnatxa, Grannacia, Cannonau, or whatever you choose to call it across many regions, it quickly becomes apparent that this grape is a chameleon whose identity changes in accordance with the local conditions. From Catalonia up the Mediterranean coast of France into the Languedoc, Rhône Valley, and Provence, then sailing south to disembark on the shores of Corsica and Sardinia, Grenache is a vehicle for *terroir* in the same way that Pinot Noir so sensitively expresses the nuances of Burgundian soil. The three examples here demonstrate how the King of Mediterranean grape varieties so wonderfully excels at the power of transportation.

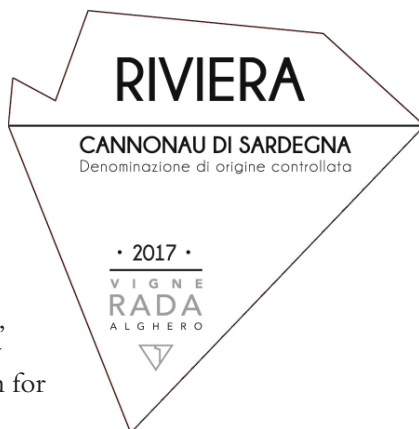


Les Vignes Oubliées in the Terrasses du Larzac, Languedoc

© Gail Skoff

2017 CANNONAU DI SARDEGNA “RIVIERA” • VIGNE RADA

Historical records show that Cannonau has been cultivated in Sardinia for centuries; planted extensively, it is a major element of the island’s viticultural DNA. Some archaeological studies even suggest that Grenache may actually originate from Sardinia, not Spain. This example from Alghero, the ancient Catalan bastion on Sardinia’s northwest coast, is by far the most aromatic Grenache we import, with a sweet fragrance of flowers, ripe strawberry, and Mediterranean herbs. The warm, balmy flavors and silky touch make it a great match for an herb-crusted roast or the most delectable vestige of Catalan occupation: *paella Algherese*.



\$27.00 PER BOTTLE

\$291.60 PER CASE

2017 ÎLE DE BEAUTÉ ROUGE • YVES LECCIA

Sardinia’s neighbor to the north also grows its fair share of Grenache, and this red’s burlier, brawnier character is a fitting translation of Corsica’s rugged landscape. Mouthwateringly savory, a bit wild, and almost salty on the palate, Leccia’s *rouge* has some extra muscle thanks to a splash of Niellucciu in the blend. The pungent combination of sun, sea, smoke, herbs, and animal is uniquely Corsican.

\$29.00 PER BOTTLE

\$313.20 PER CASE

2016 TERRASSES DU LARZAC LES VIGNES OUBLIÉES

Nestled deep in the foothills of the Cévennes mountains, the Terrasses du Larzac appellation is one of the Languedoc’s hidden treasures. The “forgotten vines” in question are old Grenache alongside Syrah and Carignan, poking out of a complex mosaic of soils at high elevation. Barrel-aged in a cool grotto hidden away in the forest, this wine marries the sunny influence of the south with chewy mountain tannins and a fresh streak of cool stone. The most age-worthy Grenache on this page, it can also be appreciated today for its youthful verve.

\$29.00 PER BOTTLE

\$313.20 PER CASE

AN UNDERRATED SAMPLER

by Anthony Lynch

AS MERCHANTS, we are faced with the inevitable truth that certain wines are more fashionable than others, simply based on grape variety or region of origin. However, that cannot and does not dictate how we go about selecting wines for our portfolio. For example, we will never import an average Burgundy over a stellar Languedoc simply because of the high demand for Burgundy. Rather, each bottle we bring in must provide pleasure, refreshment, and a link to the land, regardless of its popularity or prestige.



Certain appellations have fallen victim to calamitous marketing campaigns of the past. Beaujolais Nouveau, Lambrusco, and Chianti all suffered such a fate; these wines' reputations are currently recovering thanks to the luminary producers advancing the cause through genuine artisanship espousing traditional practices. Other wines' stature suffers because poorly made examples overshadow the truly inspiring: crafting balanced whites in France's deep south is challenging because of the hot climate, but by no means should one dismiss the possibility of fresh, mineral-driven whites from the region's plethora of great *terroirs*.

For such reasons, the six bottles in this pack are underrated in today's very particular world. The goal of this sampler, then, is to open your eyes to the superb wines created outside of the most fashionable appellations. After all, such wines tend to deliver the most value, and perhaps, from now on, you'll find yourself uncorking an Alsatian Pinot Gris instead of a white Burgundy, a Tavel over a Bandol rosé, or a Pic Saint-Loup in place of a Châteauneuf.

PER BOTTLE

2017 TAVEL ROSÉ • CHÂTEAU DE TRINQUEVEDEL	\$18.95
2017 SAINT-CHINIAN BLANC • MAS CHAMPART	27.00
2017 PINOT GRIS "RÉSERVE" • MEYER-FONNÉ	29.00
2016 CÔTES DU VIVARAIS • DOMAINE GALLETY	26.00
2017 PIC SAINT-LOUP ROUGE • CHÂTEAU FONTANÈS	20.00
2015 CHIANTI CLASSICO • VILLA DI GEGGIANO	30.00

Normally \$150.95

SPECIAL SAMPLER PRICE **\$120**

(a 20% discount)

VERSATILE VALUE WHITES

by Will Meinberg

2017 VERDICCHIO DEI CASTELLI DI JESI AZIENDA SANTA BARBARA



This private-label Verdicchio is to white wine what the Kermit Lynch Côtes du Rhône is to red. Both are well-priced crowd-pleasers that punch above their weight and seem to always deliver. Here, gentle aromas of fresh flowers and crisp apples emerge from the glass and make for a splendid little wine that can pair with almost anything. Need a wine to please everyone at your next dinner party without feeling too guilty for splashing a bit in your risotto? Look no further!

\$12.00 PER BOTTLE

\$129.60 PER CASE

2015 RIESLING • KUENTZ-BAS

It's not too hard to find a bottle of wine in our shop that comes from hand-worked vines, is raised in *foudre*, and is produced by a winemaker at the top of their game. I suppose the most surprising part of this wine is the price! This dry and minerally Riesling offers up a beautiful balance of fleshy stone fruit aromas, a sleek texture, and a wiry finish. If you somehow forget a few bottles in your cellar or in the back of your wine fridge for a couple of years, I think you'll be pleased to find that it has aged as well as a wine of much nobler birth.



\$14.95 PER BOTTLE

\$161.46 PER CASE

2017 GAMBELLARA "EL GIAN" DAVIDE VIGNATO



With vineyards situated among the massive basalt columns in Gambellara, Davide Vignato produces white wine with a unique and recognizable mineral finish. While Gambellara and its neighbor Soave do share the principal grape variety of Garganega, this Gambellara displays more intense volcanic minerality, fresher aromas of orange blossom, and more intensity on the palate. By farming organically and working his vines by hand, Davide is able to produce wine that more accurately displays this unique *terroir*.

\$16.00 PER BOTTLE

\$172.80 PER CASE

WHITE BEFORE RED

JURA EDITION

by Jane Berg

SOME CONSIDER the Côtes du Jura the fraternal twin of the Côte d'Or, which makes sense geographically. The Jura lies just parallel to Burgundy on the opposite side of the Saône valley and on the same latitude as Montrachet. The Seille River, a tributary of the Saône, snakes its way down from the Jura Mountains toward southern Burgundy, irrigating the vineyards that blanket the meandering valleys of the impressive Reculées, the Jura's massive limestone cliffs. The white wines that come of age here, though long and linear like those from Burgundy, have multiple and even split personalities in the most alluring way—they can be flinty or salty, nutty or candied, and any exotic combination thereof. In the Jura, you'll taste the most weightless reds, so delicate and thirst-quenching and more lucid than any *rouge* you'd find in the cellar of a prestigious Burgundian estate. The most authentic way to experience the wines, short of visiting the region itself, is to pair them with some eighteen- or twenty-four-month-old Comté. Raised in local Jurassic caves, over time this semi-firm cheese develops fine-grained, salty crystals that dissolve over your tongue like Pop Rocks. Try this with a bottle from François Rousset-Martin or Jean-François Ganevat, both of whom work organically and biodynamically, with little to no sulfur, to accentuate the Jura's unique *terroir* and prove that this bucolic region is no one's twin—it's unlike any other place at all.



Ideal pairings with Jura wines

© Jane Berg

2016 CÔTES DU JURA CHARDONNAY
“TERRES BLANCHES”
FRANÇOIS ROUSSET-MARTIN

The vines selected for this cuvée have been patiently growing old for the last fifty years in Lavigny, an idyllic and peaceful village just west of the Seille River. It's one of the saltiest, most savory, and generous in François's repertoire, so take your time with it and let its story unfold. Louis Pasteur, a native of the Jura and one of the first microbiologists to understand alcoholic fermentation, famously said that fortune favored a prepared mind. Fortune also favors a prepared *poulet aux morilles* with a great bottle of wine like this one.

\$45.00 PER BOTTLE

\$486.00 PER CASE



2016 VIN DE FRANCE
“DE TOUTE BEAUTÉ”
ANNE & JEAN-FRANÇOIS GANEVAT

Hold a glass of this aptly named cuvée, meaning “exceptional beauty,” up to the light to witness an incandescent red hue so luminous it glows. Supernatural, well-made reds of this caliber are such a thrill. One sip will chase you to the limit of a steep ledge, let you sway in the wind a bit while you savor the *terroir*, and then plant you firmly back on Earth with a vibrant burst. This blend of Gamay and Pinot Noir, spiced with Syrah and Mondeuse, is best enjoyed when cool to the touch.

\$46.00 PER BOTTLE

\$496.80 PER CASE

ALTO ADIGE

by Dixon Brooke

2017 KERNER • MANNI NÖSSING



You may already know and appreciate Kerner, the grape created in Germany when Riesling and Schiava were crossed. You may also know that Manni Nössing is one of the world's most outspoken proponents and best growers of this reliable grape. If you do not know either of these things you are in for a wonderful discovery! In Italy you will find Kerner only in the northern reaches of Alto Adige, near the Austrian border, where Manni carves his creations out of granite. Explosive aromatics, a sleek, racy, Riesling-like backbone, and generous, rounded body all combine to offer refreshment and intrigue. This is a perfect white wine to reach for when you tire of the usual suspects.

\$30.00 PER BOTTLE

\$324.00 PER CASE

2015 LAGREIN "QUAND'IO V'ERO V'ERA" FERRUCCIO CARLOTTO

The incredible story of Dante's infamous escape from certain captivity in 1285, memorialized on the label of this northern Italian gem with the phrase he cunningly uttered, makes it worth the price of entry alone! Father-daughter team Ferruccio and Michela Carlotto make only this one bottling of Lagrein from their vineyards planted in volcanic stone soil near Bolzano. It is the pinnacle of what the grape can achieve in the region: a wine with an ebony robe that gives the impression of drinking black silk, with invigorating white pepper undertones. It is the counterpoint to the local Schiava grape, which produces light, aromatic reds for daily sustenance. Carlotto's Lagrein is the perfect foil to wild game, foraged mushrooms, and rich stuffed ravioli dishes.



\$34.00 PER BOTTLE

\$367.20 PER CASE

CABERNET FRANC FROM HEAVEN AND EARTH

by Dustin Soiseth

2017 SAUMUR-CHAMPIGNY “LES MÉMOIRES” THIERRY GERMAIN

From their perch in a vineyard overlooking the Loire River, the ancient Cabernet Franc vines that go into Thierry Germain’s Les Mémoires sit deeply rooted in the Loire valley’s signature limestone *tuffeau*. My tasting note included the phrase “rapturous raspberry fruit,” which now looks a bit silly in the harsh light of my computer screen, but really does describe the vividness of my impression. And not only raspberries, but blood orange, fine tannins, and incredible minerality. The stone that once built a château now fills bottles.

\$68.00 PER BOTTLE \$734.40 PER CASE

2015 CHINON “LA CROIX BOISSÉE” BERNARD BAUDRY

From another *tuffeau terroir*, Baudry’s Cabernet Franc is a completely different beast. If the Roches Neuves is rapturous, the Baudry is more earth-bound, more pagan. Its visions enter through your nose and set your mouth to watering and your stomach to rumbling. There’s an animal note to the Croix Boissée—Baudry’s most age-worthy cuvée—along with more body, more weight, and hearty tannins opposite the rich, dark fruit of the vintage.

\$48.00 PER BOTTLE \$518.40 PER CASE

2013 BOURGUEIL “LES PERRIÈRES” CATHERINE & PIERRE BRETON

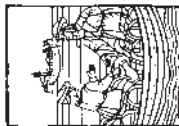
The phrase “pencil lead” is often listed among the typical aromas of Cabernet Franc, and here’s a classic example of that. One sniff and you’ll be transported back to grade school, a razor-sharp Ticonderoga No. 2 in hand. The 2013 “Les Perrières” is delicious now and already developing the alluring secondary notes of a mature wine. Savory and earthy notes are side by side with youthful fruit. Youthfulness and maturity together, like the fresh-faced, young teacher you had a crush on in the third grade.

\$49.00 PER BOTTLE \$529.20 PER CASE

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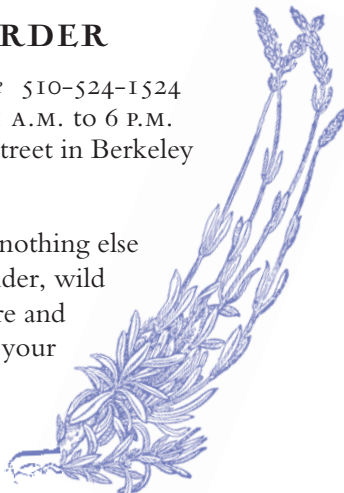
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“The *garrigue*. That’s the place where nothing else will grow. It is the domaine of wild lavender, wild rosemary, and scrub oak. It is a place austere and hospitable at once. With nothing more than your nose, you’ll know you are there!”

—Daniel Brunier of Domaine du
Vieux Télégraphe, in *Inspiring Thirst*



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