



KERMIT LYNCH
WINE MERCHANT

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RETURN SERVICE REQUESTED

- **CORKSCREW BLUES**
- **BEAUJOLAIS NOUVEAU**
- **CHAMPAGNE DISCOUNT**
- **DAZZLING CHÂTEAUNEUFS**

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

NOVEMBER 2008

CORKSCREW BLUES

MY WIFE AND I just spent two weeks in Hawaii, the first vacation of two weeks in a row since our kids arrived on the scene in 1988 and 1990. What a luxury, just us two. We had only ourselves to think about. We could be selfish. The days seemed deliciously long. Two entire weeks. Then you think, French workers get five weeks in a row. It's French law.

Two days before vacation's end, however, disaster struck in the form of a surprisingly brutal wave. I went bodysurfing at Makapu'u Beach, a beach I know pretty well. Years ago, I even hauled a half-drowned African princess out of Makapu'u's surf. And I am experienced; I have bodysurfed all my life. I grew up in San Luis Obispo and spent a lot of time at nearby Avila Beach riding the waves and diving for coins from the Avila pier. I know my limitations, so I checked the waves before going in. They weren't scary, but the very first wave ground me up and dashed me into the sand, *crunch*, shoulder first. There seemed to be no damage, but I got right out, knowing I was no match for the turbulence in those breakers.

By sundown the shoulder was throbbing, and I didn't get much sleep. Worse was to come. At lunch I grabbed from the fridge a bottle of Bandol rosé, found my corkscrew, and, my god, could not raise my arm *and* twist the corkscrew into the cork at the same time.

Anyone would have been bummed, but I have built my career screwing corks. Now, two weeks later, I still have to ask my wife or my staff to uncork wine for me. Will this be the end of my beloved *métier*? Oh well, at least I won't be a solitary drinker.

And all you have to worry about is the economy. But allow me one I-told-you-so. Remember when I advised you in these pages to put your money into wine instead of into paper? All your bottles would be just as full today as they were before stocks plunged.



© Judy Dater

—PRE-ARRIVAL OFFER—

2006 CHÂTEAUNEUF-DU-PAPE
DOMAINE DE LA CHARBONNIÈRE

RHÔNE WINES ARE IN full flower. Pick any recent vintage except 2002 (flooding) and it would have vied for vintage of the decade during the nineties, eighties, or seventies.

Michel Maret at Charbonnière is a man of the earth, especially his little parcel of stones, *garrigue*, and scrub oaks outside Châteauneuf-du-Pape. And in the world of great bottles, you can get twelve Charbonnières for the price of two bottles of jammy, oaky monster mash labeled Cabernet Sauvignon. (Sorry, this is just your friendly neighborhood wine merchant venting.)

Do I know economics? No, I flunked it. My take on the future? Our currency will become worth less as our glorious leaders print money like crazy to pay off debt. So use it to buy what will be worth more—plus you can swallow it.

2006 “MOURRE DES PERDRIX”

The vineyard name refers to a hillside where partridge hang out.

The kirsch-like perfume of this cuvée is fabulous, and the dense fruit continues all the way through. It is penetrating and has the most elegant tannins of their three bottlings.

\$459.00 PER CASE

2006 “VIEILLES VIGNES”

Their old-vines cuvée is less open, more structured, more tannic, a sleeping beauty. You could set this aside for a long time if you like majestic old Châteauneuf.

\$567.00 PER CASE

2006 “LES HAUTES BRUSQUIÈRES”

I wish I were talented at finding all the flavor nuances some tasters find. Not just coffee, you know, but Kona coffee, medium roast. The interior of pear skin. But when I read about this beauty in *Terre de Vins*, I thought, that’s it, they nailed it: “*réglisse*, lavender blossom, hot stone, spices, and a finish worthy of van Houten” (the great Dutch chocolate maker).

For fans of Provence bottled, this one is SCREAMING.

\$567.00 PER CASE

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

—NOVEMBER ONLY—

CHAMPAGNE DISCOUNT

HERE IT IS, our November offer of fine estate-bottled Champagnes at a huge discount. Fill your holiday needs now, but consider taking advantage of the discounts and laying down some bottles. If you like aged white Burgundy, you will enjoy older Champagne as well.

J. LASSALLE • CHIGNY-LES-ROSES

Grower Champagnes are quite in vogue these days. You know, the idea of buying Champagne from a domaine that actually owns all their own vines and produces their Champagnes from their own grapes. Novel idea, *n'est-ce pas?* We've been doing that for decades, and J. Lassalle was the first house we offered, back in the '70s. The domaine is currently run by a strong-willed trio of Lassalle women—Chantal and her daughter Angéline with the support of Chantal's mother, Olga. The Lassalles continue to follow the traditional methods of the founder Jules Lassalle, using the same wooden basket press he installed in the winery over fifty years ago, pressing individual plots and vinifying them separately, hand riddling every bottle of Champagne in the cellar, and aging all cuvées extensively once they are in bottle—even the non-vintage cuvées contain a minimum of five-year-old wine, resulting in astonishing complexity and depth from the beginning of their range on up to the luxury cuvées. Don't miss their Blanc de Blancs, sourced uniquely from *premier cru* Chardonnay grown on the Montagne de Reims. It is a classic *vin de terroir* and can age beautifully.

		BOTTLE 15%	CASE 25%	
	REGULARLY	DISCOUNT	DISCOUNT	
NV	"CACHET D'OR" BRUT 1ER CRU . . .	\$42.00	\$35.70	\$378.00
NV	PRÉFÉRENCE BRUT 1ER CRU	50.00	42.50	450.00
2001	BLANC DE BLANCS 1ER CRU	82.00	69.70	738.00
2000	"CUVÉE ANGÉLINE" BRUT 1ER CRU . .	75.00	63.75	675.00

VEUVE FOURNY • VERTUS

The Fourny brothers, Charles and Emmanuel, make a formidable team. The most recent newcomer to the KLWM portfolio, the Fourny domaine is located in the Côte de Blancs, a sweeping chalk band about one hour south of Reims. The Fourny wines are the epitome of elegance and finesse, emphasizing freshness and purity. Big believers in dry Champagne, the Fournys use minimal dosages in their bubbly, which further contributes to their elegant, high-toned profiles. If you are a fan of clean, crisp, dry Champagne, you will be hard pressed to find

a classier, more consistent example than this proud house in Vertus. The crowning achievement of Veuve Fourny is their rare and exceptional Clos Faubourg Notre Dame, a tiny production single vineyard cuvée from old-vine Chardonnay planted in pure chalk and limestone and raised in oak barrels before a long maturation in bottle. The 1999 vintage was just recently disgorged and is a must for lovers of fine Champagne. Hmm, a well-aged Blanc de Blancs with election results, anyone?

		BOTTLE 15%	CASE 25%
	REGULARLY	DISCOUNT	DISCOUNT
NV	GRANDE RÉSERVE BRUT 1ER CRU . . . \$44.00	\$37.40	\$396.00
NV	BLANC DE BLANCS BRUT 1ER CRU . . . 45.00	38.25	405.00
NV	ROSÉ BRUT 1ER CRU 52.00	44.20	468.00
NV	CUVÉE "R" EXTRA-BRUT 1ER CRU . . 59.00	50.15	531.00
2002	BLANC DE BLANCS BRUT		
	1ER CRU MAGNUMS 140.00	119.00	630.00
1999	CLOS NOTRE DAME		
	EXTRA BRUT 1ER CRU 150.00	127.50	1350.00

PAUL BARA • BOUZY

The third producer in our classic trio of grower Champagnes is another old-time KLWM supplier based in the village of Bouzy, which is known for its *grand cru* Pinot Noir vineyards that occupy the sloping hillside behind the village. Paul Bara produces a range of rich, masculine Champagnes from 100% *grand cru* fruit. The polar opposite of Fourny, these are for lovers of big, bold Champagnes in the style of Pol Roger or Bollinger, but offering more personality. The Comtesse Marie de France is the one to put aside for some years—produced from 100% *grand cru* Pinot Noir only in exceptional vintages.

		BOTTLE 15%	CASE 25%
	REGULARLY	DISCOUNT	DISCOUNT
	BRUT ROSÉ 100% GRAND CRU \$65.00	\$55.25	\$585.00
	BRUT ROSÉ 100% GRAND CRU TENTHS . . . 37.00	31.45	666.00
	BRUT RÉSERVE 100% GRAND CRU 59.00	50.15	531.00
	BRUT RÉSERVE 100% GRAND CRU TENTHS . . 34.00	28.90	612.00
2002	BRUT SPÉCIAL CLUB		
	100% GRAND CRU 108.00	91.80	972.00
2000	BRUT MILLÉSIME		
	100% GRAND CRU 72.00	61.20	648.00
1998	BRUT COMTESSE MARIE DE FRANCE		
	100% GRAND CRU 110.00	93.50	990.00



2008 BEAUJOLAIS NOUVEAU

I DON'T LOVE BEAUJOLAIS NOUVEAU, but I love the idea behind it and I love *our* Beaujolais Nouveau and living it up at our annual parking lot feast. With you we make a party of it, a Dionysian tribute to this year's harvest and the newborn wine.

Why does almost everybody filter and otherwise technologically massacre their Nouveaux with tons of SO₂, cold stabilization, even pasteurization, and so on? A Nouveau should be alive and kicking, and even if you are the type who fears a deposit, our Nouveau is bottled and drunk up in a couple of weeks—there's no time for it to throw a deposit. Here you will enjoy the real thing, raw, *au naturel*, life-affirming.

September and October were no fun, and it was easy to get down about it all. But let's crawl out of it together. Great food, live music, live wine!

Starting Thursday the 20th you can taste your first 2008 at selected locations, including next door at Café Fanny, and here at the store it will be available by the bottle and the case. A Beaujolais Nouveau likes to be glugged down cool with appropriate cuisine, something like the savory stew chef Christopher Lee from Eccolo Restaurant will prepare for us in our front parking lot. We'll set up tents just in case the weather requires it, fire up the big grill, and raise our glasses high.

Note the date.

SATURDAY, NOVEMBER 22

11 A.M. TO 4 P.M.

Event presented by Café Fanny





BE THE FIRST ON YOUR BLOCK

Be the first on your block to taste our ultra-natural Beaujolais Nouveau.
It will be available at the following retail sites starting
Thursday, November 20:

ALAMEDA
Alameda Wine
Company

CALISTOGA
Enoteca Wine Shop

CHICO
Creekside Cellars

DAVIS
Valley Wine
Company

KENSINGTON
Arlington Wine
and Spirits

LAFAYETTE
Jackson's Wines
and Spirits

MENLO PARK
Beltramo's Wines
and Spirits

MILLBRAE
Vineyardgate

MILL VALLEY
Vintage Wine & Spirits
Mill Valley Market



NAPA
J V Wine & Spirits

PALO ALTO
Vin, Vino, Wine

PLEASANTON
The Wine Steward

PORTOLA VALLEY
Roberts Market

SACRAMENTO
Taylor's Market
58° & Holding Co.

SAINT HELENA
Sunshine Foods

SAN FRANCISCO
San Francisco Wine
Trading Company
Arlequin Wine
Merchant



Wine Impression
Swirl on Castro
Mollie Stone's—
Tower Market
The Wine Merchant
at Showplace Square
The Jug Shop

SAN JOSE
Vintage Wine
Merchants

SANTA CRUZ
Soif Wine Bar

SANTA ROSA
Traverso's Gourmet
Foods & Liquors

STOCKTON
Wine Wizards

TAHOE CITY
Time for Wine

TRUCKEE
The Pour House
Wine Shop

WOODSIDE
Roberts Market

TREASURES FROM LANGUEDOC

by Dixon Brooke

2006 PIC SAINT LOUP ROUGE “CUVÉE SAINTE AGNÈS” ERMITAGE DU PIC SAINT LOUP

Do you like dark, inky reds laden with wild berries and *garrigue* that don't cost much and provide constant interest at table with most anything you throw at them? Enter the Ravaille brothers, who farm vines around the base of the rock outcropping of Pic Saint Loup deep in southern France. These guys know their way around the Syrah, Grenache, and Mourvèdre. Kermit cellars their reds and uncorked a 1999 with me this summer. Still intensely fruity, it had gained remarkably in finesse and tasted, well, expensive.

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

2007 COTEAUX DU LANGUEDOC “LOU MASET” DOMAINE D'AUPILHAC

Sylvain Fadat of Domaine d'Aupilhac is making some of the best wines of his career, wines that I'll gladly put in the ring with other wines in the same price range from any region or country in the world—and I'm willing to bet this Lou Maset cannot be bested. This is a serious wine for the price. Hell's bells, it is serious, period—the astonishing aromas of roasted herbs, ripe southern fruit, and crushed stones leap from the glass. In France, Sylvain is celebrated as one of the top four or five producers in Languedoc, because of the impressive depth and complexity of his reds.

\$15.00 PER BOTTLE **\$162.00** PER CASE

2007 VIN DE PAYS DE L'HERAULT “PROTEUS” • DOMAINE DU POUJOL

Here is another domaine really hitting its stride, and their entry-level Proteus is an intriguing blend of Carignan, Cinsault, Merlot, and Cabernet Sauvignon. I like everything about it, from its decadent perfume to its spicy flavors and tannic punch. This is proof that inexpensive wine doesn't have to be simple—you'll find tons of good stuff packed into this bottle.

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

2006 COLLIOURE “LA PINÈDE”
DOMAINE LA TOUR VIEILLE

A visit to Tour Vieille is so cool. If you want to learn more about them, pick up a copy of Yasha Aginsky’s great documentary DVD at the shop in Berkeley. For one thing, the winery is at Collioure, the most beautiful seaside village in France. The *terroir* is unlike any other—precipitous pure schiste terraced vineyards towering above the Mediterranean in Catalonia. The Grenache, Syrah, and Mourvèdre blend has a character all its own—it is both delicious and incredibly versatile at table. It really shines when red, spicy peppers or something similar are thrown into the mix. The cuisine and wine of Catalonia—sign me up!

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

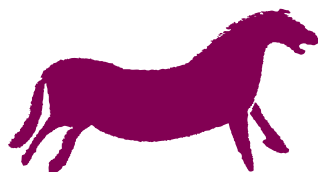
2005 VIN DE PAYS D’OC
“LES SERROTTES”
LA GRANGE DE QUATRE SOUS

Les Serrottes is a unique blend of Syrah and Malbec. The Malbec contributes to the dark, inky color and the substantial, spicy tannins. The Syrah gives ample perfume, structure, and ripe southern-style fruit. The resulting blend, aged for eighteen months in small oak *barriques* and *foudres*, is a mix of Rhône and Bordeaux. Imagine that. It knocks most inexpensive Bordeaux off the table, and rewards either a decanting or a few years in your cellar to reveal its full potential.

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

2006 COTEAUX DU LANGUEDOC ROUGE
CHÂTEAU DE LASCAUX

This wine is on my short list of our best values every year. My first introduction to it was when I bought a case of the '97 vintage for Thanksgiving in San Francisco in 1999. The obvious high quality I had found for the price (and the wine’s ability to pair with the variety of dishes in front of us) made me an instant connoisseur in the eyes of all my guests. The 2006 version is a classic, and I still can’t think of a surer thing for Thanksgiving, except perhaps a classy Beaujolais Nouveau.



\$16.95 PER BOTTLE **\$183.06** PER CASE

LOIRE VALLEY GEMS

by Dixon Brooke

2006 CHINON • BERNARD BAUDRY

We at KLWM are of the opinion that Bernard Baudry, along with Domaine Joguet, are the superstars of Chinon, and that they make some of the classiest pure Cabernet Franc in the world. If you want to see the highest potential of the grape vinified as a *mono-cépage*, look no further. The 2006 “Domaine” bottling from Baudry is particularly successful because the Grézeaux vineyard, normally bottled separately, was blended into this cuvée and adds significant structure and complexity. This is marvelous Cabernet at twenty bucks, and you can down it now or enjoy it over the next decade.

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

2007 VOUVRAY • DOMAINE CHAMPALOU

We have enjoyed some rather luscious vintages recently, real crowd pleasers because they are so easy to like, but my heart still belongs to Vouvray that shows a solid vein of acidity, which adds freshness and nerve to the wine and gives me confidence that I can cellar a few cases for long-term enjoyment (ten years plus). The Champalous have crafted a real beauty here—not to be missed.

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

2007 MUSCADET “CÔTES DE GRAND LIEU” SUR LIE • ERIC CHEVALIER

Eric is a talent, and we are proud to introduce him to the American market. His Chardonnay and his unusual Fié Gris, both grown in the Muscadet zone, have been big hits in our retail store. Here is our first shipment of his Muscadet, made from the grape Melon de Bourgogne. It is floral, lively, quite elegant, and most at home with a plate of fresh raw oysters on the half shell, in my opinion, but Kermit likes it as an opener, for the apéritif hour, all by itself. Only fifty cases available for the U.S.

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



THE MASTERFUL WINES OF A. & M. QUENARD

by Dixon Brooke

2007 LES ABYMES

Michel Quenard took over from his father André and is making the best wines in the Savoie today, cultivating his impossibly steep, rocky mountain slopes up in the Alpine paradise. Les Abymes is a very pale, low-alcohol wine with a bright, lively palate. You may find honeysuckle, wildflowers, grapefruit, and a pleasant . . . hmm, something like saltiness, all courtesy of the indigenous Jacquère varietal.

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

2007 CHIGNIN

Chignin is an appellation on the other side of the valley from Abymes. It tends to have a slightly more golden color than the Abymes—less nerve but more depth, although it is made from the same grape. Serve as an apéritif or with fried fish, fresh or ocean. I like it with cheese, too.

\$17.95 PER BOTTLE **\$193.86** PER CASE

2007 CHIGNIN-BERGERON

Bergeron is the name of the apricot variety (France's best) grown around Tain l'Hermitage and Cornas. It was adopted long ago as the local name for the Roussanne grape at Chignin. Chignin-Bergeron then is all Roussanne from Quenard's terraced hillside in the Chignin appellation. From Quenard, it gives a round, luscious wine, with hints of honey and apricots. I especially love it with smoked fish or meats.

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

2007 CHIGNIN-BERGERON "LES TERRASSES"

Les Terrasses is a bottling of the above-mentioned wine from a single section of terraced hillside vineyards planted in older vines. One of the ultimate expressions of pure Roussanne in the world, this is a wine of discovery that simply must be experienced. Roughly five hundred bottles are imported into the United States every year.

\$29.00 PER BOTTLE **\$313.20** PER CASE

YOUR THANKSGIVING SAMPLER

by Steve Waters

IN HIS WONDERFULLY MODEST WAY, Kermit Lynch once again forgot to mention the anniversary of the founding of his company. We were standing at the counter the other day and I said, “Hey, Kermit, it’s October. Congratulations, it’s your anniversary!” Kermit responded, “Oh, yeah, that’s right. See you *mañana* . . .” Could there be a bigger understatement, considering thirty-six years in business?

Now here’s the best part. If you take the six salespeople who have worked for Kermit the longest and add up all their years, you get a combined total of over eighty years at Kermit Lynch Wine Merchant (just call me Junior; it has been eight and a half years for me). I’m talkin’ devotion to the man!

In a nutshell, what this boils down to is a wine shop where customers have worked with a lot of familiar faces over the years. As a sales staff, the opportunity for us to work and grow with our clients is of enormous value. Thank you all.

Thanksgiving is our favorite holiday for going food and wine crazy. Here is a six-bottle sampler of wines picked specifically for your Thanksgiving table. The wines are assembled in a progression to match up with all of your dishes over the course of the meal.

Here’s to familiar faces and enduring friendships.

NORMALLY

2007 JASNIÈRES • PASCAL JANVIER	\$19.95
2006 RIESLING “PFOELLER” • MEYER-FONNÉ	36.00
2006 CÔTE DE BROUILLY • CHÂTEAU THIVIN	24.00
2006 CHINON “CUVÉE TERROIR” • CHARLES JOGUET	19.95
2006 GIGONDAS • DOMAINE DE DURBAN	29.00
2007 MOSCATO D’ASTI • ELVIO TINTERO	12.00

	\$140.90

SPECIAL SAMPLER PRICE

\$105 (a 25% discount)

(I’m Kermit Lynch and I approve this message.)

KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

All wines purchased from Kermit Lynch Wine Merchant are deemed sold in California and title passes to the buyer in California. We make no representation relative to the customer’s right to import wine into his/her state. 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.
