



KERMIT LYNCH
WINE MERCHANT

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RETURN SERVICE REQUESTED

- **GROS GROS 'NORÉ**
- **STAFF SELECTIONS!**

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

MARCH 2010

—PRE-ARRIVAL OFFER—

GROS 'NORÉ IN MAGNUM

by Kermit Lynch

FROM MY HOUSE NEAR Bandol, I can see Alain Pascal's Domaine du Gros 'Noré across the valley. He has created a beautiful estate—he came up with the design himself, and with friends even laid the stones and tiles. Now his wines are putting the place on the map.

Gros 'Noré? Well, Alain's father's name was Honoré and he was a huge chunk of a man, so people called him Big 'Noré. Gros 'Noré.

Alain and I have become friends. Drinkin' buddies. We might meet early and go to La Ciotat to await the fishing boats' return and buy the catch still wriggling. Octopus is often available, slippin' and a-slidin'. Also, Alain hunts and invites me for roast boar or various fowl cooked over vine cuttings.

Once, he loaned me his shotgun so I could take care of a pesky wabbit that was dining out in my vegetable garden with such appetite that there was nothing left for me. I took my well-fed organic victim to Alain, who skinned it and cooked it with lots of garlic and thyme. I uncorked a Cornas from Allemand, 1995. Zounds and gadzooks!

Another evening, this year before the harvest, Alain brought out a magnum of his 1999 Bandol *rouge*. For the two of us. I told him his eyes were bigger than my stomach, but he said no, no, he just likes wine better in magnums. He says they always taste better. And then it came out that he has a bunch of magnums he has never offered for sale.

And here they come. My advice? Go for it!

PER BOTTLE

2007 BANDOL ROUGE MAGNUM	\$66.00
2006 BANDOL ROUGE MAGNUM	66.00
2005 BANDOL ROUGE MAGNUM	70.00
2003 BANDOL ROUGE MAGNUM	72.00
2001 BANDOL ROUGE MAGNUM	88.00
2000 BANDOL ROUGE MAGNUM	82.00
1999 BANDOL ROUGE MAGNUM	85.00

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



VALUES OF THE MONTH

by Dixon Brooke

2008 CHABLIS "LES TRUFFIÈRES" DOMAINE COSTAL

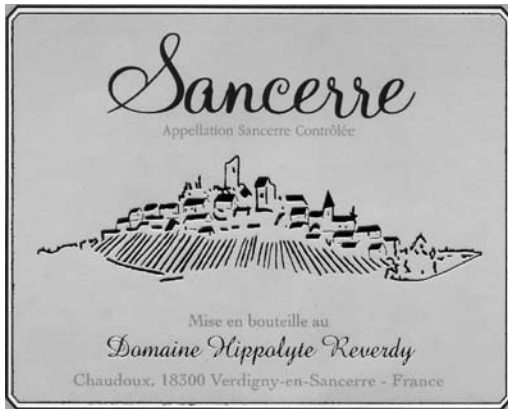
This is a great vintage for white Burgundy, combining the richness and opulence of 2006 with the nerve and minerality of 2007. You could say it has it all. Our collaboration in Chablis with the folks at Domaine Costal (under the influence of Bernard Raveneau for this cuvée) did not miss a beat in 2008, and we are pleased to bring you another vintage of Truffières that follows in the worthy footsteps of previous years. It is a wine for immediate consumption (you can age it, but why wait?), a cool, smooth, mineral-infused Chablis with that delicate balance of concentration and nerve perfectly realized. But the ravishing part is that unique *les truffières* perfume. Truffles? You decide. No other Chablis has it.

The vineyard is worked organically, by the way.

\$28.00 PER BOTTLE

\$302.40 PER CASE

2007 SANCERRE ROUGE • HIPPOLYTE REVERDY



To my palate this is probably the best Sancerre *rouge* Reverdy has ever made, and it wasn't an easy year for Pinot Noir in the Loire. Reverdy ages his Pinot in large 400-liter barrels, enabling him to age it longer before bottling and avoiding too much oakiness. The Pinot fruit is vibrant, soft, and deliciously spicy. It has exceptional poise and balance, good structure, and an aroma that says come and get me. Sancerre is known

for its white wines with reason, but every so often an irresistible Pinot Noir emerges and we find that our clients really go for them.

\$26.00 PER BOTTLE

\$280.80 PER CASE

BEAUJOLAIS

by Dixon Brooke

2008 RÉGNIÉ • GUY BRETON

Régnié now joins the handful of Beaujolais *grand crus*, thanks to the quality and distinctive personality its soil makes possible. In the shadow of the famed Côte du Py in Morgon, Régnié occupies a plateau of former ocean floor, and the vines planted here produce wines of liveliness and nerve. Our old gang of four pal Guy Breton vinifies his grapes *au naturel*, and this baby is alive and kicking.

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

2008 RÉGNIÉ • CHARLY THÉVENET

Charly is the son of Jean-Paul, another gang of four hero in Morgon. Charly was the first in our stable to realize the potential of Régnié and purchase a plot there a few years ago. He showed instant talent with his first release in 2007, and this year he refined the vinification in search of more finesse. Régnié is a *grand cru* Beaujolais that you will enjoy getting to know, and we offer two top examples.

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

2008 FLEURIE “LES MORIERS” CÉDRIC CHIGNARD

Les Moriers is the favored site in the *grand cru* appellation Fleurie. Chignard is considered its master vintner. Pretty to the nose, luscious on the palate, our unfiltered blend is one of the masterpieces in our portfolio, and the best single starting point for exploring the wines of the region.

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

2008 BEAUJOLAIS • CÉDRIC VINCENT

Cédric is a *garagiste* in the best sense of the term. He really turns heads in Beaujolais with his severe pruning and minuscule yields, and especially with the dark, inky color of his far-from-ordinary Beaujolais. Expect freshly crushed berries, sweet, musky northern Rhone-esque spices, a granitic, mineral vein, singing acidity, and a tannic backbone. Killer juice.

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

SOUTHERN FRANCE

by Kermit Lynch

2007 MOURVÈDRE “VIEILLES VIGNES” CHÂTEAU LA ROQUE

All right, Mourvèdre fans, fan out across the nation and come up with a better pure Mourvèdre value. Oh, there you are, back already? Yes, I know, we really have something here from the lovely summer of 2007. Drink it in, drink it down—and part of the pleasure will be thinking back to how little you paid for it.

\$18.00 PER BOTTLE **\$194.40** PER CASE

2008 CHÂTEAUNEUF-DU-PAPE *BLANC* “TÉLÉGRAMME” • DOMAINE DU VIEUX TÉLÉGRAPHE

I must say that white Châteauneuf is a wine I won't order in restaurants unless I have experience with the producer's style. Too many examples are flabby and over-alcoholic—not my, uh, cup of white wine.

Masterpieces can happen. A 1973 Château Rayas tasted in London ten years ago was an absolute marvel. And a 1978 Vieux Télégraphe tasted seven years ago was beyond belief.

The Brunier brothers have devoted themselves to figuring out Châteauneuf *blanc* since they took over from Henri in the mid-eighties. Constantly questing, experimenting, they are now at the summit of the appellation for their dry whites.

Télégramme is a cuvée from younger vines, and the 2008 is a model of discretion and balance. Nothing is overdone. It is finely chiseled with a marvelous nervousity to it. You don't think of the hand of the winemaker—this wine seems to have sprung up as if from that great rocky plateau.

\$38.00 PER BOTTLE **\$410.40** PER CASE

2008 CABERNET SAUVIGNON DOMAINE CYRIAQUE ROZIER

Dark, bright—it looks healthy, if you know what I mean. Straightforward aroma—clean Cabernet with no over- or under-ripeness. Medium bodied, perfect acid/tannin balance, classy composure—a treat!

\$12.95 PER BOTTLE **\$139.86** PER CASE

STAFF SELECTIONS

STAFF SELECTIONS ARE ALWAYS a big hit in our newsletters. This time, I've decided to take it a step further. We'd like to give you, our clientele, the opportunity to get to know us better. One of the most common requests I hear from clients throughout the year is for the opportunity to work regularly with a salesperson. Please take a look at the bios of the salespeople to see if there is someone who is right for you. Also, during the month, each staff member will be posting on our blog (blog.kermitlynch.com) about their favorite wines and experiences drinking them.

After the job of finding great wines at great prices, there is nothing more important in our business than making the client feel as comfortable and confident as possible when making a purchase. Let's face it—buying wine can seem a bit intimidating sometimes. As retail manager of KLWM, I want to make it easy for you to have a positive experience in the store. Feel free to introduce yourself and latch on to any one of us. Like they say in my favorite Bogart movie, "This could be the beginning of a beautiful friendship."
—Steve Waters



Right to left: Dixon Brooke, Chris Bunag, Mark Congero, Steve Waters, Kermit Lynch, Sam Imel, Clark Z. Terry, Michael Butler, Graeme Blackmore

© Rebecca Taggart

—Chris Bunag—

SINCE JOINING KLWM in 2006, I've worn many hats. I started in our warehouse, and shortly afterwards an opportunity became available at the retail shop to handle the shipping and stocking of our wines. Naturally I became curious about the contents of all those bottles and started regularly attending our staff tastings, getting a chance to learn from the sales staff and from Kermit himself. From there I immersed myself in our selections, taking home a new bottle of wine each night for months. Soon a passion and understanding for our wines developed. A sales position opened up and I was given an opportunity to sell these rare, wonderful creations. Here are three wines that I'm enjoying at home a lot.

2007 MARSANNAY BLANC "CLOS DU ROY" RÉGIS BOUVIER

Bouvier's "Clos du Roy" *blanc* is a perfect expression of '07 white Burgundy: perfumed, with clean, fresh, citrus fruit on the nose, a perfect balance of richness and acidity, and a long, lingering, smooth finish.

\$32.00 PER BOTTLE **\$345.60** PER CASE

2007 BOURGOGNE ROUGE "EN MONTRE CUL" RÉGIS BOUVIER

Is it important to understand what "Montre Cul" means before drinking this wine? Politely put, it translates to "show your bum." This wine certainly shows a lot of candied cherries and red currant—delicate red fruit flavors that last and last. Well, maybe it's not so important to understand "Montre Cul," but it sure is a fine value for such deliciousness!

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

2008 BROUILLY • CHÂTEAU THIVIN

It is well known around the retail shop that I am a huge fan of Beaujolais. Why? The answer is in the purity and simplicity of the wines. Thivin's Brouilly is a perfect example of this with its smooth, pretty, delicate style and lovely fruity aromatics. I highly recommend chilling your Beaujolais for fifteen to twenty minutes before serving. The chill goes a long way in making the wine extra refreshing and quaffable.

\$22.00 PER BOTTLE **\$237.60** PER CASE

—Sam Imel—

THERE ARE TWO invaluable experiences that helped to pave my road to Kermit Lynch Wine Merchant: my years as a server at Range in San Francisco and working harvest in St. Emilion, France. Range motivated me to acquire a higher level of wine knowledge through their eclectic and ever-changing wine list, which is loaded with KLWM imports. My favorite part of the job was seeing the excited reactions from patrons who may have otherwise overlooked these gems. Working the 2006 harvest in St. Emilion showed me all that goes into a bottle of wine. The synergy I witnessed between the people, the vines, and nature was illuminating. I left France with a stronger conviction that I wanted to be a part of Kermit Lynch Wine Merchant.

2008 MORGON “CÔTE DU PY” • JEAN FOILLARD

The first time I was truly smitten by wine I was at a New York bistro where I discovered a 2002 Morgon Côte du Py from Jean Foillard. Its frank nature intoxicated me. The dark ruby robe, gorgeously perfumed fruit, and silky long finish were a force that couldn't be reckoned with. Every time I uncork a bottle from this 2008 vintage, that same ethereal experience lives on.

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

2005 BANDOL ROUGE DOMAINE DE TERREBRUNE

Terrebrune is committed to producing a wine that is as natural and expressive as you can find. The wine is always susceptible to the surprises nature can bestow, making it exciting to discover the story each bottle will tell. This Bandol is full bodied and shows deep aromas of blackberry layered with spice and dust. My favorite food pairing is with a platter of pungent cheeses and cured olives.

\$30.00 PER BOTTLE **\$324.00** PER CASE

2008 REUILLY BLANC “LES PIERRES PLATES” DÉNIS JAMAIN

Often overshadowed by its Loire Valley neighbor, Sancerre, Reuilly will be a welcomed surprise. This Sauvignon Blanc has vibrant tart fruit with a strong vein of minerality. The mouthwatering acidity will excite your taste buds and prep your palate for everything to follow, making it an excellent way to kick off a meal.

\$18.95 PER BOTTLE **\$204.66** PER CASE

—Mark Congero—

FOUR YEARS ALREADY, here in the shop. It's hard to believe. But the experience has been nothing but positive. After eight years at Chez Panisse, I felt like I was already part of the family when I began working for Kermit. Admittedly, before Chez Panisse my knowledge of French wines was limited at best. I remember my first taste of wine at Panisse during my training: a 1998 Bandol *rouge* from Domaine Tempier. I have had some great wines while working here at KLWM, but I remember that first sip of Tempier as well as any of them. When I found out I could go down the street to buy this amazing wine I immediately became a regular at the shop. I was blown away by how nice everyone was and how easy they made it for me to learn about the wines. Ten years later I am proud to be part of the retail staff and hope to be here for a long while. Staff picks are always difficult, because I have so many favorites.

2007 CHINON “LES PETITES ROCHES” CHARLES JOGUET

The truth is, Kermit imports great Loire Valley reds, but if forced to choose one producer, I would have to go with the wines of Charles Joguet. If you are a fan of Cabernet Franc, you've got to try this one. If you are not a fan, this wine will be an exciting discovery. It is beautiful in the glass, with deep red and blue hues. On the nose—a pervading scent of dark berry fruit, spices, and earth. On the palate, blackberries, black cherries, and leather are supported by perfect acidity and great depth of flavor. Les Petites Roches is wonderfully generous, medium-bodied, and possesses enough tannins to keep it going for some time, but is soft enough to drink as soon as you get home.

\$22.00 PER BOTTLE

\$237.60 PER CASE

2008 MUSCADET • ÉRIC CHEVALIER

The 2008 is only the second vintage from Éric, and WOW, I am amazed again. This is true Muscadet: razor-sharp acidity, citrus and gooseberries, crushed stones and sea air. If briny, cold-weather oysters are in season, this is your wine. If they are not, it's hard to think of a better wine to open the evening with. If you're entertaining a few friends you may want to get more than one bottle, given the slurpability factor.

\$14.95 PER BOTTLE

\$161.46 PER CASE



—Steve Waters—

IN THE SIXTEEN YEARS I've been in the wine business, I've worked in three places. My first job in the Napa Valley was just a quick blip on the radar screen. I next worked for about six years in a small, "carriage-trade" wine shop in San Francisco's Financial District. I wore a necktie and had the chance to meet old-money families and corporate tycoons. As the shop's wine buyer, I became enamored with the selections from Kermit Lynch Wine Merchant. In 2000, a position became available in the Berkeley store and I pounced on it. My colleague Daniel Madero recommended me for the job by saying, "Steve Waters is so reliable, if he were trapped underneath a fallen tree, he'd chew his own arm off before missing a day's work!" Well, it's been almost ten years now, and luckily, I still have both of my arms.

2007 RIESLING "TRADITION" • KUENTZ-BAS

For a white wine, you couldn't ask for more versatility with seasonal fare than with Kuentz-Bas' 2007 Riesling. Crisp and mostly dry, this Riesling will delight you served with anything from cassoulet to grilled sausages and sauerkraut, or try a white wine coq au Riesling.

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

2007 CAIRANNE • CATHERINE LE GOEUIL

This domaine was one of the hardest to locate on a tasting trip to France a few years back. The mistral was whipping-cold and we couldn't wait to get into their warm tasting room: "There's no heat!?" Oh, well. After a few sips of Catherine's Cairanne, our souls were immediately warmed by the heady character of this Grenache-based red. This 2007 Cairanne is from a remarkable vintage that will age well and is one of the best values in the shop.

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

NV PROSECCO • SOMMARIVA

The Sommariva Prosecco di Conegliano is what I'd call the ultimate quaffer. Many customers have come to purchase "Champagne," not realizing the price of true Champagne, and have been thrilled with the quality and value of this Prosecco as an alternative. An excellent sparkler for a fabulous price.

\$13.95 PER BOTTLE **\$150.66** PER CASE

—Clark Z. Terry—

MY AFFAIR WITH WINE began at age ten when, on my birthday, my father allowed me to have a small glass of wine with dinner. I drank it down in one gulp. Upon seeing my empty glass, he let me know that wine should be savored and perhaps small sips were best. I would have to wait another year before proving to him that I did know how to drink wine.

As of January, I entered my fourth year working at the Berkeley retail shop. At present, I write the KLWM blog, craft email promotions, and manage our social media. If you haven't joined us on Facebook or Twitter, please do, and I'll be the one responding to any questions or comments you have. I look forward to meeting more Kermit Lynch fans online!

NV VINO BIANCO SECCO "GRANGIA" ELVIO TINTERO

Clear like spring water, a touch of sparkle, low alcohol, the Grangia holds the title for "least expensive wine in the shop." As we head into the spring and summer months, this will be the bottle I take home most often for a pre-dinner quaffer. Be careful, though—with the taste and its low alcohol, it is easy to drink an entire bottle by yourself.

\$8.00 PER BOTTLE **\$86.40** PER CASE

2006 CHINON "LES VARENNES DU GRAND CLOS" CHARLES JOGUET

When I last drank Joguet's '06 Varennes, I decanted it at noon in preparation for serving it with a roasted chicken at 8 p.m. that night. The Varennes is my favorite of Joguet's single-vineyard bottlings because it is the most approachable for drinking young but has structure to age ten-plus years down the line. The eight hours of breathing released the beauty this vineyard holds: a perfect balance of dark and smoky fruit with finesse and elegance.

\$28.00 PER BOTTLE **\$302.40** PER CASE

2007 CHABLIS • ROLAND LAVANTUREUX

During a recent outing with Lavantureux's Chablis, instead of chilling it in the fridge, I carefully placed it in the trunk of my car for two hours on an evening when the outside temperature was about 45 degrees. This left the bottle with a moderate chill and man, did it sing upon opening! Lavantureux's '07 Chablis is loaded with the classic mineral of the region, but its defining characteristic for me is the brush of lemony acidity that simply lasts and lasts.

\$22.00 PER BOTTLE **\$237.60** PER CASE

—Michael Butler—

I STARTED MY CAREER in the wine business in the mid-1970s at a small winery in the Finger Lakes region of western New York. I worked the vineyards, doing everything from winter pruning to fall harvest, and spent time with the wine-maker in the cellar throughout the seasons.

I arrived in California in 1980 and began working in the sales end of the business. In 1989, I joined KLWM and since then I've visited most of the producers Kermit imports, tasting in the cellars, walking the vineyards, working to gain a deeper understanding of the *terroir* and what makes these wonderful wines taste the way they do.

2007 PATRIMONIO BLANC • YVES LECCIA

For those of you who have visited the beautiful island of Corsica, you know how easy it is to fall in love with the place and its wines. In Patrimonio, the Vermentino grape can create wine that exhibits qualities of white Burgundy, augmented by a southern suppleness that makes it more versatile at the dinner table. It shines with herbs, olives, tomato, and spice, making it a great match for flavorful seafood dishes. I recently drank a bottle with fresh Dungeness crab, anchovy, and rappini on toasted levain. Uncork a bottle of this Corsican charmer and you will know what I'm talkin' 'bout.

\$28.00 PER BOTTLE **\$302.40** PER CASE

2005 BAROLO "VIGNA LAZZAIRASCO" GUIDO PORRO

If you want to know what excellent, traditionally made Barolo from an outstanding vintage is like, open a bottle of this beauty from Guido Porro. The aroma is deep, mysterious, and brooding and on the palate you get firm, crunchy fruit with nice tannic structure. Ideally you should age Barolo eight to twelve years but if you cannot wait, give it a few hours of breathing in a decanter. Serve with a hearty dish such as Beef Braised in—what else?—Barolo.

\$39.00 PER BOTTLE **\$421.20** PER CASE

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.
