

Celebrating 50 Years of Fine Wine

KERMIT LYNCH WINE MERCHANT

JANUARY 2022



Etna emerges from the clouds at Masseria del Pino

© Gail Skoff

A PLETHORA OF GREAT VALUES
THE DEEP SOUTHWEST ■ FAMILIAL BURGUNDY

A PLETHORA OF VALUES

by *Dustin Soiseth*

YOU MAY KNOW that a group of owls is called a parliament, but did you know that a group of apes is called a shrewdness? Then there's a thunder of hippopotami, and a richness of martens—clever, amusing names that reference the animals' characteristics. So what do you call a collection of delicious, well-made wines that offer serious bang for your buck? A surfeit of tastiness, a scad of enjoyment, an ambrosia of libations? I like a plethora of values.

PER BOTTLE

ROSATO SPUMANTE BRUT "IL ROSA" • SOMMARIVA	\$14.95
2020 VERDICCHIO DEI CASTELLI DI JESI • COLLELEVA	12.00
2020 MOSCATO D'ASTI "SORÌ GRAMELLA" • ELVIO TINTERO . . .	12.00
2020 VIN DE PAYS DE VAUCLUSE <i>BLANC</i> • DOMAINE DE DURBAN	15.00
2020 BORDEAUX <i>BLANC</i> • CHÂTEAU DUCASSE.	18.00
2018 GAMBELLARA "EL GIAN" • DAVIDE VIGNATO	18.00
2020 LOCOROTONDO <i>BIANCO</i> "ANTICO" • I PÀSTINI	18.00
2019 RIESLING • KUENTZ-BAS.	19.00
2018 FRIULI COLLI ORIENTALI PINOT GRIGIO • LA VIARTE	19.95
2020 CORBIÈRES ROSÉ "GRIS DE GRIS"	
DOMAINE DE FONTSAINTE	18.00
2020 VINO ROSSO • ELVIO TINTERO	9.95
2019 VINO ROSSO "IL GOCCETTO" • TENUTA LA PERGOLA.	12.00
2019 LANGUEDOC CABRIÈRES <i>ROUGE</i>	
SELECTED BY KERMIT LYNCH	14.00
2020 VIN DE PAYS DE VAUCLUSE <i>ROUGE</i> • DOMAINE DE DURBAN	14.00
2018 MONFERRATO ROSSO • TENUTA LA PERGOLA	14.00
2018 BARBERA DEL MONFERRATO "ROSSO PIETRO"	
CANTINE VALPANE	16.00
2020 PAYS D'OC CABERNET SAUVIGNON	
"LES TRAVERSES DE FONTANÈS" • CHÂTEAU FONTANÈS.	17.00
2020 CORBIÈRES <i>ROUGE</i> • DOMAINE DE FONTSAINTE.	17.00
2019 CAHORS • CLOS LA COUTALE.	17.00
2020 BARDOLINO "LE FONTANE" • CORTE GARDONI	17.00
2020 BEAUJOLAIS • DOMAINE DUPEUBLE	18.00
2020 CORSE CALVI <i>ROUGE</i> "CLOS REGINU"	
DOMAINE MAESTRACCI	18.00
2020 DOLCETTO D'ALBA "LA COSTA" • PIERO BENEVELLI.	19.00

PROVENCE

by Emily Spillmann, KLWM BEAUNE

2020 BANDOL ROSÉ DOMAINE DU GROS 'NORÉ

If Alain Pascal's rosé could speak, it would have a southern twang. Not a cutesy bubble-gum drawl, but a dense, rich Mediterranean resonance as persistent as the mistral, as intense as the Provençal sun. It would sing of lazy summer afternoons stretching into evenings and the smell of homemade bouillabaisse in pans big enough to feed an army. This bottle is full of chiseled, vivid, southern charisma with a soupçon of wild strawberry.

\$37.00 PER BOTTLE **\$399.60** PER CASE

2020 BOUCHES-DU-RHÔNE VERMENTINO "BAUME-NOIRE" • CLOS SAINTE MAGDELEINE

Inspired by Corsican Vermentinu, which is grown on poor soils and limestone escarpments similar to those at Clos Sainte Magdeleine, Jonathan Sack planted a parcel of this variety in the *lieu-dit* "Baume-Noire," a terraced vineyard named for the mysterious natural grottos hidden on the Cap Canaille. He vinifies and ages the wine in sandstone amphorae, providing a delicate harmony while conserving the wine's expression of dry, stony terroir. Its electric energy—with a higher acidity and less creaminess than the domaine's Cassis *blanc*—gives the Baume-Noire serious zip and zest. This wine is completely rockin' right now.

\$48.00 PER BOTTLE **\$518.40** PER CASE

2019 BANDOL ROUGE DOMAINE DE LA TOUR DU BON

Bandol *rouge*: that iconic dark, brawny nectar with unmistakable tannic grip. Agnès Henry's version is trademark Bandol but also a horse of a different color. Her blend includes a little less Mourvèdre and a little more Grenache than may be typical, translating into a softer structure and an almost ethereal weightlessness. The 2019 Tour du Bon *rouge*, with its juicy nose and bright, crunchy fruit, its mouthwatering acidity and peppery verve, is particularly elegant. We opened it on a perfectly ordinary Sunday evening with a bowl of butternut squash soup and fresh crusty bread. It made our quiet dinner feel like a fête.

\$47.00 PER BOTTLE **\$507.60** PER CASE

THE DEEP SOUTHWEST

by Anthony Lynch

AN AMALGAMATION of many disparate wine regions under a single umbrella term, France's "Southwest" covers a massive amount of ground. Its immensely varied terrain encompasses a wealth of climates and soil types, including terroirs geographically and geologically related to the Bordelais, appellations more similar to those of the Languedoc, and completely unique grape-growing pockets tucked in the foothills of the Pyrenees, near the Spanish border. Factor in the remarkable collection of native grapes specific to these parts, and it is even more apparent how much less homogeneous—and more mysterious—the Southwest is than, say, Burgundy or Bordeaux.

This diversity makes it an especially exciting place to look for wines that offer incomparable regional character as well as excellent value. While Southwestern appellations lie at the intersection of Atlantic and Mediterranean climate zones, the most meridional areas are under the influence of a third, all-commanding geographical feature: the Pyrenees. The hilly landscape in the shadow of these mighty peaks is remarkably green—the relatively cool temperatures and healthy rainfall are counterintuitive considering these are among mainland France's southernmost vineyards. These are not big, ripe, southern bruisers; rather, their vibrant balance recalls that of Loire wines more than those from the nearby Mediterranean rim.

Perhaps most exciting is the dynamic energy that has swept over *le sud-ouest* in recent years. Passionate young vignerons are reviving these niche appellations and producing truly stunning wines. Here are two recent arrivals, produced in tiny quantities by ambitious talents we already consider to be stars.

2019 IROULÉGUY ROUGE “CUVÉE HAITZA” • ARRETXEÀ

Deep in Basque country, the lovely Thérèse and Michel Riousepyrour have ceded management of their small domaine to their sons, Iban and Teo (a significant career shift for the brothers after years of total domination on the Basque *pilota* court). Building off their parents' decades of work that earned Irouléguy precious recognition, they have produced a master class with their latest release of the domaine's *vin de garde*. A black wine made from steep inclines planted to Tannat and some Cabernet Sauvignon, it demands patience while its dense, mouth-coating tannins slowly release their clutching grip. Properly aged, it will stand tall alongside top cuvées from the likes of Tempier, Clape, and Joguet.

\$52.00 PER BOTTLE

\$561.60 PER CASE

**2020 JURANÇON SEC “MÉTÉORE”
CLOS LARROUYAT**

Among our most inspiring recent discoveries is undoubtedly Clos Larrouyat, a small domaine my dad and I came across on a recent trip to the Southwest. Their wines have featured prominently on our dinner table since, and we have begun adding them to the family cellar alongside more famous names who at one point were also relative unknowns. You could say this young vigneron couple just *gets it*, which is all the more impressive considering they are still early in their career.

Only a few years into their venture, Maxime and Lucie Salharang are fully locked into the amazing terroir for dry whites that is Jurançon. The magic starts with a holistic approach to farming, driven by a fluffy team of sheep. The wines are fermented spontaneously in neutral oak with natural malolactic, then are bottled unfiltered with low sulfur—all crucial steps in preserving silky flesh to coat the bracing acidity typical of Gros and Petit Manseng. Expect notes of peach pulp, beeswax, almond, and stone, with a serious emphasis on the stone.

\$34.00 PER BOTTLE

\$367.20 PER CASE



Maxime and Lucie Salharang

© Clos Larrouyat

STUNNING SICILIANS

by Anthony Lynch

2020 TERRE SICILIANE BIANCO “MARZAIOLO” • RIOFAVARA

Fall had fallen when I visited Sicily this past November: torrential rains flooded Catania, and the summit of Etna never emerged from behind a hazy shield of gray. Then we arrived at Riofava, where the charming Padova family bottles a colorful series of wines from chalky soils within minutes of the Mediterranean shoreline. The sky cleared, its dreamy blue stretching eternally around a brilliant sun oblivious to the changing seasons. They succeeded in capturing that sentiment in this fragrant blend of Inzolia, Grecanico, and Moscato: notes of zesty citrus, flowers, sea salt, and juicy sweet melon practically dripping with freshness try to tell us summer never really left, and after downing a crisp glass or two, it is not so hard to be convinced.

\$19.00 PER BOTTLE

\$205.20 PER CASE



RIOFAVARA

2019 ELORO NERO D'AVOLA “SPACCAFORNO” • RIOFAVARA

When Massimo Padova took over his family's winery in the early 1990s, he sought to realize the full potential of the land through organic farming and low-intervention winemaking. Riofava became the first local producer to adopt this philosophy, fermenting exclusively with native yeasts and bottling unfiltered. This delicious entry-level Nero d'Avola is a testament to these methods: dark and smooth, the Spaccaforno is generous but not heavy, with suggestions of blackberry, licorice, and spice leading to a lively, chalky finish.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2019 TERRE SICILIANE CARRICANTE “LATO SUD” • GROTTAFUMATA

One of the more dazzling whites to look at as it sits in the glass, this old-vine Carricante gets its luxurious golden hue from four days of skin contact, a traditional process on Etna that really brings out the distinctive scents of this special place. The lava stones that make up the soil, the direct sun beating down on steep blackened slopes at elevation, the wild herbs growing among the vineyard rows, and even the plume of smoke wafting from Etna’s summit . . . it’s all there, plus a ravishing dollop of wildflower honey to round things out. Try not to serve it too cold—take a few minutes to admire its alluring color while it warms up in your glass if you must.

\$49.00 PER BOTTLE

\$529.20 PER CASE

2018 ETNA ROSSO “I NOVE FRATELLI” MASSERIA DEL PINO

Federica Turillo and Cesare Fulvio practice their craft in an ancient stone farmhouse (*palmento*) at 800 meters above sea level in the middle of their vines, making wines by hand (and feet!) just as farmers on Etna did hundreds of years ago. No pumps, cultured yeast, filters, or other modern technology here; a small collection of used barrels and a little hand-operated basket press are the most sophisticated pieces of equipment to be found in their cellar. Their 2018 *rosso* shows a softer side of Etna, with all the volcano’s wild aromatics but none of the edgy tannins or high alcohol—perfect for serving slightly chilled with pizza or grilled tuna.

\$58.00 PER BOTTLE

\$626.40 PER CASE

2017 CERASUOLO DI VITTORIA PORTELLI

Deep in Sicily’s south, Vittoria may be the hottest and driest place from which we import wine. Unforgiving summer temperatures scorch a dusty landscape of small shrubs and tenacious bush vines audaciously poking from stretches of cracked and parched earth. Paradoxically, this harsh terrain yields a red wine of a riveting freshness, saturated with vivid fruit and sweet, plush florals: Cerasuolo di Vittoria. The capacity for Nero d’Avola and Frappato to retain acidity and find balance even in the most extreme conditions never ceases to surprise and delight. Portelli’s rendition is a classy lesson in contradictions, and among the most food-friendly reds in our book.

\$24.00 PER BOTTLE

\$259.20 PER CASE

2020 CRU BEAUJOLAIS

by *Chris Santini*, KLWM BEAUNE



2020 MOULIN-À-VENT “VIEILLES VIGNES” • DIOCHON

When I started in the wine business, the press wasn't too kind to Beaujolais, which it often ignored completely or at best gave a patronizing review with a low score to boot. I couldn't help but think how far we've come

when I recently read a glowing review of this proudly old-school Moulin-à-Vent, full of praise of its aromas, elegance, concentration, and liveliness, with a score once reserved for cult Cabs and unobtainable Bordeaux. Diochon has rightly found its place in the big leagues.

\$26.00 PER BOTTLE

\$280.80 PER CASE

2020 CÔTE DE BROUILLY CHÂTEAU THIVIN

Fritz Rench, a special person in my family, just celebrated his ninetieth birthday. His enthusiasm for Château Thivin may be unmatched in this world. To put things in perspective, I'm almost half his age, and he's been drinking (and visiting) Thivin since before I was born. In any wine shop where his travels take him, his first question is, without fail, “Got any Château Thivin?” He knows that there is Beaujolais, there is Côte de Brouilly . . . and then there is Château Thivin. The superb 2020 vintage may be the best Thivin ever. It's got it all, and so much more. Fritz, here's to you! I have a case of the 2020 here in the cellar with your name on it, ready for your next visit.

\$32.00 PER BOTTLE

\$345.60 PER CASE

2020 MORGON “VIEILLES VIGNES” GUY BRETON

Leave it to Breton to take summer heat (2020 was one of the hottest on record) and turn it into a light summer breeze in a glass. No matter the elements, Breton always manages to bring out the best in his Gamay. His guiding principle is simply to make Morgon he wants to drink. I'm pretty sure you'll want to as well. Joyous, silky, and smooth.

\$41.00 PER BOTTLE

\$442.80 PER CASE

GUIDO PORRO

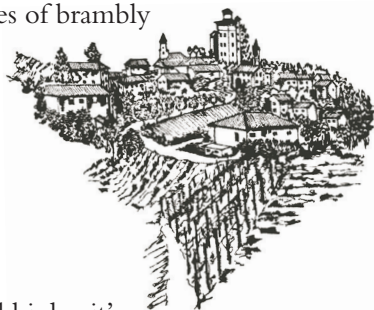
MAESTRO OF SERRALUNGA

by Tom Wolf

2020 DOLCETTO D'ALBA "V. PARI"

When you stand on Guido Porro's deck, overlooking some of the most dramatic hillside vineyards of Serralunga d'Alba, you can't help but do a double take when Guido points out the Dolcetto vines whose grapes go into this bottling. There they are, at the top of the slope, peering down on acres upon acres of Nebbiolo destined for world-class Baroli. This prime placement tells you everything you need to know about Guido's refined and over-delivering Dolcetto.

With its exquisite balance, gentle tannin, and notes of brambly fruit, this bottle begs for a dish of hearty lasagna or a plate of chicken wings.



\$24.00 PER BOTTLE

\$259.20 PER CASE

2020 LANGHE NEBBIOLO "CAMILU"

As an introduction to the charms of Langhe Nebbiolo, it's hard to beat this Camilu. Concentrated, textured flavors of cherries and roses wrap themselves around a chiseled frame and an acidity that make this bottling an ideal companion to stews, braised meats, and roasted vegetables. For a locally inspired and seasonally perfect pairing, try northern Italy's delicious pot roast called *brasato al Barolo*.

\$31.00 PER BOTTLE

\$334.80 PER CASE

2017 BAROLO "VIGNA RIONDA"

After decades of working in Serralunga d'Alba's revered Lazzarito vineyard, Guido Porro achieved the ultimate dream of this slice of Barolo and acquired a tiny plot in Serralunga's most legendary *cru*, Vigna Rionda. This wine, from the notably charming and approachable 2017 vintage, is a testament to why Vigna Rionda is so special. Aromas of red fruit, tea, citrus, and so much more soar out of the glass, and the flavors that course over your palate are no less mesmerizing. The level of finesse on display is breathtaking.

\$183.00 PER BOTTLE

\$1,976.40 PER CASE

Henri Mayer

VITICULTEUR À VOSNE-ROMANÉE (CÔTE-D'OR)

A client pointed at the two or three stacks of red Burgundy in the shop and asked, "You used to specialize in Burgundy, didn't you?"

I've spent more time tasting in Burgundy than in all other wine regions put together. Burgundy remains the king of wines in my vinous aristocracy. If you ask me, I specialize in Burgundy.

However, I'm choosier than I used to be. Certainly this is a logical consequence of the formidable prices in Burgundy. The wine in the bottle must be worth its price no matter what it says on the label. But at the same time, discovering the wines of Hubert de Montille in Volnay changed my aesthetic approach to Burgundy. Sloppy vinification and dishonest wines *bug* me. I'd rather drink de Montille's simple, flawless Bourgogne Rouge than a chaptalized, filtered (and often stretched) Grand Cru. Because, as a favorite California vintner from Forestville put it, "de Montille doesn't screw 'em up!"

All this to introduce a new hero, Henri Mayer of Vosne-Romanée, the most important discovery I've made in Burgundy since de Montille. Mayer shows a passion, intelligence, and integrity similar to de Montille, but works with *cru*s from the Côte de Nuits such as *BEAUMONTS* and *RICHEBOURG*.

Each *cru* tastes different. He doesn't manipulate them to impose a "house-style." His Echezeaux has that thick, exquisite Echezeaux stink. The Nuits has a toasty, earthier complexity. He allows the character of the *cru* to express itself. When buying a Burgundy it is, after all, the character of the *cru*, the personality imparted by that specific piece of earth, that one is paying for. One hopes it has not been filtered out or sugared over.

Mayer's wines are not filtered, they are fined lightly with egg whites. They are vinified in new oak. They show no chaptalization (sugaring to increase body and alcohol). Consequently the wines are alive; flavors are not masked; the structure of tannin and acid is not at all obscured. One luxuriates in the flavor of the Pinot Noir fruit, the nobility of the *terroir*, and the subtle, toasty quality imparted by the oak—the ingredients from which Burgundy *should* be made.

—Kermit Lynch, June 1980

FAMILIAL BURGUNDY 2019

by Dixon Brooke

2019 ALOXE-CORTON ROUGE DOMAINE FOLLIN-ARBELET

Franck Follin and his son Simon are making some of the most exciting wines in Burgundy today. Their bread and butter are their cuvées of Aloxé-Corton *rouge*, made from vines at the foot of the imposing *grand cru* Corton hill that they call their backyard. This exquisite bottling is aromatic, enchanting, and serious, encompassing everything we love about Burgundian Pinot Noir.

\$80.00 PER BOTTLE **\$864.00** PER CASE

2019 PULIGNY-MONTRACHET 1^{ER} CRU “LA GARENNE” • DOMAINE LARUE

Near the top of the hill, above even the *hameau* de Blagny, La Garenne is one of Puligny’s highest-altitude sites (only Sous le Puits, also worked by Larue, and Le Trézin, worked by both Larue and Antoine Jobard, are higher). This prized *climat* is well situated to make precise, terroir-driven Puligny in the current climate. Brothers Didier and Denis Larue, currently transitioning control to their sons Vivien and Bruno, own very old vines planted just after World War II, and the wizened *ceps* produce small, concentrated grapes that give a Chardonnay of intense power and concentration allied with freshness and nerve. Their 2019 is a *grand vin* with a very promising future in your cellar.

\$99.00 PER BOTTLE **\$1,069.20** PER CASE

2019 GIVRY ROUGE 1^{ER} CRU “A VIGNE ROUGE” DOMAINE FRANÇOIS LUMPP

François Lumpp’s wines can compete with the very best of Burgundy. They are the finest wines being produced today in Givry, a sleepy Côte Chalonnaise outpost historically reputed for its Pinot Noir, thanks to its abundant limestone and iron-rich clay soils. Nobody has done more than François to remind the world of this appellation’s potential, and now he has passed the torch to his daughter Anne-Cécile and his son Pierre. The Lumpp style is on full display with this beauty: open-knit, fruit-forward, silky, and seductive Pinot Noir beckons. This vineyard always supplies a solid architecture of structural support, and vintage 2019 brings the welcome acidity of blood orange and *pêche de vigne* as well.

\$64.00 PER BOTTLE **\$691.20** PER CASE

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1972, IT BEGAN; **2022**, IT CONTINUES. This is not an epitaph. KLWM is alive, well, and all of us are proud to celebrate fifty years of bringing you the best wines France and Italy have to offer. To honor this milestone, we're taking a trip down memory lane in each of this year's brochures, looking back in our archives at some of the incredible domaines we've had the pleasure to work with. This month, we remember one of Burgundy's greats (p. 10). On a similar note, we are also highlighting a newer import that really gets our taste buds excited in our "Looking Forward" segment (p. 5), anticipating who will be the future stars of the portfolio—this time, a young vigneron couple in Southwest France who have real touch. Don't miss 'em!

Thanks for making our adventures on the wine route possible. Here's to fifty more years! —*Kermit, Anthony, and Dixon*

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