



KERMIT LYNCH
WINE MERCHANT

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RETURN SERVICE REQUESTED

- **BARGAIN SAMPLER**
- **CAFÉ FANNY BIRTHDAY**
- **GREAT MEURSAULTS PRE-ARRIVAL**

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

MARCH 2004

FRENCH WINE UNDERPRICED

And Here's the Sampler to Prove It

THE BIG STORIES out of France for us this past year: the dollar's fall from grace and headlines about anti-French sentiment because of Iraq.

By the way, I saw an old movie from WWII on TV recently that showed a cook in a big-city greasy spoon taking a "Sauerkraut" sign off the wall and replacing it with "Freedom Cabbage," so Freedom Fries has a precursor.

I did not count the number of times the media interviewed me about anti-French sentiment. They wanted to know how much French wine sales had dropped. Not noticeably, I told them. Actually, I did hear from four customers. Two told me they had ordered some wine, but because of the French stand on Iraq they were cancelling. The two others each said that they had ordered a case of wine, but because of the French stand they had decided to take two. But the press loved the anti-French story and exaggerated it.

What I know, having spent a lot of time in France and co-owning a wine property there, is how misguided it would be to try to hurt Chirac by not drinking French wine. The French government is the French winemaker's greatest enemy. The bureaucracy is suffocating and everything is taxed except the air the vines breathe. Taxed and double-taxed, and I swear I even saw a tax taxed, if you can imagine that. If you dig a well on your property, your own water is now taxed! And it surprises me that a lot of people here believe that French winegrowers are subsidized. No way. Agriculture is subsidized, not viticulture. Chirac couldn't care less about what happens to the winemakers.

As for wine bargains, nowhere in the world do you get so much for your money as you do in France. The other day I read in the paper about a "moderately priced \$40 Merlot." Forty bucks, moderate? We offer very few wines over forty dollars, and they are from vineyards that have been hallowed for centuries—for example, the Meursaults that are available pre-arrival this month. Given our ever-vaster universe, I'm glad the good Lord chose to put those vineyards on earth. He had, apparently, an almost infinite number of other possibilities. I mean, Meursault could have ended up on Mars, in which case I would support more manned spaceflights.

The quality you can find in France between ten and twenty-five dollars is phenomenal. Our shop has a big selection of them. We have a great Châteauneuf-du-Pape from a great vintage at \$25. We have a gutsy, beautifully flavored red Rhône at \$12. We are awaiting the arrival of a superb chateau-bottled white Graves that we can offer at \$16. Not cheap, but it's not plonk, either. We sell fine wines. Whether you spend a little or a lot, you are going to get something special for your money.

On each bottle in our twelve-bottle Bargain Sampler we are going to write the price so you can consider the value as you taste each wine. Consider also the craftsmanship and the centuries of experience behind each label. And don't forget that the prices include transport to the U.S. in refrigerated containers and all the customs fees and taxes, etc.

It's an interesting period. French wines used to be the world's most expensive; now they are the best buys. Another advantage: French wines don't all taste the same. France and Italy are the champions of diversity.

Here are twelve examples. Give them a try, see what you think. Your average price is right around \$11 per bottle in the sampler.

BARGAIN SAMPLER

NORMALLY

2001 FLEURIE • BERNARD DIOCHON	\$16.50
2001 CORBIÈRES "LA DEMOISELLE" • DOMAINE DE FONTSAINTE .	14.25
2002 CHINON "CUVÉE TERROIR" • DOMAINE CHARLES JOGUET...	15.00
2002 CHEVERNY • DOMAINE DU SALVARD	9.95
2001 MÂCON-VILLAGES • HENRI PERRUSSET	13.50
2002 CÔTES-DU-RHÔNE ROUGE • CHÂTEAU DU TRIGNON	12.95
2002 VIN DE SAVOIE "LES ABYMES" • A. ET M. QUENARD	13.95
2000 RASTEAU • DOMAINE BEAU MISTRAL	14.95
2002 COTEAUX DU LANGUEDOC ROSÉ • CHÂTEAU LA ROQUE	14.95
2002 LE PIGEOULET ROUGE • HENRI BRUNIER.....	11.25
2001 BOURGUEIL "LES ALOUETTES" • CHANTELEUSERIE	11.95
2000 BANDOL ROUGE • DOMAINE DU GROS 'NORÉ.....	25.00

Normally \$174.20

SPECIAL 20% DISCOUNT

\$139



— PRE-ARRIVAL OFFER —

2001 **DOMAINE
FRANÇOIS JOBARD**

CLAUDE KOLM's *Fine Wine Review* awarded each one of Jobard's 2001s an A or A+ and called him "a strong candidate for best producer in Meursault." As an importer of several Meursault domaines, I am not permitted to second that emotion, but I was just in Burgundy and enjoyed two of the most dazzling tastings of my career, the 2001 Jobards and the 2002 Coche-Durys.

Missing them would be downright masochistic.

Kolm says of the Meursault En la Barre, "a remarkable village wine, showing floral and honeysuckle aromas, followed on the palate by hazelnut flavors, firmness and depth."

Jobard stopped filtering in 1994, and subsequently his recent vintages show more fleshiness. In terms of longevity (not only how long his

wines will live, but more importantly how well they develop with age), no one in Meursault surpasses François Jobard. Vintage 2001 shows us a generous, showy style, and you can pull a cork and enjoy one whenever you feel like it, now or later.



	PER CASE
2001 MEURSAULT "EN LA BARRE"	\$381.00
2001 MEURSAULT-BLAGNY	582.00
2001 MEURSAULT-PORUZOTS.....	621.00
2001 MEURSAULT-GENEVRIÈRES	621.00
2001 MEURSAULT-CHARMES	642.00
2001 PULIGNY-MONTRACHET "LE TRÉZIN"	420.00
2001 BLAGNY ROUGE "LA PIÈCE SOUS LE BOIS"	420.00

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

BURGUNDY

2001 BOURGOGNE *BLANC* DOMAINE ROULOT

A classy and classic white Burgundy from another of Meursault's top talents. The bouquet shows a superb balance of the trilogy fruit, oak, and stony mineral. Harmonious throughout. Poised, impeccably vinified, dry without austerity. It wouldn't surprise me if this one aged well over a decade.

\$23.00 PER BOTTLE **\$248.40** PER CASE

2002 MOULIN-À-VENT BERNARD DIOCHON

We have a new exhibition of photos on the wall here at the shop that you might enjoy seeing. Over there in the corner across from the sales counter, the guy with the mustache, that's Bernard Diochon. He looks like the kind of guy who would make one hell of a Moulin-à-Vent. He'd also make a good Porthos.

Our unfiltered blend is a pretty, medium-dark garnet. And let's not forget, there is nothing wrong with fun, and this wine is. Ample, generous, it is remarkably smooth and silky going down.

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

2001 CHASSAGNE-MONTRACHET "LES CHAUMÉES" DOMAINE COLIN-DELÉGER

Gerald Asher writes of the 2001 white Burgundies: "the wines have a liveliness that sometimes eludes Burgundy, and a combination of elegance, flavor, and firmness."

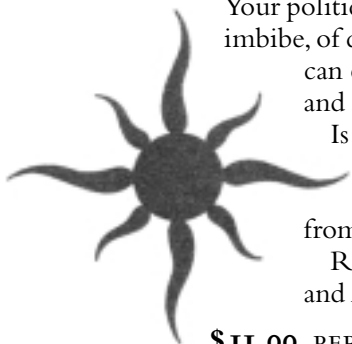
As you look across the *route nationale* from Le Montrachet, you see Les Chaumées at the top of the slope between the trees and Les Vergers. In other words, if you were a Chardonnay vine, you wouldn't feel bad about being there, and you'd feel proud of your offspring.

This is not huge, nor is it light. Folks, the body doesn't matter. This is wine, not a crime scene. Although it is dry, it's a sweetie pie. I like the way it sneaks up on you, that peacock's tail like blossoming on the palate. Delicious!

\$65.00 PER BOTTLE **\$702.00** PER CASE

SOUTHERN COMFORT

2002 PROTEUS DOMAINE DU POUJOL



Your politics don't matter here. Those opposed to the war can imbibe, of course, and those harboring anti-French sentiments can enjoy it too because it is made by an American gal and an English guy. The United Nations, in your glass.

Is this not a joking matter? Maybe.

Okay, onward to its dark, bright color. It is predominantly Merlot, framed by a touch of vanilla from the oak and some spice from some Grenache.

Robert trained at Peter Michael, Saintsbury, Roulot, and Méo-Camuzet, Kim at Mondavi.

\$11.00 PER BOTTLE **\$118.80** PER CASE



2001 RASTEAU CHÂTEAU DU TRIGNON

It may be difficult for those not in the trade to sort out the excellent quartet of Rhône vintages 1998, 1999, 2000, and 2001, but they have different styles and shapes, and you should consider some of each for your cellar. There is not a best, but the 1999s and 2001s both give more pleasure early than the 1998s and 2000s.

Of the four, I give 1999 the finesse and charm award, and 2001 wins the lusciousness award. The 2001s somehow manage to be big, deep, voluptuous, and yet they are not lacking in charm. I guess you could say they have the biggest, deepest charm of the quartet.

Trignon's Rasteau, a longtime favorite around here (about 25 years now), with its generous proportion of Mourvèdre, is a dark beauty, a wine that stinks good, if you know what I mean. Deep and dark, who knows what might happen in there . . . Drink now to 2012.

\$17.50 PER BOTTLE **\$189.00** PER CASE



2001 LE CARIGNAN
DOMAINE D'AUPILHAC

Here is a winner from our arsenal of weapons in the ever nastier War For Diversity. Even as the planet rushes toward an oaky Cabernet/Chardonnay monotony, we are calmly sipping the ultimate underdog: a big, gutsy old-vines Carignan in one of the two or three most successful vintages Domaine d'Aupilhac has made. The 2001 is a ripe one with superb concentration, and for those who like *old* Carignan (raise your hands, let's count you), the 1990 and 1991 in my cellar are tasting darn good. I like the 2001 now, but I decant it a couple of hours ahead.



\$26.50 PER BOTTLE **\$286.20** PER CASE



2001 PATRIMONIO ROUGE
DOMAINE LECCIA

Holy Moses, great balls afire, mama mia, Vive la Corse, wang dang doodle, oop la . . . I mean, this is great stuff, lotsa great stuff.

If I were good at alliteration, I would have begun with some in the title. I am jealous of those who think alliteratively: Bowling with Burgundy, Bombed on Bordeaux . . . No, not my forte. I was going to title this "A Lech for Leccia" because it's so perfect, considering that Leccia is pronounced *Letch-ee-uh*, but then I started having doubts. So, seek alliterative inspiration elsewhere.

Any resemblance between this Patrimonio and a fruit-driven wine is purely impossible. This wine is not fruit-driven. Maybe Dostoyevsky-driven, or Muddy Waters-driven . . . Well, wait, there is something sort of black cherry-driven way down in there, but roasted to an essence, funkified, and mineralized. And don't forget the Corsican maquis. Sailors used to say that they could smell the maquis, that Corsican blend of wildflowers and aromatic herbs, before they could see the island. It's here, along with a lot of other good stuff. Drink tonight!

\$21.50 PER BOTTLE **\$232.20** PER CASE





HAPPY BIRTHDAY PARTY



20 Years of CAFÉ FANNY

by Alice Waters & Jim Maser

Celebration Saturday, March 13, 2004

THE IDEA WAS, we would serve bread from the brand-new Acme bakery and wine from Kermit Lynch next door. All we would need would be a couple of barrels and a plank. The place was named after Alice's daughter who was about to be born. Fanny was named after the fishwife's beautiful love-struck daughter in Marcel Pagnol's film trilogy of life on the Marseille waterfront.

Twenty years later, the idea's the same: We're still a modest café sandwiched between the baker and the wine merchant and beautiful daughters are still falling in love. So join us for a birthday celebration on Saturday, March 13, 2004, when we will spill out into the courtyard to serve Acme bread and Kermit's wines—and other good things—from 8 a.m. until 4 p.m.

The parking lot under the olive trees will be reclaimed and turned into a festive plaza of wine bars and food booths serving Café Fanny favorites such as blue and green Araucana eggs cooked to order. Toasts will be proposed. Music will sound.

Old friends will reminisce.

