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WINE MERCHANT

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- **BOOK SECTION**
- **BARGAIN SPOTLIGHT**
- **BEAUJOLAIS NOUVEAU**
- **2002 FRANÇOIS JOBARD MEURSAULTS**

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

NOVEMBER 2004

2004 BEAUJOLAIS NOUVEAU

C OLETTE WROTE ABOUT the food and wine at Château Thivin in the Beaujolais, and so did *Saveur* magazine in a big spread last year. When I taste at Thivin I schedule it so they almost *have* to invite me to lunch, and this year they served a *navarin d'agneau*, or lamb stew with vegetables, and it was unforgettable with a glass of Beaujolais alongside. Simple, classic, family-style French cooking.

It is time for our annual Beaujolais Nouveau feast, right here in our parking lot, and our chef, Christopher Lee of Eccolo Restaurant down on Fourth Street, mentioned that he has a source for superb lamb. I remembered my lunch at Thivin, and he agreed to fix us up some *navarin d'agneau* to go with this year's Nouveau. Yes, the event also gives us the first look at a new vintage.

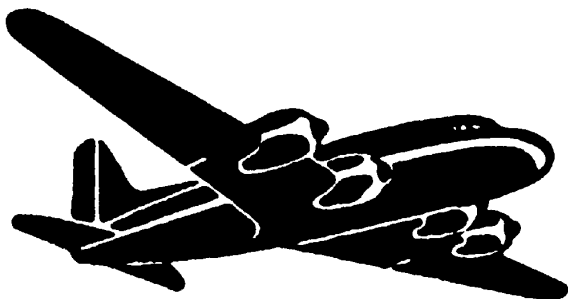
Our producer wrote that the 2004 shows a nice, supple palate with a perfect balance of tannin and acidity. It is aromatic with black cherry and blackberry (yes, we have no bananas at KLWM). Those who pruned severely and harvested late made exceptional cuvées.

Our 2004 arrives in one of these speedy jet-powered aircraft. Very practical! The same day the French are drowning their sorrows in pitiful drafts of sterile-filtered, cold-stabilized, over-sulfured, over-chaptalized, pasteurized, grape-based, let's-not-call-it-Beaujolais, we will live it up with an almost unbearably delicious natural wine that is still alive and kicking.

Attention: Starting Thursday the 18th we will sell the 2004 Nouveau by the bottle and the case, while Café Fanny next door serves it by the glass. Then, note the date of our parking lot event. Cuisine by Christopher Lee, live music, live wine!

SATURDAY, NOVEMBER 20,
11 A.M. TO 4 P.M.

EVENT PRESENTED BY CAFÉ FANNY



BE THE FIRST ON YOUR BLOCK

Our 2004 Nouveau will also be available at the following sites November 18:

BERKELEY
Arlington Wine and Spirits
Berkeley Bowl

CALISTOGA
Palisades Market

DAVIS
Valley Wine Company

GREENBRAE
Mollie Stone's

LOS GATOS
The French Cellar

MENLO PARK
Beltramo's

MILLBRAE
Vineyardgate

MILL VALLEY
Vintage Wine & Spirits

NAPA
J V Wine & Spirits

PALO ALTO
Vin, Vino, Wine



PLEASANTON
The Wine Steward

SACRAMENTO
David Berkley Fine Wines

SAN JOSE
Vintage Wine Merchants

SAN FRANCISCO
San Francisco Wine Trading Company
Ferry Plaza Wine Merchant

The Jug Shop
PlumpJack Wines Fillmore

Wine Impressions
John Walker & Co.

The Wine Merchant
at Showplace Square

SANTA ROSA
Traverso's Gourmet Food and Wine

STOCKTON
Wine Wizards

WOODSIDE
Roberts Market

NEW ARRIVALS

2002 MUSCAT D'ALSACE "FRONHOLZ" ANDRÉ OSTERTAG

This is the kind of wine I always want to call a ravishing beauty. It is also a Jaded Palate pick-to-click delivered biodynamically by the artistically inclined André Ostertag.

If you are the kind who drinks one glass of wine a day for your health's sake, stay away from this one because it will drive you right out of your woollens. You'll be itching and thrumbling, wiggling your ears and begging for more. It is that delicious.

\$27.00 PER BOTTLE **\$291.60** PER CASE

2003 MORGON "CÔTE DE PY" JEAN FOILLARD

Those who like to play games like Who Makes The Best Morgon often choose Jean Foillard. I resist such choicing as against my wine philosophy. Once a Morgon is impeccable, then anyone's favorite is merely a question of personal taste. But when pressed—like "What if you were on a desert island and could only have one Morgon, whose would it be?"—well, then I'd have to say that my choice would vary from vintage to vintage, that sometimes it is Foillard, sometimes someone else, and that I hope there's a fridge on the island. It is true, however, that often, very often, I'd pick Foillard's.

Jean worries that his 2003 is too tannic. I assured him that while it is tannic, *for a Morgon*, it is so luscious and flavorful that everyone over here is actually going to love the 2003, a new expression of an old reliable.

\$24.95 PER BOTTLE **\$269.46** PER CASE

2003 COTEAUX DU LANGUEDOC ROSÉ CHÂTEAU LA ROQUE

This is the final shipment of a popular *rosé*, and everyone's favorite word for it is "winey." One of the staff said it is "as winey as a red wine." It smells great, tastes great, and has a lot of flavor for a *rosé*.

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

LOIRE

2003 REUILLY “LES PIERRES PLATES” DENIS JAMAIN

This began as Sauvignon Blanc grapes grown near Sancerre in a Chablis-like, oyster fossil soil and turned into a gorgeous dry white, an over-achiever from 2003. The perfume is bright, fresh, and stimulating, the palate atypically round and supple, the aftertaste long and elegant.

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

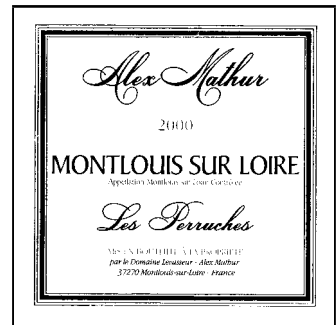
2003 BOURGUEIL “LES ALOUETTES” DOMAINE DE LACHANTELEUSERIE

Here is a blend of charming fruit (from sandy soil close to the river Loire) and fleshy depth (from hillside chalk, or *tuf calcaire*). The good-sized aroma is distinguished by ripe Cabernet Franc, spice, and black pepper, very unusual in a Loire vintage. It also has lower acidity than usual, succulent body, and a chewy tannin. What a wine!

\$12.50 PER BOTTLE **\$135.00** PER CASE

2000 MONTLOUIS SEC “LES PERRUCHES” DOMAINE ALEX MATHUR

This is the sort of dry white that kept me going back to the Loire Valley all these years. Lovely, subtle bouquet with suggestions of mineral and biscuit. A steely, dry palate with lots of vigor and freshness. A real sense of place. It is a white to drink over the next ten years as an apéritif, with charcuterie, especially country terrines or rillettes, and all kinds of fish. If you eat a lot of fish, you will enjoy going through a lot of this Montlouis.



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

INTRODUCING MAXIME MAGNON

LAST YEAR WHILE in France I received a sample bottle and a nice letter from a young winemaker between Narbonne and Perpignan, lost out there off the tourist route where the river Berre meets the Barrou in the Valley of Paradise. Oh, yes! He wrote that he had worked in the cellars of the Gang of Four at Morgon and had just started his own speck-sized winery at Durban-Corbières. I tasted his first effort, 2002, flipped over it, imagined your gratitude for finding it, could not believe how merely delicious it was, and called him to order some.

“It’s already sold out,” he said. Now, don’t ask why he would send me a sample of something sold out, but I did show up at his enchanted valley early enough to land some 2003, and here they are, a white and a red.

2003 VIN DE PAYS DE LA VALLÉE DU PARADIS BLANC “LA BÉGOU”

No one in history has come in and asked if we have a good blend of Grenache *gris* and Grenache *blanc*. Here’s one. Shop early and avoid the mobs. This is a dry white that has no SO₂, whose grapes were pressed like those for a red wine, then it was aged in an oak *foudre*. The nose invites you to take a sip, and it would be hard to say no to that primal nasal function: smells good, therefore ingestion approved. This is ripe, golden, generous, sun-drenched, and it smells of wine, not wood.

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

2003 VIN DE PAYS DE LA VALLÉE DU PARADIS ROUGE “1515 CARIGNAN”*



All Carignan, and the aroma is a lovely thing. The operative word is delicious. After his sample of 2002, and now this 2003, I’d say we can conclude that young Maxime has a talent for deliciousness. A rare treat.

\$12.50 PER BOTTLE
\$135.00 PER CASE

*Why 1515? Even if I could succeed in making you understand, you wouldn’t care.

— PRE-ARRIVAL OFFER —

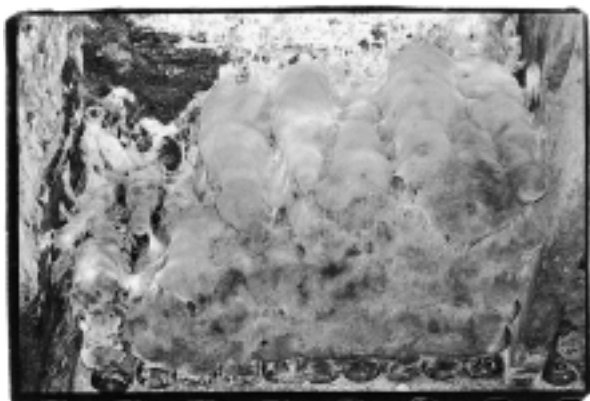
2002 DOMAINE FRANÇOIS JOBARD

IN THIS HIGHLY rated Burgundy vintage, nothing needed chaptalization at Jobard's place. Natural alcohol levels were right around 13.5%! The grapes were as healthy as they get in Burgundy. According to *The Fine Wine Review*, "As one would expect from so skilled a producer, the result is an outstanding collection." Even in Jobard's Bourgogne *Blanc*, they report, "one can get good Meursault character without spending large sums."

I consider 2002 a great vintage here. You will find superb Meursault character as filtered through the Jobard prism: fresh, lively, stony, crystalline *vins de terroir*, *vins du garde*. They are also nice and fleshy this year, and I can't wait for them to arrive.

	PER CASE
2002 BOURGOGNE <i>BLANC</i>	\$279.00
2002 MEURSAULT "EN LA BARRE"	531.00
2002 MEURSAULT-BLAGNY	747.00
2002 MEURSAULT-PORUZOTS.....	756.00
2002 MEURSAULT-GENEVRIÈRES	756.00
2002 MEURSAULT-CHARMES	756.00
2002 PULIGNY-MONTRACHET "LE TRÉZIN"	747.00
2002 BLAGNY-ROUGE "LA PIÈCE SOUS LE BOIS"	531.00

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



Photograph © Kermit Lynch

Jobard's subterranean mold-covered stash.

— BARGAIN SPOTLIGHT —

DOMAINE DU POUJOL

MAYBE FRENCH BUYERS have paid little attention to Poujol because the proprietors are an Anglo-American couple, Kim and Robert Cripps. I mean, would you buy a hamburger from a Frenchman? My fellow Americans, we at KLWM have been enjoying Poujol's wines at reasonable prices for years as they used their God-given know-how to learn the lay of their land and the best way to turn the fruit of their vines into wine.

Now, today, a little late in the game in my opinion, in the new Bettane & Desseuve *Classement Des Meilleurs Vins de France*, Poujol is finally discovered in France:

"This domaine, acquired ten years ago, is becoming one of the most interesting in the Languedoc. The cuvée Podio Alto from Syrah and Grenache possesses lots of concentration but also race and finesse." The book awards Podio 2003 one of the highest scores possible, which puts it in the company of wines three to four times more expensive, so check out Poujol because you get a lot more than you pay for.

2003 VIN DE PAYS *BLANC* "PICO"

The grape is called the Rolle in France, Vermentino in Corsica, Sardinia, and Italy. You could call it the white Mourvèdre, because, like the Mourvèdre, it is native to the Mediterranean rim and is right at home there, better than Rhône varieties like Roussanne and Marsanne, in my experience. Even in a sweltering year like 2003 it seems lively and freshening, without heaviness.

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

2003 *PODIO ALTO*

Snap up this beauty quickly because it is a great vintage at Poujol, and the price is better than fair. It is deep-colored, almost black in fact, juicy, luscious, loaded with flavor, a real treat from start to finish.

\$16.95 PER BOTTLE

\$183.06 PER CASE



BANDOL'S DOMAINE DE TERREBRUNE

HAVING LIVED A good part of the year in the Bandol appellation since 1986, one might suppose that I had already checked out every Bandol domaine in existence, but no. Too lazy, I guess. No, no, it wasn't laziness. When in France I am always leaving home to travel, to taste, to buy, so when I would get back to Bandol and my family, I turned into a homebody.

I discovered Terrebrune in Paris. I was dining alone and noticed a 2001 *rouge* in half-bottle on the list. The name was not new to me. I recall hearing a long time ago that Lucien Peyraud had helped Terrebrune plant their Mourvèdre.

That half bottle swept me away, and when I got back down south I visited the domaine. And now, here it is, available.

2003 BANDOL ROSÉ

A superb Bandol nose with plenty of character! It gives impressions of sun-baked *garrigue*, black pepper, and stones. Perfectly round and supple, there is a complexity on the palate to rival many a red wine (without the power, of course.) This *rosé* at table with Provençale cuisine is going to provide a lot of pleasure.

\$17.95 PER BOTTLE

\$193.86 PER CASE



2001 BANDOL ROUGE

Such an aromatic feast in such a big, young red is rare, and 2001 was the finest vintage I tasted at Terrebrune (we went back to 1990). The nose is a confit of black cherry, berry, and currant, and if you notice some black truffle, that's okay, too. There is some typical funky Bandol Mourvèdre-ness and a bit of the Provençale *garrigue* here, as in the *rosé*.

\$19.95 PER BOTTLE

\$215.46 PER CASE

BOOKS: SOUTHERN TABLES

YEARS AGO I AGREED TO a book tour to promote *Adventures on the Wine Route*. One event was held at the Highlands Bar and Grill in Birmingham, Alabama, which *Gourmet* magazine now rates the fifth best restaurant in the United States. What a lovely evening I spent there. The next morning, before my departure for Nashville, I had brunch with Frank Stitt and his crew at Highlands, an iced raw oyster / iced Champagne send-off that warmed my heart. Is there a better way to start the day? (Well, yes, but this is a wine brochure.)


Speaking of sex, the photos in Frank Stitt's new book are so good, someone called them food porn. They get the (gastronomic) juices flowing.

His book is *Frank Stitt's Southern Table* (Artisan, \$40), and you are in for some southern comfort food from a chef who was for a time Richard Olney's assistant in Provence. See the possibilities, southern U.S., southern France? Creamy grits, spoonbread, fried okra, butter beans, roast quail with apples and pecans (and a Chinon from Joguet), roast pork rack with corn pudding and grilled eggplant . . . things like that.


Now it is Frank's turn to come to my place and sign his book: SATURDAY, NOVEMBER 13, NOON TO FOUR. I don't care if you don't cook up a single recipe from it, because simply browsing through the book makes it worth the price.

Well, maybe I am prejudiced. After all, one set of grandparents came out from Arkansas, the other from Oklahoma. *Grapes of Wrath*, that's how I came to be born in California's San Joaquin Valley. And with a father and two uncles working the fundamentalist evangelical circuit—Tulare, Visalia, Dinuba, etc.—I profited from many Sundays-after-church-in-the-park potlucks, some of the finest wineless dining out there, and it was honest Southern soul food.

Much later, like Frank, I found myself at Richard Olney's table, stuffed myself on his home cooking, Lulu Peyraud's cooking, Maguey Brunier's . . . southern French cuisine with, finally, the right beverage in my glass. Fill it up to the brim.

 And my old friend Patricia Wells has a new feast of a cookbook that is perfect for clueless cooks like me (but I am good at keeping the corks popping and the glasses filled). It is titled *The Provence Cookbook* (HarperCollins \$29.95), and it tops my most-useful-cookbook-of-the-year list.

YES, WE STOCK BOTH BOOKS, and we stock Patricia's delicious Provençal red wine, Clos Chanteduc (\$14.95).

 Any day now we will receive my new book, *Inspiring Thirst*, and 2004 also saw a new French edition of my first book, *Mes Aventures Sur Les Routes du Vin*, and this time it is a good edition with a pretty cover and all the original pho-

tos. We have copies, and I ask you to consider it as a Christmas gift for any friends or relatives in France.

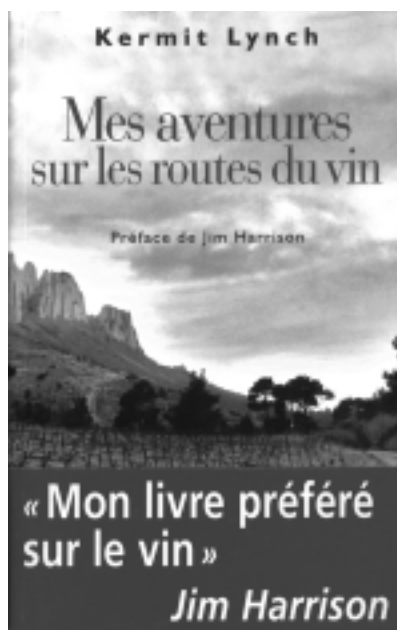
Here are some excerpts from the French press: “Placed in your beach bag between the last Michener and *Silence of the Lambs*, *Adventures on the Wine Route* will be without question the best-seller of the summer for wine lovers.” (The French read Michener on the beach these days?)

“This American likes his wine natural. He curses the invasion of technology and the standardization brought about by the latest miracle recipe.”

“In these politically troubled times, you must read Kermit Lynch. His book will convert the most hard-headed anti-American.”

“Here we have a work authoritative and unique in its genre which will awaken the spirit and the taste buds whether you are a wine initiate or not.”

Jim Harrison’s introduction to the French edition, which appeared last year in this brochure, was singled out for applause by almost every book review. And my publisher had the good sense to quote Jim on the cover in type even larger than the author’s name. Jim is revered in France, which must be why the new edition is such a hit there this time, fourteen years after the release of the first edition.



BEAUJOLAIS SAMPLER

THE BEAUJOLAIS NOUVEAU is one thing, the *grand cru* wines are another. The Nouveau is a transitory beast, a once a year one night stand, while the *grands crus* can show great flavors, depth, and finesse. And, every so often, if not filtered to death, some show staying power.

When you dig into this sampler, I hope you have with you at least one bottle of our Nouveau so you can compare it to one of the *grands crus*. You will witness an expanding universe, sort of, at least wine-wise.

This is an eight-bottle sampler, and if you purchase four more bottles of anything in the store to fill the case, those four will receive our 10% case discount. Experience the full range offered by the Beaujolais region, including three vintages and five appellations.

NORMALLY

2003 BEAUJOLAIS • DAMIEN DUPEUBLE	\$11.25
2003 BROUILLY • CHÂTEAU THIVIN	16.00
2002 MORGON • GUY BRETON	23.00
2002 MORGON • MARCEL LAPIERRE	22.00
2002 MORGON • JEAN-PAUL THÉVENET	23.00
2001 FLEURIE • DOMAINE DIOCHON	9.95
2001 MORGON • GUY BRETON	23.00
2001 MOULIN-À-VENT • DOMAINE DIOCHON	16.95

Regular price \$145.15

SPECIAL SAMPLER PRICE

\$100.00

(over 30% discount)

