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WINE MERCHANT

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- CABERNET VALUE
- CHAMPAGNE DISCOUNT
- BEAUJOLAIS NOUVEAU
- GREAT WHITE BURGUNDIES

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

NOVEMBER 2006

— PRE-ARRIVAL OFFER —

2004 RED BURGUNDY

DOMAINES MAUME & CHEVILLON

MAUME and Chevillon. Gevrey-Chambertin and Nuits-Saint-Georges. Two of the best, and one of them has become even better. That would be Domaine Maume. Vintage 2004 witnessed what I welcome as a significant change in their vinification.

I have an article that quotes one of my favorite winemakers, Ridge's Paul Draper: "Many wines that are truly exciting are not squeaky clean. They have their own individuality." Hey, he could have been talking about blues singers or Maume's old-style vinification. Or *The Maltese Falcon*, directed by John Huston, one of my favorite films.

If you know Maume's Gevrey "En Pallud," for example, you know an intense, chewy, *noir-ish* Pinot that never seems to lose its hard-edged tannin. I accepted that, cellared En Pallud anyway because the aroma, flavor, and character made it worthwhile to overlook the tannin. Now, with Bertrand Maume's improved vinification, you still have a singular expression of a unique *terroir*, but En Pallud's tannin has become rich and savory, even remarkable.

Maume's 2004s (and 2005s, to come next year) have reached a new level. When you hear the words "Gevrey-Chambertin," what do you imagine one should taste like? I think you will find those qualities in these Maumes: lots of there there, exciting wines with great depth of interest and a timeless quality to them, as if they come not from an era, not to ride the latest fad, but from a special plot of earth.

To those on a budget, the Gevrey-Chambertin AOC is a real beauty this year with loads of Gevrey Pinot Noir fruit, perfect balance, and real complexity.

Ask a salesperson for more detailed notes on each *terroir* offered.

DOMAINE MAUME

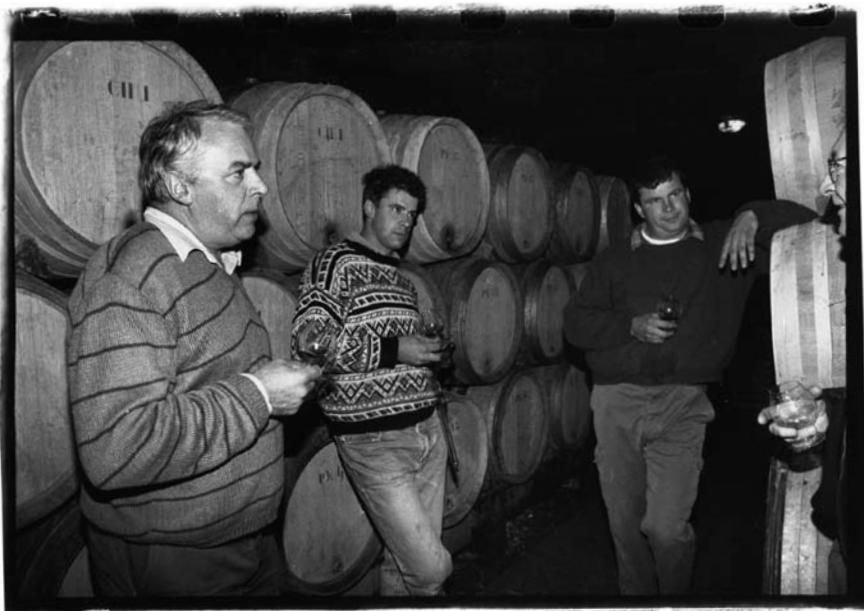
	PER CASE
BOURGOGNE ROUGE	\$258.00
GEVREY-CHAMBERTIN	498.00
GEVREY-CHAMBERTIN "AUX ETELOIS"	579.00
GEVREY-CHAMBERTIN "EN PALLUD"	579.00
GEVREY-CHAMBERTIN 1ER CRU . . . . .	.867.00
GEVREY-CHAMBERTIN 1ER CRU "CHAMPEAUX" . . . . .	.867.00
GEVREY-CHAMBERTIN 1ER CRU "LAVAUX SAINT-JACQUES"	1065.00
CHARMES-CHAMBERTIN GRAND CRU	1383.00
MAZIS-CHAMBERTIN GRAND CRU	1383.00

Meanwhile, chez Chevillon, nothing has changed. The pristine vinification, old vines, and superb *terroirs* continue to thrill. You almost never see Chevillon's old wines at auctions, which tells us that drinking them is worth more than money.

DOMAINE ROBERT CHEVILLON

	PER CASE
BOURGOGNE <i>ROUGE</i>	\$260.00
NUITS-SAINT-GEORGES "VIEILLES VIGNES".	558.00
NUITS-SAINT-GEORGES "LES PERRIÈRES".	756.00
NUITS-SAINT-GEORGES "LES RONCIÈRES".	756.00
NUITS-SAINT-GEORGES "LES PRULIERS".	756.00
NUITS-SAINT-GEORGES "LES BOUSSELOTS".	756.00
NUITS-SAINT-GEORGES "LES CHAIGNOTS".	756.00
NUITS-SAINT-GEORGES "LES CAILLES".	936.00
NUITS-SAINT-GEORGES "LES VAUCRAINS".	936.00
NUITS-SAINT-GEORGES "LES SAINT-GEORGES".	936.00

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



Chevillon et fils

© Gail Skoff

—NEW DOMAINE—

2004 **CORTON-CHARLEMAGNE**
DOMAINE DUBLÈRE

UNTIL NOW, we only imported one Corton-Charlemagne, an excellent cuvée from Jean-François Coche. It occurred to me that someone could believe that I only offered the one Corton-Charlemagne because I never had an opportunity to import another, but no, I have over the years tasted others, but chose not to act. Maybe Coche-Dury spoiled me?

When I arrived in Burgundy last May, my first visit was to an American who dared purchase a parcel of thirty-year-old Corton-Charlemagne vines, who works the vineyard himself, produced his first vintage in 2004, and who had written inviting me to visit and taste the results. There wasn't much wine. Only three barrels. Blair Pethel, the American with a "can do" attitude, offered me one of the barrels. I liked his wine so much, I asked for two.

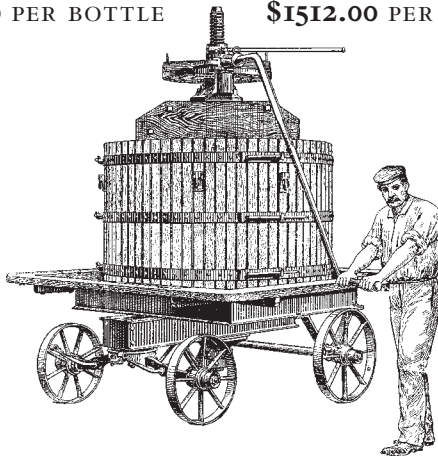
Now enter another American, Dixon Brooke, whom some of you know from his stint behind the counter in our Berkeley store. Dixon is now living in Burgundy, running our French office. He and Blair Pethel have become friendly, and both Dixon and his wife, Robyn, give Blair a hand now and then in the vineyard and in the cellar.

Dixon wrote to me after tasting the 2004 Corton-Charlemagne with Blair once the wine was bottled. I like Dixon's notes, so here they are:

The wine displays a rich, buttery, nutty, toasty nose with echoes of dried figs and orange marmalade. Underneath the up-front richness, there is an impression of great precision: white flower blossoms, stoniness, and pit fruits. There is good acidity, too, buried in the richness. The finish is chalky, lengthy, and you are struck by the wine's structure and balance, which indicate a great future.

\$140.00 PER BOTTLE

\$1512.00 PER CASE



—NOW IN STOCK—

2004 WHITE BURGUNDIES DOMAINE ROBERT-DENOGENT

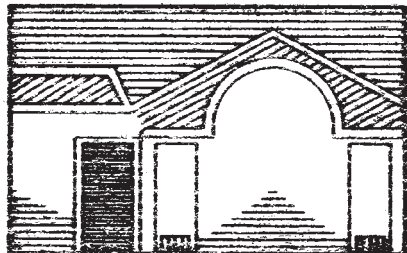
JEAN-JACQUES ROBERT receives my vote for the nonexistent Most Improved and Ever-Improving Winemaker award, and he has a couple of outstanding vintages, these 2004s and next year the 2005s, for our drinking pleasure.

The story here is common enough at KLWM: low yields, old vines, hand harvested, minimal SO₂, no filtration. These are barrel-fermented Chardonnays, and up until a couple of years ago they were filtered and bottled after eleven months. The early bottling was necessary because Robert's cellar was too small to hold two vintages in barrel at the same time. Thanks to his success here in the States, he could afford to buy the cellar next door to his in Fuissé, so now he raises his wines eighteen months, allowing them to develop fully and also allowing an unfiltered bottling. The progress is huge. I don't know of a better cellar for these appellations now, and I intend to lay down a bunch of his 2004s and next year's 2005s in my personal cellar.

Both vintages have plenty of body and richness. The 2004s are marked by *terroir* and minerality, the 2005s by their pizzazz and seductiveness.

The Mâcon Les Tâches is typical of the 2004s. It does not try to be anything else, not a pseudo Meursault, for example. But it is the most perfect, impeccably realized Mâcon you can imagine.

Jean-Jacques deserves to be a superstar, but he isn't, yet, so his prices are still low for the outstanding quality.



	PER BOTTLE	PER CASE
2004 MÂCON-SOLUTRÉ "CLOS DES BERTILLONES" . . .	\$25.00	\$270.00
2004 MÂCON-FUISSÉ "LES TÂCHES"	26.00	280.80
2004 SAINT-VÉLAN "LES POMMARDS"	30.00	324.00
2004 SAINT-VÉLAN "LES POMMARDS" <i>TENTHS</i>	18.00	388.80
2004 POUILLY-FUISSÉ "LES REISSES"	34.00	367.20
2004 POUILLY-FUISSÉ "LES REISSES" <i>TENTHS</i>	19.95	430.92
2004 POUILLY-FUISSÉ "CLAUDE DENOGENT"	40.00	432.00
2004 POUILLY-FUISSÉ "LES CARRONS"	49.00	529.20

—NOVEMBER ONLY—

CHAMPAGNE DISCOUNT

DO ANY OF YOU KLWM customers still buy Champagne from the big (millions of bottles) Champagne factories? The brand names? Well, don't. And for lots of reasons. Here are three:

1. Support the small growers who work the vines from which their Champagne is produced.
2. Enjoy artisanal Champagnes of character and deliciousness.
3. Cash in on our traditional pre-holiday discount pricing: 15% off per bottle and a huge 25% off by the case. November only.



CHAMPAGNE J. LASSALLE

We have imported Lassalle since the late seventies when I worked with Jules Lassalle. His lovely daughter Chantal now directs the domaine. Note that in a recent communication she informed me that her cuvée Impérial Préférence is for true connoisseurs, and that it can be enjoyed at all hours of the day or night.

The Lassalle Impérial Préférence has no peer when it comes to non-vintage Champagnes (well, Krug, I suppose, if you want to get picky). Impérial Préférence is a blend of vintages 1998 and 1999. Add it up. We are talking about a seven- or eight-year-old Champagne!! It is 60% Pinot Meunier, 25% Chardonnay, and 15% Pinot Noir.

The price in the third column is the bottle price if you buy by the case.

	REGULARLY	15% DISCOUNT	25% DISCOUNT
BRUT ROSÉ	\$48.00	\$40.80	\$36.00
IMPÉRIAL PRÉFÉRENCE	39.00	33.15	29.25
IMPÉRIAL PRÉFÉRENCE MAGNUMS . . .	85.00	72.25	63.75
1999 CUVÉE ANGÉLINE	62.00	52.70	46.50
1998 SPÉCIAL CLUB "1ER CRU" . . .	66.00	56.10	49.50
1997 SPÉCIAL CLUB "1ER CRU" . . .	62.00	52.70	46.50



CHAMPAGNE PAUL BARA

This year I am impressed by the Brut 1999, not only because it is fun to drink, but because it is unusual, a Champagne that reminds me of raspberries and *fraises des bois*. Bara is in Pinot Noir country, 100% *grand cru*, and this cuvée shows it.

	REGULARLY	15% DISCOUNT	25% DISCOUNT
BRUT ROSÉ	\$50.00	\$42.50	\$37.50
BRUT ROSÉ <i>TENTHS</i> . . . . .	.29.00	24.65	21.75
BRUT RÉSERVE “GRAND CRU 100%” . . . . .	.45.00	38.25	33.75
BRUT RÉSERVE “GRAND CRU 100%” <i>TENTHS</i> . . . . .	.27.00	22.95	20.25
2000 SPÉCIAL CLUB “GRAND CRU” . . . . .	.82.00	69.70	61.50
1999 BRUT “GRAND CRU 100%” . . . . .	.54.00	45.90	40.50
1999 BRUT “GRAND CRU 100%” <i>TENTHS</i> . . . . .	.30.00	25.50	22.50
1997 COMTESSE MARIE DE FRANCE . . . . .	.82.00	69.70	61.50





2006 BEAUJOLAIS NOUVEAU

HERE IS A DICTUM from the Beaujolais cellars:
Try to be young like a Beaujolais
And age like a Burgundy

Ah, youth, when the mule's still kicking in the stall, and yes to those autumn years of maturity and *sagesse*, which must be nice.

Our 2006 Beaujolais is that mule kicking the stall to pieces. It is wild and rambunctious and takes no time to reflect. No, it is raring to go. Go where? Right down our dry, demanding gullets.

Vintage 2006, we welcome you in style. It travels here jet-powered and goes on sale Thursday, November 16. Yes, the same day the French are legally permitted to drown their sorrows in pitifully feeble drafts of pasteurized, cold-stabilized, and even sterile-filtered, grape-based LET-US-NOT-CALL-IT BEAUJOLAIS, we will be living it up with Damien Dupeuble's vivid, delicious, natural, alive and kickin' 2006 Nouveau.

So on Thursday morning November 16, Café Fanny will start selling the Nouveau by the glass at their counter. It tastes great with their delicious "Angelo's Poached Eggs," by the way.

Here in our shop we open at eleven o'clock, and the Nouveau will be for sale by the bottle and the case.

Then, that Saturday, we close the parking lot to cars, set up tables and tents, and along with chef Christopher Lee of Eccolo Restaurant, we'll try to come up with the perfect feast to accompany the new wine. The price will, as always, be painless.

Note the date:

SATURDAY, NOVEMBER 18

11 A.M. TO 4 P.M.

EVENT PRODUCED 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 sites starting November 16:

ALAMEDA

Farmstead Cheeses & Wines

BERKELEY

Arlington Wine and Spirits
Berkeley Bowl Marketplace

DAVIS

Valley Wine Company

LAFAYETTE

Jackson's Wine and Spirits

LOS GATOS

The French Cellar

MENLO PARK

Beltramo's Wines and Spirits

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

SAINT HELENA

Saint Helena Wine Merchants

SAN FRANCISCO

San Francisco Wine Trading Company
The Jug Shop
PlumpJack Wines Fillmore Street
Swirl on Castro
Wine Impression
John Walker & Co.
The Wine Merchant
at Showplace Square

SAN JOSE

Vintage Wine Merchants

SANTA CRUZ

Soif Wine Bar & Merchants

SANTA ROSA

Traverso's Gourmet Food & Liquors

STOCKTON

Wine Wizards

TAHOE CITY

Time for Wine

TRUCKEE

The Pour House Wine Shop

WOODSIDE

Roberts Market

NEW SOUTHERN REDS

2005 PIGEOULET ROUGE • BRUNIER FRÈRES

In terms of appellation, this is partly Côtes du Rhône and the rest is from a parcel of vines in the Côtes du Ventoux, but the most important news is that you can enjoy drinking an inexpensive Provençal dry red from a great vintage produced by the talented, rootsy Brunier brothers of Vieux Télégraphe and Pallières fame. Ask me and I'll tell you that I think the Bruniers are the pick of the bunch in the world of southern Rhône winemaking and they've got that Provençal *terroir* sticking to the bottom of their work boots.

You will enjoy a pretty color, a big, ripe, deep bouquet of Rhône-ness, and a round, spicy, flavorful palate.

\$14.00 PER BOTTLE **\$151.20** PER CASE

2004 CAIRANNE "CUVÉE LÉA FELSCH" DOMAINE LE GŒUIL



Village in southern France © Gail Skoff

So far, Domaine Le Gœuil's fabulous Cairannes are much more appreciated by the staff and clients at our Berkeley store than they are out in the rest of the country. My national distributors haven't caught the bug yet. I hope they hurry because Catherine Le Gœuil tells me that the market is slow in France and that it is still especially hard for a woman winemaker over there. I want her there making Cairanne, because hers is so good.

But outside of California, why hasn't it caught fire? Maybe because Cairanne is not well known, or because Le Gœuil is hard to pronounce? I can't imagine what else it could be. The wine sings. You have a big, juicy Grenache with Syrah and Mourvèdre from the gorgeous slopes of Cairanne, next to Rasteau . . . big, yes, but while it is filling your mouth, notice how composed and harmonious and weightless it seems. Ample, generous, full-bodied, yet weightless. A neat combo, isn't it, and so rare. Is it the winemaker's touch, a feminine touch? Her husband thinks so.

Rhône fans, give it a try, see if it isn't sensational. Just ask for the *Kay-ran*.

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

— VALUE OF THE MONTH —

2004 VIN DE PAYS
D'OC ROUGE
CHÂTEAU FONTANÈS

THIS IS CABERNET SAUVIGNON from Pic Saint Loup, from a neighbor of Château La Roque. However, it cannot be labeled Pic Saint Loup because French wine laws do not allow Cabernets from there to say they are from there. Got that?

A recent editorial in *The Wine Spectator* called attention to a few “underperforming” California Cabernets. I looked down the list of famous names. Then, my fellow Americans, I noticed the prices, PER BOTTLE: \$100, \$125, \$109, \$150, \$110, \$170, \$150, \$150 again, \$120!!

My gosh. I had no idea, tucked away here in my underpriced world of imported wine... I mean, even our greatest red Burgundies look cheap. My gosh,

my gosh, my goodness gracious. Do people really pay those prices for single bottles of Cabernet, underperforming or not? One bottle, folks. Where I come from, one bottle doesn't last very long. But maybe they are so oaky and alcoholic that no one wants to swallow them anyway, so people get their money's worth by nursing them along for days at a time?

I know, I know. There I go again. But I'm just trying to do a little mischief, burst a few over-inflated balloons.

And now, presenting for the first time, the Cabernet from Château Fontanès: dark, pretty robe; excellent fruit, easy to like, easy

on the nose. It is a fresh, rounded, user-friendly, impeccably vinified, 100% Cabernet Sauvignon. I think you'll go bonkers for it, with its raspberry and cassis, silky tannins, and hints of spice and *garrigue*. If you like them over-oaked, add yer own.

And just wait until you pay for it. Painless! It is quite delicious, probably the prettiest, sexiest Vin de Pays d'Oc you have ever seen.

This year, 2006, was one of the best years I have ever had for finding new domaines, and this is an example.

\$9.95 PER BOTTLE

\$107.46 PER CASE



BEAUJOLAIS SAMPLER

MY STAFF CAME UP WITH THIS IDEA, not only because they like Beaujolais, but because they drink Beaujolais with the traditional Thanksgiving feast, and they hope that a specially chosen sampler at a special price will encourage you to explore the possibilities.

I urge you to try the sampler for an additional reason: some people think that all Beaujolais comes from the Duboeuf company, and have never experienced Beaujolais like the ones we import.

And here's another reason: it is better to stick your nose into a glass of Beaujolais than into other people's business.

Michael Butler is an advocate of this sampler, and he explains why: "The chewy berry fruit is the perfect match for the Thanksgiving bird and its stuffing. It is something to do with the gorgeous fruit of the Gamay tempered by the granitic soil of the Beaujolais."

Included are some beauties. The Côte-de-Brouilly is a triumph in 2005, with cornucopian fruit and an intriguing dollop of Côte Rôtie-like spiciness. Decant the Fleurie (it has some CO₂ to release) and after an hour enjoy an eruption of raspberry and strawberry, bacon fat and smokiness.

I'll leave it to you to describe the aromas and flavors of the others, but I hope you will take advantage of the timing and save one bottle from the sampler to serve and taste *after* a glass of the 2006 Nouveau when it arrives. It is an interesting comparison.

This is an eight-bottle sampler, two bottles of each:

	NORMALLY PER BOTTLE
2004 BEAUJOLAIS • DOMAINE DUPEUBLE	\$12.00
2004 FLEURIE • MICHEL CHIGNARD	22.00
2005 CÔTE-DE-BROUILLY • NICOLE CHANRION	16.95
2005 BROUILLY • CHÂTEAU THIVIN	17.50

Normally \$136.90

SPECIAL SAMPLER PRICE

\$110

(a 20% discount)

