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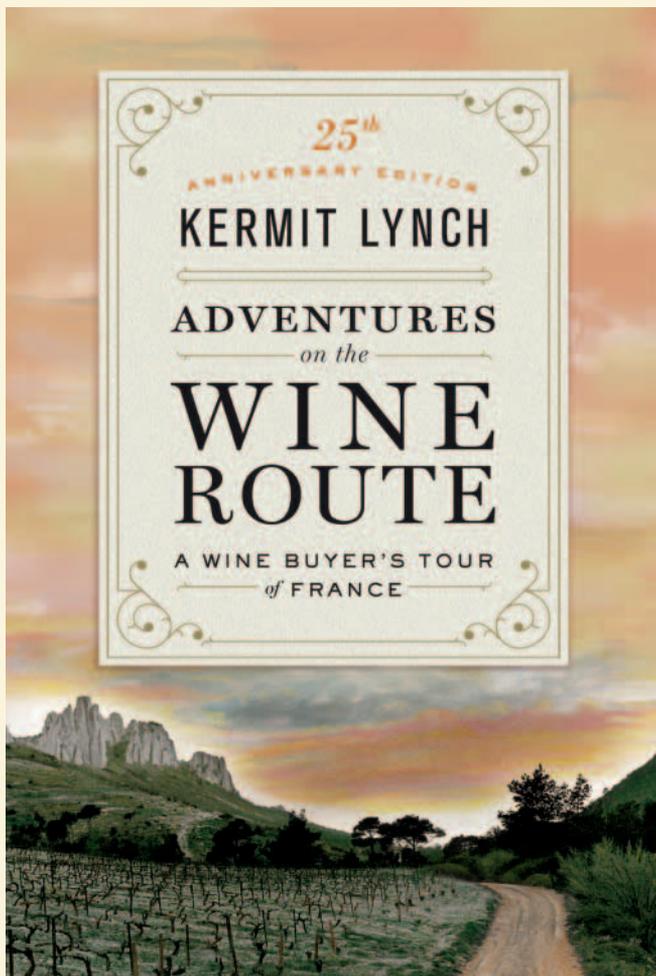
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NOW OUT IN PAPERBACK!
INTRODUCING BAROLISTA GIULIA NEGRI
ROSÉ TIME • OSTERTAG • RED BURGUNDY

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FOUR VALUES

by Dustin Soiseth

PIGNOLETTO *FRIZZANTE* FATTORIA MORETTO

This *frizzante* white isn't widely known outside of its native Emilia-Romagna, probably because the locals are drinking it all up. It's tart and juicy like a fresh mandarin, with invigorating acidity ideally suited to cut through the region's signature *Parmigiano-Reggiano* and *prosciutto di Parma*. That's probably not a coincidence.

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

2018 GRAVES *BLANC* CHÂTEAU GRAVILLE-LACOSTE

Given Hervé Dubourdieu's outstanding track record—more than forty years and counting—of consistently delivering zingy, refreshing whites from his family holdings in Bordeaux, we should just dispense with vintages altogether.

\$20.00 PER BOTTLE **\$216.00** PER CASE

2017 VINO ROSSO “BIRBÉT” TENUTA LA PERGOLA

Before I say anything else, let me say this: Birbét is a red wine that's a bit sweet. And fizzy. Still with me? Good, because it's also delicious. This traditional Piedmontese wine, made from the aromatic Brachetto grape, is like eating a handful of ripe blackberries—juicy sweetness, but a little bite, too.

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

2018 RAISINS GAULOIS • M. & C. LAPIERRE

What's the best turn of phrase to describe this year's Raisins Gaulois, a vintage that combines the structure and depth of a *cru* Beaujolais with the unencumbered joie de vivre we've come to love and expect? Some options: seriously light-hearted; frivolously brooding; mercurially pragmatic. Let's all try a bottle and then take a vote.

\$19.00 PER BOTTLE **\$205.20** PER CASE

NEW FROM SESTI

by Anthony Lynch

THE SESTI GROUNDS, perched atop a hillside before a mesmerizing panorama of rolling hills punctuated by towering Monte Amiata, are a special place. Here in the southern reaches of the Brunello di Montalcino DOCG, there is something magical in the air. Perhaps it's the constant fresh breeze that blows from the Mediterranean, channeled through a network of valleys from which it picks up intoxicating aromas of wildflowers and herbs. This air is famous, historically, for its cleansing properties; the inherent purity of these wines is only natural, considering the vines breathe it in day and night.

Great *terroir* is certainly crucial, but capturing it in bottle is no easy feat. Thanks to their wholesome approach to viticulture, with a focus on sustainability and reliance upon lunar and planetary cycles, as well as their low-intervention, traditionalist winemaking, Giuseppe Sesti and his daughter, Elisa, are able to craft Sangioveses of a rare elegance. The following new arrivals are now in stock.

2017 ROSSO DI MONTALCINO

Sangiovese how we like it: vibrant and translucent, saturated with Mediterranean herbs, earth, and a dollop of bright cherry fruit. You'll find darker, riper wines from the vintage, but few as graceful.

\$40.00 PER BOTTLE **\$432.00** PER CASE

2014 BRUNELLO DI MONTALCINO

Less exuberant than the Rosso above but two steps up in nuance and sophistication, this Brunello emanates a sweet fragrance of faded flowers, warm spice, incense, and tea. A savory richness on the palate leads to a silken finish with just the slightest grip. Here is a Brunello that can, and perhaps should, be enjoyed in its youth—the elements are already in place, and the pleasure is palpable.

\$85.00 PER BOTTLE **\$918.00** PER CASE

2013 BRUNELLO DI MONTALCINO RISERVA "PHENOMENA"

A monumental effort from a vintage that will go down as one of the recent greats. All the depth, concentration, and intensity imaginable are densely packed into a tight, firm, chewy package. Truly noble, this Phenomena belongs in every collector's cellar.

\$150.00 PER BOTTLE **\$810.00** PER 6-BOTTLE CASE



by Dixon Brooke

ANDRÉ OSTERTAG, one of Alsace's all-time greatest vignerons, is now joined at the family domaine in Epfig by his best creation to date: his talented, curious, intelligent son, Arthur. Their new releases are fresh off the boat from France—you will find few wines in our portfolio (or anywhere else) that provide as much excitement as those from the mind and hand of an Ostertag.

2017 PINOT BLANC “LES JARDINS”

I can't remember a vintage at Ostertag that provided such finesse and touch. Their gorgeous 2017 barrel-aged Pinot Blanc is an ethereal, supremely fine glass of wine, as if they figured out how to bottle clouds.

\$27.00 PER BOTTLE

\$291.60 PER CASE

2017 RIESLING “CLOS MATHIS”

From the Ostertags' sole granite vineyard in Ribeauvillé, Clos Mathis is a sculpted thoroughbred of stone and citrus, destined for a promising life in the cellars of those so inclined to grab their share of the ten cases imported into California.

\$47.00 PER BOTTLE

\$507.60 PER CASE

2017 PINOT GRIS “FRONHOLZ”

Just when I think the Ostertags can't set the bar any higher for what is possible with dry Pinot Gris, they raise it yet again! The elegance and class of this grandiose *cuvée* this year are thrilling to behold. Fronholz is a vineyard composed primarily of quartz, and the taste of an Ostertag wine from here is reminiscent of this stone: sleek, transparent, and brilliant.

\$55.00 PER BOTTLE

\$594.00 PER CASE



INTRODUCING GIULIA NEGRI

by Anthony Lynch

ASSUMING FULL DIRECTION of a Barolo estate at the tender age of twenty-four is an incredibly daunting prospect, but for Giulia Negri, the latest in a 150-year line of grape growers in the Langhe commune of La Morra, the challenge proved irresistible. Upon completing her studies and taking an inspiring trip to Burgundy that sparked her passion for fine wine, Giulia returned to the family estate motivated to learn all the secrets of the craft in her native Piemonte. She started small, releasing micro-*cuvées* under her own label, before taking over the totality of vineyard management and production in 2014.

In the heart of the Serradenari *crù* of La Morra—the highest point in the Barolo zone, with vineyards culminating at 536 meters above sea level—Giulia passionately pursues her goal of crafting Barolo with a Burgundian sensibility. She even inherited small parcels of Chardonnay and Pinot Nero that her father planted on the estate's cooler, north-facing sites, allowing her to pay tribute to the great wines of the Côte d'Or through the lens of Piemontese soil.

But Nebbiolo reigns in these parts, and Serradenari yields a Barolo of regal pedigree. The elevation, coupled with a complex mosaic of soils unique to this part of the Langhe, sets the stage for Giulia to create Barolos that marry delicate floral aromas and seductive fruit with a deep mineral foundation. With fine-grained, tightly knit tannins, her wines charm in their youth yet have the structure for serious bottle aging.

After tasting all over the Langhe, learning from some of Barolo's most distinguished growers, Giulia quickly understood the importance of traditional vinification and aging



© Gail Skoff



practices in preserving Nebbiolo's mystical energy and heady aromatics. With the goal of maximizing an honest expression of *terroir*, she has filled her cellar with large oak casks (*botti grandi*). Her artisanal approach and espousal of old-school production methods include sustainable viticulture, the eschewal of commercial yeasts and other additives, minimizing filtration, and long but gentle macerations in the cellar.

Barologirl, as she has been dubbed, may still be the new kid on the block in La Morra, but tasting her wines reveals a fine touch and devout respect for tradition that already places them among the region's classics. We are thrilled to present her on these pages for the first time and excited for you to see why we added this young *azienda* to our portfolio.

	PER BOTTLE	PER CASE
2016 LANGHE NEBBIOLO "PIAN DELLE MOLE"	\$30.00	\$324.00
<i>Supple, perfumed, rife with high-toned fruit and flowers— a delightfully swallowable introduction to the house style.</i>		
2015 BAROLO "LA TARTUFAIA"60.00	648.00
<i>Deliciously approachable thanks to its purity of fruit and plush tannin. A splash from the nearby Brunate cru adds a luxurious layer of depth. Pleasure and pedigree—your taste buds will be flattered.</i>		
2015 BAROLO "SERRADENARI"85.00	918.00
<i>From Giulia's sandiest parcels in Serradenari, this is textbook La Morra: an exquisitely fragrant, rose petal-tinged nose with sweet, caressing tannins. Pinpoint focus with tightrope tension; to drink now or later.</i>		
2015 BAROLO "MARASSIO"	125.00	1,350.00
<i>At the very top of Serradenari, Marassio is the highest point in all of Barolo. Unusual for La Morra, the soil here is rich in limestone with veins of chalk, giving Giulia's most dense, profound, earth- and mineral-driven Barolo—a masterpiece to revisit in five, ten, or twenty years.</i>		
2016 LANGHE PINOT NERO "LA TARTUFAIA"42.00	453.60
<i>After her inaugural trip to Burgundy, Giulia returned no fewer than seven times over the ensuing year! Her in-depth study of the region gave her the tools to pay homage to its wines with a Pinot Nero of her own. Bright and chiseled, it offers lovely wild berry fruit once its taut tannins have slackened.</i>		

ROSÉ

PUSHING THE LIMITS OF PINK

by Will Meinberg

2018 PIC SAINT-LOUP ROSÉ CHÂTEAU FONTANÈS

Cyriaque Rozier at Château Fontanès creates a quintessentially southern French rosé from Mourvèdre, Cinsault, and Syrah. Mourvèdre-based rosés, like those from Bandol, are a big reason the category has grown more popular in recent years. When you think of a cold glass of rosé on a hot summer day, this is probably the wine you're envisioning. The bright strawberry aroma, pale pink color, and lively acidity make for a classic Mediterranean thirst-quencher.

\$20.00 PER BOTTLE **\$216.00** PER CASE

2018 ÎLE DE BEAUTÉ ROSÉ • YVES LECCIA

If you've asked me for a rosé recommendation in the last few years, I've probably directed you to our Corsican wine section. Not only are these island wines refreshing, but their distinct grape varieties like Niellucciu and Sciaccarellu yield familiar wines with just enough Corsican *terroir* to set them apart. The Île de Beauté rosé from Yves Leccia has simply that, with aromas of maquis, citron, and wild berries—all clearly Corsican and appealingly pink.

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

2017 LES BAUX DE PROVENCE ROSÉ "PETRA" DOMAINE HAUVETTE

Dominique Hauvette's daring Petra reminds us that rosé should be about wine first and color second. This not-quite-pink beauty doesn't neatly fit into the rosé category, with its late release, vinous texture, and deep aroma. The blend of Cinsault, Syrah, and Grenache is raised slowly in concrete eggs on fine lees to infuse the Provençal *terroir*. Why give more care and attention to a red wine than to a rosé? I say be audacious! Grab the decanter, let the wine breathe and evolve at the table, and experience what's beyond the limits of pink.

\$42.00 PER BOTTLE **\$453.60** PER CASE



AGE-WORTHY FRENCH REDS

by Jane Berg

2015 CHINON “LE CLOS GUILLOT” BERNARD BAUDRY

Le Clos Guillot, the Baudry family’s *grand cru* of sorts, is a privileged outpost for any Cabernet Franc grapes lucky enough to be planted here, atop the uppermost slopes of the Vienne riverbanks. A sublayer of dense, yellow limestone and optimal southeast sun exposure ripen away unwelcome vegetal notes. Combined with organic viticulture and a hands-off approach in the cellar, the resulting wine paints a picture-perfect portrait of one of Chinon’s great *terroirs*.

\$38.00 PER BOTTLE

\$410.40 PER CASE

2015 FRONSAC • CHÂTEAU HAUT LARIVEAU

On a wintry day in January, our group piled into Grégoire and Bénédicte Hubau’s farmhouse for a much-anticipated lunch and tasting. While Grégoire tended to a rack of glistening fat-capped duck breasts roasting over open flames, the rest of us tasted his boldly ripe and energetic 2015 vintage—a perfect pairing, it turns out, for smoky *magret de canard*. In a region of winemakers-*cum*-businessmen, Grégoire’s passion and perspective are a treat. When asked about the blend, he will tell you that this single-varietal Fronsac is 50% Mer and 50% Lot. Not your typical response, but typical doesn’t interest him. Regarding the typicity of Fronsac, Grégoire shrugs and says, “I don’t make wine based on an appellation; I make wine based on what the soils tell me.”

\$39.00 PER BOTTLE

\$421.20 PER CASE

2015 GIGONDAS “TERRASSE DU DIABLE” LES PALLIÈRES

The fifty-year-old Grenache vines of the Terrasse du Diable at Les Pallières look eerily more like predatory eagle’s talons than vines, but don’t let this vineyard intimidate you. Sure, it’s named after the devil, but the wine, once tableside, is more of a gentle giant whose only dark side is black fruit and licorice notes. If you’re familiar with the wines of Vieux Télégraphe, you know that grapes in the hands of the Brunier brothers are treated respectfully to coax nuance and finesse. So don’t be afraid. This Gigondas may be serious, but it’s as gentlemanly as any I’ve ever tasted.

\$40.00 PER BOTTLE

\$432.00 PER CASE

RED BURGUNDY

by *Chris Santini*

2017 BOURGOGNE ROUGE “GARANCE” DOMAINE MONTANET-THODEN

Valentin Montanet’s mother, Catherine, founded this domaine many years ago, and Valentin has been in charge of making the wine for the last several vintages. She loves whole-cluster fermentation and the floral, high-toned fresh fruit that it gives. He likes that just fine, but he also has a soft spot for destemming the grapes and tweaking out more complexity, *terroir*, and structure, proving that a Pinot Noir from Vézelay can stand up and age like the best of Burgundy. Valentin has come up with a clever fix to settle their differing views on wine-making. Come harvesttime, while his mother helps the pickers in the vines, Valentin receives the grapes, destems a good chunk of them into the bottom of the tank, hides the destemmer, and then throws a layer of whole berries on top to conceal the crushed grapes below. Mom comes in at the end of the day, looks into the tank, sees only whole clusters, gives a proud “That’s my boy!,” and goes on her way. I sure hope she doesn’t read this! It would be a shame if Valentin worked any other way, since the result is the perfect mix of both worlds. Serious and fun. Mother and child.

\$35.00 PER BOTTLE

\$378.00 PER CASE



Valentin Montanet

© Clark Z. Terry

2017 SAINT-AUBIN ROUGE 1ER CRU
“SUR LE SENTIER DU CLOU”
DOMAINE LARUE

There was once a Guy Larue from Saint-Aubin, a young man drafted into the army in 1938, sent to the front against the invading Germans a year later, taken prisoner, and moved to a farm deep in current-day Poland for five years of forced labor. He found his way home in 1945, several months after the war ended, having endured seven years away from his village and family, with no one aware if he was still among the living. All the young ladies of the area had already married, and he worried he might have missed the boat. Patience paid off. Not only did he meet his future wife in due time, but also she was the owner of several choice parcels of Saint-Aubin, including a plot in Sur le Sentier du Clou—perhaps not the village’s most famous *premier cru*, but one of the most sought after by vignerons for its perfectly placed, mid-slope, east-facing position. The high limestone content gives this Pinot plenty of spice and ripe cherry with great acidity and persistence. Today the couple’s son Didier is the proud owner and steward of the land.

\$43.00 PER BOTTLE

\$464.40 PER CASE



2016 GEVREY-CHAMBERTIN
DOMAINE LUCIEN BOILLOT & FILS

When Gevrey-Chambertin hosted the Saint-Vincent Tournante party in 1947, 1980, and 2000 (and later in 2020, if you want to plan ahead), the highlight of the event was the collective Gevrey *cuvée*: each producer in the village threw an equal part of their own Gevrey-Chambertin into a tank, all the wines blended together, and everyone drank the mix throughout the festivities. The idea was to produce a collective notion of “This is what Gevrey-Chambertin is,” quite literally. This *cuvée* from Boillot is similar in spirit, as it’s a blend of twelve very different parcels throughout the village—north or south, near the plains or on the slopes touching the *grands crus*, rocky or thick clay, and everything in between—a splash of each type of *terroir* Gevrey has to offer. Vinified together, it proudly says, “This is what Gevrey-Chambertin is.” Grandiose, opulent, black, and mysterious. No wonder this village, this domaine, and this wine have achieved such a reputation.

\$82.00 PER BOTTLE

\$885.60 PER CASE

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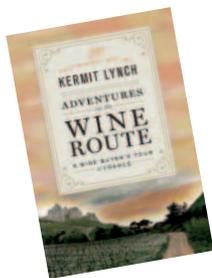
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“ Kermit’s book changed my thinking about wine. Colorful encounters with larger-than-life personalities, the primacy of the land and authenticity, plus a good dose of humorous anecdotes to keep you entertained. This book deserves to stay in print forever! ”

—Alice Waters

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