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WINE MERCHANT

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U.S. POSTAGE  
**PAID**  
SAN FRANCISCO, CA  
PERMIT NO. 11882

RETURN SERVICE REQUESTED

- **BARGAIN SAMPLER**
- **2005 LES PALLIÈRES**
- **NEW LOIRE TREATS**

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

AUGUST 2007

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PRE-ARRIVAL OFFER

2005 GIGONDAS

DOMAINE LES PALLIÈRES

Years ago I was standing with Léonard Humbrecht in his cellar surrounded by beautiful oak casks. Where were the stainless steel tanks that shatter the mood in almost every other winery? “If I had to work with stainless steel,” Léonard said, “I’d change jobs.”

When we bought Les Pallières, the Brunier brothers and I knew we had to build a new cellar for the fermentations, for the birth of each vintage. Over the years, experience led me to believe that fermentation in oak produces the best results. Remember the Gentaz Côte Rôtie, for example? But the Bruniers pointed out that oak fermenters are the least practical. Stainless steel, for example, is a lot easier to keep clean. And the three of us remembered tasting good results from cement fermenters.

The proof’s in the pudding, right? So we had three fermentation *cuves* built for our experiment, one of each, stainless, oak, and cement, same size and shape. In them we vinified grapes from the same parcel of vines so we would not have any differences other than the fermenters.

When we tasted the results, we unanimously rejected the stainless steel, judging its wine pleasant but superficial, without enough Gigondas depth and texture. Then, guess what? The Bruniers voted for the cement fermenters, and I went for the oak. The thing is, Pallières is a 50/50 ownership deal. Even though there is only one of me, they can’t unite to outvote me. But I was impressed by the cement, too, which definitely gave the best texture of the three. As you know, I do a lot of blending when making purchases, so we gave it a try and tasted a blend of oak and cement. That did it for all three of us. We cheered and slapped high fives and raised our swords singing *All for one and one for all*.

Pallières is now fermented in our new cellar in 60- to 95-hectoliter *tronconique* vats, half of them cement, half of them oak, and if our 2005 is any indication, I’m happy. It was a beautiful harvest, giving that wonderful Pallières blend of fruit aromas and flavors, and the palate is loaded with everything but heaviness or aggressivity. The new fermenters enable us to go even further in terms of extracting the best the old vines can produce without sacrificing a bit of Pallières’ celebrated finesse. In fact, we purchased the domaine precisely because Pallières is that rarity, a big southern Rhône *with finesse*, and the 2005 lives up to my expectations.

Now here are Daniel Brunier’s notes. More than anyone, he is responsible for what comes out in bottle:

*The 2005 has a classic set of features. Blackberry and black cherry are the predominant fruit aromas, with appealing notes of spice, cocoa, and black licorice. It is striking for its*

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*aromatic freshness, a rarity in the south. The palate? Rich and elegant, suave and silky, minerally at the core, beautifully composed with well-integrated tannins. One can sense a great potential for aging, too.*

As for me, for most of its young life I thought the 2005 Pallières too delicious for its own good. It was sumptuous and almost ethereal, the kind of beauty we would pull out of the cask by the pitcher for lunch. I could foresee everyone drinking it all up upon arrival and a great vintage would be lost to premature downing. However, the structure is emerging more clearly, and I promise you a Pallières you can drink over at least the next 20 years. (Give our 1999 a try if you have some. I can't believe how well it is evolving, how young and fresh it still seems.)

And now back to those fermenters. The wine actually spends very little time in them—less than a month—but it is an important period, the cradling period, while the grape juice turns into wine. Later it will be aged in the traditional oak *foudres*.

PRE-ARRIVAL PRICE

**\$297** *per case*

(also available in tenths, magnums, jeroboams, and methuselahs)

*Pre-arrival terms: Minimum half-case orders. Half-payment due with order, balance due upon the wine's arrival.*

6TH ANNUAL

## CAFÉ ROUGE GOES ROSÉ

**O**NE NIGHT ONLY, Café Rouge celebrates all things rosé, featuring a big selection of KLWM rosés (from Bugey to Bandol to Bardolino and more) along with a specially composed à la carte menu that includes, my oh my, spit-roasted goat, a *Grand Aioli*, and other rosé-friendly selections. Sum-sum-summertime!

Phone 510-525-1440 for reservations.

THURSDAY EVENING, AUGUST 9

1782 FOURTH STREET, BERKELEY, CA

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# THE WHITE PRECEDES RED FOLLOWS WHITE DISCOUNT

2006 LES ABYMES • A. & M. QUENARD

One of our sales staff (namely Steve Waters) called this “The Quaffer of the Year,” and I know what he means because you don’t *need* to pay attention as it tumbles down your gullet, but it is rewarding if you do. Its vigor and freshness make it a great starter at the end of the day. It changes your palate and your mind. The effect is sort of like jumping into an Alpine lake on a hot day. All right!

Nothing seems to dominate the aroma, but there are suggestions of fruits, flowers, and rocky slopes bouncing around inside the glass. Vintage 2006, like the 2005 last year, gives us unusually expressive fruit for an Abymes.

**\$13.95** PER BOTTLE      **\$150.66** PER CASE

2004 CHINON “LA CROIX BOISSÉE”  
BERNARD BAUDRY

And this follows the Abymes so perfectly . . . sometimes the right sequence makes us more open and ready, and a wine can seem to reach new heights. Part of the thrill here is in the contrast, going from a fresh, minerally dry white to a big, bad hunk of black-colored Cabernet Franc.

The 2001 Croix Boissée stands out as one of the best Chinons of my career, just a glorious, complex beast that doesn’t stop giving, and you never seem to get to the bottom of it. Now the Baudrys, father and son, tell me that they like this 2004 even more. Maybe so. The important thing is, you are going to love it. If this were a pop song, it would have *hit* written all over it.

And if you have a cellar for aging, a few bottles of this beauty would be a good use of space.

**\$30.00** PER BOTTLE      **\$324.00** PER CASE

*(Buyers of a mixed case—six Abymes, six Chinon—will receive  
the 17% Colette/George Sand discount. Only at KLWM!)*



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# THE LOIRE

by Dixon Brooke

## 2005 SANCERRE “VIEILLES VIGNES” DOMAINE DES GRANDES PERRIÈRES

A hailstorm in 2005 lowered the yields of the old vines even further for this limited bottling. The concentration that resulted gave the wine a nose strikingly reminiscent of apricot, something that Monsieur Gueneau has never noticed in any of his Sancerres. It is loaded with lovely fruit and a balancing minerality from his stony (*les perrières*) limestone vineyard.

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

## 2006 VOUVRAY • DOMAINE CHAMPALOU

When the Champalous talk about this cuvée, they call it their *sec tendre*, or tender dry, cuvée, because they don't like the more austere, acidic style of dry Vouvray. This shows an incredibly velvety, seductive texture, with a level of glycerin slightly above your average Vouvray *sec*. If you have met the couple, it all makes sense. It is elegant, soft and delicate with spring flowers, ripe Vouvray fruit, and a hint of honey.

**\$16.95** PER FIFTH      **\$183.06** PER CASE  
**\$9.95** PER TENTH      **\$214.92** PER CASE

## 2006 CHINON ROSÉ • DOMAINE JOGUET

This vintage chez Joguet gives us a rosé that is especially unctuous and vinous. This is probably because the domaine used a combination of bled juice from their red cuvées and direct press juice for this wine. The classic elegant, slightly spicy strawberry fruit nose we've come to expect from this rosé emerges followed by a suave palate loaded with ripe Cabernet Franc fruit that finishes fresh. This is the wine to serve with pretty much any hors d'oeuvres you can throw at it throughout the summer and fall—think roasted red peppers with olive oil and garlic, roasted almonds, grilled scallops or squid with aioli, pecorino or manchego cheese . . . this wine will make you hungry!

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

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# RHÔNE TO PROVENCE

## 2005 SAINT JOSEPH ROUGE “TERRE BLANCHE” DOMAINE MONIER

Monsieur Monier likes farming. He lives in humble splendor way up in the hills above the Rhône River surrounded by cherry, apricot, and peach orchards, grapevines he farms biodynamically, birdies singing, and bees a-buzzin’. He is living the life of a 19th-century vigneron. Monier told me that he had it figured out: he makes about three dollars an hour in his little winery. “But I’m so happy,” he said.

His is an almost regal Saint Joseph, loaded with character and luscious, juicy Syrah fruit.

I scored us a hefty 21 cases . . . meaning that is all he offered.

**\$35.00** PER BOTTLE      **\$378.00** PER CASE

## 2006 CÔTES-DU-RHÔNE ROUGE “LA SAGESSE” DOMAINE GRAMENON

The above Saint Joseph is all Syrah, while Sagesse is all Grenache from 60-year-old vines. Please try to compare these two dazzling creations side by side if you can.

The aroma of Sagesse for this old dog, yours truly, is pure “bliss consciousness,” to quote some guru whose name I forgot to remember. The palate is ethereal, silk and lace all the way down. AND, it too is biodynamic.

This time I scored us a colossal 80 cases!

**\$33.00** PER BOTTLE      **\$356.40** PER CASE

## 2004 CÔTES DE PROVENCE “NOWAT” DUPÉRE BARRERA

Nowat = no watts = no electricity, all by hand and foot. Harvested by hands, stomped by feet, manual wooden press, no imported yeasts, no irrigation/chaptalization/acidification/fining or filtration. Never even pumped! Nothing but a blend of Syrah, Cabernet, Carignan, and Mourvèdre from Provence. Raised two years in barrel, bottled by gravity flow when the cycle of the moon was right.

One thing I’d like to add: it tastes more like Provence than a supermarket full of stuff labeled Côtes de Provence. Get those chops on the grill and yer corkscrew screwing.

**\$30.00** PER BOTTLE      **\$324.00** PER CASE

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## BARGAIN SAMPLER

**Y**ou are not going to believe this one. My staff tells me that you, my very clientele, are more likely to try new wines if I lower the price. I'd be outraged if I were you. I assured them that the only thing that matters to you is top quality, price be damned, but they assured me right back and said, "You'll see," so I let them have their way. Why not keep 'em happy? They picked out this case of their favorite already-well-priced wines, and I lowered the prices to make them even greater bargains, in effect making them **IRRESISTIBLE BARGAINS**. Or, to be almost precise about it, around \$11.50 per bottle for fine imported wines shipped from France and Italy in refrigerated containers.

This twelve-bottle Sampler includes:

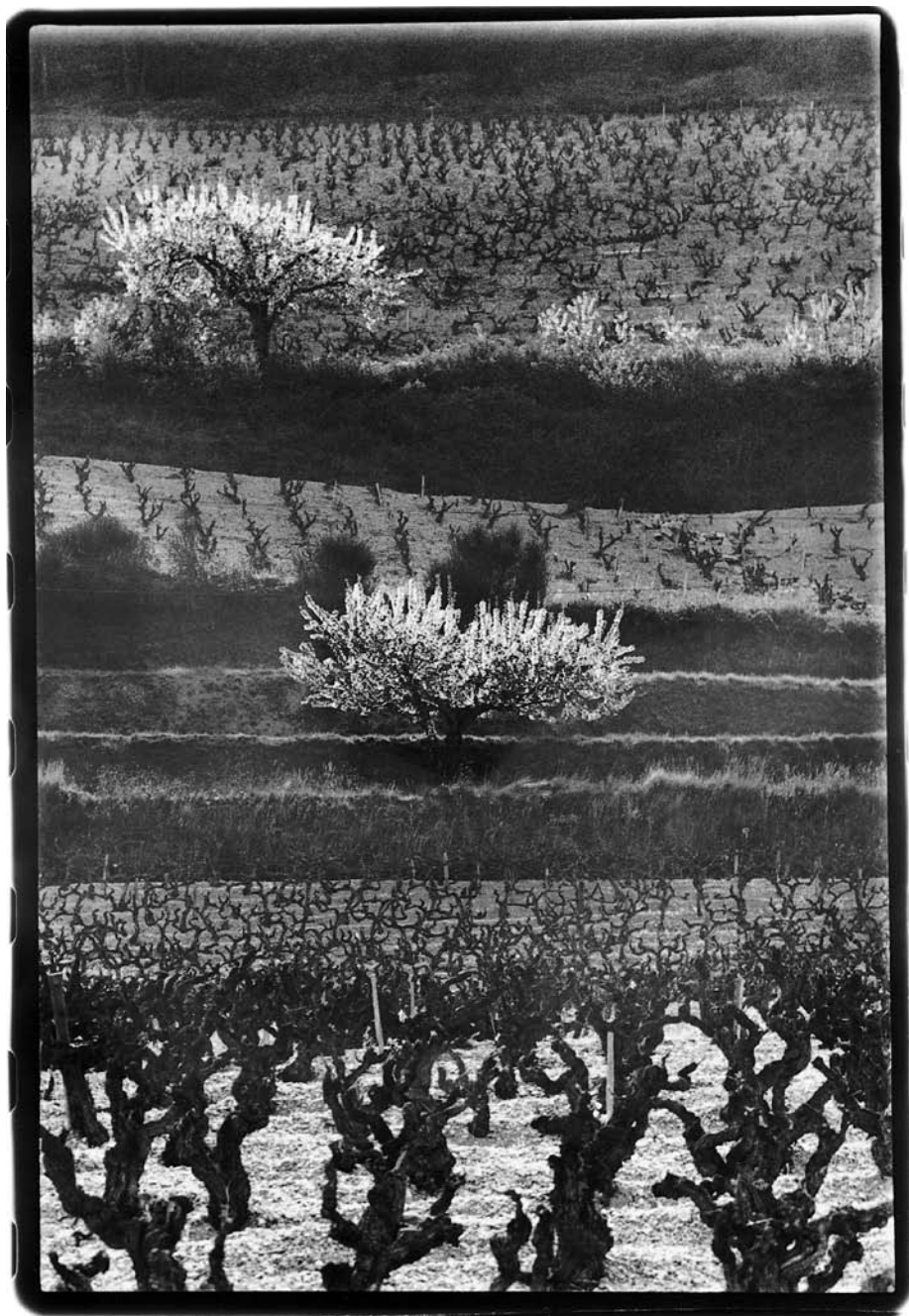
	NORMALLY
2004 DOLCETTO DI DOGLIANI "SURI" • MARENCO . . . . .	\$12.50
NV PROSECCO DI CONEGLIANO <i>BRUT</i> • SOMMARIVA . . . . .	13.50
2005 VIN DE PAYS DE L'HÉRAULT "PROTEUS"	
DOMAINE DU POUJOL . . . . .	12.95
2005 PINOT BIANCO • LA VIARTE . . . . .	14.95
2005 VIN DE TABLE DU VAUCLUSE <i>ROUGE</i>	
SÉLECTIONNÉE PAR KERMIT LYNCH . . . . .	9.95
2003 E PROVE <i>ROUGE</i> • DOMAINE MAESTRACCI . . . . .	17.00
2005 BOURGOGNE VÉZELAY <i>BLANC</i>	
DOMAINE DE LA CADETTE . . . . .	19.95
2004 BOURGUEIL "VIEILLES VIGNES"	
DOMAINE DE LA CHANTELEUSERIE . . . . .	14.95
2004 CAIRANNE "CUVÉE LÉA FELSCH"	
DOMAINE CATHERINE LE GOEUIL . . . . .	16.00
2006 BIANCO DI CUSTOZA • CORTE GARDONI . . . . .	11.25
2004 CORBIÈRES <i>ROUGE</i> "LA DEMOISELLE"	
DOMAINE DE FONTSAINTE . . . . .	14.00
2006 TAVEL ROSÉ • CHÂTEAU DE TRINQUEVEDEL . . . . .	16.00

Normally \$173

*Special Sampler Price* **\$138**

(A 20% DISCOUNT)

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© Jean François Cholley

*Les Pallières had been in the Roux family more than 500 years before it came up for sale in 1998. The vines were from 60 to 100 years old. I did not want to make the wine, so I convinced the Brunier brothers, Daniel and Frédéric, to go in with me. We think the name might be from the French en paliers, referring to the scattered parcels of vineyard on different levels of the hills behind and around the winery.*