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RETURN SERVICE REQUESTED

- **BERTOLLI REDUX**
- **NEW DISCOVERIES**
- **DRY WHITE STEAL**
- **2006 LES PALLIÈRES**

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

JUNE 2008

— VALUE OF THE MONTH —

2007 CHÂTEAU DUCASSE

BORDEAUX BLANC

In mid-May we were visited by seventeen of our French producers. It was an odd coincidental concurrence of visits. Some were in California for the Hospice du Rhône, down near my old stompin' grounds around San Luis Obispo, others were vacationing, and a few had been touring the U.S. with Bruce Neyers, our national sales director. I invited all to dinner and had to decide which wines to serve them—not an easy decision. Because all my producers are curious to taste my own wine, I pulled some 1999 Les Pallières out of my cellar.

The white? I chose the Château Ducasse from Hervé Dubourdieu. Why? Well, obviously I think it is a good wine, but it is also a great bargain, and I wanted all the winemakers to be impressed by the quality (they were!), and then I wanted to be able to say, “And can you believe it, it is ONLY \$16.” Thirdly, none of the other winemakers knew Château Ducasse because Hervé is . . . well, wonderful, friendly, a treat, but he doesn't get around much, doesn't play the game and press the flesh, so to speak, and his wine is never reviewed by the press

because, well, that's Hervé for you. He wants to be left alone with his wife, his kids, and his vines.

In fact, our low price is due to a deal he offered me a few years ago. If I would buy practically everything he makes, he would give me a great low price. And here we are. How neat is that?

Ducasse is officially a Bordeaux Blanc, but in reality it is from his vines in the Barsac appellation from grapes that he does not choose to use for his Sauternes, Roûmieu-Lacoste. There is, you see, no Barsac *sec* or Sauternes *sec* appellation, so like Château Y from Yquem and R from Rieussec, it is labeled Bordeaux Blanc. Thus, noble *terroir*, superb vigneron, unbeatable value.

Hervé Dubourdieu wanted me to let you know that as good as the 2007 tastes now, it will have a long life and can be enjoyed over many years.

\$16.00 PER BOTTLE \$172.80 PER CASE



—PARKING LOT EVENT—

CONSIDER THE SAUSAGE

PAUL BERTOLLI PRESENTS FRA' MANI

LAST YEAR'S Bertolli lunch had but one drawback: Paul did not expect so many of you. Those in line were reduced to having a glass of wine and listening to live Cajun music. Ain't life rough? Paul says this year he will have the slicers whirring double time.

He is going to feature a sneak preview of some of his new items: a smoked ham plus a rosemary-scented, unsmoked version, his first pâté release, and a pancetta. Expect to find three choices on the menu: a platter of charcuterie, two pâtés with an arugula salad, or grilled sausages with canellini beans. Where would you rather have lunch? And if you are craving more, you can purchase *salumi* to go—take home a chunk of salami, pancetta, or a small pâté.

To prepare for this event and assure your total satisfaction, I am requiring my entire staff to show up next week with Paul Bertolli after hours to sample tons of wines with his *salumi*. The last one standing gets to select the wines for the parking lot event. Just kidding, friends and neighbors. The selection of wines will be entirely democratic, and I will have veto power.

Why do it if you are not going to do it right, right? And this all-Berkeley collaboration—Acme Bread, Café Fanny, Fra' Mani, and KLWM—sounds like a fine quartet. Harmonious!

Oyster Bliss, Provence Day, and Beaujolais Nouveau Day—they were never enough, if you ask me. I hope Bertolli's presentation of his Fra' Mani products becomes an annual parking lot event.

So note the date and join us for a good time.

SATURDAY, JUNE 21, 11 A.M. TO 4 P.M.

The event is produced by Café Fanny

SUMMER 6-PACK SAMPLERS

by Clark Z. Terry

SUMMER ALSATIAN WHITES

Twilight is my favorite part of a summer's day. The temperature is perfect, the air is scented with wildflowers, and Beethoven's idyllic Pastoral Symphony sounds most fitting. My wine preference for dusk is a refreshing, aromatic Alsatian. I've put together six excellent selections that cover the wide range of styles Alsace has to offer: from the lean, flowery Sylvaner to the brooding, succulent nectar of Gewurztraminer. You will enjoy one treat after another.

NORMALLY

2006 RIESLING • DOMAINE OSTERTAG	\$28.00
2006 SYLVANER "VIEILLES VIGNES" • DOMAINE OSTERTAG	22.00
2005 GEWURZTRAMINER "TRADITION" • KUENTZ-BAS	23.00
2005 PINOT GRIS "TRADITION" • KUENTZ-BAS	25.00
2006 PINOT BLANC "VIEILLES VIGNES" • MEYER-FONNÉ	17.95
2006 RIESLING "KATZENTHAL" • MEYER-FONNÉ	26.00

normally \$141.95

SPECIAL SAMPLER PRICE **\$106**

(25% discount)

MEDITERRANEAN BARBECUE REDS

Once you've finished your Alsatian twilight apéritif, it may be time to fend off the bugs by lighting up your barbecue and grilling a favorite cut. Be it flank steak, lamb chops, marinated chicken breast, or vegetable shish kebab, the Mediterranean Rim provides reds for just about any barbecue fare. These six distinctive wines display the exceptional quality that the Languedoc-Roussillon, Provence, and Rhône Valley afford all us lucky wine drinkers.

NORMALLY

2005 COLLIOURE "PUIG ORIOI" • DOMAINE LA TOUR VIEILLE. . .	\$25.00
2005 SAINT-CHINIAN "CAUSSE DU BOUSQUET" • MAS CHAMPART	19.95
2003 FAUGÈRES • MAS GABINÈLE.	19.95
2005 CÔTES DE PROVENCE "NOWAT" • DUPÉRÉ BARRERA.	30.00
2006 CÔTES DU RHÔNE "EN SEPTEMBRE" • MAXIME LAURENT. . .	26.00
2005 BEAUMES-DE-VENISE • DOMAINE DE DURBAN.	18.95

normally \$139.85

SPECIAL SAMPLER PRICE **\$112**

(20% discount)

—PRE-ARRIVAL OFFER—

2006 DOMAINE LES PALLIÈRES

2006. “Balance, freshness, elegance, and thoroughbred style. It shows a well-defined personality in which the minerality conferred by our very old vines plays a major role. Since we purchased Les Pallières with Kermit in 1998, we have renovated the vineyards, built a new winery, and revisited *sans cesse* the question of the ideal grape maturity for harvesting and pondered time and again the methods of vinification for best expressing the unique personality of our remarkable *terroir*. We hope you are pleased with the results.”

DANIEL BRUNIER

2006. “Medium red. Hugely seductive aromas of red berries, *garrigue*, rose, and incense display room-filling power. Vibrant strawberry and raspberry flavors are finely etched and strikingly sweet with energetic minerality adding clarity and lift. Remarkably elegant Gigondas with the pure sex appeal to enjoy in its youth, but also the balance to repay cellaring. A must-purchase for southern Rhône fans.”

STEVE TANZER

2005. “A wine for patient yet demanding wine lovers. Great finesse with purity and pedigree.”

BETTANE ET DESSAUVÉ (FRANCE)

2005. “Deep red. Precise aromas of strawberry, raspberry, lavender, and minerals seem almost Pinot-like in their clarity and delicacy. Lacy red fruit flavors pack plenty of punch but come off almost weightless. Gains weight and power on the long juicy finish. Really lovely stuff.”

STEVE TANZER

2004. “A powerful nose dominated by peony and pepper. Dense mouthfeel with tight tannins, and gorgeously chewy. A solid wine, appealingly smooth and rounded on the finish. A fine future beckons.”

BETTANE ET DESSAUVÉ

2006 PRE-ARRIVAL PRICE

\$348 PER CASE

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

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

2006 DOMAINE PHILIPPE FAURY

by Dixon Brooke

2006 SAINT JOSEPH BLANC

This is a gorgeous KL blend of Philippe's Marsanne and Roussanne cuvées that were vinified separately, parcel by parcel. It showcases the textural wonder of these two grapes—soft and ripe with loads of glycerin. The fruit is tinged with apricot, peach, and mountain honey. A hedonistic white with just enough minerality and acidity to keep it from being too heavy—this should inspire some very interesting food combinations.

\$32.00 PER BOTTLE **\$345.60** PER CASE

2006 CONDRIEU

Pure Viognier from the birthplace of the varietal, here is a cornucopian bouquet. I say lychee, mango, and coconut; what do you find? The concentration and glycerin is taken to another level here. Philippe has crafted a very exotic, opulent Condrieu in 2006, and it drinks well now, so why not tonight?

\$60.00 PER BOTTLE **\$648.00** PER CASE

2006 SAINT JOSEPH ROUGE

Here you are in for some of the finest Syrah of your life. Philippe Faury has developed into a Saint Joseph master, and 2006 gave him beautiful juice to work with. Ripe, concentrated, elegant, and rustic at the same time, silky texture, spice, smoke, bacon, violets, and black currants and please, taste it and, once again, continue on with your own tasting notes from here... Loaded!

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

2006 CÔTE-RÔTIE

Philippe crafts what you could call a traditional Côte-Rôtie. It showcases the feminine side of this wine—there are no new oak aromas on the nose (thank goodness!)—the focus is on perfume and elegance. But it isn't light. The color is rich and dark, the texture is palate-coating with perfumed, stony fruit, and there is even a hint of dark chocolate from the ripeness of the vintage. All in all, I'd call it showy and fine.

\$60.00 PER BOTTLE **\$648.00** PER CASE

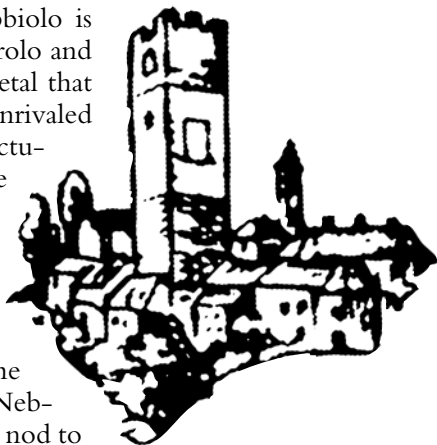
ITALY

by Dixon Brooke

2006 LANGHE NEBBIOLO SILVIO GIAMELLO

For those of you not familiar with the wines from Piedmont in northern Italy, Nebbiolo is the grape that produces the wines of Barolo and Barbaresco—a hauntingly complex varietal that can give wines power and finesse with unrivaled aging potential. This particular wine is actually a declassified Barbaresco—so you are not getting a Nebbiolo from inferior sites but the real McCoy, for the price of a table wine.

Silvio is quietly laboring away in his steep backyard vineyard or in his unpretentious under-the-house winery in the village of Barbaresco producing classic Nebbiolo wines. Yes, classic, without even a nod to the new style.



\$18.00 PER BOTTLE

\$194.40 PER CASE

2004 BARBARESCO “VICENZIANA” SILVIO GIAMELLO

This wine will show you what Nebbiolo is all about. Some compare the grape to Pinot Noir when they search for an equivalent in France—due to its typically lighter color, elegance, aging potential, and the delicacy and peculiarity of the grape in the vineyards. This comparison is useful, although Nebbiolo is decidedly more rustic and less sweet and refined than Pinot Noir. Silvio’s 2004 Barbaresco shows tobacco and smoked meat along with a nice fruitiness on the nose, leading into a medium-weight palate laced with dried flowers. Well balanced now, it is powerful and classically structured. Drink now or age some.

\$34.00 PER BOTTLE

\$367.20 PER CASE



2007 **BARDOLINO ROSÉ “CHIARETTO”**
CORTE GARDONI

This will not be the first time I have praised the approach of Gianni Piccoli and his three sons, who believe wine is made in the vineyard and respect the fruits of their *terroir* in a sea of *cave* cooperatives and bland, oak-aged wines that taste as if they could come from anywhere. They possess incredibly rocky parcels on the southern end of the Bardolino appellation in northern central Italy (just south of Lake Garda), and they make wines that taste as if they could have come from nowhere else.

Nothing beats this dark cherry-hued rosé for summer sipping with Italian antipasti—anything with a touch of spice, or light pasta dishes. Try this or the red below with spaghetti in an olive oil, hot red pepper, garlic, and anchovy sauce or with *insalata caprese*. And if Bandol is your seaside rosé, make this your lakeside choice.

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

2007 **BIANCO DI CUSTOZA • CORTE GARDONI**

There is a lot of complexity and pleasure packed into this bottle of *vino bianco*. Dominated by varietals like Garganega, Cortese, and Trebbianello, it also contains little touches of many others you may or may not have heard of. The result is a one-of-a-kind nose of pure pleasure and a clean, fresh, crisp palate. This is a wine with incredible versatility, a great house white.

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

2007 **BARDOLINO ROUGE “LE FONTANE”**
CORTE GARDONI

The Gardoni Bardolino is made from Corvina and Rondinella, grapes more widely known for producing the wines of Valpolicella and Amarone. But here they are not dried or left to ripen late into the fall. This version is fresh and dry. It is a very smooth, soft, and uncomplicated red (but not uninteresting!). Delicately spicy and perfumed, it shines with a light chill in summer or year-round at cellar temperature, especially with veal, pork, and chicken dishes, not to mention just about any pasta.

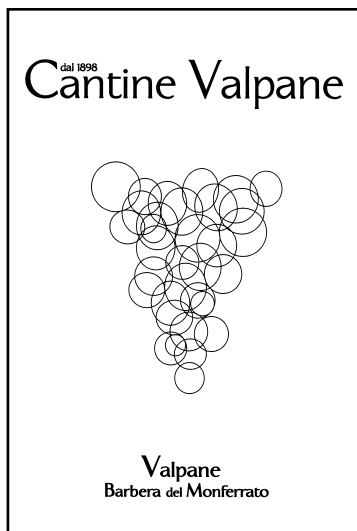
It wouldn't be crazy to throw a case of these three inexpensive beauties from Corte Gardoni into the trunk of your car—you'd have summer red, white, and rosé pretty well covered.

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

MEET THE CANTINE VALPANE

by Dixon Brooke

THE ENTIRE STAFF is excited about this recent discovery from a centuries-old property in the heart of the Monferrato winemaking region of Piedmont. The grape called Barbera is king here—and the quality at Valpane surpasses many a Barbera from the better-known regions of Alba and Asti to the west. Pietro Arditì's vineyards are planted in a large amphitheater surrounding his winery—the plantings dictated by ancient maps hanging proudly on Pietro's walls in his old brick and stone cellars. His wines are dark, meaty, powerful Barberas that seem to age effortlessly. Their power does not come in the form of grueling tannins—the fruity side of Barbera is showcased but in a more serious package.



2004 ROSSO PIETRO

Vinified from 100% Barbera from the Monferrato appellation, this wine sees no wood and is the fruitiest, most easily approachable of Pietro's wines. A dark garnet robe leads to a deep, earthy fruit nose and a palate loaded with bright, spicy Barbera fruit and smooth tannins followed by a deliciously perfumed finish. This is a great introduction to the property and one of our best red wine values.

\$14.00 PER BOTTLE

\$151.20 PER CASE

2000 BARBERA "VALPANE"

What a grand cuvée! Pietro selected it out and kindly aged it in *foudre* and bottle for seven years before releasing it, and you will be amazed by its youthful vigor. From the incredibly dark robe to the rich berry nose to the bright acidity and the fresh zingy palate, this is a real triumph. For this blend, Pietro actually mixes in 15% Freisa, a native grape of Piedmont that adds freshness and complexity to the Barbera. It is really a knockout bottle of wine!

\$24.00 PER BOTTLE

\$259.20 PER CASE

SOUTHERN FRANCE

2005 NOWAT • DUPÉRE BARRERA

Here is the first of two remarkable domaines newly discovered in the south of France, and both now available here in Berkeley. It is organically produced, and NOWAT means that it was made entirely by hand and foot, no electricity! Imagine. How's that for artisanal?

If this were a domestic wine with the name of a grape on the label, it would be fought over, a cult wine, for \$150 to \$300 per bottle. Bitter, yeah, I'm bitter. NOWAT is as good as most wines costing five to ten times as much. Why shouldn't the struggling young couple who created it be recompensed for their labors and talent?

From sunny Provence, it tastes of Provence, but you will enjoy a wine that I think offers the structure, weight, balance, and texture that domestic Cabernets, Zinfandels, and Syrahs ought to seek. There is plenty of body, intensity, and flavor, but nothing is exaggerated.

\$30.00 PER BOTTLE \$324.00 PER CASE

2006 CROZES-HERMITAGE *BLANC* DOMAINE ROUSSET

And will this quiet, low-key dry white, subtle by today's standards, be noticed? I like the notes of Chuck Furuya, Master Sommelier, who has a tapas and wine bar called VINO (808-524-8466) in Honolulu. He visited the northern Rhône this winter and wrote of this wine: "stony, peach, hawthorne, wet stone, seamless, un-butter." You have to like that un-butter. Any of you want buttery wine, add the butter yourself, I always say. Well, this is actually the first time I've said it.

\$24.00 PER BOTTLE \$259.20 PER CASE

2007 BANDOL *BLANC* DOMAINE DU GROS 'NORÉ

Sunny golden color, worth decanting for the visuals. The aroma reminds me of ripe mirabelle plums. This is simply a jewel of a Mediterranean dry white made from traditional regional grape varieties. It is beautifully realized, *franc et net*, as the French say. Nothing interferes with your pleasure-taking. Pour a cool glass, set out a bowl of olives and a platter of *saucisson*, and put on some music. Madeline Peyroux's CD *Careless Love* ain't bad. Oh, yes, why not get barefoot?

\$32.00 PER BOTTLE \$345.60 PER CASE

2006 LA GRAMIÈRE ROUGE

Some of you will remember Amy Lillard because she used to work here and she is unforgettable. We miss her, but we can drown our sorrows in her and her husband Matt's Rhône blend, La Gramière. It is organically produced, harvested by the rising moon—oops, by human hands—no commercial yeasts to muck it up, bottled *sans* filtration, and WOW. The bottle barely contains it. The nose seems to jump out of the glass and show great depth at the same time. Full-bodied, full-flavored, Rhône-flavored.

Next time you are in southern France (*sure, Kermit*), drop by and taste with them. Next time you are on the Internet, check out their neat website: www.lagramiere.com.

\$19.95 PER BOTTLE **\$215.46** PER CASE

2005 CÔTES DU VIVARAIS • DOMAINE GALLETY

The Ardeche region is home to the great Syrahs from Cornas, Hermitage, and Saint Joseph. To the south of the Ardeche, the Vaucluse produces the finest Grenache-based wines from appellations like Gigondas and Châteauneuf-du-Pape. Guess where Domaine Gallety is located. Between Ardeche and Vaucluse! Syrah meets Grenache and the two grape varieties make music together.

This is an exciting discovery for me because I have never been convinced by Syrahs from the Vaucluse (too heavy, too dumb) and the Grenache will not ripen enough up in the Ardeche where Syrah is king. At Gallety I was struck by the perfect blend, and by the incredible elegance they achieve with the two grape varieties. It exudes class from start to finish and is drinking beautifully.

What luck, to begin with such a lovely vintage.

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



TIMED FOR SUMMER ARRIVAL

by Dixon Brooke

2007 PINOT GRIS • DOMAINE DE REUILLY

Want to stump wine friends? Pour them a glass of this rosé-colored wine and ask them to name the varietal. If they get that far, ask them to name the region. This is from Sauvignon Blanc country in the Loire Valley and is a perfectly unique, clean, fresh summer sipper that makes a great apéritif. Is it a rosé or a gris? It is a rosé made from Pinot Gris.

\$19.95 PER BOTTLE **\$215.46** PER CASE

2007 BEAUJOLAIS • DOMAINE DUPEUBLE

Damien Dupeuble recently telephoned, excited because this new Beaujolais that we blended together had just won a gold medal at the annual tasting competition in the Beaujolais region. Deservedly so, if I do say so myself, because it is nothing but pure drinking pleasure. The aromatics and silkiness of the fruit are remarkable. I'll be amazed if you are not back for more once you've tasted it.

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

2007 SAUVIGNON BLANC "UNIQUE" DOMAINE DU SALVARD

What do you get when you cross Sauvignon Blanc vines just outside the Cheverny appellation with the vinification expertise of the Delaille brothers? How about the best-value Sauvignon Blanc in the world? The "Unique" is uniquely endowed with a robe so pale it is almost clear as glass, but there is nothing empty about the aroma or flavor—classic, fresh, zingy Sauvignon Blanc in spades.

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

2007 "LES ABYMES" • A. & M. QUENARD

At 11% alcohol or less, you can afford to have two glasses of this to start a meal without feeling like you went too far. It is a fresh mountain spring breeze from the Savoie—more of a palate freshener and a mood stimulator than a wine. Okay, it is a wine, but it embodies the spirit of the Savoie—a blend of French and Swiss alpine culture.

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