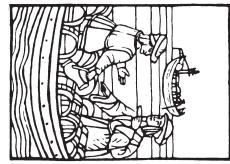


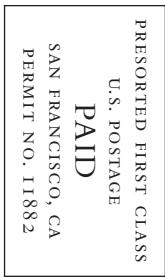
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WINE MERCHANT



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- PARTY TIME
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- CHAMPAGNE DISCOUNTS

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CLOSED • SUNDAY & MONDAY

NOVEMBER 2009

—PRE-ARRIVAL OFFER—
2007 DOMAINE DE CHERISEY

HERE ARE SOME of the most captivating wines you will ever experience. Great Chardonnay *terroirs*, masterfully vinified, superb vintage. They are to be enjoyed young, old, and in between.

De Cherisey never chaptalizes, and in 2007 it was far from necessary anyway. You have about 13.5° alcohol, perfect acidity, and the clincher is the conspicuous expression of the domaine's noble *terroirs*. Here, in this sector of the Côte de Beaune, is Chardonnay's native soil, and de Cherisey is one of the rare masters.

**2007 MEURSAULT-BLAGNY
“LA GENELOTTE” PREMIER CRU**

My first Blagny was a magnum of 1947 from Matrot tasted in 1974 at Troisgros. Unforgettable! Our 2007 smells like little white peaches, what the French call *pêches de vigne*. This has a lot of flesh for a Blagny, and a character more rustic than the Puligny's, as usual. And oh, those stones! You can taste and feel them.

\$756.00 PER CASE

**2007 PULIGNY-MONTRACHET
“HAMEAU DE BLAGNY” PREMIER CRU**

Here I was really struck by the combination of succulence, stoniness, nervosity, and the dry crispness that will shine brightly with food. This absolute beauty shows touch, class, and a whole lotta soul.

\$756.00 PER CASE

**2007 PULIGNY-MONTRACHET
“LES CHALUMEAUX” PREMIER CRU**

An absolutely classic Puligny. A total success. I don't think it would be easy for anyone to guess which great vintage it is, tasted blind, because it doesn't seem to be marked by anything but perfection. Domaine de Cherisey is part of that small handful of domaines making the best white Burgundy money can buy.

\$756.00 PER CASE

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

ANNUAL CHAMPAGNE DISCOUNT!

ANYBODY IN THEIR RIGHT MIND would fill their Champagne needs now. This year, don't put off your gift shopping or wine buying. Do it now! We're making it easy on you to plan ahead and get a great price on an essential part of holiday meals: CHAMPAGNE. We've put together a list of our grower Champagnes and discounted them 15% on the bottle and 25% on the case. The prices will be back to normal in December, so act now.

	BOTTLE	CASE
	15%	25%

REGULARLY DISCOUNT DISCOUNT

J. LASSALLE

NV BRUT ROSÉ <i>1ER CRU</i>	\$60.00	\$51.00	\$540.00
NV "CACHET D'OR" BRUT <i>1ER CRU</i>	42.00	35.70	378.00
NV PRÉFÉRENCE BRUT <i>1ER CRU</i>	50.00	42.50	450.00
NV PRÉFÉRENCE BRUT <i>1ER CRU MAGNUMS</i>	114.00	96.90	513.00
*2002 "CUVÉE ANGÉLINE" BRUT <i>1ER CRU</i> . . .	70.00	59.50	630.00
2002 BLANC DE BLANCS BRUT <i>1ER CRU</i>	76.00	64.60	684.00

PAUL BARA

NV BRUT RÉSERVE <i>GRAND CRU</i> 100%.	\$54.00	\$45.90	\$486.00
NV BRUT RÉSERVE <i>GRAND CRU</i>			
100% TENTHS	32.00	27.20	576.00
*2000 BRUT <i>GRAND CRU</i> 100%	72.00	61.20	648.00

VEUVE FOURNY

NV BLANC DE BLANCS BRUT <i>1ER CRU</i>	\$47.00	\$39.95	\$423.00
NV CUVÉE "R" EXTRA BRUT <i>1ER CRU</i>	62.00	52.70	558.00
NV DOUCES VERTUS <i>1ER CRU</i>	45.00	38.25	405.00
NV GRANDE RÉSERVE BRUT <i>1ER CRU</i>	45.00	38.25	405.00
NV ROSÉ BRUT <i>1ER CRU</i>	54.00	45.90	486.00
2002 BLANC DE BLANCS BRUT <i>1ER CRU</i>	66.00	56.10	594.00
2002 BLANC DE BLANCS BRUT			
<i>1ER CRU MAGNUMS</i>	142.00	120.70	639.00
*1999 CLOS NOTRE DAME EXTRA BRUT			
<i>1ER CRU</i>	150.00	127.50	1,350.00

*Very limited quantities available.



2009 BEAUJOLAIS NOUVEAU

ARE YOU READY for another party? The last one, Provence Day, was a real treat. The bouillabaisse drew raves. Now we celebrate this year's Beaujolais. Here is Dixon's report:

The Dupeuble family was in the cellar when we gathered to compose the annual blend of the KLWM Beaujolais Nouveau, the 2009 vintage in this case. There were 21 cuvées to taste and categorize into *primeur*, *garde*, or "switch hitters." What fun it is each year to discover what the new vintage has to say through the nuances of every single parcel, all vinified separately. There are always huge personality differences between the cuvées, and plenty of good-natured judgments and disagreements about the rankings.

Next week the Dupeubles will assemble our cuvée, and it will naturally settle in the *cuve* as the winter chill circulates through open windows, then it will be bottled unfined, unfiltered, and unsulfured and shipped by plane in mid-November. The wine was made with natural yeasts only and was not chaptalized. You are getting wine in its most natural state possible. You don't want to know what most people do to stabilize their Nouveaux. But we don't worry, because ours is drunk up so quickly. Besides, the Dupeubles know what they are doing—their family has been making wine here since 1512!

I have fond memories of my time in retail in Berkeley, and our Nouveau party was always one of the biggest of the year. The store was packed with clients all day and we spent almost every moment carrying out stacks of cases of wine to waiting cars, much to Kermit's delight. A five-minute respite with one of Chris Lee's homemade sausages right off the grill and a glass of Dupeuble Nouveau was always the highlight, however. Come help us celebrate the fantastic 2009 vintage in France with our first arrival—live it up with us and a glass of our irresistible Nouveau.

Note the date.

SATURDAY, NOVEMBER 21

11 A.M. TO 4 P.M.

Event presented by Café Fanny



BE THE FIRST ON YOUR BLOCK

Be the first on your block to taste this year's sensational, ultra-natural Beaujolais Nouveau. It will be available at the following Bay Area retail sites starting Thursday, November 19:

ALAMEDA
Alameda Wine
Company

BERKELEY
Berkeley Bowl
Berkeley Bowl West

BLACKHAWK
Draeger's Market

BURLINGAME
Weimax Wines & Spirits

CALISTOGA
Enoteca Wine Shop

CARMEL
Rancho Cellars

DAVIS
Valley Wine Company

KENSINGTON
Arlington Wine
and Spirits

LAFAYETTE
Jackson's Wine
and Spirits

MENLO PARK
Beltramo's Wines
and Spirits

MILLBRAE
Vineyardgate

MILL VALLEY
Vintage Wine
& Spirits

PALO ALTO
Vin,Vino,Wine

PORTOLA VALLEY
Roberts Market

REDWOOD CITY
K & L Wine
Merchants

SACRAMENTO
Taylor's Market
58° & Holding Co.

SAINT HELENA
Sunshine Foods

SAN JOSE
Vintage Wine
Merchants

SAN FRANCISCO
San Francisco Wine
Trading Company
Wine Impression
K & L Wine
Merchants
Swirl on Castro
Mollie Stones—
Tower Market
The Wine Merchant at
Showplace Square

SANTA CRUZ
Soif Wine Bar
& Merchants

SANTA ROSA
Traverso's Gourmet
Foods & Liquors

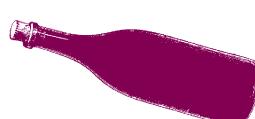
SONOMA
Valley Wine Shack

STOCKTON
Wine Wizards

TRUCKEE
The Pour House
Wine Shop

WALNUT CREEK
Prima Vini

WOODSIDE
Roberts Market



BEAUJOLAIS SAMPLER

by Clark Z. Terry

BEFORE STARTING WORK here in Berkeley at KLWM in December of 2006, I read Kermit's *Adventures on the Wine Route*. His chapter on Beaujolais is the shortest in the book and could be summed up as "Hmm, not much happening here." However, it turned out to signal the beginning of a revolution in the Beaujolais because the focus of Kermit's attention, Jules Chauvet, produced a few disciples who shook up the region and started a backlash against the bland, technological plonk that saturated the market. I was shocked when I started work to see an entire Beaujolais section replete with Beaujolais AOC and Cru Beaujolais wines. Yes, Kermit had been importing such backlash wines for years and things had changed since the writing of his book. Beaujolais had become not just drinkable, but extremely enjoyable, even delicious—true *vins de terroir*. I'll never forget drinking my first Moulin-à-Vent from Domaine Diochon: I couldn't stop gulping down that beautiful, deep, textured liquid and downed the entire bottle in an hour.

The first bottle in this Sampler is the current vintage of that Moulin-à-Vent. In total we have three vintages of Beaujolais for you to drink and if you pick up a bottle of the Nouveau, you can taste four. That sounds like a great vertical tasting to me. Pick up a Sampler, gather your friends for a meal (Thanksgiving would be perfect), and taste through these Beaujolais beauties. The *nouveau*, drink it up, but the *grand crus* develop over a few years. When tasting them together, start with young and head for old.

	PER BOTTLE
2008 MOULIN-À-VENT • DOMAINE DIOCHON	\$22.00
2008 VIN DE PAYS DES GAULES • MARCEL LAPIERRE	14.95
2007 BROUILLY • CHÂTEAU THIVIN	18.95
2007 BEAUJOLAIS • CÉDRIC VINCENT	14.95
2007 FLEURIE "LES MORIERS" • DOMAINE CHIGNARD	24.00
2006 MORGON "VIEILLES VIGNES" • GUY BRETON	30.00

Normally \$124.85

SPECIAL SAMPLER PRICE

\$94 (*a 25% discount*)



LOIRE VALLEY

by Dixon Brooke

2008 SANCERRE DANIEL CHOTARD

Daniel Chotard has crafted a gorgeous Sancerre in 2008. It typifies the vintage perfectly, which I have grown to love after tasting through the Chenin and Sauvignon Blancs of all our Loire growers. It is a very complete vintage, fairly concentrated like the '05s but with great acidity like the '07s, and a great texture and grain on the palate that distinguishes jazzman Chotard's Sancerres. One sip of this classic and you'll be convinced. "Yeah, Sancerre, there it is!"

\$24.00 PER BOTTLE \$259.20 PER CASE

2007 BOURGUEIL "BEAUVAIIS" DOMAINE DE LA CHANTELEUSERIE

I recently "blogged" about this wine, a new yet exceedingly rare pastime as I try to bring my wine sales habits in line with the 21st-century, web-2.0 consumer. For more details on the history of this awesome domaine and their wines, please refer to our blog at blog.kermittlynch.com. In a nutshell, Beauvais is their top cuvée, distinguished not by a high price but by remarkable quality and aging potential. This is old-vine Cabernet Franc grown in *tuffeaux*, and it makes for great drinking already, but for your own good, please put a few bottles aside for the future.

\$16.95 PER BOTTLE \$183.06 PER CASE

2007 CHINON "LE CLOS GUILLOT" BERNARD BAUDRY

The Chinons from Bernard Baudry just scream Chinon, which is of course what we look for when we go buying there. Great Chinon, in my opinion, is the most elegant, the most interesting, the most perfect expression of the Cabernet Franc grape. According to Baudry, a good part of Clos Guillot's interest comes from the rare yellow limestone in the soil—the same yellow as the label. This imparts a freshness and a finesse to the wine that is downright Burgundian (big compliment, coming from a self-proclaimed Burgundy fanatic!).

\$24.00 PER BOTTLE \$259.20 PER CASE

NEW ITALIAN ARRIVALS

by Dixon Brooke

2007 DOLCETTO “I’PARI” GUIDO PORRO

Guido Porro makes a big, ripe, juicy Dolcetto that is a very suitable companion for any Italian cuisine on your table. At KLWM we look for Dolcetto with that *dolce* quality, just as we like our Soave to be suave. This doesn’t mean the wine is sweet, to drink with cake for dessert; it just means the fruit is ripe and has a sweet, round quality that makes it easy to drink. It is a big, luscious mouthful of deliciousness.

\$14.95 PER BOTTLE \$161.46 PER CASE

2006 CHIANTI CLASSICO VILLA DI GEGGIANO

Classico is the right word because stylistically this Chianti is a throwback to the old days. There is one modern twist: the almost exclusive use of Sangiovese—in other words, none of the historically regulated blending grapes (including white varieties) were used to add color, aroma, etc. Nowadays people seem to value bringing out the best in Sangiovese and allowing it to fully express the unique character of the Tuscan *terroir*. The vintage produced a full-bodied wine with rich tannins. You can almost chew the Sangiovese flavor. Remind yourself when you serve this that it shines with tomato sauces, red meat and game, roasted herb-encrusted poultry, and dry cheeses.

\$24.00 PER BOTTLE \$259.20 PER CASE

2003 BARBERA DEL MONFERRATO “PERLYDIA” CANTINE VALPANE

Vintage stereotypes are hard to avoid, but while they may steer you clear of some poor wines they will also cause you to miss many great ones. Valpane’s outstanding Barbera is a great case in point, as was the stunning 2003 Aligoté I had yesterday from Arnaud Ente in Meursault—no heat or overripeness, just purity, minerality, and freshness (at six years of age!). Perlydia is a *cuvée spéciale* aged longer and kept at the winery in bottle until mature. It manages to showcase the ripeness of the vintage without going over the top. It is a deep, luscious Barbera, and you’ll applaud the price.

\$18.00 PER BOTTLE \$194.40 PER CASE

2008 PIGATO CASCINA FÈIPU DEI MASSARETTI

Pigato is the quintessentially Ligurian version of the Vermentino grape, a clone that evolved differently in Liguria. It is arguably the most prized white wine of the region. Massaretti's 2008 is a tightly wound, bracingly mineral and peppery rendition, very different stylistically from the recently arrived Punta Crena Pigato. This is endlessly versatile with food and particularly adept at pairing with seafood dishes. Kermit and I have been digging up some lovely Vermentino and Pigato—I hope you enjoy them as much as we do.

\$19.95 PER BOTTLE \$215.46 PER CASE

2008 PINOT GRIGIO • LA VIARTE

This is a very particular Pinot Grigio, and it is important to differentiate it from the sea of Pinot Grigio out there. First of all, it is grown on a forested mountainside on the Italian/Slovenian border. Sounds intriguing and a bit wild, like something out of a James Bond movie or a Bram Stoker novel, doesn't it? It is. This is far from the bubble-gum, mass-produced Pinot Grigio that you see on the glossy pages of magazines. It is instead a bone-dry, intensely mineral yet round and smoky Pinot Grigio, with that touch of *gris* to the Pinot reminding you of the relationship.

\$16.00 PER BOTTLE \$172.80 PER CASE

BACK IN STOCK

PROSECCO DI CONEGLIANO BRUT SOMMARIVA

Cinzia Sommariva is on point with another flawless shipment of her flavorful Prosecco from her family's winery in Conegliano. The family owns all their vines in one contiguous parcel right around the winery, a rarity in the region, and their attention to detail is readily apparent in their impeccably clean, crisp, zesty Prosecco. Customers have mentioned that Sommariva converted them into Prosecco drinkers. Sommariva harvests the grapes by hand (also very rare in the region) and the winery is constructed to avoid pumping the grapes upon arrival—gravity does the trick.

\$13.95 PER BOTTLE \$150.66 PER CASE

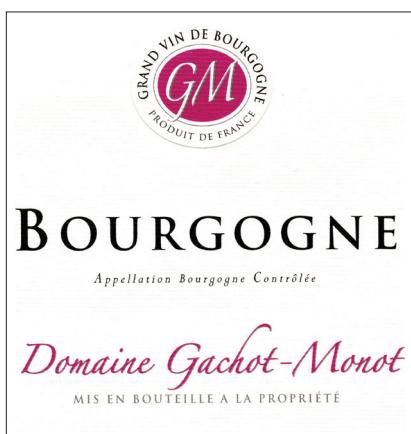
BURGUNDY

by Dixon Brooke

2007 CHABLIS • ROLAND LAVANTUREUX

We recently offered Roland's impeccable Petit Chablis, and now it is time to present the Chablis. The subtle difference is the *terroir*, Kimmeridgean limestone in this case as opposed to Portlandian for the Petit. The important difference is that the Chablis possesses a bit more depth and it typically takes a few more years to reach peak drinking pleasure. I drink up the Petit Chablis rather quickly and start into the Chablis more slowly, leaving a few bottles and magnums aside for future enjoyment. The Lavantureux white-truffle-infused 1997 Chablis in magnum, for example, continues to dazzle.

\$22.00 PER BOTTLE \$237.60 PER CASE



2007 BOURGOGNE ROUGE • GACHOT-MONOT

Remember the working man's Nuits Saint Georges? That was from Damien Gachot. Naturally he makes a great working man's Bourgogne *rouge* as well from his vines in the deep south of the Côte de Nuits. It's aged right alongside his Nuits Saint Georges in oak barrels and bottled unfiltered. Maybe he learned from his friends Chevillon and de Villaine? Rustic, vibrant Pinot Noir at a great price.

\$19.95 PER BOTTLE
\$215.46 PER CASE

2007 GEVREY-CHAMBERTIN • RÉGIS BOUVIER

Bouvier's 2007 Gevrey does a great job of blending the elegance and finesse of the 2007 vintage with the deep growl we expect from Gevrey-Chambertin. This one from Bouvier is a real *vin de terroir*, emphasizing earthy, mineral flavors at this stage in its life. It will round out and become sweeter with time, but it is ready to rumble already. Drink it now, drink it later.

\$46.00 PER BOTTLE \$496.80 PER CASE

WINTER SAMPLER

by Mark Congero

IT IS NOW ONE YEAR since my first seasonal food and wine Sampler. The response has been positive, and Kermit encourages me to keep them coming. My first edition was last October with a fall Sampler, but fall is such an ambiguous food season here. The calendar says October, but often the markets are still full of late summer foods. So I have waited until November this year.

For me, winter cooking is about comforting, peasant-style dishes—savory stews, roasted meats, and full-flavored casseroles. Even when temperatures drop, we are fortunate here to have an abundance of great produce to work with. Don't be afraid of wintry root vegetables like parsnips, celery root, sun chokes, turnips, leeks, or carrots. It's easy to coax out their deep, earthy flavors by roasting, browning, or slow cooking (try adding a little bacon when cooking your winter vegetables; it's never a bad idea). Nothing pairs better with cold-weather dinners than a salad of beautiful winter chicories.

When you open your Sampler you will find a few of my recipes—hope they give you some ideas for getting the most out of winter produce. Of course you'll find some lovely wines in your Sampler as well, a fun mix of reds and whites to match with your holiday meals or just for relaxing by the logs of a fire.

Check out our huge discount, and *bon appétit!*

PER BOTTLE

2007 CÔTES DU RHÔNE ROUGE “IL FAIT SOIF”

MAXIME LAURENT	\$25.00
NV CLAIRETTE DE DIE BRUT • DOMAINE ACHARD-VINCENT . . .	19.95
2007 “TRADITION” • SAINT MARTIN DE LA GARRIGUE	14.95
2007 BOURGUEIL “ALOUETTES”	

DOMAINE DE LA CHANTELEUSERIE	14.95
2007 SANCERRE • DOMAINE DES GRANDES PERRIÈRES	19.95
2005 E PROVE ROUGE • DOMAINE MAESTRACCI	18.95
2008 CÔTES DU RHÔNE BLANC “SUNFLOWER CUVÉE”	

LOUIS BARROUL	19.95
2008 CORBIÈRES ROSÉ “GRIS DE GRIS”	

DOMAINE DE FONTSAINTE	13.95
2007 PIGEOULET ROUGE • VIGNOBLES BRUNIER	16.95
2006 MÂCON-VILLAGES • HENRI PERRUSSET	14.95
2007 PINOT BLANC • KUENTZ-BAS	14.95
2006 CHINON “LES PETITES ROCHE” • CHARLES JOGUET	19.95

Normally \$214.45

SPECIAL SAMPLER PRICE

\$159 (*a 25% discount*)

VALUES OF THE MONTH

by Dixon Brooke

2008 GENTIL D'ALSACE • MEYER-FONNÉ

A Gentil d'Alsace must contain at least 50% of the "noble" Alsatian grape varieties. In the case of this beauty, it is composed of Muscat d'Alsace, Riesling, a touch of Gewurztraminer, and Pinot Blanc. Félix Meyer's goal with this wine is refreshment. Boy, does he succeed. The Muscat d'Alsace, the local name for Muscat à Petits Grains, takes a starring role, and the wine is bone dry, quite mineral, and mighty fine. And I almost forgot to mention the star of the show, its heavenly fragrance. Its bouquet visibly delights everyone who tastes it.

\$16.00 PER BOTTLE \$172.80 PER CASE

2007 CUVÉE RÉSERVÉE DOMAINE SAINT MARTIN DE LA GARRIGUE

What good is a Gentil d'Alsace without a red to follow?

Saint Martin labels their highest-priced red "Cuvée Saint Martin." For it, they reserve their best fruit from their best *terroirs* and raise the wine in big *foudres* to preserve the taste of the fruit and the *terroir* rather than masking it in new oak. With the nicely priced Cuvée Réservée, however, you have a blend of Cabernet and Merlot from *garrigue* country where Syrah, Grenache, Mourvèdre, and Carignan reign. Dive right into its ripe blackberry and black currant fruit, delicate spiciness, and a super-velvety mouthfeel. You'll be hard pressed to find a similar blend from Chile, Argentina, California, or Australia that is anywhere near as classy at the price. Why do we keep trying to turn you on to inexpensive wines? Because we imagine you chortling at your good fortune when you raise the glass to your lips. Because we imagine you shaking your head thinking of all the poor souls who pay a lot more for a lot less.

\$13.95 PER BOTTLE \$150.66 PER CASE

KERMIT LYNCH WINE MERCHANT—TERMS AND CONDITIONS

All wines purchased from Kermit Lynch Wine Merchant are deemed sold in California and title passes to the buyer in California. We make no representation relative to the customer's right to import wine into his/her state. In placing an order, the customer represents to Kermit Lynch Wine Merchant that he/she is at least 21 years of age and the person to whom delivery will be made is at least 21 years old.