



KERMIT LYNCH
WINE MERCHANT

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- **BEAUJOLAIS NOUVEAU**
- **2009 RED BORDEAUX P-A**
- **2008 GRANGE DES PÈRES P-A**
- **THE KLWM CHAMPAGNE SALE**

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

NOVEMBER 2011

— PRE-ARRIVAL OFFER —

2009 RED BORDEAUX

by Dixon Brooke

WE'VE WITNESSED quite a reaction to our selection of Bordeaux "petits châteaux," priced to move and priced to drink. Particularly rewarding has been raiding the cellars of these properties for older vintages. We'll have to wait a while and let the newer stock age a bit before going back, because I have to believe we made quite a dent in their libraries! We have also begun working with a few other *plus grands châteaux* like Gombaude Guillot in Pomerol and a new find in Saint-Émilion that arrives soon. Yes, pretty Right Bank—focused for the moment. These newer folks are in another price category, but they still offer superb value compared to the classified growths. We are offering the 2006 Gombaude Guillot in this mailer, and plan to offer every vintage once it is properly aged in France. Also, keep your eyes peeled for our artisanal Sauternes offer next month. Back to these 2009s: we haven't done a Bordeaux pre-sale since our very successful 2005 offer and figured the time was right. You will never see lower prices on these wines, so we recommend that you stock up with delicious everyday Bordeaux for many years to come. Our expert retail staff can walk you through their stylistic differences.

PER CASE

2009 CHÂTEAU TOUR BAYARD

MONTAGNE-SAINT-ÉMILION FIFTHS	\$222.00
2009 CHÂTEAU ANEY HAUT-MÉDOC FIFTHS	240.00
2009 CHÂTEAU ANEY HAUT-MÉDOC MAGNUMS	258.00
2009 CHÂTEAU BELLEVUE LUSSAC SAINT-ÉMILION FIFTHS	282.00
2009 CHÂTEAU BELLEVUE LUSSAC SAINT-ÉMILION MAGNUMS	288.00
2009 CHÂTEAU BELLES-GRAVES LALANDE-DE-POMEROL FIFTHS	330.00
2009 CHÂTEAU BELLES-GRAVES LALANDE-DE-POMEROL MAGNUMS	339.00

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



— PRE-ARRIVAL OFFER —

2008 GRANGE DES PÈRES

by Lori Varsames

RECENTLY, OUR TEAM in Beaune sent us a link to an interview with Laurent Vaillé that was featured on French television. Seeing the interview after having met him in the Languedoc this past July made me smile, because it's so obviously not the spotlight of a camera but his vineyards and cellars that make Laurent come to life. Laurent is an artist of both vine and wine. He is too reserved for any bravado or grandstanding (unusual for a man of such accomplishment), and the few words he speaks utter a truth steeped with intensity. With Laurent, there's far more than meets the eye. The same can be said of his wines. Under silky-smooth fruit on the nose there is an incredible, almost explosive complexity. A few more swirls of the glass reveal deeper aromas, where the fruit meshes with spices, forest floor, and crushed limestone. Now imagine what happens after a little bit of cellar age . . . You get the idea. The label may show the modest façade of a *vin de pays*, but the bottle contains one of the most highly respected wines in France. Laurent happily reported that he enjoyed the 2008 vintage even more than the successful 2007. If you ask the other vigneron in the region, regardless of vintage, they will tell you, "*Grange des Pères, ça c'est un grand vin!*" (Grange des Pères, now *that's* a great wine!) Who needs scores or stars when you have the endorsement of the competition?

PER BOTTLE

2008 GRANGE DES PÈRES ROUGE FIFTHS	\$85.00
2008 GRANGE DES PÈRES ROUGE MAGNUMS	175.00

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



Laurent Vaillé

© Dixon Brooke

CHAMPAGNE SALE

by Dixon Brooke

THE TIME OF THE YEAR has come. For our longtime clients, it won't come as news; the KLWM season of Champagne is upon us. Yes, we like to give our clients the opportunity to stock up well in advance of the holidays at deep discounts. We offer, of course, only our own carefully selected book of small family estate-grown and bottled Champagnes. They won't be immediately recognizable, luxury household brands if you aren't a Champagne fanatic, but tasting is immediately believing. You are the connoisseur who can explain why these taste so different from what your guests are accustomed to. J. Lassalle produces a decadent, full-bodied style of Champagne, thanks to full malo and extended bottle age. Paul Bara makes an ultra-classic, Pinot Noir-driven style, winery and powerful. Veuve Fourny brings us a clean, chiseled style, Chardonnay married with pure chalk and barrel aging. Let us walk you through your choices based on your preferred style, if you don't already know exactly what to order. Don't forget the magnums, the ultimate way to start a gathering of family or friends over the holidays. Here's to you.

		BOTTLE 15%	CASE 25%
	REGULARLY	DISCOUNT	DISCOUNT
J. LASSALLE			
NV BRUT ROSÉ <i>IER CRU</i>	\$62.00	\$52.70	\$558.00
NV "CACHET D'OR" BRUT <i>IER CRU</i>	43.00	36.55	387.00
NV PRÉFÉRENCE BRUT <i>IER CRU</i>	48.00	40.80	432.00
*NV PRÉFÉRENCE BRUT <i>IER CRU MAGNUMS</i>	114.00	96.90	513.00
2005 "CUVÉE ANGÉLINE" BRUT <i>IER CRU</i>	73.00	62.05	657.00
2004 BLANC DE BLANCS BRUT <i>IER CRU</i>	78.00	66.30	702.00
*2004 BLANC DE BLANCS BRUT <i>IER CRU MAGNUMS</i>	168.00	142.80	756.00
2002 SPÉCIAL CLUB BRUT <i>IER CRU</i>	92.00	78.20	828.00
PAUL BARA			
NV BRUT ROSÉ <i>GRAND CRU</i> 100%.	\$62.00	\$52.70	\$558.00
NV BRUT ROSÉ <i>GRAND CRU</i> 100% <i>TENTHS</i>	35.00	29.75	630.00
NV BRUT RÉSERVE <i>GRAND CRU</i> 100%	56.00	47.60	504.00
NV BRUT RÉSERVE <i>GRAND CRU</i> 100% <i>TENTHS</i>	33.00	28.05	594.00

		BOTTLE	CASE
		15%	25%
	REGULARLY	DISCOUNT	DISCOUNT
2005 SPÉCIAL CLUB ROSÉ			
<i>GRAND CRU</i> 100%	\$120.00	\$102.00	\$1080.00
2002 SPÉCIAL CLUB BRUT			
<i>GRAND CRU</i> 100%	108.00	91.80	972.00
2002 BRUT <i>GRAND CRU</i> 100%	68.00	57.80	612.00
2000 "COMTESSE MARIE DE FRANCE"			
<i>GRAND CRU</i> 100%	108.00	91.80	972.00
1999 "COMTESSE MARIE DE FRANCE"			
<i>GRAND CRU</i> 100%	108.00	91.80	972.00

VEUVE FOURNY

NV BLANC DE BLANCS BRUT <i>1ER CRU</i> . .	\$48.00	\$40.80	\$432.00
NV BLANC DE BLANCS BRUT			
<i>1ER CRU MAGNUMS</i>	111.00	94.35	499.50
NV BLANC DE BLANCS BRUT NATURE			
<i>1ER CRU</i>	48.00	40.80	432.00
NV BLANC DE BLANCS BRUT NATURE			
<i>1ER CRU MAGNUMS</i>	111.00	94.35	499.50
NV CUVÉE "R" EXTRA-BRUT <i>1ER CRU</i> . . .	63.00	53.55	567.00
NV GRANDE RÉSERVE BRUT <i>1ER CRU</i> . . .	47.00	39.95	423.00
NV GRANDE RÉSERVE BRUT			
<i>1ER CRU MAGNUMS</i>	104.00	88.40	468.00
NV GRANDE RÉSERVE BRUT			
<i>1ER CRU JEROBOAMS</i>	333.00	283.05	
NV ROSÉ BRUT <i>1ER CRU</i>	56.00	47.60	504.00
2005 BLANC DE BLANCS <i>1ER CRU</i>	72.00	61.20	648.00
2005 BLANC DE BLANCS			
<i>1ER CRU MAGNUMS</i>	148.00	125.80	666.00
2004 BLANC DE BLANCS			
<i>1ER CRU MAGNUMS</i>	146.00	124.10	657.00
2000 CLOS NOTRE DAME EXTRA-BRUT			
<i>1ER CRU</i>	160.00	136.00	1440.00

*Limited quantities available.



SOUTH BY SOUTHWEST

by Lori Varsames

2010 BANDOL BLANC DOMAINE DE LA TOUR DU BON

Tasting wine with Agnès Henry is akin to having a discussion with a humanities professor. While she easily holds her own addressing the technical points of a wine, she would rather draw comparisons to poetry, music, and philosophy. Agnès calls this blend made of Clariette and Rolle a taste of “*air et mer*” (air and sea). Gorgeous notes of Mirabelle plums open to a wake of lovely mineral-laden perfumes. What else is there to say when excellence is this palpable?

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

2010 “AU PETIT BONHEUR” ROSÉ • LES PALLIÈRES

Kermit and the Brunier brothers bottle this rosé to include some of their younger-vine fruit. Light, fresh, and peachy with hints of *réglisse*, it tends to be the best kind of pink—one that can be enjoyed for no particular reason at all. But the name says it all. If *bonheur* means happiness, I’ve always understood *au petit bonheur* to mean “off the cuff” or to imply “a small pleasure.” Or how about *bonheur*, which means “very good fortune”? Kermit’s response: “Well, in French it can have several little meanings. I have never found a good translation. There is also the literal *bonne heure*, which, I hate to say, would be Happy Hour. Oops.”

\$22.00 PER BOTTLE **\$237.60** PER CASE

2010 “LA DÉMARRANTE” • MAXIME MAGNON

What is more compelling than farming old-vine fruit—organically—in the mountainous Hautes Corbières, with a team of animals grazing in the vineyards and then vinifying the hearty Languedoc grapes through semi-carbonic maceration—Beaujolais style? Maxime Magnon’s Démarrante shows a soft, cheerful side of Carignan and Grenache meant for easy drinking. Delicious, floral, and rich in schist *terroir*, his wines always put a little shimmy back in my step. Really.

\$23.00 PER BOTTLE **\$248.40** PER CASE



2007 IROULÉGUY “CUVÉE HAITZA”
ARRETXEA

Deep in the hills of the Pyrénées in Basque country, Thérèse and Michel Riouspeyrous are farming differently than the vast majority of their neighbors; they are one of the first domaines to be both certified organic *and* biodynamic in Irouléguay. Their steep, terraced, sandstone vineyards are streaked with a wide variety of minerals, all adding to the complexity of the wine. Cuvée Haitza blends the Tannat grape with a dash of Cabernet Sauvignon. Its spice and stoniness make it a great candidate not only for rich meat dishes but also for the cellar, where it opens to amazing depths with some age.

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

2007 PIC SAINT LOUP “GUILHEM GAUCELM”
ERMITAGE DU PIC SAINT LOUP

The Ravaille brothers could be a comedy troupe, with their keen sense of humor, lightning wit, and contagious laughter. When it comes to their wines, the tone changes, and they are all heart and soul. This *tête de cuvée* is composed of their oldest vines and was named for the first known steward of this land, Guilhem Gaucelm, a sharecropper of the Comte de Maguelone in the thirteenth century. Raspberries, leather, and spice deliver a mouthful of earthy complexity wrapped in an incredibly smooth texture. The Ravailles recommend drinking it now through 2018.

\$48.00 PER BOTTLE **\$518.40** PER CASE



Pic Saint Loup: where that wild Ravaille magic happens

© Lori Varsames



2011 BEAUJOLAIS NOUVEAU PARTY

IN BERKELEY, the anticipation for this year's Beaujolais Nouveau is palpable and our excitement piqued upon the receipt of this note from our Nouveau producer, Domaine Dupeuble:

Although the official start date for the harvest was August 24, our decision to wait until September 5 has proven to be very advantageous as the extra sunshine yielded stunningly ripe grapes, reminiscent of those we saw in 2009. I believe we will have a fruit-driven and structured wine like the 2010. This year's Nouveau is destined to impress: you can expect a harmonious wine ready to quaff and enjoy upon arrival.

What a joy for us to start this year with the incredible quality of grapes that this vintage has to offer.

Amitiés et salutations Beaujolaises.

Damien et toute la famille

WANT SOME NOUVEAU? The wine arrives in the shop on Thursday, November 17. We'll sell it by the bottle and the case, and Café Fanny will pour it by the glass. If you're interested in securing some for yourself, give us a call anytime this month and we'll have it ready to be picked up or shipped on the 17th.

WANT A PARTY? Join us for our annual Nouveau celebration on Saturday, November 19. We'll set up tents, Christopher Lee will craft a delectable feast, and the Nouveau (and a selection of other wines) will be flown in and flowin' down the gullet.

SATURDAY, NOVEMBER 19

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 Northern California retailers starting Thursday, November 17:

ALAMEDA

Alameda Wine Company

BERKELEY

Berkeley Bowl
Berkeley Bowl West
Star Grocery

BLACKHAWK

Draeger's Market

BURLINGAME

Weimax Wines & Spirits

CALISTOGA

Enoteca Wine Shop

CHICO

Creekside Cellars

DAVIS

Valley Wine Company

HALF MOON BAY

New Leaf

KENSINGTON

Arlington Wine and Spirits

LAFAYETTE

Jackson's Wine and Spirits

LOS ALTOS

Draeger's Market



MENLO PARK

Beltramo's Wines and Spirits

MILLBRAE

Vineyardgate

MILL VALLEY

Mill Valley Market
Vintage Wine & Spirits

PALO ALTO

Vin, Vino, Wine
Piazza's Fine Foods

PEBBLE BEACH

Pebble Beach Market

PORTOLA VALLEY

Roberts Market

REDWOOD CITY

K & L Wine Merchants

SACRAMENTO

Taylor's Market

SAN JOSE

Vintage Wine Merchants
Wine Affairs

SAN FRANCISCO

San Francisco Wine Trading Company

Bi-Rite Market

Ferry Plaza

Wine Merchant

K & L Wine

Merchants

Wine Impression

The Jug Shop

The Wine Merchant at Showplace Square

SAN MATEO

Draeger's Market

SANTA CRUZ

Soif Wine Bar

& Merchants

New Leaf Westside

SONOMA

Valley Wine Shack

STOCKTON

Wine Wizards

TRUCKEE

The Pour House

Wine Shop

WOODSIDE

Roberts Market



— THE OLD MAN AND THE SEA —
DOMAINE DE GIOIELLI

by *Chris Santini*

SOMETHING ABOUT Michel Angeli over at Domaine de Gioielli on Corsica makes me think of the old fisherman Santiago in Hemingway's *The Old Man and the Sea*. Angeli may not be a fisherman, and though I couldn't tell you his exact age, suffice it to say that his first vintage at Gioielli was in 1952, and he's been working his land and making his wine there ever since. At harvest-time each year I imagine Angeli taking to his vines before sunrise much as Santiago would take to sea, against all odds and going it alone. Just as the modern world eclipsed Santiago and traditional fishing, the modern world has eclipsed Angeli and his timeless, traditional winemaking. He lives like a true *paisanu*, surrounded by his vines, with no computer, no fax, and no worries. The last of the Mohicans, one could say. With fifty-nine vintages under his belt, he must chuckle to himself when he sees the French take to the streets to defend retirement at sixty years old. And the wines? They seem to get better with each new vintage. Chalk it up to Angeli's experience.

2010 COTEAUX DU CAP CORSE BLANC

The saline wisp in the glass and the ever-so-slight iodine hint on the palate remind one that the sea is always near at Gioielli.

\$32.00 PER BOTTLE \$345.60 PER CASE

2010 VIN DE PAYS DE L'ÎLE DE BEAUTÉ ROSÉ

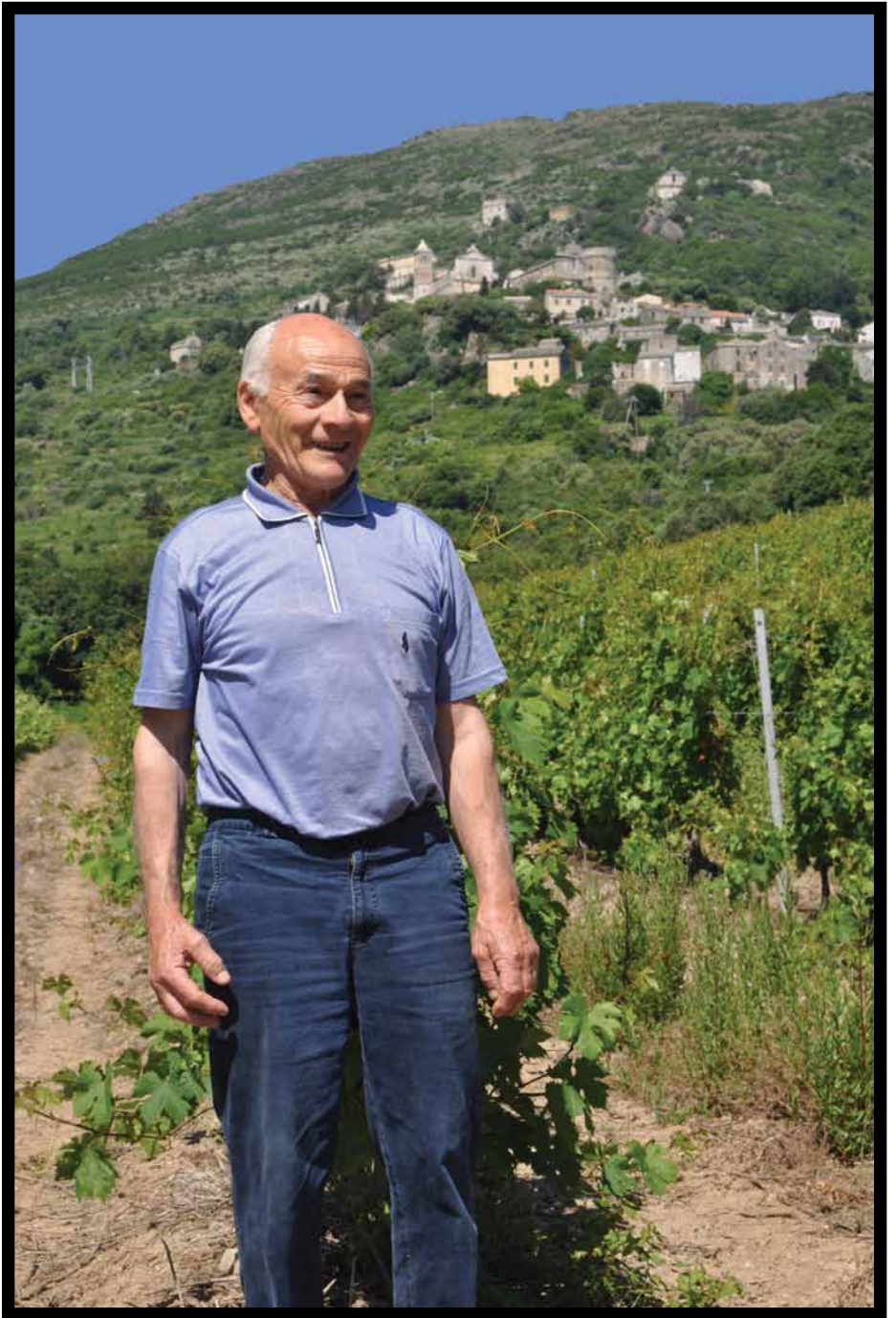
A rosé with generous red fruit, a soft texture, and a color reminiscent of a summer sunset over the Cap Corse.

\$32.00 PER BOTTLE \$345.60 PER CASE

2010 VIN DE PAYS DE L'ÎLE DE BEAUTÉ ROUGE

One of the most unusual and intriguing reds we import. A rare blend of Niel-lucciu, Aleatico, and Merlot vines that Angeli planted himself when he created the domaine. Pomegranate and cherry, fleshy and smooth. About as far off the beaten path as one can get, absolutely delicious and a joy to sip.

\$37.00 PER BOTTLE \$399.60 PER CASE



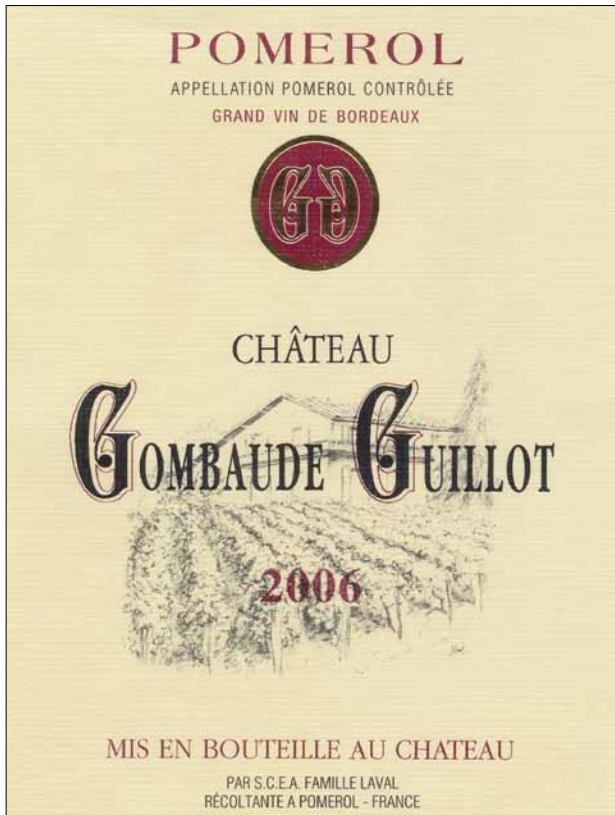
Michel Angeli

© Dixon Brooke

2006 GOMBAUDE GUILLOT POMEROL

by Dixon Brooke

WHAT COULD BE BETTER than properly cellared Bordeaux that doesn't break the bank and is ready to drink or can easily be held another decade in your cellar? This fine 2006 from Claire Laval at Gombaude Guillot just arrived and is in stock, ready to ship. Claire is a bit of a renegade in Pomerol. Located a stone's throw from the big names like Petrus, Claire's domaine is more like something you'd encounter in Burgundy than in such a prestigious Bordeaux appellation. Her humble cellar is located beneath



her home, overlooking her well-manicured vineyards that literally burst with life and biodiversity, thanks to the organic pampering she reserves for her soil. Her "tasting room" is next to her office, or in her cellar, and was not designed by a high-end architectural firm. The wines do all the talking. These are honest, real-deal Pomerols, no glamour or pomp, full-bodied, balanced and complex, overwhelmingly consistent from vintage to vintage. There is no reason you can't enjoy fine Bordeaux every year without playing the futures

market. If any of you happen to be in the neighborhood, Claire is organizing a twenty-vintage vertical at her place in Pomerol on Monday, November 21, and she'd be pleased to have you as her guest.

\$66.00 PER BOTTLE

\$712.80 PER CASE

LOIRE

by Kermit Lynch

2010 SAVENNIÈRES • CHÂTEAU D'ÉPIRÉ

The vintage is hard to beat here at Épiré, because everything that can be considered great about a Savennières seems present in their 2010: complex, deep aromatics; plenty of body—rich and balanced; charm and seriousness at once; class and refinement.

This blend is ready to dive into starting now *and* has aging potential. Its quality/price ratio is unbeatable—a perfect, delicious jewel!

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

2008 BOURGUEIL “LES PERRIÈRES” CATHERINE ET PIERRE BRETON

I've had great bottles from Meursault and Nuits St. Georges Perrières, and now from Bourgueil's Cabernet Franc. *Perrières* refers to the stony soil, by the way.

The wild berry fruit is intense and sweet like a candy bar, even though the wine is dry and stony. I've had this one marked for my cellar since first tasting it in 2009, and now it is in stock. Highly recommended.

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

2010 SANCERRE • DANIEL CHOTARD

My son wrote about this beauty in these pages a couple of months ago. I'd just like to add that, for my personal taste, it stands out as an unusually civilized Sancerre. Sancerre is of course from Sauvignon Blanc grapes, and “civilized” is a word that does not often occur to me when I taste one.

\$26.00 PER BOTTLE **\$280.80** PER CASE

2010 VOUVRAY • DOMAINE CHAMPALOU

Vouvray and Savennières are from the same grape variety, and 2010 is a vintage not to be missed. Reserve a place in your hearts and wine cellars. You will want to revisit this superb vintage for years to come. The honey and white acacia blossom in this Vouvray's perfume is a rare treat. The wine has youthful deliciousness and great aging potential.

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

ITALY

by Dixon Brooke

2010 PETTIROSSO • PUNTA CRENA

Few things are as refreshing as this barely sparkling *rosato*, a blend of predominantly Rossese and Crovino from our friends at Punta Crena in Varigotti, Liguria. At Punta Crena we found an adherence to ancestral methods, and every one of their wines is a unique gem. You've never tasted anything quite like it, and we've never had an unhappy customer. Add a little more sparkle to your life.

\$18.00 PER BOTTLE **\$194.40** PER CASE

2008 ELORO "SCIAVÈ" NERO D'AVOLA • RIOFAVARA

Our inaugural vintage of Sciavè, 2007, earned immediate fans. We are struck by the superb balance and remarkable finesse from a wine with such southerly origins. Sicily's Nero d'Avola has such a distinct personality, and Riofavara is successful in preserving that unique identity. You could call it medium to full-bodied. Wild, bloody fruit, yet refined. Solid tannin that mercifully spares your palate. My imagination runs rampant when I start thinking about all the food pairing possibilities with this beauty.

\$29.00 PER BOTTLE **\$313.20** PER CASE

2007 CHIANTI CLASSICO RISERVA VILLA DI GEGGIANO

Chianti isn't enjoying a renaissance right now, I think it is safe to say. But with classic Tuscan dishes, what is better than a good Chianti, whether at home or in a simple trattoria? Whenever I reach for Geggiano in my cellar, it is with a huge smile on my face because I am already imagining the fireworks to come with the slow-cooked something-or-other simmering on my stovetop.

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





The Bandinelli brothers of Villa di Geggiano

© Dixon Brooke

TASTE THE ESOTERIC

by Clark Z. Terry

REACHING FOR AN obscure bottle of wine can be a daunting proposition. With so much variety in wines out there, what is the best way to expand your vinous comfort zone? A great place to start is this sampler, where you'll find carefully selected wines that will illuminate obscure regions and rarities within well-known appellations.

One may not consider Pinot Blanc or Sauvignon Blanc to be esoteric grape varieties, but considering where our two examples come from, they are indeed. The Savigny-lès-Beaune *Blanc*, a white Burgundy, "should" be Chardonnay, yet the majority of this bottle is composed of Pinot Blanc. Similarly, the character of Tuscan Sauvignon Blanc has nothing to do with the Sauv Blancs of the Loire, California, or New Zealand.

The four other wines in this sampler are produced from little-known grapes and from regions that are off the beaten path. Like all things that are rare, these wines are only made in small quantities—when you taste something you like, act quickly if you decide to pick up more.

PER BOTTLE

2010 JURANÇON SEC

DOMAINE BRU-BACHÉ (GROS MANSENG) \$17.95

2010 SAUVIGNON • SESTI (SAUVIGNON BLANC) 24.00

2008 SAVIGNY-LÈS-BEAUNE *BLANC*

"DESSUS LES GOLLARDES" PIERRE GUILLEMOT

(70% PINOT BLANC, 30% CHARDONNAY) 34.00

2008 E PROVE ROUGE • DOMAINE MAESTRACCI

(NIELLUCCIU & SCIACARELLU) 22.00

2009 CHIGNIN "MONDEUSE" VV ROUGE

A. & M. QUENARD (MONDEUSE) 28.00

2010 CRUVIN ROSSO • PUNTA CRENA (CROVINO) 28.00

Normally \$153.95

SPECIAL SAMPLER PRICE \$115

(a 25% discount)

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.
