



KERMIT LYNCH  
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- **TASTING AT BARTAVELLE**
- **VIEUX TÉLÉGRAPHE 2011 P-A**
- **INTRODUCING CHÂTEAU  
MOULIN PEY-LABRIE**

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

FEBRUARY 2013

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— PRE-ARRIVAL OFFER —

2011 CHÂTEAUNEUF-DU-PAPE

DOMAINE DU  
VIEUX TÉLÉGRAPHE

by Steve Waters

THE VIEW FROM THE STONY PLATEAU of La Crau, the vineyard that creates the Châteauneuf-du-Papes of Domaine du Vieux Télégraphe, is one of the best in all the wine world—Mont Ventoux and the Dentelles de Montmirail off in the distance, the Rhône River, and the *galets roulés*, the rounded stones that litter the landscape. Perhaps it was this otherworldly landscape that inspired Hippolyte Brunier, founder of Domaine du Vieux Télégraphe, to tend to some vines in the late nineteenth century. Or maybe it was more a sense that this was a truly remarkable place to grow the grapes needed

to make one of the best Châteauneuf-du-Papes around.

Vintage 2011 was yet another highly successful year in a long stretch that has blessed the southern Rhône. In the capable hands of the current generation, Daniel and Frédéric Brunier, the 2011 is a wedding of richness with elegance; rounded body with southern



*La Crau in summer*

© Gail Skoff

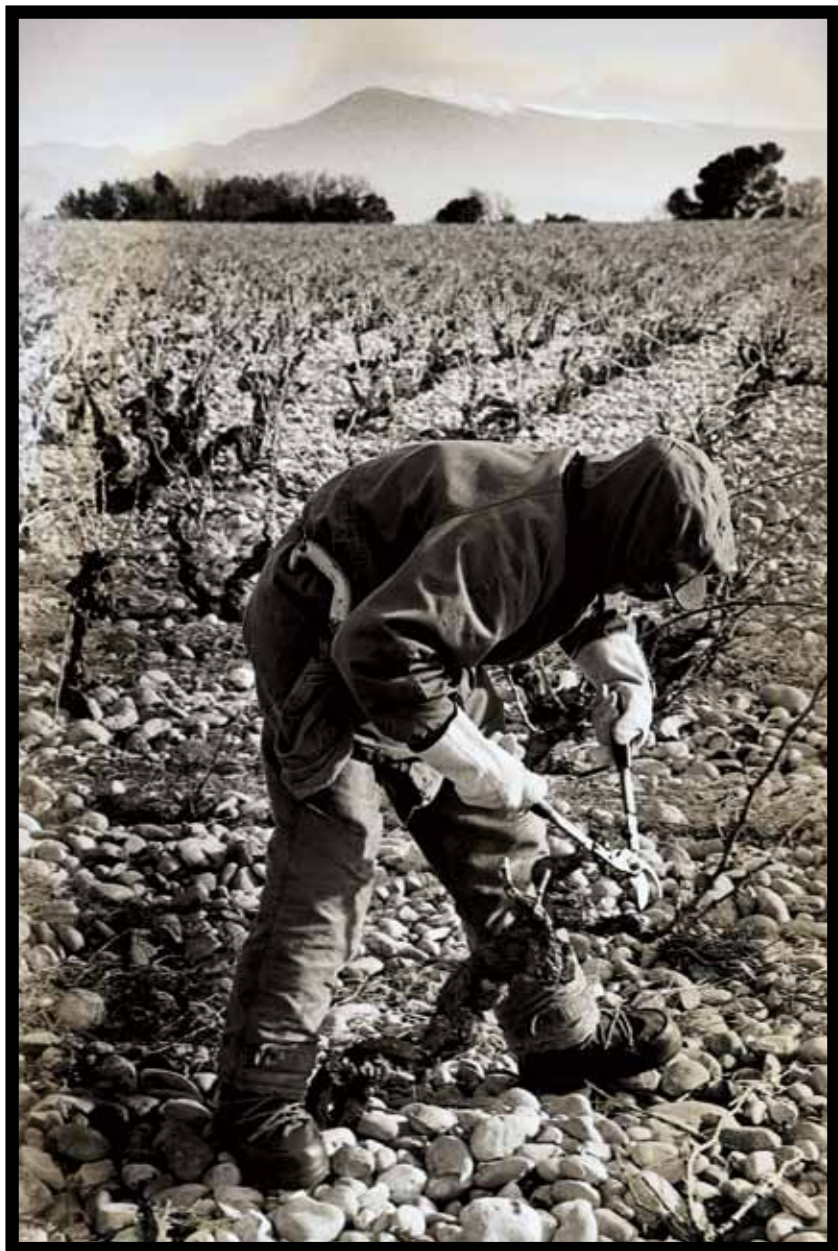
suavity. The fruit is precocious, forward, and even a bit brazen in its desire to please immediately. There is also no mistaking the profound depth of the 2011 Vieux Télégraphe and its fine structure, capable of extensive aging. If you're still lucky enough to have the 2000, 1998, or 1985 vintages in your cellar—all excellent years, similar to 2011—then here is another, certain to have made Hippolyte proud.

**\$750.00** PER CASE FIFTHS

*Also available in tenths, magnums, and jeroboams.*

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

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*Pruning La Crau in winter*

© *Vieux Télégraphe & Jean-François Cholley*

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# ALSACE

by Kermit Lynch

## 2011 GENTIL D'ALSACE • MEYER-FONNÉ

Freshness, charm, delicacy, deliciousness—it is quite civilized, too, sort of like you and me.

**\$17.95** PER BOTTLE      **\$193.86** PER CASE

## 2010 PINOT BLANC • KUENTZ-BAS

Let's start with two important traits: this is classic *and* bone dry, and I mean dry like a good Chablis or Muscadet. As for the classic part, it could serve as a role model for Pinot Blancs no matter what part of the world they come from. Leave here with a case at our 10% discount and you'll be glad you did at least twelve times.

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

## 2010 GEWURZTRAMINER "WINECK-SCHLOSSBERG" GRAND CRU • MEYER-FONNÉ

Gewurztraminer used to be Alsace's most popular wine and now it's not, and I share the public's judgment. Pinot Blanc, Riesling, and Pinot Gris I uncork more often. Gewurz in the wrong hands can be garish, *putain*.

Ted Bennett makes a good one up in Alexander Valley at Navarro Vineyards. I'd like to see what he'd do if he had these *grand cru* grapes to work with.

Here's what sends me: after the sensational aromatics, the flavors start out *pianissimo* on the palate, then they open up and crescendo majestically. Another *grand cru*, located in Burgundy, is famous for the same kind of finish. Richebourg is its name—Burgundians value its peacock's tail finish.

**\$44.00** PER BOTTLE      **\$475.20** PER CASE

## 2010 RIESLING • KUENTZ-BAS

Good and dry—that's one reason I recommend this Riesling to sommeliers for their wine lists. Dry, balanced, flawless, nothing exaggerated or missing—just what one hopes for when ordering Riesling in a restaurant. The price ain't bad, either. Let's name it Old Reliable. It does it like it should be done.

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

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2011 **RIESLING DE KATZENTHAL**  
**MEYER-FONNÉ**

Lime meets granite in this dry Riesling—it is such an unlikely combination, but there it is on the nose, palate, and aftertaste. The aftertaste adds a touch of gun-flint to the mix. Recommended as an apéritif because it is fun to taste all by itself—no distractions—or it is fun to imagine foods to serve alongside it. I had some crab and avocado around, so I made a salad of the two, and this Riesling worked beautifully.

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

2009 **RIESLING “PFOELLER” • MEYER-FONNÉ**

Such a big year, 2009, and the Pfoeller vineyard makes a Riesling that Félix Meyer always holds onto for a couple of years before releasing because, he says, “it always takes its time to open up.” There is a ripe, mouth-filling texture. Shop for sausages and a couple of cuts of pork, a jar of sauerkraut, some mustard, and this Pfoeller 2009.

**\$37.00** PER BOTTLE      **\$399.60** PER CASE

2011 **PINOT GRIS “RÉSERVE” • MEYER-FONNÉ**

Leaving aside otherworldly gems like Yquem and Romanée Conti, Pinot Gris is one of the most fascinating wines to taste—and I’m speaking as a professional who has done a lot of tastings in a lot of wine regions.

Pinot. It’s quite a family. Blanc, noir, gris, and don’t forget Chardonnay.

See if you are not seduced by this wine’s here-I-am-take-me aromatics. I’m just suggesting you try it—see if it doesn’t deliver an entire repertoire of aromatic and taste sensations, all of them fascinating.

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

2010 **PINOT GRIS “KAEFFERKOPF”**  
**GRAND CRU • MEYER-FONNÉ**

I could berry and cherry you to death with this wine. (Read pages 80–96 in Eric Asimov’s book *How to Love Wine*, please, to see what I mean by “berry and cherry you to death.” You’ll laugh out loud.)

While tasting this Pinot Gris, ask yourself why it is *grand cru* and the previous “Réserve” not. Consider the words depth, finesse, nobility, grandeur . . . I like those kinds of tasting subjects more than searching for berries and cherries. Not that I don’t love cherries and berries.

**\$37.00** PER BOTTLE      **\$399.60** PER CASE

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# CHABLIS

by *Chris Santini*

## 2011 PETIT CHABLIS ROLAND LAVANTUREUX

I probably shouldn't be saying this, but this Petit Chablis is my personal favorite of the three wines on these pages. That doesn't mean it's better, or that it will necessarily be *your* favorite, but I have a thing for the underdog. There's nothing "little" about this Petit Chablis. It's got a wallop of guts and grit, just the right balance of fat and steel, and it's ready for immediate, unbridled consumption.

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

## 2011 CHABLIS "VIEILLES VIGNES" OLIVIER SAVARY

Check out the lovely bottle for a lovely wine—thick glass, old-school label, and yellow waxed top. Savary makes some *premier cru* Chablis at the estate, too—which are top-notch—but it says a lot that it's this old-vine cuvée that he pampers with the fancy bottle and hand-dipped wax top. These older vines have deeper roots that drink up the limestone through cracks in the deepest bedrock, and plenty of concentration from the naturally low yields.

**\$27.00** PER BOTTLE      **\$291.60** PER CASE



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2011 CHABLIS “VAILLONS”  
PREMIER CRU • DOMAINE COSTAL

You might be familiar with our Chablis Les Truffières from Domaine Costal. Here is their *premier cru* Vaillons. The concept is unchanged—it’s still the renowned Collet family of Chablis who partners up with Bernard Raveneau to select a small parcel from the estate that they harvest, vinify, and bottle employing only old-time, labor-intensive methods. The bottling is done by hand, using only a simple siphon, without any pumps, machines, or filters in sight. The Collet family runs a relatively large operation and would never be able to use these time-consuming methods on their entire range. They’ve told me the Costal bottlings are always a joy for them: it’s a moment to relive and honor the past, and the entire family pitches in to help, just like the old days. This is true, steely, austere Chablis, as it was back in the day. Take your time with it, pop the cork, and give it room to breathe.

**\$34.00** PER BOTTLE

**\$367.20** PER CASE

**WINE TASTING AT BARTAVELLE**

Meet Meredith Hyslop from Château de Lascaux, and taste a few wines from the Languedoc at Bartavelle on Friday, February 22, from 5 to 7 P.M. Our retail store will stay open an hour later to take care of your Lascaux-buying needs.

Please RSVP in the store or by calling 510.524.1524 to acknowledge your attendance.

**\$15**

Taste of four wines and sampling of *crostini*

Bartavelle  
1603 San Pablo Avenue, Berkeley

FRIDAY, FEBRUARY 22  
5–7 P.M.



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# SURPRISING SOUTHERN REDS

by Anthony Lynch

## 2011 VIN DE PAYS DE LA VALLÉE DU PARADIS “LA DÉMARRANTE” • MAXIME MAGNON

My father’s second book is titled *Inspiring Thirst*. I never fully understood this title until I had the chance to taste certain wines, and La Démarrante is one of those wines that truly inspires thirst vintage after vintage. It is what happens when the Languedoc meets the Beaujolais: old Carignan and Cinsault fermented by carbonic maceration to make something light, fresh, and delicious. I like it slightly chilled and my glass well filled.

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

## 2011 LES TRAVERSES DE FONTANÈS CHÂTEAU FONTANÈS



The nose is typical of a southern red, with wild herbs and dried earth betraying its Languedoc origins. What keeps me coming back for another sip of this Cabernet is its utter drinkability—smooth and juicy fruit that has its place on pretty much any dinner table. What keeps me coming back for another bottle is the price. Beat that!

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

## 2011 CÔTES DU RHÔNE ROUGE “SIERRA DU SUD” DOMAINE GRAMENON

Opening a bottle of Gramenon is always a special experience for me. In addition to the delightful aromas wafting out of my glass, knowing that what I am drinking is the product of nature with minimal intervention makes every bottle a sensuous and emotional pleasure. Their Syrah is no exception, tasting wild yet impeccably refined. Sierra du Sud finishes with silky tannins and leaves the drinker with a sentiment of awe.

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

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2011 PAYS D'HÉRAULT ROUGE "LES SERVIÈRES"  
DOMAINE D'AUPILHAC

Cinsault . . . the grape employed to make cheap, mass-produced reds that have no character? Well, yes—but not in this case. These Cinsault vines are over one hundred years old, giving absurdly low yields and resulting in a concentrated wine that has real personality. Dark and deep while at the same time smooth and accessible, Sylvain Fadat's masterful interpretation of this variety is loaded with *terroir*-driven spice. It reminds me of cinnamon with notes of strawberry jam, and it will get along very nicely with the next thing I roast.

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

2008 BANDOL ROUGE  
DOMAINE DE TERREBRUNE

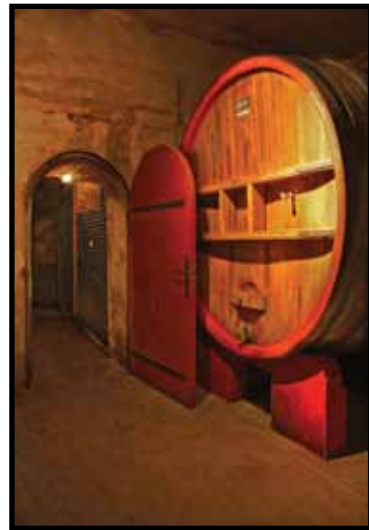
It's hard to pinpoint exactly what makes Terrebrune the wine that it is. Some might argue that the nearby Mediterranean provides cool nights, favoring slow ripening and making an especially balanced wine. The vigneron, Reynald Delille, finds that his unique reddish soils are ideal for his vines to thrive in, giving depth and minerality. Reynald himself is quite a classy fellow, and I believe that he lends a certain elegance to his wines that few others are able to achieve. Perhaps all of these factors contribute to produce a Bandol that, unlike most others, is approachable in its youth with the potential to age beautifully for decades.

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



© Gail Skoff

Reynald Delille



© Gail Skoff

Foudre at Terrebrune

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# TWO TAKES ON WHITE CORSICA

by Chris Santini

## 2011 COTEAUX DU CAP CORSE *BLANC* DOMAINE DE GIOIELLI

Michel Angeli, who has run the one-man show that is Domaine de Gioielli for the past sixty-one years, may be the last of our vigneron to truly defy the modern age. He has no cell phone, no computer, and no fax machine, nothing of any technology of the past several decades. He's in his mid-eighties, but to hear him talk you'd think he was in his mid-twenties. He speaks of decade-long projects of replanting certain parcels, aging this or that tank for another seven years, and works morning to night in the summertime in his vines. Every few months he gets hospitalized from exerting himself like a young lad, but he just gets up, brushes himself off, and goes back to work. His Cap Corse *blanc* is the essence of Gioielli, the wine the domaine was always meant to make and makes best. Crisp with hints of citrus and the sea, this is a true islander's wine—rustic, timeless, and delicious.

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



## 2011 PATRIMONIO *BLANC* • YVES LECCIA

Yves may have a fancy website, [www.yves-leccia.com](http://www.yves-leccia.com) (which has loads of great info, by the way), but don't be fooled—it's just his wife trying to pull him into modern times. I have a feeling that if Yves could, he'd ditch his own cell phone, computer, and fax machine and live *à la* Gioielli.

Well, maybe not exactly. With Yves, I don't think "rustic farmer," but something more along the lines of an ultra-precise artisanal Swiss watchmaker locked away in an isolated workshop with a microscope lens in his eye, assembling various parts piece by piece for days and nights on end, striving for absolute perfection. For me, Yves Leccia's Patrimonio *blanc* is the most elegant and fine-tuned of all our white Corsican wines. It has astonishing precision and extraordinary complexity. There are many moving parts here, all intricate and subtle, and all working in absolute harmony.

**\$38.00** PER BOTTLE      **\$410.40** PER CASE

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*The Bay of Calvi, Corsica*

© Gail Skoff

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# TERROIR SAMPLER

by Clark Z. Terry

**A**N IN-DEPTH DISCUSSION OF *TERROIR* is complex, balancing the elements of geology, climate, vintage, and local and familial tradition that all impact the character of a wine in bottle. With this Sampler, we'll look at just one of those elements—geology. Certainly the composition of a vineyard's soil is not the sexiest of all topics. Maybe you'd rather hear about the stunning meal Kermit enjoyed at Domaine Abbattucci or how at Château d'Epiré they still open bottles from the 1940s. However, because of how profound an influence certain soils have on wine, the first words out of a vigneron's mouth when tasting are often, "Do you taste the limestone? Do you remember those big, flat rocks in the vineyard? That's what you are tasting."

Those experiences leave an impression, and after culling our inventory I settled on six wines that truly typify that concept. The obvious selections are the Chablis (limestone), Côte de Brouilly (granite), and Savennières (schist). The other wines aren't as well known for their soil types, but the vignerons speak about the influence of the soil just as passionately.

With this Sampler, I invite you to "taste the rocks," or at least tune your palate toward minerality, as a way to further discover and enjoy wine.

PER BOTTLE

## LIMESTONE

2010 PATRIMONIO <i>ROUGE</i> • YVES LECCIA . . . . .	\$34.00
2010 CHABLIS "LES TRUFFIÈRES" • DOMAINE COSTAL . . . . .	27.00

## GRANITE

2011 CÔTE-DE-BROUILLY • NICOLE CHANRION. . . . .	19.95
2011 AJACCIO <i>BLANC</i> "FAUSTINE" • DOMAINE ABBATUCCI. . . . .	37.00

## SCHIST

2010 COLLIOURE "LA PINÈDE" • DOMAINE LA TOUR VIEILLE . . . . .	24.00
2010 SAVENNIÈRES "CUVÉE SPÉCIALE" • CHÂTEAU D'ÉPIRÉ . . . . .	30.00

*Normally \$171.95*

**SPECIAL SAMPLER PRICE \$129**

*(a 25% discount)*



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—VALUE OF THE MONTH FROM ITALY—

TENUTA LA PERGOLA

by Dixon Brooke

FROM THE FIRST TASTE of their gently prickly Arneis from a pitcher at an outdoor table of a hole-in-the-wall trattoria in northern Italy, Kermit and I knew we had found something special with Tenuta La Pergola. After visiting to sample all their wines, we confirmed that we had stumbled upon a rare gem: a winery continuing to produce—with pride, even—the rustic, old-school style of Italian table wine that has become so out of fashion. This is of course exactly what we were looking for. A collaboration was born that produced our Rosso Monferrato blend, which hopefully many of you have gotten to know. We teamed up with La Pergola again this past year to create the Monferrato's little brother, a wine we christened Il Gocchetto, loosely translated as "little nip." It is an eclectic blend of Brachetto and Croatina. Whereas most Brachetto in northern Italy is made in a sweet, often sparkling style, this little number is vinified dry. It is a light-bodied, aromatic, refreshing table red. If you are familiar with Grignolino, Il Gocchetto has a little more body, tannin, and personality. Il Gocchetto is something to drink when you're in the mood for a lighter red, or even a *rosato*, and it definitely takes a chill nicely. It is perfect with antipasti of all sorts, pizza, pasta, frittatas, panini, fresh berries, and countless other things. We hope it makes your springtime even tastier.

2011 VINO ROSSO "IL GOCCETTO"  
BLENDED BY KERMIT LYNCH

\$9.95 PER BOTTLE

\$107.46 PER CASE



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# INTRODUCING CHÂTEAU MOULIN PEY-LABRIE

by Dixon Brooke

**D**O ANY OF YOU KNOW the difference between Fronsac and Canon-Fronsac? Don't worry; I didn't either until I discovered the wines of Grégoire and Bénédicte Hubau of Château Moulin Pey-Labrie. The village of Fronsac sits on a big bend in the Gironde River on the right bank of Bordeaux, just west of Pomerol as the crow flies. Grégoire and Bénédicte manage a property that extends across both appellations. Canon-Fronsac is known for its limestone hillsides (think Saint Émilion but way steeper) and Fronsac is known for more gravelly, gently rolling hills (more like the Médoc). The Hubaus began making wine in 1988, and I really fell for their style. They are heroes of the natural wine circuit in France, and they make Bordeaux that range from fun and playful to very serious. You'll recognize the touch of famed wine artist Michel Tolmer on their Château Moulin labels. I hope you enjoy getting to know these wines as much as I have.



## 2010 FRONSAC “CUVÉE PIVERTS” CHÂTEAU MOULIN

This pure Merlot was bottled with zero sulfur dioxide, so keep it cool! Dark, silky, and fresh, no rough edges, dangerously good! Bordeaux doesn't have to wear a stiff suit and tie. This is a perception changer.

**\$28.00** PER BOTTLE

**\$302.40** PER CASE

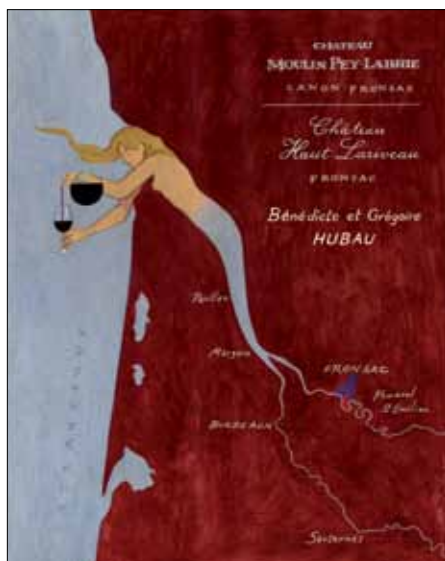
## 2009 FRONSAC • CHÂTEAU MOULIN

This is the wine that first turned me on to the property. From the lower slopes of the limestone hillsides around the main winery, it is raised for eighteen months in older barrels. Smooth, fruity, balanced, and instantly likeable.

**\$28.00** PER BOTTLE

**\$302.40** PER CASE

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## 2006 FRONSAC • CHÂTEAU HAUT LARIVEAU

This property is blessed with a treasure trove of older vintages, and we've taken full advantage. The Haut Lariveau is from flatter, gravelly terrain, and this 2006 is a sweet caress of soft strawberries and rose petals—a real treat right now.

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

## 2005 CANON FRONSAC CHÂTEAU MOULIN PEY-LABRIE

This is the Hubaus' flagship cuvée from their steepest limestone hillsides, a blend of Merlot and 5% Malbec raised in barrel and built for the long haul. Dark, rich, chewy, with power and freshness—this is their longest ager.

I urge you to give the Château a chance. You'll be charmed and impressed and glad to make their acquaintance.

**\$46.00** PER BOTTLE      **\$496.80** 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.*

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# A BARGAIN TOUR

with Kermit Lynch

**W**ELCOME TO OUR RETAIL SHOP here in Berkeley, CA. See over there in the back corner? That's where our two cheapest wines are stacked, but more on them later. Down the steps now, look to your left for our 2010 Cahors (\$14.95), a red, and the 2011 Château Ducasse white Bordeaux (\$16). There you have two of the best year-in year-out bargains around—both tried and true.

The next case stacks are full of Languedoc wines—a bargain hunter's paradise. But don't miss the 2001 Catalan *rouge*—at \$29, not cheap, but it is cheap for a twelve-year-old.

How many Mourvèdres do you find under twenty bucks? We have a beauty from Château La Roque.

Next there are three rows of Rhône wines. Don't ignore our Cypress Cuvée, a red, at \$14.95. It was produced by Louis Barruol of Château Ste. Cosme, and blended by yours truly. The classy label is by Sylvie Brunier. We're proud of it.

How about a Pinot Noir from Burgundy at \$22, vinified by Bruno Colin in Chassagne? The 2010 is lovely. And you know I'm a big fan of Chardonnays from Burgundy. Afraid of their prices? Try our Mâcon-Villages at \$17.95—I take it home often because it's so good. Or there is a fine Bourgogne *blanc* from Vézelay at \$18.95. Or a Petit Chablis at \$19.95. Three Chards, Burgundian *terroir*, talented winemakers, shipped here in refrigerated containers, under twenty bucks—tell me, what more can a guy do?

The Loire section has so many bargains I don't know where to begin. The Bretons' Sparkling Vouvray at \$23 is a real treat, for example. My favorite under-twenty white is from Reuilly. Our clients love it, too, judging by how often it sells out. And Domaine du Salvard makes a delicious Sauvignon Blanc they call "Unique." It goes for \$14.95.

Turn around and against the wall are our Italian selections. Here you'll find our two cheapest wines, the Tintero Rosso at \$9.95 and the Grangia, a slightly *frizzante* light white at \$8.95. And try the new 2011 Barbera from Cantine Valpane at only \$14. Or a light yet succulent Bardolino at \$12.95. Who doesn't dig a good Prosecco? Ours is \$14.95. We just received a Pinot Grigio from Friuli at \$16. All shipped reefer, as always here at KLWM.

Well, we'll have to skip the Alsace and Beaujolais sections and so many others for now.

We are known for our prizes from Raveneau and Coche-Dury, for example, but you should be aware that Dixon, Anthony, and the five staff members in our French office, and oh yeah, me, are always tracking down bargains for you. Here's our jingle: We want to blow your minds with our bargain wines.

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