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Dear Wine Club Member,



Happy July! We're thrilled that summer is here, and delighted that you've made the K&L Wine Club part of yours. As such, we've selected our July Club wines to pair well with the things we love most about summer. If you plan to cozy up by the fire on a family camping trip, we have a wine for that: try the old-vine Zin from our private Kalinda label. We can offer it to our members at a ridiculously low price in exchange for keeping mum about the source (hint: it's got a serious pedigree). Or if poolside is more your thing, our Best Buy Pecorino is your best bet. It's a crisp refresher from Abruzzo with a low ABV for optimum day drinking. Seafood by the sea? Try the Gainey Chardonnay from our Premium Club for a combo that will pair swimmingly.

Who says white wines have to have all the fun in the summertime? Cool-climate is the name of the game for our Signature Reds. Our Buyers have selected a Pinot from Fogarty in the Santa Cruz Mountains and a Malbec-Cab Franc blend from Mendoza for those who can't get enough of reds. The elegance of the Pinot is an ideal counterpoint for roasted seasonal veggies or salmon on the grill. And burgers will meet their match with the Argentine "GY."

As Club members, each of our selections is available to you at the Club price, so you can stock up for all your summer adventures! Whatever your season holds, we hope it is filled with good times and good wines.



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Best Buy Wine Club

2018 Kalinda El Dorado Zinfandel Retail \$14.99 / Club \$9.99



For decades now, our Kalinda private label has been providing K&L customers with exceptional wines at a fraction of what they would normally pay from the producer. Naturally, no producer wants their customers to know they can buy the same wine for much less, so the trade-off is anonymity. We can't exactly say who made this, but we can tell you it comes from one of the best vineyards in all of El Dorado County.

The fruit is sourced from the Herbert Vineyard, a 14-acre site planted in the 1970s. At 2,400 feet elevation, the transition between hot summer days and cool nights keeps brightness and acidity to balance the up-front juicy varietal character of Zin. The Herbert Vineyard has been farmed since 2002 by Marco Cappelli, the former winemaker at Swanson in Napa and apprentice of the great California winemaker, André Tchelistcheff. Marco was drawn to the vineyard's eclectic mix of Rhône varieties, as well as its large 45-year old block of Zinfandel. As vines age, they produce fewer grapes, naturally limiting their yields and creating more concentrated, complex wines in the process. The results are delicious and a fraction of the price you'd find for any other old-vine Zin in its class.

2020 La Piuma "Terre di Chieti" Pecorino Retail \$11.99 / Club \$9.99

When looking for a refreshing summertime white, Pecorino is perhaps not the first variety to jump to mind—but maybe it should be! This bottle just might make you a believer. Pecorino is a light-skinned Italian grape, mostly grown in Italy's eastern coastal and central regions. The fruit for this bottling of La Piuma Pecorino is harvested from estate-owned vineyards in the Abruzzo region and vinified by Mondo del Vino wine company, which represents a value-oriented collection of appellation-specific wines from Italy. The La Piuma shows bright, crisp fruit that is refreshing and mouthwatering. Known for high acidity and a lighter style (12% ABV), Pecorino is perfect daytime drinking: grab a bottle for summer poolside sipping or picnicking with appetizers and lighter fare.



Terre di Chieti in Abruzzo.

Signature Red Collection

2017 Thomas Fogarty Santa Cruz Mountains Pinot Noir Retail \$29.99 / Club \$24.99



Of all California's best regions for Pinot Noir, possibly the most overlooked is the Santa Cruz Mountains. The jagged slopes and thick woods make it incredibly difficult to develop vineyard sites—not to mention the labyrinth of mountain roads that make it less than ideal for tasting room visits. Yet, a number of small, family-run wineries that have bravely put down roots here have been producing wines of astounding quality for decades. It's a fantastic appellation to find bright, red-fruit-driven Pinot Noir with taught acid and elegant aromatics.

There is no winery that represents the Santa Cruz Mountains better than Thomas Fogarty. Founded by Dr. Thomas Fogarty and fourth-generation grape grower Michael Martella, the two began clearing the brushy ridge along Hwy 35 near Windy Hill back in 1977. Four decades later, their six estate vineyards are perfectly situated along the ridgeline across the eastern slope of the mountain. The eastern slope shelters the vineyards from harsh winter storms, while its elevation lies above morning fog, letting grapes ripen in the morning sun. Fogarty continues to be family owned and operated to this day. Tom Fogarty Jr. manages the estate with senior winemaker (and regular K&L customer) Nathan Kandler. Together they've crafted an elegant and delicious Pinot Noir that we're thrilled to have in this month's Club.

2020 Michelini i Mufatto "GY" Tupungato Mendoza Retail \$29.99 / Club \$24.99

by Kirk Walker, Argentine Buyer

In 2019, Andrea Mufatto, Gerardo Michelini, and their son Manu started Michelini i Mufatto in the northwestern corner of Tupungato, in the subregion named Gualtallary (the "GY" in the wine's name). At over 4500 feet, the Gualtallary is one of the highest and coolest sites in all of Mendoza. This is the appellation that is home to the most sought-after wines from Argentina in the last decade. While Malbec is the undisputed champion of Argentina, the variety that is currently generating much excitement among winemakers is Cabernet Franc. The GY blends these two powerhouses (65% Malbec and 35% Cabernet Franc). Malbec, with its charming fruit-forward nature, is elevated with the addition of the Cab Franc, which adds layers of tobacco and spice to the deep, plum and blackberry fruit. It is on the palate that wines from Gualtallary shine—the cool climate and the limestone-rich soils give all the wines freshness, and it's that freshness that make Michelini i Mufatto wines so special. There is an elegance and energy to this wine that is more classically "old world" than "new." Think of it as an Argentine interpretation of a Right Bank Bordeaux, or better yet, a Mendoza Super Tuscan.



Premium Club

2019 Gainey Sta. Rita Hills Chardonnay Retail: \$18.99 / Club \$14.99
by *Ryan Woodhouse, Domestic Buyer*

Gainey has long been a go-to winery for me in Santa Barbara County. Their wines represent an absolute steal in comparison to many of their neighbors in the prestigious Sta. Rita Hills AVA. This is one of the coolest growing regions in California. The mountain ranges here run west to east and funnel the cold ocean breezes over the vines. The winemakers here talk about “cool sunshine” being the magic of the area, and a trip here in summertime will show you exactly what they’re talking about...take a coat! The soils are mostly ancient seabed and sandy loams. These ocean-derived soils, combined with the constant sea breeze, give the wines a wonderful vibrancy and a saline minerality. The 2019 Estate Chardonnay is a great all-around Chard. It has some lovely baked orchard fruit, yellow stone fruit hints, and even a subtle squeeze of Meyer lemon, plus that signature salty mineral tinge. It’s delicately framed with oak, but not over-powered by it. I think it represents a great value at the regular \$20 price, at your Club price of \$15 it’s simply exceptional!

2019 Domaine des Pasquiers Côtes-du-Rhône Retail \$17.99 / Club \$14.99
by *Keith Mabry, Rhône Buyer*

Domaine des Pasquiers is owned by third-generation winegrowers, brothers Jean-Claude and Philippe Lambert, who have farmed organically since 2010. Their grandfather established the estate in 1935 around the medieval village of Sablet in the Southern Rhône Valley. Grenache and Syrah are planted on the gentle, sandy slopes that surround the walled village, whose bell tower sits sentinel over nearby vineyards.

Sablet is designated one of twenty-or-so Côtes-du-Rhône Villages, a classification that distinguishes villages known for higher-quality wines and a distinctive style. The wines of Sablet are full-bodied, floral with dried fruit aromas. The Lamberts also farm in neighboring Gigondas and Plan-de-Dieu, with each vineyard yielding wines with its own distinctive character. Above all else, the Lambert brothers and their children Matthieu and Perrine—the next generation—strive to craft wines that are a true expression of their terroir.

Composed of 75% Grenache and 25% Syrah, the wine gets powerful red fruit from the Grenache and tannin, deep color, and dark, savory undertones from the Syrah. Each variety is fermented separately and aged in concrete before being blended back together to achieve a balanced final wine.



Le Club Français



Pierre Mineral Mesnil “Signature” Brut Blanc de Blancs Champagne
Retail \$39.99 / Club \$31.99
by *Gary Westby, Champagne Buyer*

The Gonets are Chardonnay experts and come from sacred ground for that grape—Champagne’s Grand Cru of Mesnil. Pierre Gonet blends 50% of Mesnil grapes with 50% Montgueux, the most prestigious village for Chardonnay in the Aube, to make this wine. Done completely in stainless steel, it is aged for three years on the lees in bottle before release. It has great toasted sourdough qualities from that aging and very nice texture from small bubbles and ripe plots in Montgueux. But on the finish it has the dry, chalky class and superior length of Mesnil. This is a Champagne

that can easily be enjoyed on its own as an aperitif, but also has excellent synergy with a wide variety of foods. With a diverse order of sushi from your favorite place, you can discover just how versatile the wine is—it will flatter the cleanest maguro sashimi as easily as it will cut the richest fried eel roll. The Pierre Mineral Blanc de Blancs Brut is a perfect summer Champagne, and a great deal for our Club members!

2018 Manoir de la Tête Rouge “Tête de Lard” Saumur–Puy–Notre–Dame Retail \$32.99 / Club \$27.99

by Keith Mabry, Loire Buyer

Saumur–Puy–Notre–Dame is situated around the hilltop town of Le Puy, in the countryside of the middle Loire Valley. Known for its limestone and clay soils, the region is almost entirely devoted to Cabernet Franc. In other regions, this variety often plays a supporting role to Cabernet or Merlot. Yet, in Saumur, its ancestral home, it is a star. Saumur’s climate, soil, and topography make it the single best place in France to grow Cabernet Franc. Like its close relative, Cabernet Sauvignon, it typically yields full-bodied and structured wines with flavors of raspberry, crushed gravel, and sage. Manoir de la Tête Rouge is a keystone of the region. This 44-acre property was established in 1649 and is currently owned by Guillaume Reynouard. A fervently devoted adherent to the philosophy and practice of biodynamic farming, Reynouard has a somewhat eccentric reputation. He once raised a public outcry when a wine merchant tried to reshape the “natural” slope of their vineyard land with a bulldozer. He is an excellent winemaker with an undeniable passion for the wines of Saumur. He and his historic estate produce delicious and organically grown Cabernet Franc.

Il Club Italiano

by Greg St. Clair, Italian Buyer

2019 Einaudi Barbera Langhe Retail \$24.99 / Club \$19.99



Luigi Einaudi was a very famous Italian politician—he was President of the Republic from 1948 to 1955. He came from the village of Dogliani (pronounced dol-ya-ni) a bit south of the Barolo DOCG and more famous for Dolcetto than anything else. This Barbera, however, should put them on the map! Luigi Einaudi’s grandson Matteo Sardagna now runs all of the properties. Matteo isn’t just sitting back—he has brought the winery into the next millennium with changes in the cellar as well as in the vineyards. He recently added a new Barolo vineyard in Verduno–Monvigliero.

This month’s wine is a Barbera that comes from just over five acres in Dogliani from the San Giacomo and San Luigi vineyards. I love Barbera for its vibrant acidity and ebullient fruit. It’s one of my favorite food pairing wines, with rich pasta dishes like Spaghetti Carbonara or a classic Bechamel Lasagna.

2020 Orsolani “La Rustia” Erbaluce di Caluso Retail \$21.99 / Club \$19.99

This month we’re featuring an Erbaluce di Caluso, and, while it may not be as famous as Pinot Grigio, I think Erbaluce has a lot more intrigue for the most part! The Orsolani winery is located about a 30-minute drive north from Torino, the regional capital. Its vineyards lie just a bit further out and are basically in the foothills of the Alps. The vineyards are planted on a pergola-style training system and are all situated at about 1000 feet above sea level.



Erbaluce is the grape variety, 100% in this case, and Caluso is the small town around which the DOC was created. Fermented in stainless steel and aged on the lees for about six months, the wine shows a supple richness with lots of citrus aromatics. La Rustia is a term used by Orsolani natives referring to the selection of bunches—they only use the ripest and most golden-colored of the grapes. I love drinking this wine. Try pairing it with something like sauteed Red Snapper or a roasted chicken, and I’m sure you will too.