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Dear Wine Club Member,



Happy New Year and welcome to the Year of the Rabbit! We are so excited about the year ahead and grateful that you're along for the ride. If you are new to our Clubs, we're thrilled to have you. You're always welcome to reach out to us at the above email or phone number if you have questions about the wines, the Clubs, what to drink with dinner... you name it, we're here for you!

Let's start this year out right and talk resolutions. If your New Year's resolution is to drink better wine, we've got you covered. Each month, we'll be hand curating selections that we hope will knock your socks off. Each Club will tour different regions, countries, and styles—all driven by the discoveries of our expert buyers. Coupled with the detailed notes in our monthly newsletter, each sip will hopefully bring you a bit of wine expertise as well as drinking pleasure.

If your resolution is to save money, we've got your back there too—every wine that we offer in our Clubs is available to all members for purchase at a discount, regardless of which Club you belong to—so feel free to explore!

And if your resolution is just to enjoy the Dolce Vita, we are with you! Tag us at #klwines in your photos—we'd love to follow along on your wine adventure. You can follow ours on social media @klwines.



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## Best Buy Wine Club

**2016 A to Z Wineworks Oregon Pinot Noir** Retail \$14.99 / Club \$9.99  
*by Ryan Woodhouse, Domestic Buyer*

The story of A to Z Wineworks started back in 2002 when a few friends, all working for top estates in Oregon, decided to create a brand that would deliver dependable quality at a fair price. They drew upon their knowledge and deep contacts from their own jobs at Eyrie, Domaine Drouhin, Archery Summit, and Chehalem to source great fruit and craft top-notch wines for super reasonable price points. These wines have been staples for us here at K&L, time and time again over-delivering on value for money.



And now, for our Wine Club members, we have one of our best prices ever on this stellar little Pinot Noir. An end-of-year deal struck with our supplier lets us bring you this bottle for under \$10! The wine shows gently spiced red fruits, cherry, pomegranate, clove, pine needle, and damp earth. It's soft with an easy-drinking texture and great length on the palate for such an inexpensive Pinot Noir. Feel free to load up; this makes for excellent everyday drinking! Cheers!



**2021 Les Roches Sauvignon Touraine** Retail \$11.99 / Club \$9.99

*by Keith Mabry, Loire Buyer*

Touraine is the kind of place that is probably more famous for its scenic forests and beautiful castles than for its wine production. Fortunately, that has kept prices competitive in this region and given winemakers more freedom to experiment with different grape varieties and blends. What they do very well is make Sauvignon Blanc. Similar limestone and clay soils to that of nearby Sancerre also produces wines that are similar but usually at half the price than that of the more famous region to the east.

Les Roches is made by our friends at Alliance Loire who work with a few different growers to make a vibrant and fruit-filled Sauvignon Blanc. Flavors of Meyer lemon, grapefruit, and peach are balanced by crisp acidity and a clean finish. This makes the perfect aperitif but is equally great with shellfish, poultry, and creamy goat's milk cheeses.

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## Signature Red Collection

**2018 Paris Valley Road Paso Robles Cabernet Sauvignon** Retail \$29.99 / Club \$24.99

*by Ryan Woodhouse, Domestic Buyer*

This Paris Valley Road Paso Robles Cabernet Sauvignon is rarely available outside of the winery's tasting room and mailing list. This small production Cab (just 500 cases made) is sourced from the family's Chalk Knoll Vineyard established in the early 1990s. Founder and winemaker Craig Stoller is a third-generation grape grower who is passionate about what he does. He pours his heart and soul into every bottle, and you can taste it.

In your glass, you can expect a bold, rich, powerful Paso Cab with lots of dense, dark fruit, blackberry, boysenberry, espresso, and leather. With ripe, lush, mouthcoating tannins, this is a good hearty red, perfect for the depths of winter and those long, cold dark nights. Finally, I'd be remiss if I didn't mention the incredible deal this wine represents to you, our valued Club members—at the winery this wine sells for \$50, your Club price is some 50% off the original SRP!



*Chalk Knoll Vineyard.*

**2019 Trinity Hill Syrah Gimblett Gravels Hawke's Bay** Retail \$29.99 / Club \$24.99

*by Thomas Smith, New Zealand Buyer*



*One of New Zealand's most well-known winemakers, Warren Gibson.*

Trinity Hill was one of the pioneering producers in the Gimblett Gravels regions of Hawke's Bay, which is among the most unique and distinctive terroirs in New Zealand. The Gimblett Gravels are a series of braided riverbeds where intertwining threads of pebbles and river stones were washed downstream by the Ngaruroro River, which drains into Hawke's Bay. These stones keep vines insulated from spring frosts and allow excellent drainage during the rainy season. Trinity Hill first planted vines here in 1993, and over the next three decades they have transformed this into a globally recognized site and the home of New Zealand's best full-bodied reds.

The 2019 Trinity Hill Gimblett Gravels Syrah is crafted by Warren Gibson, New Zealand's master of Syrah. It is co-fermented with 1% Viognier, as they do in Côte-Rôtie, and aged entirely in large-format French oak casks, allowing the purity of the fruit shine through. With deep black fruits accented by spicy white pepper, this is a New Zealand classic that's a perfect glass for a winter's night.

## Premium Club

**2020 Domaine de Fondrèche Ventoux Rouge** Retail \$16.99 / Club \$14.99

by Keith Mabry, Rhone Buyer



Winemaker Sébastien Vincenti and K&L's Rhône Buyer Keith Mabry.

Vigneron Sébastien Vincenti's winery Domaine de Fondrèche sits in the shadow of Mont Ventoux. Probably more famous to Americans as one of the most difficult legs in the Tour de France, it is a monolithic mountain and the highest peak in the south of France. Mont Ventoux has influenced the soils of the appellation, throwing a mix of alluvial soils of clay, sand, and gravel into its vineyards. Erosion has exposed elements of silex (flint) and limestone.

Vincenti has been making the domaine's wines since 2005, when he took over the estate from his mother. He has been using organic and biodynamic principles ever since. Ventoux lies in the southeastern part of the Rhône Valley and sits close to the region that covers the Côtes du Rhône classification. Ventoux is a bit less reliant on Grenache than some of the other appellations in the Southern Rhône, though Grenache is still one of the most important

components. This 2020 Ventoux Rouge is made up of Grenache, Syrah, and Mourvèdre. Filled with beautiful red and black fruit, this Ventoux has savory and spice notes that make it a great foil for foods coming off the grill. With a slow-smoked rib roast or bone in pork chops? Yes, please!

**2021 Domaine Pascal & Mireille Renaud Mâcon-Charnay** Retail \$17.99 / Club \$14.99

by Alex Pross, Burgundy Buyer

Domaine Renaud is a family-run operation located in the Mâconnais region of southern Burgundy. They focus mainly on producing wine from the villages of Pouilly, Solutré, and Davaye. Pascal and his wife, Mireille, along with their children Guillaume and Amandine, work tirelessly to produce amazing wine values. The family utilizes stainless steel and large oak foudres with the aim of producing bright, fresh, and fruit-driven offerings that pair well with a myriad of cuisines. The 2021 Domaine Pascal & Mireille Renaud Mâcon-Charnay comes from the village Charnay-les-Mâcon, which is right next to Solutré-Pouilly and Davayé.

The 2021 vintage was challenging throughout Burgundy, but it looks like the Mâconnais may have survived the worst of it with little if any affect on the quality of the wines, though there was a definite reduction in crop size. The Mâcon-Charnay has a beautiful nose of white flowers, orchard fruits, and subtle notes of drawn butter with an energetic palate of orchard and stone fruits along with spice and mineral notes. The finish is surprisingly long and complex with such an impressive array of gorgeous fruit notes. This is the best rendition of Mâcon-Charnay I have ever tasted from Domaine Renaud. This wine can pair marvelously with roasted chicken, sushi, winter salads, or a cheese and charcuterie plate.

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## Le Club Français

**2021 Domaine des Côtes Blanches (Francois Millet) Sancerre** Retail \$22.99 / Club \$19.99

by Keith Mabry, Loire Buyer

The estate of Côtes Blanches is located in the village of Bué and is operated by Monique and Francois Millet along with their son Nicolas. The estate's vineyards sit all around the village on two primary soil types: Caillotes (hard rock limestone) and Terres Blanches (white Kimmeridgian marl). These calcareous soils are what give the wines of Sancerre their signature style, i.e., those crisp mineral-driven flavors that we all love. Composed of 100% Sauvignon Blanc, this wine is a true classic of the region. Flavors to look for include grapefruit, freshly cut green apple, lime zest, white flowers, and fresh hay. There is a lot of tension and acidity in the wines from Loire's 2021 vintage, and this is ideal for their most classic food pairing, chèvre. The goat cheeses of the Loire go hand-in-hand with the wines made there. This is also superb with most chicken and fish dishes.

**2019 Domaine Pierre Usseglio Châteauneuf-du-Pape** Retail \$44.99 / Club \$39.99

by Keith Mabry, Rhone Buyer

Domaine Pierre Usseglio was created in 1948 after Francis Usseglio emigrated from Italy to Châteauneuf-du-Pape to work in the vineyards. His sons Pierre and Raymond split the estate, forming two separate wineries, Domaine Pierre Usseglio and Domaine Raymond Usseglio. Both are outstanding properties, but we were recently able to forge a direct relationship with Pierre Usseglio, giving us more access to their wines and at great market prices.

The 2019 vintage is an outstanding one. The weather was nearly perfect following a challenging 2018 vintage that struggled with mildew in the vineyards. This 2019 Châteauneuf-du-Pape is one of the best that has been made at the winery in recent years. It has a rich palate saturated with red raspberry and strawberry fruit. The classic notes of anise, baking spices, and tobacco are ever-present in this wine. This is delicious now but could also take a few more years of cellaring to unlock more of its perfume. Right now, though, it would be best served with a quick decant and consumed alongside some braised short ribs or lamb shank.

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## Il Club Italiano

by Greg St. Clair, Italian Buyer

**2019 Fattoria Le Pupille “Poggio Valente” Morellino di Scansano** Retail \$39.99 / Club \$29.99

They call her the Lady of Morellino and the Ambassador of Maremma: Elisabetta Geppetti has been one of the most influential voices on the southern Tuscan coast for more than 30 years. She’s based in the southwestern corner of Tuscany and is the star of her appellation. Part of learning about Italian wines is understanding the appellation nomenclature, and I know it’s not easy—even more for Elisabetta whose appellation is virtually unknown here. She struggled to gain recognition; it was tough to come by until she produced a “Super Tuscan” called Saffredi that garnered high scores and international fame. Slowly her other wines began to be recognized, but once again terminology limited peoples understanding. Morellino is Sangiovese, it’s just what they call it in the town of Scansano, a coastal cousin of Montalcino.



This wine is a single-vineyard, 100% Sangiovese that is aged in 500 and 600L tonneaux for 18 months. The wine was first produced in 1997. The “Poggio Valente” vineyard belies the coastal definition being sited at over 900’. This is a wine I would decant for an hour or two and have it with grilled meats or a rich, creamy pasta dish.

**2020 Fernanda Cappello Sauvignon Blanc** Retail \$19.99 / Club \$14.99

I have a love/hate relationship with Sauvignon Blanc from Friuli. They frequently have a rather pronounced “musky” aromatic that just isn’t for everyone—including me. I’m usually fairly cautious in buying these, but when I tasted this wine (somewhat apprehensively), I was stunned. The quality of the Fernanda Cappello Sauvignon Blanc at this price point is amazing. The thing that is even more surprising is where it is from. Friuli’s famous DOC appellations—Collio, Colli Orientali, and Isonzo—are all up against the Slovenian border in the farthest point east in Italy. This wine, however, comes from the Grave del Friuli—a gravelly plain in the northwest corner of Friuli in an alluvial flow out of the Julian Alps. Grave del Friuli is usually a bulk-producing area where mass-production wines are grown under a seemingly unending rain. In the shadow of the Alps, however, Cappello’s vineyards are constantly dried with a Tramontana wind that keeps them healthy. The “Terra Magra,” or poor soil, Dolomitic-limestone dominant, is the star for this winery, and really drives the depth and richness of the wine. I think you’ll love it, especially if you try pairing it with smoked fish, goat cheese, or a poached egg over asparagus.