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Dear Wine Club Member,

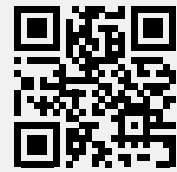


We do not take Thanksgiving lightly at K&L. For we folks who love to eat and drink, Thanksgiving represents the pinnacle: a day devoted to feasting with loved ones and being grateful to do so. And, of course, it gives us the opportunity to talk wine pairings!

We've packed our November Wine Clubs full of selections that'll have your turkey/ tofurkey and sides singing. Our Club Français features a deep and delightful Cru Beaujolais from Château Thivin—a more classic Thanksgiving pairing than this you might not ever find! For those who want something a bit richer on the palate but with plenty of versatility, the 2018 Mathis Sonoma Valley Grenache is a great match for the fall flavors of your feast. If you're a Bordeaux fan, we've included a silky

Right Banker just hitting its stride with 17 years of age on it, made by one of our favorite winemakers in the region, Hélène Garcin-Lévêque of Barde Haut. If you'd prefer a white on your table, try the Frascati featured in the Club Italiano. With voluptuous peachy-almond aromas and great acidity, it'll be a lively counterpoint to the rich fare such as mashed potatoes and gravy!

In this season of gratitude, we'd like to thank you for being part of our Wine Club family. We love nothing more than finding wines that will bring pleasure to your table, and we are grateful to be a part of your meal—whether it's Taco Tuesday or Thanksgiving!



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Best Buy Wine Club

2021 Middle-Earth Sauvignon Blanc Nelson Retail \$12.99 / Club \$9.99

Middle-Earth Winery is nestled in the geographical center of New Zealand—a sunny region along the Tasman Bay called Nelson, on the northern end of the southern island. This family-owned land began life as a dairy farm and was converted to vineyards in 1996 when the family began to supply grapes to such famed New Zealand wineries as Kim Crawford. In 2011, they began producing their own wine, and three generations currently work and play in the vineyards. They produce cool-climate, sustainably farmed wines from their picturesque 50 hectares, where sheep graze idly in between rows since 2011. The wines are made by winemaker Trudy Shield, who herself grew up in a Hawkes Bay on a sheep farm.



The 2021 Sauvignon Blanc was grown on their home vineyards and one block across the river. A brief stint of skin contact gives this extra concentration and texture, with pure varietal characteristics shining through. Critic Sam Kim gives this stellar buy 94 points, saying, "Wonderfully ripe and fabulously aromatic with mango, feijoa, passionfruit and citrus peel characters, it's punchy and flavoursome on the palate displaying excellent varietal purity and persistency. Brilliantly structured by juicy acidity, making it highly enjoyable."

2020 Antonelli Baiocco Sangiovese Umbria IGT Retail \$14.99 / Club \$9.99



The Antonelli family purchased this estate in 1881, making it one of the historical wineries of the Montefalco DOCG area, a region between Tuscany and Rome that produces wonderful, rich reds and crisp whites at under-the-radar prices. Since 2009, Antonelli has been farming completely organically and was certified in 2012. Their vines bask in the sun on southern- and western-facing hilltops and are surrounded by olive groves and forests—an idyllic landscape for happy grapes!

The 2020 Baiocco is a fresh, young version of Sangiovese from Umbria, that offers up aromas of bright red cherries and fresh violets. It's a perfect bottle to accompany a plate of pasta with a hearty marinara sauce. Look no further for your next weeknight Sangiovese!

Signature Red Collection

2018 Casarena "Naoki's Vineyard" Malbec Agrelo Retail \$29.99 / Club \$24.99

by Kirk Walker, Argentine Buyer

Casarena is a play on words, meaning house of sand in Spanish—a nod to the fact that the winery and its vineyards are in a region with sandy soil. Located in Mendoza, the winery sits just a short drive from the city itself in the Agrelo subregion. The Naoki vineyard is named after one of the founder's children and it is a special and unique site. Planted further away from the winery at a slightly higher elevation of 950m, in extremely poor soils that contain some limestone, it is one of the western-most vineyards in the region. This is a place where, for generations, no vines had been planted because it was too dry. Inspired by the success of the higher-elevation sites in the Uco Valley, the family took a leap, and we wine lovers have benefitted from it.



This is no simple Malbec; it has everything that you want from the varietal and more. It is vibrant and darkly colored. The nose is generous and inviting. With layers of blackberries, dark cherries, and plums that are backed by hints of chocolate, earth, spice, and that subtle floral lift that adds to Malbec's charm. The tannins are fine and polished, and the wine has a good mouthfeel, but it is the vibrancy and intensity of flavors that make it stand out. There is more substance here without it feeling overly concentrated nor heavy.



2018 Mathis Sonoma Valley Grenache Retail \$29.95 / Club \$24.99

by Ryan Woodhouse, Domestic Buyer

Mathis is a fantastic estate at the foot of Moon Mountain in Sonoma. With steep slopes and rugged volcanic soils, many thought Peter Mathis would follow prestigious neighbors like Kamen Estate and plant Cabernet Sauvignon... however, he had a different idea: Grenache! After several decades of making wine, including 20 years as the winemaker at Sonoma icon Ravenswood, Peter was ready to follow his heart, and his passion was

Grenache. After clearing the land by hand, he sought out a very specific clone of Grenache that has more inherent structure than most planted in California.

Drawing from his decades working with ancient, old-vine vineyards at Ravenswood, he has created something uniquely Californian. Among the blocks of Grenache he planted small amounts of Carignane, Petite Sirah, and Alicante Bouschet that are long proven to be dependable workhorse grapes in this region. The vineyard is immaculately hand-tended by Peter himself. Every picking decision is made on taste alone, picking each and every small parcel independently. Fermented with 25% whole-cluster and rested in neutral French oak for 20 months. The final blend here is 83% Grenache, 9% Petite Sirah, 5% Carignane, and 3% Alicante Bouschet. Every bottle proudly proclaims: "I grow it, I make it." But the best thing is...we get to drink it!

Premium Club

2020 Château de la Charrière Bourgogne Hautes Côtes de Beaune Rouge Retail \$16.99 / Club \$14.99

by Alex Pross, Burgundy Buyer

One of the greatest value-producing wineries in Burgundy is Château de la Charrière, from the humble village of Santenay. Their fantastic 2020 Château de la Charrière Hautes-Côtes de Beaune Bourgogne Rouge is a wonderful example of one of the most positive developments to recently come out of Burgundy: the qualitative leap of Bourgogne Rouge! Once seen as an afterthought or graveyard for grapes that did not make the cut for the 1er Cru and lieu-dit offerings, Bourgogne Rouge is now seen as a calling card and an important, affordable introduction to house style. The winery is, in many ways, emblematic of the exciting things happening in the “up-and-coming” village of Santenay. The family members of Yves Girardin are the proprietors, and the wines are made by his son, Benoît, who has elevated the quality since taking the reins. This wine showcases the wonderful 2020 vintage with grapes from vineyards surrounding the town of Beaune. Showing beautiful red fruit and spice aromas perfectly buffered by crisp tannins and good acidity, this medium-bodied red oozes with juicy red fruits while still being distinctively Burgundian. This is definitely a gateway down the Burgundian rabbit hole! Pair this delicious wine with salmon, roast chicken, or a robust beet salad.

2020 Mer Soleil “Reserve” Santa Lucia Highlands Chardonnay Retail \$19.95 / Club \$14.99

by Ryan Woodhouse, Domestic Buyer

Mer Soleil is an icon of classically styled California Chardonnay. Founded by the Wagner Family of Caymus fame in the 1980s, Mer Soleil helped secure the Santa Lucia Highlands’ reputation as one of the best places in the country to grow Chardonnay and Pinot Noir. The appellation is essentially an elevated bench that runs down the back side of the Santa Lucia Mountain range. The region is heavily influenced by cold, unrelenting ocean breezes that turn on like clockwork every afternoon in the growing season. The soils are primarily decomposed granite that has fractured off the mountain peaks above. The prevailing cold winds and intermittent fog extend the growing season, allowing for long hangtimes and thus more flavor development. Mer Soleil is a rich and full-bodied, barrel fermented Chardonnay that is sure to please. The decadence of the wine is nicely contrasted by that all-important coastal acidity and vibrancy. Your Club member’s price on this wine is the lowest in the country, and some \$7 per bottle lower than the national average. So, if you can’t get enough of a big, bold California Chard this is your chance to back up the truck and load up!

Le Club Français



2006 Barde-Haut, St-Émilion Retail \$39.99 / Club \$34.99

by Clyde Beffa, Bordeaux Buyer

Barde-Haut is a landmark on the St-Émilion landscape with its distinctive rusted-iron exterior and wind turbine perched on the winery roof. The wine is made by one of our favorite people in St-Émilion, Hélène Garcin Leveque, a talented winemaker with a vivacious personality whose wines exude as much charm and life as she does! Barde-Haut is a 250-year-old property that forms a natural amphitheater overlooking the Dordogne Valley. With a great site (and a top-notch grape grower, Hélène’s husband Patrice Lévêque), the winery produces one of the best Bordeaux values you’ll find. I had never heard of it before Hélène took over, but as soon as I tasted the wines, they became a staple

at K&L. We probably have carried more vintages of Barde-Haut in the 2000s than any other property. Why? Because the wines are great values—and not just in the lauded vintages of 2000, 2005, 2009, and 2010. We absolutely love the 2001, 2004, this 2006, 2007, 2012, 2014, 2015, 2016, etc., etc. Everyone knows that I am not in love with 2006 Bordeaux wines in general, with many being tough and tannic or showing a hollow mid-palate. Plus, they are usually very expensive for the quality. This 2006 is an exception. It has outstanding notes of dried herbs, spice box, chocolaty dark fruits, and earth. It tastes great, shows fine balance, and finishes sweet. 80% Merlot and 20% Cabernet Franc. Try it with a nice rack of lamb.

2020 Château Thivin “Les Sept Vignes” Côte de Brouilly Retail \$27.99 / Club \$24.99

by Alex Pross, Burgundy Buyer

Easily one of the most important producers in all of Beaujolais and the reference-point for Côte de Brouilly, Château Thivin fashions exceptional wine. With an enviable history that dates back more than 600 years, Château Thivin gracefully blends tradition with current winemaking tastes and styles. Run by the Geoffroy family, who can trace back their beginnings to 1877 when Zaccharie Geoffroy and with his wife Marguerite Bernard purchased the less-than-2-hectare estate at auction. The 2020 Château Thivin “Les Sept Vignes” Côte de Brouilly 91WA is made from seven plots on Mount Brouilly (Clos Bertrand, La Chapelle, Les Griottes, Godefroy, L’Heronde, Henri, and Les Fournelles). Farmed organically, fermented with whole-cluster fruit, and then matured in oak tuns for seven months. The resulting wine is a wonderful harmony that weaves together fruit from some of the greatest hillside vineyards in all of Beaujolais. The wine has a dark red color and spice and floral notes that quickly give way to aromas of dark cherry and blackberry fruit. The dense palate deftly blends both rich dark berry fruit as well as mineral and crushed stone flavors. Displaying the true strength of Beaujolais, this wine can pair with a cross section of cuisines, especially with spicy Mexican, Indian, or Mediterranean faire. Discover the wonders of Beaujolais with one of the greatest producers of the region!

Il Club Italiano

by Greg St. Clair, Italian Buyer

2019 Vignamaggio “Terre Prenzano” Chianti Classico Retail \$27.99 / Club \$22.99



Vignamaggio may not be a name that is very familiar to you, but I’ll bet you actually know far more about it than you might think. Perhaps you remember the 1993 Kenneth Branagh film adaptation of Shakespeare’s *Much Ado About Nothing* with Denzel Washington, Keanu Reeves, Kate Beckinsale, and Michael Keaton? It was filmed at the Vignamaggio estate in the heart of Chianti Classico, about 45 minutes south of Florence. Vignamaggio lies between Panzano and Lamole, two of the most important vineyard sites in Chianti Classico, known for wines that have a grittier structure and more depth and body. I tasted the Terre Prenzano and was very impressed. It has the textbook aromatics for Chianti Classico from this area: earth, spice, leather with hints of violets and lilacs—the classics. The 100% Sangiovese wine is aged for a year in large 20–40hl botte, where the flavors develop into a complex array. On the palate the wine has evident tannic structure, yet the acidity lifts and lengthens the palate feel. This is a wine that will really expand with aeration. Decant it for an hour or so and grill yourself some rosemary-encrusted pork tenderloin, then drizzle some high quality extra virgin olive oil on it, and you’ll have yourself one great experience.



2021 Casale Marchesi Frascati Superiore Retail \$19.99 / Club \$16.99

When I first started in the wine industry 40 years ago, Frascati was a staple. Magnum bottles of cheap Soave, Valpolicella, and Frascati dominated the U.S. shelves. It took decades for Valpolicella to begin a return to a reputation for quality; only in the last decade has Soave Classico begun a dramatic rise in recognized quality; Frascati is... still unknown. Wines from this region, which lies just a half an hour southeast of Rome, are now nearly nonexistent on the American wine scene. Being so close to Rome, Frascati has been the drink of

Romans and legions of thirsty tourists for centuries, but it doesn’t get exported much anymore to the U.S.

However, I just recently tasted a couple of wines from Frascati, and I was wowed! The decisive flavors and bright acidity are coupled with a supple richness, underlined by an herbaceously fruity complexity that really delivers. This wine is made from a series of grapes that aren’t well known here but are the Malvasia del Lazio, Trebbiano Toscano, Bonvino, and Bellone (if you really need to know). What you do need to know is that the vineyards are all on volcanic soils that, for me, give the wines a more mineral core that drives the wine and holds it together. I would pair it with filet of sole or linguine and clams pasta. Also good on its own!