Domestic Wine Showcases Innovators and Icons

By Kaj Stromer, Domestic Buyer

The number of exciting new wine releases is ramping up just in time for the holidays, and the variety has never been better. We’re stocked on our favorite Cabernet Sauvignon, Pinot Noir, and Chardonnay—but don’t think it stops there. We also have electrifying wines from off-the-beaten path: whites like Trousseau Gris, new orange wines, and even obscure reds like Cabernet Pfeffer.

In these pages, I’ve selected my favorites. Whether it’s benchmark Chardonnay or the intriguing white blend “Tears of Vulcan” from Oregon’s esteemed Day wines, each bottle will delight your taste buds and your intellectual curiosity.

I also highlight the exceptional Cabs from Larkmead Cellars. They’re one of Napa Valley’s most historic wineries and are on a roll with one top-rated release after the next. Plus, the wines are a steal when compared to those of similar caliber.

What could be more exciting than sparkling wines from England? As Domestic Buyer Ryan Woodhouse elaborates, sparkling wine may have been invented in his native homeland! On page 4, read about Wiston Estate, one of the finest sparkling wine houses in Europe, with a long history to match. On page 5, Ryan gives us his hot list of Cabs for every budget, packed with excellent buys. The backpage spotlights Oregon’s Hundred Suns winery and their spectacular 2021 releases. Jump on these quickly as supplies are limited, and there is quite a fan base for them. Besides being flat-out delicious, they’re a perfect match for the Thanksgiving dinner table. I’ve got my eye on their Gamay Noir.

With the immense quality and variety available, there has never been a better time to buy wine made in America—and this time we’re throwing in a few from jolly old England. Here’s to your good health and wishing everyone peace and prosperity for the rest of the year.

2019 Talley “Oliver’s Vineyard” Edna Valley Chardonnay $29.99 95JD 94VN Talley is arguably the finest winery in Edna Valley, and winemaker Eric Johnson one of the most talented in California. Oliver’s Vineyard is more than 30 years old! These mature vines give power and concentration, while their coastal location lends a mouthwatering acidity and saline minerality. Beautiful precision, acidity, and subtle use of oak—a world-class Chardonnay. Our price is ludicrously low at 50% off SRP! - RW

2017 Copain “Les Voisin” Anderson Valley Pinot Noir $24.95 (Previously $40) 95WE For more than two decades Copain has been crafting head-turning, critically rated, wine-geek loving wines. Their “Les Voisins” Pinot Noir is distinctive, ethereal, and delicious. A few winters in the winery cellar has this entering its perfect drinking window. Aromas of dark fruit, black cherry, forest floor, and a dusting of exotic spice. It’s complex, sleek, and elegant. A great match for a variety of poultry dishes. - KS

2016 Hawk and Horse Red Hills-Lake County Cabernet Sauvignon $24.95 (Elsewhere $75) 93WE The last two vintages were two of the best-selling wines in the history of K&L! From a high-elevation site in Lake County’s Red Hills AVA with rugged volcanic soils that produce deep, concentrated Cab. The estate is farmed organically and biodynamically (Demeter Certified). Deep purple fruit, mulberry, blackcurrant, and earthy red fruit. Oh, and the price: 60% off the winery SRP. - RW
Can you believe that we’re already heading into the holidays? While the last couple of years were disruptive to the typical way of doing things, to say the least, I’m hoping that everyone will be able to spend time with friends and family this holiday season. Celebrating with people we care the most about is downright healthy behavior, and I’m sure we’ve all got a lot of catching up to do.

Making wine a part of your celebration is as old as time. While our holiday traditions have generally remained static, the wine world is anything but. I’ve assembled a short list of highly recommended wines for you that run the range from traditional to innovative. Along with wonderful quality coming from the classic producers and grapes, we’re also witnessing an explosion of less-familiar producers and wines. These tap into ancient techniques and obscure varieties long planted in the U.S., but long underutilized and underappreciated. The result is that we have more amazing variety on our shelves than ever before. Here are a few of my favorites.

2020 Cambria "Katherine's Vineyard" Santa Maria Valley Chardonnay $17.99 94VN Cambria’s flagship wine, the “Katherine’s Vineyard,” represents one of the greatest wine values found along our Central Coast. It’s hard to believe we’re able to offer a prestige single-vineyard, top-rated Chardonnay for $18! Located on the same bench as the Grand Cru Bien Nacido, Katherine’s Vineyard is made up of own-rooted vines planted in the early 1970s. The wine receives the Grand Cru treatment with 75% barrel-fermentation and nine months of aging sur-lie in 20% new French oak. Not only is it a staff and client favorite; it’s also a perennial wine critics’ darling. Antonio Galloni of Vinous rated it 94 points saying, “There’s terrific energy and plenty of cut.” With that kind of endorsement I’d say it would be wise to grab a case to two for the upcoming holidays.

2021 Diatom Santa Barbara County Chardonnay $24.95 94VN 92JD While some prefer the richer barrel-fermented style of Chardonnay, others prefer the more high-toned, restrained, Chablisienne style. It’s all a matter of taste, and there’s plenty of wine for both camps! But, if your predilection leans towards unadorned, fully exposed, naked Chardonnay, then you’ll want to dive into this bottle from Diatom. Few wine growers can achieve the pinnacle of Chardonnay transparency the way Greg Brewer can. His approach to winemaking is akin to how a skilled sushi master approaches the finest piece of toro. This is arguably my favorite Chardonnay in the store for less than $30.

2021 Day Wines “Tears of Vulcan” Chehalem Mountains (Orange Wine) $34.95 What’s old is new again. The ancient tradition of fermenting white wines on their skins (AKA orange wines) is everywhere these days. Orange wines are the current “it girl” of the vinous scene. One of the best I’ve come across is this broodingly complex rendition from the talented Brianna Day. The wine is a blend of Viognier, Pinot Gris, and Muscat all sourced from organic vineyards. The wine is fermented on its skins for 23 days and then aged in mostly neutral French oak. The result is a savory white wine with the textural quality of a red. There’s plenty of citrus and floral notes, but on the palate you get an enhanced mouthfeel that’s quite pleasing. This is a special wine, and quantities are limited.

2020 Union Sacré “Spanish Springs Vineyard” Edna Valley Pinot Noir $19.99 I’ve been a big fan of Xavier Arnaudin’s Union Sacre wines for some time now. While not exactly a household name, his wines have become some of the most popular in the store. Xavier’s success has finally caught up with him. The Wine Enthusiast recently awarded this wine 94 points describing it as “…all about being fresh and vibrant.” Xavier brings a Frenchman’s perspective to winemaking. The wines are geared for ease of drinkability without sacrificing flavor, with alcohol levels tending toward the low side. Don’t let the bottle shape on this one fool you. With the supply chain difficulties offering all new challenges, Xavier was happy to bottle the wine in the bottles he was able to secure.

2019 Wrath “San Saba Vineyard” Monterey County Pinot Noir $39.95 For a Pinot Noir with a bit more heft and fruit, you should consider Wrath’s San Saba Vineyard Pinot Noir from the Santa Lucia Highlands. This old-vine Pinot is a real head turner. The property specializes in single-vineyard bottlings, and the San Saba is their top-of-the-line wine. Aged in 40% new French oak, the wine has plenty of savory red cherry and exotic spice notes. There’s great depth and complexity with a laser-like focus of fruit. The wine was awarded a huge 95-point score from Vinous, and it earned every point. As would be expected, there’s not much available, as they only made 378 cases. This is a perfect accompaniment to the Thanksgiving table or even your Christmas ham should you still have some bottles left.

2018 Levo “Under the Gun” Central Coast Syrah $34.99 96JD I’ve been watching the evolution of this tiny boutique Paso Robles winery over the past few years. I have to admit I’ve been exceptionally impressed with both the quality and the style of these wines. Winemaker Bret Urness has been at it for a decade now so he’s no overnight sensation. He crafts microlots of varietal-specific wines. His aim is to keep production low so he can personally shepherd each barrel along and maintain complete quality control. The wines possess enough richness to give them that Paso flair but there’s also a respect for balance and elegance in Bret’s winemaking. 88% Syrah is given a sturdy frame by the addition of 12% Petite Sirah, all aged in 50% new French oak. I highly recommend this for those of you who desire a more authoritative wine.

2021 Onward “Nouveau” Mendocino Zinfandel $18.99 This wine marries two styles that are classic for the fall holiday season. It’s an
DOMESTIC

2021 Arnot-Roberts North Coast Trousseau/Pinot Noir
$36.95
The team at Arnot-Roberts quickly rose in the ranks of top-rated and highly sought-after California wineries. Most of their wines are sold directly through their winery mailing list as well as to the finest restaurants. However, we get a few cases each year, and this is one I had to share with you.

Their Trousseau has a bit of a cult following. A grape more commonly associated with the Jura region of France, Trousseau is finding a fan base with a handful of our most innovative winemakers.

The wine has an ethereal, herbal, savory character about it, which makes it such a grand match for meals. This year’s rendition sees the inclusion of Pinot Noir to amp up the cherry component in the wine. It’s still very elegant and subtle; as the partners like to say, “we make quiet wines.”

Larkmead Estate: History in a Bottle
By Kaj Stromer, Domestic Buyer

It’s not hyperbole to state that Larkmead Vineyards has been producing some of Napa Valley’s best wines over the past decade. While their history runs back to the late 1800s, I think we’re now seeing their greatest efforts. A quick review of the wine press bears this out: their wines are awarded 95 to 99 points on a regular basis. Yet, somehow Larkmead maintains a rather low profile. I’m not sure if that’s intentional on their part, but I can assure you that we at K&L have been bullish on these wines for years. Simply put, this is one of the most historic and important properties in all of Napa Valley when discussing world-class Cabernet Sauvignon.

To quote from winemaker Avery Heelan, “Focusing our continued efforts to convert to organic and sustainable farming, we are afforded the highest quality grapes, which allow us to make wines with incredible distinction and balance.” It’s this dedication to the source and the process that keeps Larkmead on top of their game. We were able to secure a pair of cellar releases direct from the winery that should rally your attention. These are impeccably aged, and absolutely worthy of your cellar (or your dinner table if you can’t wait!).

2015 Larkmead Napa Valley Cabernet Sauvignon $99.95 97WE 95JD
This is the core of the Larkmead Cabernet program, composed of 97% Cabernet Sauvignon with 3% Cabernet Franc. Though a mere dollop of Cab Franc, its influence on the nose is immediately apparent with whiffs of cigar wrapper. The wine was aged in 65% new French oak for 19 months. After several years in the bottle the wood is integrating beautifully. Reminiscent of the 2007, this wine is approachable now but will only benefit with an additional five to seven years. There’s plenty of forward fruit here, but, in the Larkmead style, there’s a poised restraint that only reveals itself with time in the glass or decanter. Another top-rated wine, it was awarded 97 points by Wine Enthusiast and 95 points from Jeb Dunnuck. This is one classy bottle of Napa Valley Cabernet Sauvignon.

2015 Larkmead “Solari” Napa Valley Cabernet Sauvignon $199.95 99JD
The fact that we could grab a cache of their flagship bottling, the Solari, from a great vintage like 2015 direct from their cellar seemed too good to be true. The time in the bottle has been kind to Solari. It’s still monumental in its scale, but there’s just enough opulence and evolution to allow the curious to pull the cork now. But, if you’re patient, no doubt this will continue to evolve as one of the greats of the decade. Wine critic Jeb Dunnuck said, “...reminds me of a young Montrose...” and that “...owner Cam Baker and winemaker Dan Petroski have produced some true superstars in 2015.” With several years in the bottle, this “legend in the making” has put on a level of heft making it worthy to be called one of the top wines of the vintage.

Certainly these wines would make a spectacular gift for a special someone in your life. And, if that special someone is you, all the better!

Get complete tasting notes at KLWines.com
Domestic Adjacent: Wiston Estate, West Sussex, England

By Ryan Woodhouse, Domestic (and Domestic-Adjacent) Buyer

After quite a long absence I’m super excited to have the stunning wines of Wiston Estate back in stock! Some of you will be familiar with these wines as we have been directly importing them from England since 2014. Others among you might be thinking... English wine!? So here’s a brief recap on the story just in case you missed it!

England, in fact, has a very long history of grape growing. The Romans brought grape vines with them to England, and historical records contain many accounts of vineyards and winemaking throughout history. As far as the focus on sparkling wine, that’s an interesting story, too. Now, without meaning to start another 100 Years’ War between England and France, many people incorrectly believe the Benedictine Monk Dom Pérignon “invented” bottle-fermented sparkling wine, a technique widely known as Méthode Champenoise. However, most historical studies conclude that the process was likely used and perfected in England many decades earlier. Bottle-fermented sparkling wines (sometimes made with French base wines) achieved huge popularity in English society before doing so in continental Europe.

To be honest, these historical points matter very little except to establish that English sparkling wine isn’t some new phenomenon or passing fad. It actually has a long history and much in common with its more famed neighbors in Champagne. Many of the vineyards planted today in England share the same vein of chalky soil found in much of Champagne. Those vineyards are also largely planted to Pinot Noir, Chardonnay, and Pinot Meunier, as are the vineyards of Champagne.

Wiston itself is a property with a long, illustrious history. The estate was recorded in the Doomsday Book of 1086. The main house was built in 1573. The house and estate have been owned by the Goring Family from 1743 until present.

The estate grows many crops, including top-quality barley for brewing. A vineyard was first planted on the estate in 2006. The vines grow on sloping hillsides and soils are rich with chalk and flint. Wiston uses a significant amount of neutral French oak for barrel-fermented and -matured base wines to enhance complexity and texture of theirsparklers. The time in oak also helps to balance out the bright, racy acidity of the wines.

While much of the English sparkling wine industry is focused on single-vintage production, Wiston has invested in their non-vintage program from the get-go and now has considerable reserve wines that are key to quality and consistency. The wines get a minimum of three years on the lees and low dosage.

A lot has been written about English sparkling wine rivaling the quality of Champagne (and I believe it can), but, to be honest, I think it’s an exciting category on its own merit. Parallels to the great wines of Champagne are always going to be drawn, but it would be a shame if that were to dominate the conversation entirely, as English wines have so much to say for themselves.

Wiston Estate Brut West Sussex England $29.95 93DC 92VN A blend of 35% Chardonnay, 35% Pinot Noir, and 30% Pinot Meunier with a long 42 months on lees! Finished with a dosage of 8g/L. The current disgorgement is based on 70% of 2017 vintage wine with 30% reserve wines going back to 2008. A very classic flavor profile incorporating white flowers, crunchy apple, citrus peel, chalk, river stone and toasted bread with racy, mouth-watering acid and a long complex finish. A fantastic value at our direct import price!

Wiston Estate Brut Rosé West Sussex England $29.95 93WE 91DC The Rosé is composed of 40% Pinot Noir (15% vinified red), 30% Chardonnay, and 30% Pinot Meunier. The blend has reserve wines back to 2009 and is mostly based on the 2018 vintage. More than three years on the lees gives the wine a wonderful balance of fruit and savory components. The notes you’ll find in the glass are crushed raspberry, rose petals, pink grapefruit, citrus peel, baking spice, and rhubarb crumble. Its soft red fruit component is contrasted with zesty, vibrant acidity and toasty yeasty notes. Just delicious!

Wiston Estate Brut Blanc de Blancs West Sussex England $34.95 92WA 92DC 91VN We finally got our hands on some of Wiston’s remarkable Blanc de Blancs. This 100% Chardonnay bottling is pressed in their traditional wooden Coquard basket press, fermented and rested in neutral French oak for a year, before aging more than two years on the lees in bottle.

Reserve wines range back to 2008, with the 2018 harvest making up most of this iteration. Look for aromas of white flowers, baked apple, crushed quince, pie crust, stony mineral, chalk, saline, oyster shell notes complete this magical wine. Limited quantity.
Napa Cab for Every Budget

By Ryan Woodhouse, Domestic Buyer

With the excellent 2018 and 2019 vintages back-to-back, Napa Cab lovers are spoiled for choice. 2018 is a classic vintage of more restrained, structured, age-worthy wines that I think ranks up there with the very best vintages of all time. 2019 produced rich, forward, powerful wines. The wines from 2019 may likely not be as long lived as 2018, but will still deliver an abundance of bold, concentrated flavors that Napa Cab is known for around the world.

However, in 2020 very little red wine was made due to the terrible wildfires. Then an historically low-yielding vintage followed in 2021. Add in supply chain–related price hikes and things look to be getting more scarce and more expensive in the next 12–24 months. Just about every winery and supplier I work with is dealing with increased costs and having to pass on significant price increases to us. We work hard to make deals to mitigate these increases the best we can, but with all the factors above, it seems inevitable there are more challenges ahead.

This leads me to believe that, while the going is good, it’s currently the perfect time to load up. When the 2018s and 2019s have sold through, we’re almost certainly going to see higher prices on wines of limited availability and potentially of lower quality. Here are some of my current favorites in a wide range of price points that will be great additions to your cellar or as everyday drinkers.

2019 Scattered Peaks Napa Valley Cabernet Sauvignon $29.95 91JS
A long-time staff pick here at K&L. Serious Napa Cab at a seriously reasonable price point. Made by legendary vintner Joel Aiken who perfected his craft during a remarkable 24-year tenure as head winemaker at Beaulieu Vineyards from 1985 to 2009. Lots of black and blue fruit, graphite, crushed rock, and dry tobacco. Powerful with good structure and grip on the palate.

2019 Neyers “Left Bank Red” Napa Valley Bordeaux Blend $29.95 92WS
We have an exceptional deal on this beauty from Napa stalwart Neyers. A Cabernet Sauvignon-driven blend based on the Grand Vins of the Médoc. This wine combines the incomparable purity of fruit and power of Napa Valley with a classical take, embracing complex savory notes of cigar box, briary scrub, and crushed rock. The concentration on the palate is fantastic, so intense and flavorful while remaining balanced and precise. Really impressive.

2019 Buena Vista “Chateau Buena Vista” Napa - Sonoma Proprietary Red Blend $29.95 95JS
Another Bordeaux-inspired blend dominated by Cabernet Sauvignon, combining Napa and Sonoma fruit. This wine is so expressive, brilliantly showcasing the exuberance of the 2019 vintage. Suave textures and lush fruit coats the palate with crème de cassis, blueberry, leather, and charred oak. A luxurious bottle with a friendlier than expected price tag!

2018 Farella “Estate” Coombsville Napa Valley Cabernet Sauvignon $69.95 94DC 94JS
A remarkably good bottle of Cabernet from one of the more renowned vineyards in the valley. The founding grower of the Coombsville sub-region, Farella has some of the oldest vines in the area, planted in 1979. This cooler area is well-known for structured, characterful Cabernets. Farella is now under a long-term lease with cult winery Realm. To get your hands on one of their bottles of Farella Vineyard Cabernet it’ll cost you $230+.

2018 Etude Napa Valley Cabernet Sauvignon $74.95 (Elsewhere $90) 96JS 94JD
One of the most serious sub-$100 Napa Cabs I’ve tasted in years. The wines from long-running favorite Etude have never been better. From Rutherford, Oakville, and Coombsville, this is just about as good of a representation of classic, quintessential Napa Cab as you’re likely to find. It shows the incredible quality of the 2018 vintage beautifully. Full of beautiful cassis, like a young Pauillac with lifted aromas of lavender, split cedar, blackcurrant, pencil shavings, and unsmoked cigar. The palate is at once powerful and dense but also refined and linear. With its fine-grained tannins and vibrant freshness, this is pure Cabernet that is too good to miss.

Get complete tasting notes at KLWines.com
2016 Heitz Cellar “Lot C-91” Napa Valley Cabernet Sauvignon $99.95

2019 Baker & Hamilton (Vine Hill Ranch) Oakville Cabernet Sauvignon $124.95 95 WS 94DC 94JS

2019 Quintessa Rutherford Bordeaux Blend $249.00 100WE 99JS 97JD

2020 Hundred Suns “Old Eight Cut” Willamette Valley Chardonnay $29.95 91JS

2021 Hundred Suns “Old Eight Cut” Willamette Valley Pinot Noir $32.95

Hundred Suns Winery Is Shining Through Oregon

By Ryan Woodhouse, Domestic Buyer

Hundred Suns has become the most loved Oregon producer among the staff here at K&L. The only issue is we keep running out of wine! With the wildfires in 2020, husband-and-wife Grant and Renée decided not to make any reds from the vintage due to smoke taint. So after their 2019s sold out in a hurry, we’ve had a long wait for the 2021 releases. Thankfully, the wait is over! We just received a new drop of their incredible wines, and these are perhaps the best-ever releases from the much-heralded 2021 vintage. These are some of the most vibrant, pure, simply delicious wines on our shelves, and I implore you to check them out before we’re sold out again!

2020 Hundred Suns “Old Eight Cut” Willamette Valley Chardonnay $29.95 91JS

Named for the antique diamond cutting technique, this crystalline Chardonnay lives up to its name. Shimmering golden fruit, racy citrus notes, and sea salt minerals. So much energy and vibrancy. A subtle 15% new French oak frames the wine without overpowering the purity of fruit and gorgeous minerality.

2021 Hundred Suns “Old Eight Cut” Willamette Valley Pinot Noir $32.95

This is the workhorse wine for Hundred Suns, but also the wine they put the most effort into crafting. Sourced from several highly regarded vineyards across the Willamette Valley, all dry-farmed. The composition has 30% whole-cluster and is fermented using native yeast in various vessels from steel tank to French oak and clay amphora. Dark cherry, brambly fruit, baking spice, lavender, and dried herbs. The texture is so soft and silky with the whole clusters giving just a subtle grip along with significant aromatic lift. A seamless and beautiful Pinot.

2021 Hundred Suns “Tualatin Estate” Willamette Valley Gamay Noir $32.95

This wine is SO delicious. The redolent fruit just leaps from the glass with rose water, spring flowers, ripe raspberry, and some almost crème de cassis-like tones. Lush, fruit forward and exotic while staying light on its feet and full of energy. It will have you reaching for another glass (or bottle) before you know it. The fruit is all from Tualatin Estate Vineyard—a combination of de-stemmed, whole cluster, and carbonic fermentations blended together on taste.

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