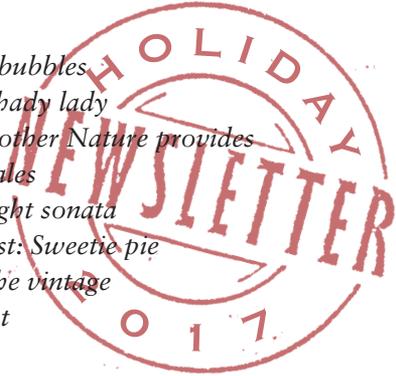


# NAVARRO

## *Vineyards*

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- 2014 Navarro Brut, Anderson Valley: *Unique bubbles*  
2016 Gewürztraminer, Estate Bottled (Dry): *Shady lady*  
2016 Chardonnay Table Wine, Mendocino: *Mother Nature provides*  
2016 Pinot Gris, Anderson Valley: *Hills and dales*  
2016 Riesling, Anderson Valley (Dry): *Moonlight sonata*  
2016 Muscat Blanc, Cluster Select Late Harvest: *Sweetie pie*  
2015 Pinot Noir, Méthode à l'Ancienne: *Suit the vintage*  
2015 Pinot Noir, Deep End Blend: *Alpha Pinot*  
2015 Zinfandel, Mendocino: *East meets west*  
2015 Zinfandel, Old Vine Cuvée: *Light crop, beefy wine*  
2013 Petite Sirah, Mendocino: *Mendo blendo*  
2017 Grape Juices, Gewürztraminer, Pinot Noir and Verjus: *All that glitters*



OUR 2017 HOLIDAY RELEASES

## Splashy

After more than four decades of punching down Pinot Noir, our family still takes glee in the splashy camaraderie and heady aromatics of the harvest crush. We hope your family will delight in the results since the holidays may be the nicest time of year to laugh and make merry with friends and family. Navarro is



releasing eleven new wines this season: four dry whites and five vigorous reds as well as a delightful sparkling wine and a luscious cluster select Muscat. Three yummy varietal grape juices are also available so the whole family can celebrate. The 2016 Chardonnay

Table Wine bursts with flavor for a mere \$13.00 per bottle when purchased by the case. One-Cent ground freight and reduced air freight for all twelve-bottle orders, as well as bargain prices on case specials and samplers, will be available until December 31—but some wines may sell out sooner.

Happy holidays from our family to yours,

*Ted Bennett and Deborah Cahn  
Aaron and Sarah Cahn Bennett*



**2014 Navarro Brut**  
100% *Gewürztraminer*  
Anderson Valley

*This bottling was disgorged in April 2017 after almost two years of resting sur latte. Bottles, neck side down, are slowly shaken so the solids end up near the cork (riddling), the neck of the bottle is frozen, the crown cap is removed and a frozen plug containing wine and all the yeast pops out (disgorging). The bottle is then refilled with a liqueur made from the same wine, with additional sugar, then sealed with a permanent cork.*

## Unique bubbles

An optimum ripeness for producing sparkling wine is when the grape acids are still high and the sugars are approximately 20° Brix, which yields about twelve percent alcohol.

Whole-cluster pressing is slow, so harvesting for a particular wine is typically a multi-day exercise; winemakers try to start picking when the grapes are a hair “underripe” and finalize harvest with the grapes a hair “overripe.” We harvested Navarro’s *Apple* field over three days. The first day we harvested Gewürztraminer clone 48 from the rows closest to our neighbor’s apple orchard

(the same land that inspired us to name our field *Apple*). On day two we harvested clone 47 from the same field and returned a couple of days later to finalize the harvest. A cuvée was selected from these three lots and was bottled in June 2015, with just enough sugar added to produce the desired sparkle: a traditional process used with an untraditional spicy, aromatic variety.

Harvested	Aug. 19-25, 2014
Sugars at harvest	19.7° Brix
Bottled	June 8-9, 2015
Disgorged	April 24-25, 2017
Cases produced	957
Alcohol	12.5%
Titrateable acidity	6.8 g/L
pH	3.10
Price (750 ml)	\$28.00

## 2016 Gewürztraminer

Estate Bottled (Dry)

Anderson Valley

Although Anderson Valley's climate is temperate due to daily ocean breezes, our latitude is close to that of Madrid, Spain, which provides us with a lot of solar radiation. Navarro's triple-T trellis was designed to protect delicate varietal grapes from the direct sun.



Ripe Gewürztraminer clusters are usually russet in color at harvest but if they are grown in direct sunlight they turn yellow and are less aromatic. The triple-T trellis keeps the fruit cool under the canopy, exposed only to dappled sunlight.

## Shady lady

**H**arvest dates over the last two decades have slowly inched earlier and earlier, a phenomenon which understandably has us concerned as excess heat during ripening can greatly reduce the aromatics of delicate white grapes. Studies have revealed that when a darkly colored grape cluster is exposed to direct sunlight, the inside berries are over 60°F hotter than the outside air temperature. In wine country during harvest, that's sous vide temperature! In the late 1990s we planted two Gewürz vineyards using French trellis designs in which the shoots are trained in vertical panels so that rows of vines could grow closer together. Unfortunately many of the grape clusters in a VSP trellis (vertically shoot positioned) are exposed to direct sunlight, so in 2000 we began replanting what have historically been our three best Gewürz fields, this time incorporating a Navarro-designed triple-T trellis that keeps the clusters in the shade during

the heat of the day. Grapes grown on Navarro's triple-T trellis proved to have fresher aromas and flavors than grapes grown on the VSP trellis. This was especially true in 2016, and this bottling was produced exclusively from grapes grown under the triple-T. The juice from each of six sub-blocks was cool-fermented and aged *sur lie* for

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Harvested	Aug.31-Sept.2,'16
Sugars at harvest	23.4° Brix
Bottled	May 9-11, 2017
Cases produced	2,534
Alcohol	13.4%
Titrateable acidity	5.7 g/L
pH	3.31
Price (750 ml)	\$22.00
(375 ml)	\$13.00

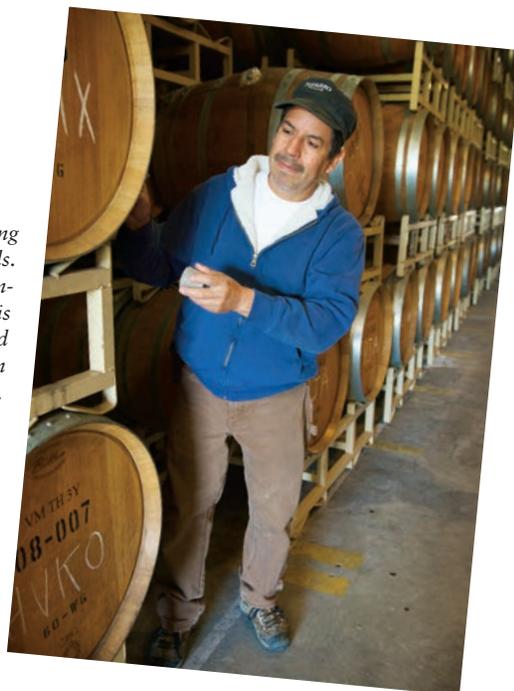
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nine months in seasoned oak ovals. After a series of nine tastings the final blend was selected. We were dazzled by the freshness and crispness of this bone-dry cuvée; it's the driest Gewürz we've ever bottled but features a rounded mouthfeel, a result of Navarro's *sur lie* aging regime. **Gold Medal winner.**

2016 Chardonnay Table Wine  
Mendocino

Manuel topping Chardonnay barrels. All Navarro Chardonnays, including this Table Wine, are aged for 10 months in French Oak barrels.



Toasting a barrel in Beaune, France. Barrel staves are easy to bend into the required shape after they've been heated. The intensity of the oak fire and the length of heating determines the level of char inside the barrel. We've never been fond of heavily charred barrels but the smokiness they impart is enjoyed by many winemakers.

## Mother Nature provides

At Navarro, we generally produce more wine than we expect to sell. This is especially true for Chardonnay, Pinot Noir and Gewürz because we've planted enough vineyard blocks to supply all our grape requirements even in years in which the vines bear a modest crop. When Mother Nature provides a large Chardonnay crop,

we produce more wine than we will bottle and consequently we end up with several lots of very good wine available for the *Table Wine* program. This was our good fortune in 2016, when we had eighteen different Chardonnay vineyard lots to choose from. We selected our *Première Reserve* first, leaving the remaining lots available for a second series of tastings to select the *Mendocino* Chardonnay. Finally, from the remaining lots, we

selected our Chardonnay *Table Wine*. This vintage is produced entirely from three vineyard blocks of Anderson Valley grapes, from vines utilizing the highly regarded 76 and 548 Dijon clones. We could have bottled twice as much, but these three lots were head and shoulders better than the remaining wines, which we decided to sell off as bulk wine. Generous apple, lime zest, vanilla and

toasty brioche nose will make you and your guests think it should cost much more. We like it with a butternut squash soup or a holiday pork roast. We bottled less of this vintage so as not to muddle up this excellent cuvée and supplies definitely won't last long. **Gold Medal winner.**

Harvested	Sept. 19-22, 2016
Sugars at harvest	23.8° Brix
Bottled	June 20-21, 2017
Cases produced	1,652
Alcohol	13.9%
Titrateable acidity	6.7 g/L
pH	3.40
Price (750 ml)	\$16.00



## HOLIDAY SPECIAL!

Buy it by the case for only \$156.00; a savings of \$36.00. That's only \$13.00 per bottle.

**2016 Pinot Gris**  
Anderson Valley

Navarro's Middle Ridge Pinot Gris during a spring sunset. Sited on a ridge at an elevation of one thousand feet, this field is heavily influenced by the daily ocean breezes wafting off the chilly Humboldt current. The ocean temperature off the Mendocino coast is frequently ten degrees cooler than the waters off San Francisco.



Valley Foothill's grapes are grown right next door to Navarro. Casey's well-tended Pinot Gris blends seamlessly with the grapes from our Middle Ridge, although he is pictured here with his equally beautiful Gewürz.

Jim, Navarro's winemaker, hooking up a pump to a six-hundred-gallon oak oval. Navarro's ovals feature refrigerated stainless steel panels inside so that we can precisely control the temperature during fermentation and the eight months of aging *sur lie*.



## Hills and dales

Navarro tends vineyards in numerous microclimates within Anderson Valley. Our newest vineyards are in Boonville, about ten miles from our Philo plantings. Boonville experiences less influence from the ocean than Philo as it is further inland. During the winter the nights are colder, and during the summer daytime temperatures are warmer with considerably less fog, but all of our Pinot Gris is grown in the Philo end of our paradise. Navarro's oldest vineyards are on the valley floor, three miles north of Philo; the elevation is between 250 and 350 feet above sea level and the ocean influence is omnipresent. About twenty years ago we decided to plant vines in the hills above the valley floor at elevations between 900 and 1,300 feet. Here the ocean influence is strongest with cooler daytime summer temperatures and balmy summer nights. These vineyards have the longest growing

season of all our sites and are the last to ripen Gris. Fruit from Valley Foothills Vineyard on the Philo valley floor was harvested on September 1 and constitutes forty percent of this year's Gris. Grapes from the *Middle Ridge* Pinot Gris plantings on the hills at 1,000 feet elevation ripened later, almost two weeks after the valley fruit. The grapes from

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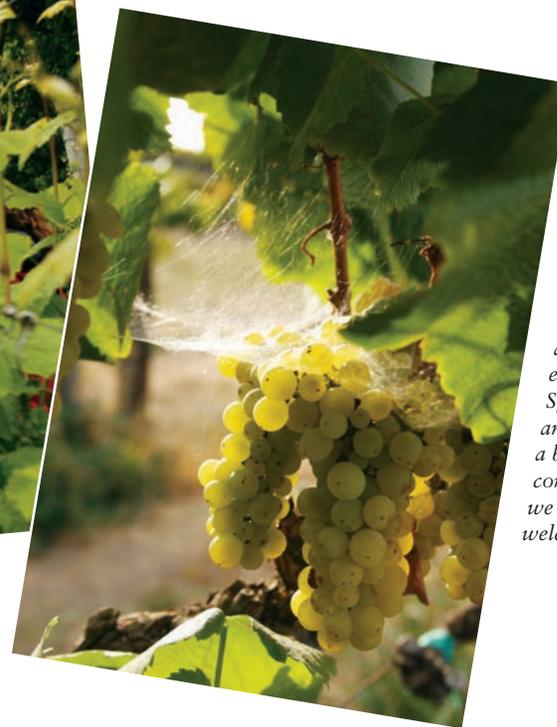
Harvested	Sept. 1-15, 2016
Sugars at harvest	23.5° Brix
Bottled	May 4-5, 2017
Cases produced	1,735
Alcohol	13.3%
Titrateable acidity	6.1 g/L
pH	3.30
Price (750 ml)	\$22.00

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both pickings were destemmed without the use of SO<sub>2</sub>, then the juice was fermented and aged six months *sur lie* in refrigerated French oak casks. Rich and oily with mineral notes and touches of walnuts and dried mangoes, it pairs beautifully with a chicken or turkey waldorf salad. **Silver Medal winner.**

## 2016 Riesling Anderson Valley (Dry)

Eduardo positioning shoots in Navarro's Campsite Riesling. This "Lyre" trellis was developed in the late 1960s at the University of Montpellier, France, and was computer modeled to maximize solar efficiency. The vine's head is split into two panels of leaves about three feet apart at the base, progressing to five feet apart at the top of the canopy. Eduardo is actually inside the trellis to train the shoots on both sides.



A Riesling cluster with cobweb and spider. We don't spray insecticides and nature always finds a way to fill every environmental niche. Spiders are predators and help maintain a balanced insect community at Navarro; we regard arachnids as welcome allies.

## Moonlight sonata

We described the various Anderson Valley viticultural microclimates in the 2016 Pinot Gris story, but there are vineyard climate differences even within a particular microclimate. Perhaps the most dramatic display of this is Navarro's *Campsite* Riesling. Before we built a house in Philo (many moons ago) we camped out in a tent. The place where we located our summer tent was a field with hills on three sides, close to a stream at the bottom of two canyons. The canyons are forested and rise 1200 feet above the field. During the summer months, cool air drains off the forests into the sheltered field; this natural "air conditioning" can cool the field by up to ten degrees on a hot day, which is why we chose to camp here. Several years later we decided to plant Riesling at the same location but the site is so cool that it is our last field to ripen. One third of this bottling came from a warm site on the Philo

valley floor harvested on September 10. Two thirds of the grapes were harvested over two weeks later from our cooler *Campsite* field which is planted, for complexity, to three Riesling clones. We followed Navarro's aromatic white winemaking protocol by fermenting and aging *sur lie* in

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Harvested	Sept. 10-29, 2016
Sugars at harvest	22.8° Brix
Bottled	May 9, 2017
Cases produced	1,068
Alcohol	13.3%
Residual Sugars	0.38%
Titrateable acidity	6.6 g/L
pH	3.22
Price (750 ml)	\$22.00

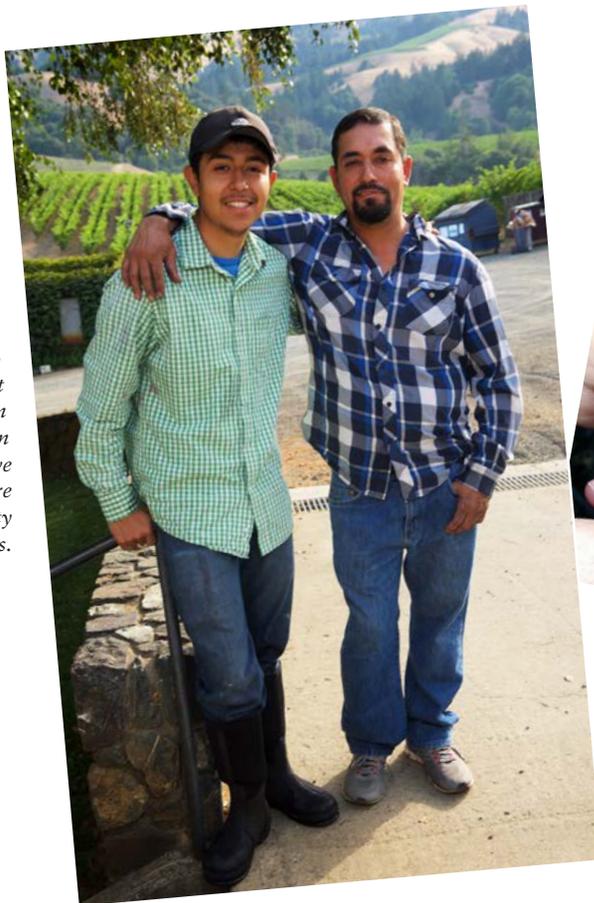
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refrigerated oak casks for eight months, but with this vintage we decided to bottle the wine considerably drier than any preceding vintage, resulting in a shimmering moonlight sonata of bright flavors: an alluring mixture of beeswax, white nectarine and marzipan aromas with an amazingly dry, focused finish. Gold Medal winner.

**2016 Muscat Blanc**  
*Cluster Select Late Harvest*  
*Anderson Valley*

*How sweet it is: Hugo Sr. is a tractor driver at Navarro. His son, Hugo Jr., worked as a harvest intern at Navarro in 2017. Hugo Jr. just graduated from Anderson Valley High and has been accepted in the highly selective Enology and Viticulture Program at the University of California, Davis.*



*A grape cluster with most berries shriveled by Botrytis cinerea (left). Botrytis beginning to spread in a grape cluster (below). An infected berry's skin first turns brown, then a grey mold appears on the surface. The fungus perforates the grape's skin, allowing water in the grape to evaporate, thereby concentrating the sugars, acids and flavors in the remaining juice.*



## Sweetie pie

**O**ur Muscat vines produced a bountiful crop in 2016. We decided to begin harvesting when the fruit was at an optimum ripeness level for our dry Muscat, and we would quit picking when we had enough grapes to produce sufficient wine for our normal sales requirements. We began harvesting grapes for our dry Muscat on September 23 and stopped on row sixteen, leaving about forty percent of the vines in the field unharvested for potential late harvest wine. We kept our fingers crossed that a nest of yellowjackets wouldn't find these aromatic morsels, as their poking and prodding sets up conditions for ugly rot to appear rather than the noble rot *botrytis*. We experimented on six vines by cutting the canes, shutting off the water supply to the grape clusters so that they could dehydrate. The French refer to this procedure as *passerillage* and the results are close to Italian *passito* wines. Unfortunately

the Muscat leaves dehydrated quickly and the fruit was subsequently exposed to the hot sun; the juice tasted a little cooked. We weren't deterred by one (fortunately small) failed experiment. In mid-October, the vines still had a full canopy

Harvested	Oct. 11, 2016
Sugars at harvest	37.6° Brix
Bottled	Feb. 22, 2017
Cases produced	444
Alcohol	11.2%
Residual Sugars	22.1%
Titrateable acidity	11.0 g/L
pH	3.29
Price (750 ml)	\$69.00
(375 ml)	\$35.00

protecting the fruit from the sun; the berries had dehydrated with the help of some *botrytis* created by the daily fog, resulting in a wine with concentrated flavors and aromas. Grape acidity was also concentrated, predicting a long life for this sweetie. A thimbleful of this heady, exotic, succulent beauty is dessert unto itself. **Gold Medal winner. Best of Show. 98 points.**

# HOLIDAY SAMPLERS AND GIFTS

## Medal-winning wines at holiday savings

Samplers are pre-packaged and each contains wines in limited supply. All subject to prior sale.

**No. 1**  
12, 6 bottles

### Red and White House Wines

Choose either three or six bottles each of Chardonnay and Navarrouge; exceptional flavor and value for only \$14.00 per bottle!

**2016 Chardonnay Table Wine Mendocino**

**2015 Navarrouge Mendocino Red Wine**

#1A—12 bottle Sampler

**\$168.00**

Savings of \$30.00



#1B—6 bottle Sampler

**\$86.00**

Savings of \$13.00



Phil and the rest of our staff will be manning the phones extra hours from 8 AM till 6 PM weekdays and 8 AM to 5 PM weekends to help you take advantage of One-Cent ground shipping and bargain sampler prices. Navarro's farm-direct wines always represent an excellent value and our specially priced samplers feature discounts up to 24% until December 31.

**No. 2**  
12, 6 bottles

### Dry Golden Six

Choose either one or two bottles each of six Gold Medal-winning wines; three crisp whites, two mouth-filling reds and a delightful rosé.

**2016 Gewürztraminer Estate Bottled (Dry)**

**2016 Riesling Anderson Valley (Dry)**

**2015 Chardonnay Mendocino**

**2016 Rosé Mendocino**

**2015 Pinot Noir Méthode à l'Ancienne**

**2015 Zinfandel Mendocino**

#2A—12 bottle Sampler

**\$229.00**

Savings of \$45.00



#2B—6 bottle Sampler

**\$117.00**

Savings of \$20.00

**No. 3**  
12 bottles

### Holiday Cheer

Something special for every occasion: one bottle each of eleven new releases plus a Gold Medal-winning Navarro favorite.

**2014 Navarro Brut Anderson Valley**

**2016 Gewürztraminer Estate Bottled (Dry)**

**2016 Pinot Gris Anderson Valley**

**2016 Riesling Anderson Valley (Dry)**

**2016 Chardonnay Table Wine Mendocino**

**2015 Pinot Noir Méthode à l'Ancienne**

**2015 Pinot Noir Deep End Blend**

**2015 Zinfandel Mendocino**

**2015 Zinfandel Old Vine Cuvée**

**2013 Petite Sirah Mendocino**

**2016 Muscat Blanc (375ml) Cluster Select Late Harvest**

**2015 Chardonnay Première Reserve**

#3—12 bottle Sampler

**\$279.00**

Savings of \$63.00



**No. 4**  
12, 6 bottles

### All Red, All Gold

Choose either one or two bottles each of six Gold Medal-winning varietal red wines.

**2015 Pinot Noir Méthode à l'Ancienne (Unfiltered)**

**2015 Pinot Noir Deep End Blend**

**2015 Zinfandel Mendocino**

**2015 Zinfandel Old Vine Cuvée**

**2013 Petite Sirah Mendocino**

**2013 Cabernet Sauvignon Mendocino**

#4A—12 bottle Sampler

**\$339.00**

Savings of \$71.00



#4B—6 bottle Sampler

**\$175.00**

Savings of \$30.00



Hate to shop? Just give us the names and addresses on your gift list and we will do the rest. Sergio will be glad to print your personalized message attractively on a full-color Navarro gift card and include it with your wine or juice gift at no additional charge.

**No. 5**  
12, 6 bottles

### All White, All Dry

Choose either one or two bottles each of six dry, Medal-winning white wines.

**2016 Gewürztraminer Estate Bottled (Dry)**

**2016 Pinot Gris Anderson Valley**

**2016 Riesling Anderson Valley (Dry)**

**2016 Sauvignon Blanc Cuvée 128**

**2015 Chardonnay Mendocino**

**2015 Muscat Blanc Estate Bottled (Dry)**

#5A—12 bottle Sampler

**\$209.00**

Savings of \$44.00



#5B—6 bottle Sampler

**\$109.00**

Savings of \$17.50

**No. 6**  
12, 6 bottles

### Winemaker's Favorites

These six wines are certainly top of the line and represent the best of Navarro; choose one or two bottles of each.

**2014 Navarro Brut Anderson Valley**

**2016 Gewürztraminer Estate Bottled (Dry)**

**2015 Chardonnay Première Reserve**

**2015 Pinot Noir Deep End Blend**

**2015 Zinfandel Old Vine Cuvée**

**2016 Muscat Blanc (375ml) Cluster Select Late Harvest**

#6A—12 bottle Sampler

**\$299.00**

Savings of \$93.00



#6B—6 bottle Sampler

**\$159.00**

Savings of \$37.00

**2015 Pinot Noir**  
*Méthode à l'Ancienne*  
 Anderson Valley, Mendocino

*Pinot being made with the "ancient method." We discovered early on that Pinot Noir wine tastes and smells less manipulated if the fermenting must is punched down by hand rather than using modern pumps; this keeps the juice in contact with the skins. Since we ferment almost two hundred bins of Pinot Noir each vintage, Navarro's interns, like Dan, stay in shape.*



*Morning fog in Navarro's Marking Corral Pinot Noir. Philo's temperate climate is due to daily ocean breezes. Fog rolls in nightly and its chill aids in retaining the grapes' natural acidity.*

## Suit the vintage

We've been growing Pinot Noir grapes in Philo and making wine from these vineyards since 1978. Had someone told us forty years ago that we would still be experimenting on how to vinify estate Pinot Noir in 2017, we would have been dumbfounded. We frequently compare winemaking to cooking, which is a fair analogy if you're comparing cleanup to prep time. Winemaking however is focused almost entirely on a single ingredient; how the grapes are grown and processed becomes the ultimate variable. Weather has a noticeable effect on the fruit our vines produce, so each year many of Navarro's winemaking regimes are adjusted to nudge the outcome yet still capture the essence of the vineyard and the vintage. For example, we've learned that *pumping over* and *saignée* (removing some free-run juice to make a heavier wine) manipulate Pinot Noir too much, so we now avoid these practices. Other regimes, like fermentation temperatures

and frequency of punch-downs, are frequently tested and modified to suit the vintage. Some decisions however are made before harvest and can't be changed; Navarro's barrels come from France and we order a specific number based upon a normal Pinot harvest. In 2015, our vines set a light crop with small berry size, consequently a higher percentage of the wine was aged in new barrels; almost 40% of the blend went into new oak rather than our typical 30%. Big and concentrated with flavors of dark plum and cherry with a touch of toffee and leather; great with fresh or smoked salmon. **Gold Medal winner.**

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Harvested	Sept. 5-12, 2015
Sugars at harvest	25.6° Brix
Bottled	Aug. 18, 2017
Cases produced	4,368
Alcohol	13.8%
Titrateable acidity	5.6 g/L
pH	3.70
Price (750 ml)	\$32.00
Price (750 ml unfiltered)	\$35.00
Price (375 ml)	\$17.50
Price (magnum)	\$65.00

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**2015 Pinot Noir**  
*Deep End Blend*  
 Anderson Valley, Mendocino

*Bill pouring a magnum of an older vintage of Deep End Pinot. Navarro's regime of selecting the best vineyard lots, aging in French oak barrels for sixteen months and finishing with an unfiltered bottling assures a long life for our Deep End Pinots. They typically don't reach their best until about six to eight years after harvest. As of this newsletter, the 1999 is still a pleasure to drink.*



*Night harvesting Pinot Noir under floodlights. Navarro's Pinot Noir fields are divided into blocks where either the clone and/or rootstock change. Some blocks make very good wine every vintage but it is difficult to predict which of these blocks will produce the single best lot of wine in any particular vintage.*

## Alpha Pinot

The differences in wine quality between one plot of land and another have been observed for centuries in France. In Burgundy the highest vineyard classification is *Grand Cru*, and the name of the vineyard, *Bonnes-Mares* for example, will appear on the wine label even more prominently than the producer's name, showing the economic value of the vineyard's identity. All three Pinots we produce, our inexpensive *Anderson Valley* bottling, the food-friendly *Méthode à l'Ancienne* cuvée and this wine, our complex *Deep End Blend*, come from a single vineyard, namely Navarro. However, within Navarro we have twenty-nine different blocks of Pinot Noir in our Philo vineyards alone, and many blocks are further divided by trellis or canopy management; we fermented and aged forty-one separate Pinot Noir wines in 2015. In our decades of making Pinot Noir wines from the same fields, we have never found a wine from

a single site that couldn't be improved by blending in another wine or wines from nearby fields. This wine is a cuvée selected from the best eight wines produced from our Philo-grown grapes in 2015. After selecting the exact blend percentages, the wines were racked and combined in August 2016, then returned to barrels for an additional six months of aging. Navarro's Pinot Noir vines produced a modest crop in 2015, so we could only produce seventy-five percent of the normal production of this, our most complex Pinot; a special occasion wine, with aromas of Christmas spices that complement roast duck or goose. **Gold Medal winner. Best of Class.**

Harvested	Aug.26-Sept.10,'15
Sugars at harvest	24.2° Brix
Bottled	Feb.23,2017
Cases released	498
Alcohol	13.7%
Titratable acidity	6.3 g/L
pH	3.60
Price (750 ml)	\$55.00
(magnum)	\$110.00

*Jim and Al discussing pruning. Many of Al's vineyards were planted years ago with the vines goblet-trained eliminating the need for any trellising. The vines were planted on a six foot by six foot grid so that weeds could be eliminated by disking in two directions.*



*Jim and Ed in Ed's Zinfandel vineyard; the vines, planted over sixty years ago, are goblet-trained, which is typical of many vineyards of that era. Fifty-seven percent of the vintage was produced from grapes grown by Ed Berry, and forty-three percent was produced from vines farmed by Al Tollini.*

## East meets west

Navarro has made Zinfandel every year since 1999 from vineyards farmed by Al Tollini and Ed Berry in the eastern part of Mendocino County, in the Russian River valley. Navarro is located in the western part of the county and, as far as red wine production is concerned, is primarily a Pinot Noir producer, where balance and finesse always triumph over weight and muscle. It is this west county experience and palate that we bring to Navarro's Zin production. Although we respect the Italian tradition of growing this heritage grape, Navarro's "Pinot" production influences our winemaking. Grape seeds contain very bitter compounds named ellagitannins, which are mostly extracted from grape seeds when the alcohol is over twelve percent. (A low alcohol Zin is an oxymoron.) Navarro's red wine regime features a slow, cold start to the fermentation process that allows the grape's own enzymes to break down the

grape skins and extract color and flavor early in the process so that when the alcohol reaches twelve percent, the must can be pressed and the juice removed from the skins before these bitter compounds are extracted. Waiting longer to press would have perhaps produced a bigger and more extracted wine, but at the loss of a supple mouth-feel making the wine-food pairing more of a challenge.

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Harvested	Sept. 2-20, 2015
Sugars at harvest	26.8° Brix
Bottled	Aug. 16, 2016
Cases produced	928
Alcohol	14.6%
Titrateable acidity	6.9 g/L
pH	3.77
Price (750 ml)	\$22.00

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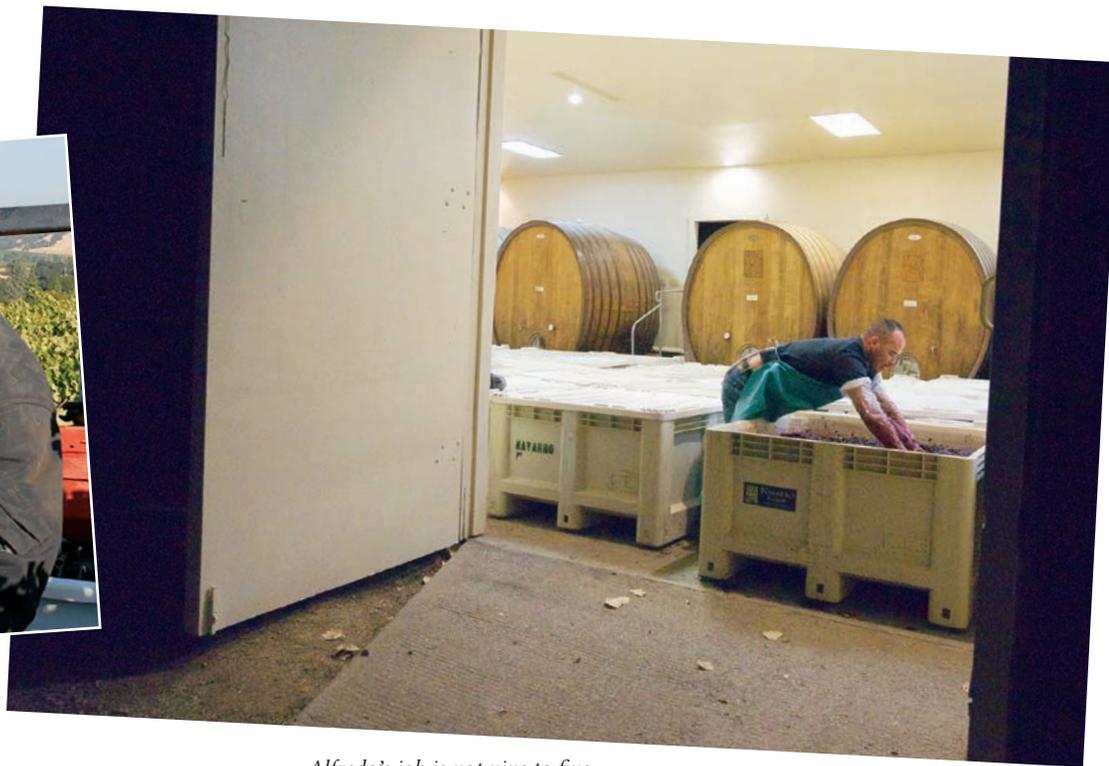
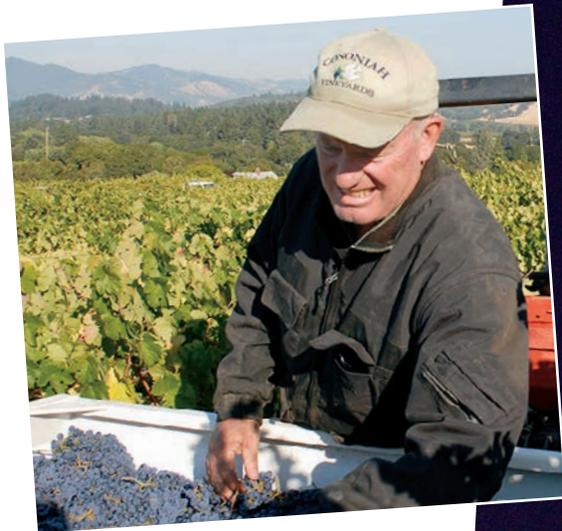
Although we simply designate this wine as *Mendocino*, it is produced entirely from vines that could be collecting Social Security. Strawberry jam and white pepper nose, stewed plum and a minty note; a crowd pleaser with lasagna or pork ribs. **Gold Medal winner.**

## 2015 Zinfandel

Old Vine Cuvée

Mendocino

*Ed checking the grapes he is about to deliver. Ed Berry is a grower who is on top of everything that goes on in his vineyard, something we greatly appreciate. Good wine only comes from good grapes.*



*Alfredo's job is not nine to five during harvest, as punch-downs often start and end in the dark.*

## Light crop, beefy wine

The 2015 Zinfandel harvest was unusually early at Berry Vineyards in 2015. The vines are in their sixties and reacting to difficult spring weather, they set a very modest crop. In fact, the vines produced so little fruit that they roared their crop into ripeness a full two weeks earlier than the preceding vintages. Ed Berry harvested and delivered his first load of Zinfandel before Navarro had completed our Gewürztraminer harvest, which floored us as Gewürztraminer is recognized as a very early ripener and Zinfandel is considered a very late ripener! One of the realities of the fruit ripening at breakneck speed is that the hang-time is shorter, thus more of the grape's natural acidity is retained. Not only is this a deeply flavored wine, but with such exceptional acidity, we expect it to age gracefully for a decade or perhaps more. The grapes from Ed's first Zin picking were fermented

in three open-top fermentors and the must was punched down by hand twice daily to keep the tannins soft. After a two-week fermentation the must was lightly pressed and the juice racked to seasoned French oak barrels to complete both primary and secondary fermentations. After eleven months

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Harvested	Sept. 1, 2015
Sugars at harvest	26.7° Brix
Bottled	Aug. 11, 2016
Cases produced	829
Alcohol	14.8%
Titrateable acidity	7.7 g/L
pH	3.37
Price (750 ml)	\$29.00

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of barrel aging, the wine was bottled. Opening this wine is like smelling a warm blackberry pie fresh from the oven: plush, complex, wafting of cinnamon and anise. This is not a wine for a timid novice and its bravado is a great match for short ribs or a hearty beef stew. **Gold Medal winner. Best of Class.**

## 2013 Petite Sirah Mendocino

*Ulises stirring red wine in a barrel, keeping solids in suspension and adding a little oxygen, ensuring that both primary and secondary fermentations will complete.*



*Rolling older barrels into a van. Navarro purchases close to two hundred new barrels each year, which means we have to sell about two hundred older barrels each year.*

## Mendo blendo

This is our second vintage of Petite Sirah from grapes grown on eighty-year-old, goblet-trained vines carefully tended by Al Tollini in a vineyard that his grandfather planted. Petite Sirah, also named *Durif* after a botanist from Montpellier, was discovered in France in the late nineteenth century from a spontaneous cross pollination between Syrah and Peloursin. Peloursin, Syrah and Petite Sirah vines are extremely difficult to distinguish in old age, so many of the older California Petite plantings are actually field blends containing Peloursin or Syrah vines. Petite gained in popularity for a while, as it is somewhat resistant to mildew, but its popularity has steadily dwindled due to wine quality issues, most likely connected with the variety's abundance of tannins. We tackled the tannin issue at Navarro the same way we deal with Zinfandel's tannins. First we cold-soak the must to allow the grape's enzymes

to extract flavor and color prior to fermentation, then we punch down the cap rather than pump over to reduce harshness and finally we press the must when alcohol is at twelve percent to avoid bitter seed-tannins. The wine is then aged two years in the barrel followed by another two years in the bottle to mellow. From the age of the vineyard it's likely this wine does include some Peloursin vines. Navarro's panel found this vintage felt more complete with a five-percent addition of Cabernet Sauvignon and a four-percent addition of Syrah. Dark purple with juniper, black pepper, currant and licorice tones. **Gold Medal winner. Best of Class.**

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Harvested	Oct. 5, 2013
Sugars at harvest	25.7° Brix
Bottled	Aug. 18, 2015
Cases produced	364
Alcohol	14.2%
Titrateable acidity	6.9 g/L
pH	3.71
Price (750 ml)	\$32.00

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## Non-alcoholic wine-grape juices

2017 Gewürztraminer (white)

2017 Pinot Noir (red)

2017 Verjus (green juice from Chardonnay)

Navarro's office staff are the folks behind the scenes who keep our business glued together.

We first produced varietal grape juice for children but have since discovered that most of our juice is consumed by adults seeking wine-grape flavors without any alcohol.



Ripe Pinot Noir cluster in hand (left) and ripe Gewürz grapes in buckets (below). The Gewürz juice boasts floral aromas with flavors suggesting peach or passionfruit; the Pinot juice features strawberry-plum flavors with a bit more acidity than the Gewürz.



## All that glitters is not wine

During the grape harvest, visitors to our tasting room are typically surprised by the Gewürztraminer and Pinot Noir clusters and berries. Wine grape clusters are small, typically weighing about four ounces, with tiny berries that measure about a half-inch in diameter. Not only are the clusters and berries small, but wine-grapevines are shy producers, especially for fine wine production, yielding about four tons per acre as compared to an apple orchard which produces up to thirty tons of fruit per acre. The scant production, small clusters and tiny berries are attributes that have been deliberately selected by vineyardists over the centuries; these qualities facilitate making intensely flavorful wines, so it should come as no surprise that Navarro's Gewürztraminer and Pinot Noir juices are mighty flavorful. The grapes for juice are destemmed, pressed and the juice chilled down to about 32°F to prevent fermentation. Over the next couple of days, we cold-filter the juice rather than

heating it, retaining all the fresh-fruit flavors. Navarro's 2017 verjus is produced from *Anderson Valley* Chardonnay grapes harvested early to retain the grape's natural acidity. Unlike most commercial verjus, this juice tastes like it was just harvested and Chardonnay's varietal apple-citrus flavors make it a perfect replacement for lemon juice or vinegar in recipes and salads. All three juices are available in 750 ml bottles and should be refrigerated after opening. \$13.00 per bottle.

## JUICE SAMPLERS

### 6 Bottle Sampler

2 each Gewürztraminer  
3 each Pinot Noir  
1 each Verjus  
\$68.00 *Save \$10.00*

### 12 Bottle Sampler

5 each Gewürztraminer  
6 each Pinot Noir  
1 each Verjus  
\$132.00 *Save \$24.00*

