

NAVARRO

Vineyards



- 2006 Navarro Brut, Anderson Valley: *Take the leap*
- 2017 Gewürztraminer, Estate Bottled (Dry): *The one that got away*
- 2017 Chardonnay Table Wine, Mendocino: *Getting better all the time*
- 2017 Pinot Gris, Anderson Valley: *Pooh bear*
- 2017 Riesling, Anderson Valley (Dry): *Dry humor*
- 2016 Pinot Noir, Méthode à l'Ancienne: *Full-time benefits*
- 2016 Pinot Noir, Deep End Blend: *Top of the line*
- 2016 Zinfandel, Mendocino: *Moonstruck*
- 2016 Zinfandel, Old Vine Cuvée: *Work ethic*
- 2018 Grape Juices, Gewürztraminer, Pinot Noir and Verjus: *Allspice*



OUR 2018 HOLIDAY RELEASES

Reach out

Although Navarro was spared the devastation of this year's wildfires, it was wrenching to watch the damage suffered by fellow winegrowers, first responders and neighbors. We think the holidays are the best time of year to reach out to friends and family experiencing both good and hard times with a gift of wine. Navarro is releasing nine new wines this season: four dry whites and four vigorous reds as well as a delightfully toasty sparkling wine recently disgorged after eleven years resting *sur latte*. Three yummy varietal grape juices are also available so the whole family can celebrate. The Gold Medal-winning 2017 Chardonnay Table Wine bursts with flavor for a mere \$13.75 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*



Navarro's Sampler B features three Gold Medal-winning varietal wines: a full-bodied red, a crisp white and a delightfully dry rosé. With an inviting 31% discount priced at only \$49.00, the sampler represents a savings of \$22.00. Sales tax and shipping costs are additional.

A Season for Giving WITH DISCOUNTS UP TO 31%

Three bottles of Gold Medal-winning wines make a great gift for friends or family this holiday season. We'll be glad to include your own gift card or to personalize an attractive Navarro card (see photo) with any message you like—simply tell us what to print on the inside and we'll do the rest. Vintage substitutions may occur.

Sampler A: Popular Red and White \$39.00 *Save \$15.50*

2017 Chardonnay Table Wine *Mendocino*
2016 Sauvignon Blanc *Anderson Valley*
2016 Navarrouge *Mendocino Red Wine*

Sampler B: Red, White and Rosé \$49.00 *Save \$22.00*

2016 Chardonnay *Anderson Valley*
2016 Rosé of Pinot Noir *Anderson Valley (Dry)*
2014 Zinfandel *Mendocino*

Sampler C: Chardonnay and Pinot Noir \$59.00 *Save \$25.00*

2015 Chardonnay *Première Reserve*
2015 Chardonnay *Mendocino*
2014 Pinot Noir *Méthode à l'Ancienne (Unfiltered)*

Sampler D: Top-of-the-Line Reds \$69.00 *Save \$27.00*

2014 Pinot Noir *Méthode à l'Ancienne (Unfiltered)*
2015 Zinfandel *Old Vine Cuvée*
2013 Cabernet Sauvignon *Mendocino*

2006 Navarro Brut

54% Chardonnay, 46% Pinot Noir
Disgorged May 2018
Anderson Valley, Mendocino

September 25, 2006:
Eduardo harvesting
Hammer Olsen
Chardonnay for this
sparkling wine. These
days, in addition to
working in the vineyard,
Eduardo takes care of
Navarro's sheep.



Sparkling wine in
bottles. After selecting
and blending the final
cuvée, sugar and yeast
are added to each
bottle to produce the
desired bubbles before
the bottles are sealed
with a crown cap.
Champagne bottles rest
on their side (*sur latte*)
in tall bins until they are
disgorged months or
years later. One of the
bin's sides is removable,
making it easier to stack
or unstack the bottles.



Take the leap

We've always enjoyed drinking Champagne but our interest piqued in the early 1980s when the sparkling wine houses of Roederer Estate and Scharffenberger became our neighbors in remote Anderson Valley. We bottled Navarro's first sparkling wine in 1985 and we have produced fifteen additional sparkling wines since then. About twenty years ago, we tasted the prestigious Champagne Salon for the first time. It is only bottled in the best vintages and each bottle remains on the yeast (*sur latte*) for a minimum of ten years before it is riddled and disgorged. The wine blew us away and we immediately wanted a better understanding of the effect of extended yeast contact on Navarro's sparklers. In 2006, we produced and bottled a sparkling wine cuvée comprised of 54% Chardonnay and 46% Pinot Noir. After tasting the wine a couple of years later, we agreed that it was unusually good and took the

leap to leave it on the yeast for an extended period of time. We disgorged half of the wine in 2015 and disgorged this final half in 2018 after eleven years resting *sur latte*. We've learned something about aging *sur latte*, but unfortunately our accountants have shown us the cost of aging a wine for

Harvested	Sept. 25-26, 2006
Sugars at harvest	20.3° Brix
Bottled	July 29, 2007
Disgorged	May 29, 2018
Cases produced	866
Alcohol	11.9%
Titratable acidity	9.2 g/L
pH	3.20
Price (750 ml)	\$39.00

twelve years. We keep Navarro's prices moderate which is incompatible with a wine that we've nurtured for more than a decade; this is probably your only chance to taste a Navarro sparkling wine with eleven years of yeast contact. A yeasty meringue of toasty quince which tastes incredibly fresh despite the twelve-year wait.

2017 Chardonnay Table Wine
Mendocino

Navarro's tasting room staff, June 2018. From right to left: Bill, Kerri, Julia, Pat, Julia, Chris and Tyler. This crew has worked at Navarro for an average of over sixteen years; they probably can answer any wine question thrown their way.



Moving Navarro's flock of babydoll sheep into the Chardonnay field closest to the tasting room. The tender, sweet grape shoots are the first thing the sheep want to eat. The vines' fruiting zone is out of reach, but the sheep do an amazing job of consuming all the (unwanted) trunk suckers.

Getting better all the time

The first vintage of Navarro's dry Chardonnay-based table wine was 1981. The earliest vintages frequently included additions of other grape varieties. To meet legal requirements for our appellation, a minimum of 85% of the wine in the bottle must be produced from the grape variety listed on the label; consequently, until 1987, our Chardonnay-based wines were labelled as *Vin Blanc*. Navarro's Chardonnay plantings have quadrupled since 1981; Chardonnay *Table Wine* made its debut in 1988 as it is now produced entirely from Chardonnay grapes. In this vintage, the wine produced from Navarro-grown grapes constitutes half of the total, with the remainder produced from grapes grown by two other growers: a third from our next-door neighbor Valley Foothills Vineyards, and the remainder from Tollini Vineyards in Redwood Valley. All of Navarro's raw Chardonnay lots are aged

in French oak barrels; 100% of this bottling was barrel-aged for nine months. After a series of three tastings, Navarro's staff selected a cuvée from several lots of wine that were intended for our *Mendocino* and *Première Reserve* bottlings. We could have produced more *Table Wine*, but three additional Chardonnay lots added little to our very attractive 2017 blend and consequently were sold off as bulk wine. Since this cuvée was selected from wines that were intended for either the *Reserve* or *Mendocino*

Harvested	Sept.11-Oct.5, '17
Sugars at harvest	23.3° Brix
Bottled	June 26-27, 2018
Cases produced	1,602
Alcohol	13.2%
Titrateable acidity	6.1 g/L
pH	3.30
Price (750 ml)	\$17.00

bottlings, a small part of the wine was barrel-fermented and a larger part was cool-fermented in stainless steel without a malolactic fermentation. As a result, this vintage of *Table Wine* more closely resembles the *Mendocino* than the *Reserve* in style. **Gold Medal winner. Best of Class.**

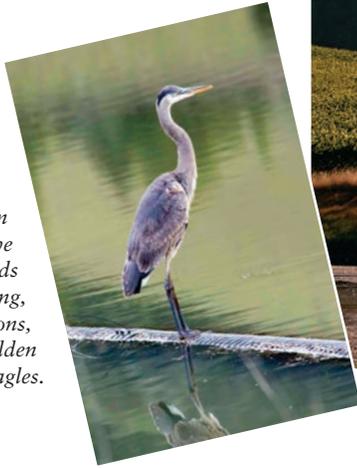


HOLIDAY SPECIAL!

Buy it by the case for only \$165.00; a savings of \$39.00. That's only \$13.75 per bottle.

2017 Gewürztraminer
Estate Bottled, Dry
Anderson Valley, Mendocino

A blue heron fishing in one of Navarro's ponds. We've stocked our largest pond with bass and bluegills. When the pond is low and the water shallow, many birds are frequently seen fishing, including blue herons, snowy egrets, golden eagles and bald eagles.



A nearly empty pond. We capture rainwater during the winter storms and store it in several ponds. In the 2017 harvest we sprinkled our vines from overhead during severe heat spells to lower the vineyard temperatures and protect the grapes' fresh flavors.



Andres checking one of Navarro's five diesel pumps that we use to frost protect or occasionally cool our vines. During the 2017 heat spells all five were simultaneously pumping stored-up rainwater to reduce the temperature. Andy will be retiring, after almost forty years solving problems at Navarro, to manage his own ranch down the road.

The one that got away

We had a warm spring in 2017. The occasional morning frost was usually accompanied by temperature inversions allowing us to frost protect our vines on those cold mornings with wind machines rather than having to use overhead sprinklers. The winter rains had saturated the soils as well as filled our ponds, so we went into August with ponds that were almost full. Then, in late August and early September, midday temperatures in the vineyard soared to a record-breaking 110° F. The grapes weren't fully ripe yet so we decided to beat the heat by turning on the overhead sprinklers for up to five hours midday during the heat spells. We kept our fingers crossed that the water wouldn't cause rot in the grapes. The sprinklers lowered the vineyard temperature by a remarkable 20°F, making conditions bearable for the vines. The heat spells fortunately ceased after five days, just as we ran out of rainwater stored from the previous winter.

We had no water left for a post-harvest irrigation, or even fire protection, which caused major anxiety when firestorms raged through Napa, Sonoma and Mendocino in October. Both Navarro and our customers were lucky as we were able to protect the delicate floral aromatics and avoid cooked flavors during the blistering heat. Fortunately, Gewürztraminer grape skins are tough and survived the sprinkling without rot. Grapes were harvested from nine separate blocks in early September and the juice was fermented and aged as separate lots in refrigerated French oak ovals. A cuvée was selected, blended and bottled after eight months of cask aging *sur lie*. **Gold Medal winner.**

Harvested	Sept. 9-11, 2017
Sugars at harvest	23.0° Brix
Bottled	May 4-8, 2018
Cases produced	2,547
Alcohol	13.5%
Titrateable acidity	7.4 g/L
pH	3.32
Price (750 ml)	\$22.00
(375 ml)	\$13.00

2017 Pinot Gris

Anderson Valley, Mendocino

Bear damage in Navarro's Middle Ridge Pinot Gris. Most years during harvest, bears have a nighttime snack in Navarro's remote Middle Ridge or Marking Corral vineyards. Sucking off the berries without damaging the stems, one bear can clean out five to ten vines an evening. It's a contest: who will harvest Pinot first, the shy bears or Navarro's crew?



The perimeters of Navarro's upper vineyards are fenced, with solar-operated gates allowing access. Horizontal logs were installed to keep the gate posts vertical; bear claw marks seen on these logs reveal how these determined animals enter the vineyards. We now refer to these logs as "bear ladders."

Ted and Dove in an electric ATV monitoring the vineyards. Since Dove refuses to wear a seat belt, we built and installed a stainless-steel door so that she wouldn't fall out.



Pooh bear

Navarro's Pinot Gris vineyard is located in the hills at an elevation of about 1,000 feet with a spectacular view of the valley floor. It's wild up in the hills, so each vineyard site is individually deer-fenced, leaving the forested areas and streams unobstructed in order that the many animals living here—bears, deer, coyotes, mountain lions, bobcats and feral pigs—can roam freely over the surrounding 700 acres. We have a resident bear population that returns during every harvest to enjoy a diet of our neighbor's apples and Navarro's Pinot. Since the bears show a preference for Pinot, we wonder if they have a preference for a particular apple variety as well? Winemakers have to share the wildlife's habitat, especially during harvest, as we keep track of grape ripeness and quality issues. We use ATVs while inspecting our vineyards, and in 2017, Ted purchased a battery-powered model. The joy of an electric ATV is that there's no engine noise,

making it easy to hear the birds and sneak up on deer. However, while inspecting the vineyards in September with this ATV, Ted came across these vines stripped of fruit and a chill went up his back—a bear, like a Heffalump, is an animal you don't want to sneak up on! Solution: sing loudly—and off-tune! The Gris vineyard is divided into two blocks, each featuring a different clone. The grapes were harvested, fermented and aged *sur lie* as separate lots in refrigerated oak ovals; after eight months of aging a cuvée was selected, then blended and bottled. Rich texture suggests hazelnuts or walnuts with restrained aromas of melon. **Gold Medal winner. Best of Class.**

Harvested	Sept. 7-Oct. 4, 2017
Sugars at harvest	23.2° Brix
Bottled	April 30-May 1, '18
Cases produced	1,702
Alcohol	13.5%
Titrateable acidity	8.0 g/L
pH	3.23
Price (750 ml)	\$22.00

2017 Riesling

Anderson Valley, Mendocino (Dry)

To measure the approximate residual sugar level in a wine, we use reagent tablets that are designed for medically testing sugar levels in urine samples. A dry wine under 0.1% residual sugar produces a blue-green color, while the yellow-rust color is produced by a wine containing more than 1.0% residual sugar. In the hundreds of tests we've made, the lowest reading we've ever seen for a completely dry wine was 0.05%. Consequently, in this wine that tests at 0.24%, the actual fermentable sugar is probably under 0.20%.



Chris spends most of his worktime in the tasting room and brings his experience to Navarro's tasting panel after fourteen years of morning tastings.



The back of an oval with solenoid valve and refrigeration pipes. We ferment Riesling in these French oak ovals. Each oval has an interior stainless-steel cooling panel through which we can circulate cold, icy water to accurately control the wine's temperature; since the solenoids are hooked up to Navarro's computer system, when we can't sleep, we can monitor the fermentation temperature on our 35 ovals.

Dry humor

Navarro's first Riesling was produced in 1979; most California Rieslings at the time were semisweet and we followed that model until 1991 when we started drying up Navarro's *Anderson Valley* Riesling. Over the next decade, residual sugars in our Rieslings slowly declined from about 2.0% to about 0.65%, a level which most in the wine industry then considered dry. Our interest in dry Riesling piqued around 2013 as a new cadre of German winemakers began specializing in *trocken* Rieslings. Consequently, the 2014 vintage at Navarro brought a further reduction in Riesling's residual grape sugars to about 0.45%; we liked the tartness of the wine, so in this vintage we fermented the wine even drier. We harvested the 2015 Riesling a little less ripe than prior vintages and as the wine aged, we enjoyed the freshness

resulting from increased acidity, so we harvested this 2017 at about the same level of ripeness. In a series of four tastings, a cuvée was selected from two out of four Riesling lots with the balance used for our 2017

Harvested	Oct. 6-7, 2017
Sugars at harvest	22.2° Brix
Bottled	May 3, 2018
Cases produced	893
Alcohol	13.7%
Residual sugars	0.24%
Titrateable acidity	8.0 g/L
pH	3.16
Price (750 ml)	\$22.00

Edelzwicker bottling. Navarro's 2017 *Anderson Valley* Riesling is both drier and tarter than prior vintages. We hope you enjoy this revised style as much as we do—a fruit salad of mango, guava and pear with a squeeze of lime and hints of jasmine tea in dry finish. **Gold Medal winner.**

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

Pinot Noir & Chardonnay

Choose either three or six bottles each of Chardonnay and Pinot Noir; both have earned Gold Medals, each was rated Best in Class and the Pinot was additionally honored as Best of Show!

2017 Chardonnay
Table Wine
Mendocino

2016 Pinot Noir
Anderson Valley

#1A—12 bottle Sampler
\$199.00
Savings of \$35.00

#1B—6 bottle Sampler
\$105.00
Savings of \$12.00

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.

2017 Gewürztraminer
Estate Bottled (Dry)

2017 Pinot Gris
Anderson Valley

2016 Chardonnay
Mendocino

2017 Rosé of Pinot Noir
Anderson Valley

2016 Pinot Noir
Méthode à l'Ancienne

2016 Zinfandel
Mendocino

#2A—12 bottle Sampler
\$239.00
Savings of \$51.00

#2B—6 bottle Sampler
\$125.00
Savings of \$20.00

No. **3** 12 bottles

Holiday cheer

Something special for every occasion: one bottle each of nine new releases plus three Gold Medal-winning Navarro favorites.

2006 Navarro Brut
Anderson Valley

2017 Chardonnay
Table Wine
Mendocino

2017 Gewürztraminer
Estate Bottled (Dry)

2017 Pinot Gris
Anderson Valley

2017 Riesling
Anderson Valley (Dry)

2016 Pinot Noir
Méthode à l'Ancienne

2016 Pinot Noir
Deep End Blend

2016 Zinfandel
Mendocino

2016 Zinfandel
Old Vine Cuvée

2017 Sauvignon Blanc
Cuvée 128

2017 Rosé of Pinot Noir
Anderson Valley

2016 Chardonnay
Première Reserve

#3—12 bottle Sampler
\$275.00
Savings of \$56.50



Hate to shop? Just give us the names and addresses on your gift list and we will do the rest. We 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. **4** 12, 6 bottles

Red, red, red

Choose either one or two bottles each of six varietal red wines: three Pinots, two Zins and a Cabernet.

2016 Pinot Noir
Deep End Blend

2016 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

2016 Pinot Noir
Anderson Valley

2016 Zinfandel
Mendocino

2016 Zinfandel
Old Vine Cuvée

2014 Cabernet Sauvignon
Mendocino

#4A—12 bottle Sampler
\$319.00
Savings of \$71.00

#4B—6 bottle Sampler
\$169.00
Savings of \$26.00

No. **5** 12, 6 bottles

All white, all dry

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

2017 Chardonnay
Table Wine
Mendocino

2017 Gewürztraminer
Estate Bottled (Dry)

2017 Pinot Gris
Anderson Valley

2017 Riesling
Anderson Valley (Dry)

2017 Sauvignon Blanc
Cuvée 128

2016 Muscat Blanc
Estate Bottled (Dry)

#5A—12 bottle Sampler
\$209.00
Savings of \$40.00

#5B—6 bottle Sampler
\$109.00
Savings of \$15.50

No. **6** 12, 6 bottles

Celebration favorites

These six wines will certainly please your most important guests; choose one or two bottles of each.

2006 Navarro Brut
Anderson Valley

2017 Gewürztraminer
Estate Bottled (Dry)

2016 Chardonnay
Première Reserve

2017 Rosé of Pinot Noir
Anderson Valley

2016 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

2016 Pinot Noir
Deep End Blend
(Unfiltered)

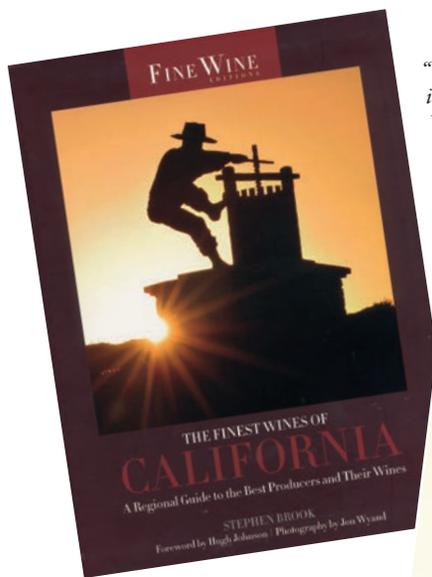
#6A—12 bottle Sampler
\$299.00
Savings of \$101.00

#6B—6 bottle Sampler
\$159.00
Savings of \$41.00



Julia and the rest of our team will be staffing the phones extra hours from 8 AM to 6 PM weekdays and 8 AM to 5 PM weekends to 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 31% until December 31.





“Even in blind tastings in the United States, one sip is enough for tasters to murmur, ‘Navarro.’ No other West Coast winery...produces such impeccably balanced sweet wines, with their blazing, refreshing acidity in perfect harmony with the lush, honeyed fruit.” —The Finest Wines of California



Tokaji wines are classified by the amount of residual grape sugars; the highest classification is Eszencia and because of the high sugar content, these wines can age 200+ years. This less expensive 5 puttonyos bottle was 152 years old when it was opened; it was still deliciously sweet, brimming with lingering complex flavors and history. The clear glass bottle was hand-blown; over the years orange-brown wine deposits have coated most of the bottle.

Time travelers: Sugarland

ENJOY NOW OR ENJOY IN 20 YEARS

The best aging wines in the world are not dry reds but rather sweet whites; the concentration of residual grape sugars and acidity in *Cluster Select Late Harvest* wines can result in nectars that are delicious a century or more after the grapes were harvested; the perfect wines to celebrate birthdays, weddings and other special events. We don't suggest that these Navarro wines will age a century, but our recently tasted 1983 *Cluster Select* Riesling was still delicious at 35 years of age.



Navarro's 6 bottle Sweetie-pie sampler includes a bottle each of these five cluster select wines plus a 2017 Muscat Late Harvest for only \$149.00; a savings of \$51.00. (375 ml bottles)

2013 Gewürztraminer

Cluster Select Late Harvest

Gewürz has thick skins, not easily prone to rot. This 2013 is a rare wine as it was picked a month earlier than the prior vintages with more acidity. A scintillating yin-yang of sweetness counter-balanced with acidity. **Gold Medal winner. Best of Show.**

Sugars at harvest	33.2° Brix
Residual sugars	15.5%
Total acidity	13.8 g/L
pH	2.99
Price (375 ml)	\$35.00

2013 Riesling

Cluster Select Late Harvest

Pliny wrote about a sweet wine from 121 BC, a famous vintage of classical antiquity: “The wine now has lasted for 200 years.” This bottling with great acidity and honeyed fruit promises delight for decades. **Gold Medal winner. Best of Show.**

Sugars at harvest	32.5° Brix
Residual sugars	15.4%
Total acidity	12.4 g/L
pH	3.05
Price (375 ml)	\$35.00

2014 Riesling

Cluster Select Late Harvest

The most prized German wines are *trocken-beerenauslese*, where the must weight is over 150 Oechsle, roughly equivalent in the US to about 35° Brix. Concentrated flavors of apricot, honey and tropical fruits with taut acidity. **Gold Medal winner. Best of Show.**

Sugars at harvest	36.8° Brix
Residual sugars	19.5%
Total acidity	10.7 g/L
pH	3.09
Price (375 ml)	\$35.00

2016 Riesling

Cluster Select Late Harvest

In 2016, we began our Riesling harvest by selecting only clusters affected with botrytis. Luscious flavors suggesting papaya, honey, orange and passionfruit in our tiniest bottling since 1983. **Gold Medal winner. Best of Show.**

Sugars at harvest	36.7° Brix
Residual sugars	21.5%
Total acidity	11.6 g/L
pH	3.13
Price (750 ml)	\$69.00
(375 ml)	\$35.00

2016 Muscat

Cluster Select Late Harvest

Because of Muscat's powerful aromatics, bees often beat us to the punch. This sweetie is as tempting as a poached pear millefeuille with a tart, sassy finish. **Gold Medal winner. Best of Show.**

Sugars at harvest	37.6° Brix
Residual sugars	22.1%
Total acidity	11.0 g/L
pH	3.29
Price (750 ml)	\$69.00
(375 ml)	\$35.00

2016 Pinot Noir
Méthode à l'Ancienne
Anderson Valley, Mendocino



The family's third generation is learning how to punchdown Pinot. It seems like a lot of fun—except when you have 100 or more bins to punchdown twice a day. We were first exposed to this type of fermentation by a French student. We laughed at Daniel when he asked to make a lot of Pinot Noir the old-fashioned way—we had fancy pumps and refrigerated stainless steel tanks and he had only an old, recycled redwood water tank; we were certain there was no way his wine could equal ours. We lost contact with Daniel but after his wine was in barrel a few months, we had to admit that his tasted better. Please excuse us for laughing at you Daniel; your input permanently changed the way Navarro ferments Pinot Noir.

Full-time benefits

This is Navarro's 42nd year producing Pinot Noir wines and over the years we've developed and tested the results of more than one winemaking regime that we now use; the combination of these regimes defines Navarro's "style." We're not fans of 15% alcohol Pinots; their heaviness tires our palates. Weather and picking decisions can change on a dime; often we are trying to avoid excess sugar and alcohol from overripe fruit. Fortunately we can quickly jump into picking mode because, in part, Navarro's vineyard workers are full-time and benefited. The grapes are harvested cold at night, and we can avoid adding sulfur dioxide to the destemmed fruit as we know our estate-grown grapes are sound and free of rot—another benefit of a full-time staff. We ferment grapes for our *Méthode à l'Ancienne* and *Deep End* Pinots in the small, three-quarter-ton fermentors pictured above. After destemming, the must temperature slowly rises and

the omission of SO₂ allows the wild yeast on the berries' skins to begin fermentation; after a few days, we add some cultured yeast to make sure the fermentation will fully complete. We punchdown by hand twice a day—no pumps to break seeds and add bitterness to the wine—then press the must when the alcohol reaches 12% to avoid bitter seed tannins. We also sell off the heavy press fractions; all of this to assure a suave mouthfeel. Lastly, since we sell and ship most of our wine to the end consumer, we are able to keep our prices moderate for such pampered Pinot. Gold Medal winner.

Harvested	Sept. 1-20, 2016
Sugars at harvest	24.5° Brix
Bottled	Aug. 22-25, 2017
Cases produced	4,078
Alcohol	13.3%
Titrateable acidity	5.5 g/L
pH	3.64
Price (750 ml)	\$35.00
(750 ml unfiltered)	\$35.00
(375 ml)	\$19.00
(magnum)	\$69.00

2016 Pinot Noir
Deep End Blend
 Anderson Valley, Mendocino

Navarro's crushpad at 3 AM. The vineyard crew began harvesting at 1 AM in order to provide the winery with cold fruit which encourages a slow fermentation. The winery crew has set up a line of bins that we will use for fermenting Pinot; each bin holds about three-quarters of a ton of destemmed Pinot Noir. Since our vineyard crew can harvest 15–20 tons a night, 20–30 empty bins are needed.



Navarro's vines are purchased as benchgrafts. The upper part, in leaf, is Chardonnay and the lower part is rootstock—Marino's top finger is on the graft union. Riparia Glorie is one rootstock we use; it was discovered in riparian areas, hence the name. Its roots tend to spread horizontally to capture water. Another rootstock we've used is Rupestris du Lot; it was discovered in the dry southwest plains and has a tap root that grows down to search out water. These two rootstocks are probably getting their nutrients from different soil strata. It's not surprising that wines produced from vines on diverse rootstocks taste differently.

Top of the line

Navarro's first harvest from estate-grown Pinot Noir grapes was four decades ago; after the first decade we had an inkling that world-class wines could be made in Anderson Valley. Our Pinot planting at the time was one vineyard block with a single clone on a single rootstock. We realized that we, and most California winemakers, knew little about the effect of specific clones, rootstocks or trellises on Pinot Noir wine quality. We decided to expand our grape source by planting eleven new Pinot Noir fields, and in an effort to understand *Anderson Valley* Pinot, these vineyards are further subdivided into 38 blocks, each featuring a different clone, rootstock or trellis. Some clones perform better than others to consistently produce top-quality wines, and we've learned which ones produce the best wine in Anderson Valley. When we discovered that rootstocks played a greater role in quality than clones, we were surprised, since there is little

published about the effect of rootstock on wine quality. Trellis design also affects flavor as it determines how the grapes are exposed to the elements; grapes need filtered sunlight to achieve ripe flavors but tastes diminish when Pinot clusters are totally exposed to the heat of the mid-day sun. In some trellises we harvest the fruit from the

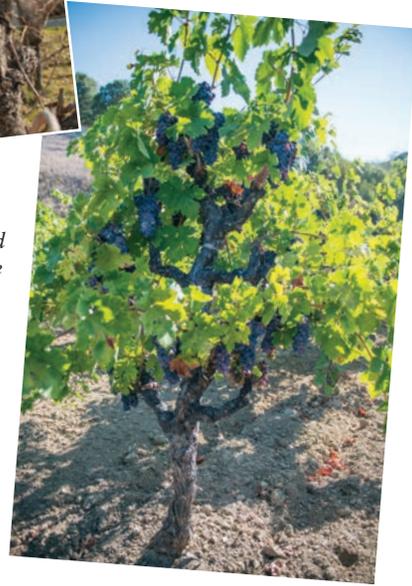
Harvested	Sept. 1-14, 2016
Sugars at harvest	24.2° Brix
Bottled	Feb. 28, 2018
Cases released	463
Alcohol	13.2%
Titrateable acidity	6.4 g/L
pH	3.64
Price (750 ml)	\$55.00
(magnum)	\$110.00

north side of the vine and keep it separate from the fruit from the south side because, well—they taste different. This bottling is a cuvée selected from the best barrels of the eight best lots—roughly 10% of our Pinot harvest—aged 16 months in Burgundian barrels, 50% new. **Silver Medal winner.**

2016 Zinfandel
Mendocino



Jim and Al Tollini discussing the upcoming pruning season. Al tends two Zinfandel fields for Navarro; the vines in the oldest block were planted in 1932.



One of Al's head-trained, 86-year-old grapevines. Luxuries like an expensive trellis with fruit wires were out of the question for the immigrant farmer, so the vine was trained into an upright trunk that needed no support. The lack of trellis limits production, but one can see that most of the fruit is in the shade in the middle of the day, which is highly desirable from a wine quality standpoint.

Moonstruck

We began purchasing Zinfandel grapes in 1991 from several vineyards to identify the fields that produced the best wine. We've gained experience and knowledge over these two decades, and we now limit our Zin grape purchases to two top-tier vineyards: Berry Vineyards and Tollini vineyards. Ed Berry's vines were planted about 70 years ago; Navarro's section is comprised of the hillside vines on the steepest slopes that produce the most concentrated flavors. Al Tollini has three primary Zinfandel vineyards and we purchase from his oldest vines—one field is almost 90 years old and the other vineyard might be considered a youngster in this group at over 50 years of age. Navarro's best single lot of Zinfandel wine has typically been labeled as *Old Vine*, however this bottling—55% Berry and 45% Tollini—was produced from grapes grown on vines with an average age of about



Removing the top from a temperature-controlled fermentor for the first punchdown of the day at 5 AM. All of Navarro's Zinfandel is fermented in these "open-top" tanks with a five-ton capacity. Zinfandel ferments sluggishly and we occasionally have to nudge it along by heating the must, whereas Pinot Noir in these five-ton tanks ferments so quickly that we must restrain the fermentation by turning on the refrigeration.

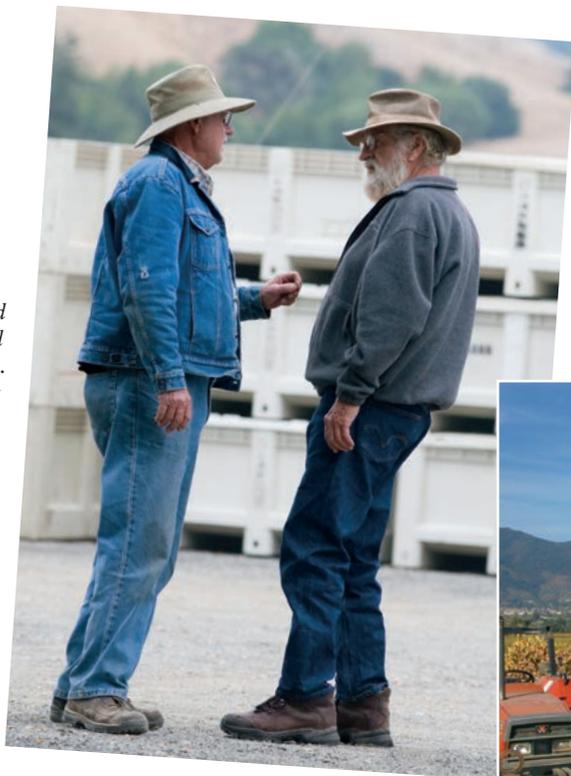
70 years; even this wine that we simply label as *Mendocino Zinfandel* could certainly qualify for *old vine* status! One of Navarro's winemaking goals is producing wines with a suave mouthfeel. The tannins from grape skins and oak barrels are perceived as astringent (good), while seed tannins are perceived as bitter (bad). Navarro's Zin regime calls for pressing the must when the alcohol reaches 12% to avoid extracting seed tannins. Perhaps we could have extracted more tannins and flavor by pressing later, or harder, but we were unwilling to sacrifice this wine's dreamy mouthfeel. **Gold Medal winner** and rated **Best of Class** in the 2018 California State Fair.

Harvested	Sept. 17-20, 2016
Sugars at harvest	26.5° Brix
Bottled	Aug. 15, 2017
Cases produced	862
Alcohol	14.7%
Titrateable acidity	6.2 g/L
pH	3.75
Price (750 ml)	\$22.00

2016 Zinfandel

Old Vine Cuvée
Mendocino

Old-timers Ed Berry Sr. and Ted schmoozing after Ed delivered his Zinfandel grapes. We enjoy purchasing berries from the Berry family; usually Ed Jr. delivers the grapes, but it's a special treat when Ed Sr. and Donna visit and share a meal with us.



Jim, Aaron and Lynne tasting Zinfandel lots at a staff morning tasting. The first tasting for a particular varietal is to assess the relative quality of each lot. We produced six different lots of Zinfandel in 2016 and this bottling is from Berry's first day's picking of hillside fruit.



Ed Berry Jr. during harvest. This bottling is our 17th harvest from this vineyard. We can always count on Ed delivering ripe fruit. In the difficult 2011 vintage, Ed didn't think the quality of his Cabernet Sauvignon grapes was up to his standards for fruit delivered to Navarro, so he refused to sell us the grapes! Not every grower has this commitment to long-term relationships.

Work ethic

For the third year in a row, the lot of wine selected for Navarro's *Old Vine Cuvée* was produced from grapes grown at Berry Vineyards, located southeast of Ukiah. We've purchased Berry's Zinfandel since 2004 and we're always pleased with the consistent quality of fruit grown on these 70-year-old vines. Ed Berry always delivers his Zinfandel grapes over a couple of days and we've noticed that the fruit from the first day's picking is frequently our best lot of Zinfandel. At first we thought that the faster the Berry Zin ripened, the better the fruit, but then we realized it was something else. Ed Berry, like most farmers, has to be super-organized to get all the work done on time—nature doesn't wait for dawdlers. Ed is definitely organized and we realized in a recent conversation that he has a specific order in how he harvests from the different blocks. Ed likes getting the hard work out of the way, so he always harvests

the fruit from vines on the steepest slope first! No wonder we like the first day's picking so much; these hillside vines are planted on thinner soil with a limited capacity to retain water. As a result, the vines bear a lighter crop and have to send their roots deep to survive; the sense of place is revealed front and center. The 2016 grapes were destemmed into a stainless-steel tank where we punched down twice daily during fermentation; after pressing, the raw wine was racked to seasoned French oak barrels to age for 11 months before bottling. Full-bodied with suggestions of blackberry, plum, chocolate and black pepper. **Silver Medal winner.**

Harvested	Sept. 17, 2016
Sugars at harvest	26.2° Brix
Bottled	Aug. 15, 2017
Cases produced	292
Alcohol	14.9%
Titrateable acidity	6.1 g/L
pH	3.72
Price (750 ml)	\$29.00

Non-alcoholic wine-grape juices

2018 Gewürztraminer (white)

2018 Pinot Noir (red)

2018 Verjus (green juice from Pinot Noir)

The third generation practicing their entrepreneurial skills. Navarro's juice has always been a hit with our family. We hope it is a big hit with yours.



Red pollen mother cells turning into pollen on a Gewürz primordial grape flower before the flower begins to bloom (above). The red pigment is the result of chlorophyll production lagging behind the rapid growth of the grapevine. A few weeks later, the entire cluster is in bloom (left) and the mature pollen is now yellow. Although their fragrance is faint, several thousand vines in full bloom can definitely make a sensory impression.

Allspice

We served Navarro's first juice in our tasting room in 1981 and we were delighted that adults as well as children enjoyed Gewürztraminer's lychee-peach flavors. A few vintages later we introduced a red grape juice so that our friends of all ages could also enjoy Pinot's strawberry-plum-rhubarb flavors. It's not difficult to *make* non-alcoholic grape juice; the grapes are harvested and quickly pressed, and then the juice immediately chilled so that no fermentation occurs. The difficulty is in successfully *bottling* juice. Conveniently holding cold juice in a tank until after harvest—when yeast cells aren't everywhere—isn't an option as juice is a perfect fermentation medium. At Navarro we've learned that juice must be bottled within a week or two after harvesting. Grapes for juice are picked early in the season but by the time we are ready to bottle juice, we are harvesting other grapes and our tanks are bubbling with fermenting wine. To minimize yeast spores in the bottling area, these lots are fermented at the other end of the winery. We try to keep the bottles, corks,

worker's garments and the bottling area as sterile as possible, but we are nervous for the first month or two as we make sure there are no in-the-bottle fermentations before release. Pinot Noir and Gewürztraminer juices can be drunk straight, over rocks or with sparkling water. Verjus is almost as acidic as lemon juice or vinegar and can replace them in cooking, but we also enjoy it with sparkling water—and perhaps a splash of Gewürz juice—to produce a tart spritzer. Navarro juices should be refrigerated after opening. All three juices are available in 750 ml bottles. \$13.00.

JUICE SAMPLERS

6 Bottle Sampler

3 each Gewürztraminer
2 each Pinot Noir
1 each Verjus
\$69.00 *Save \$9.00*

12 Bottle Sampler

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

