

# NAVARRO

## *Vineyards*

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- 2016 Navarro Brut, *Anderson Valley: Bubbles up 16*  
2013 Navarro Brut, *Recently Disgorged: Bubbles up 13*  
2018 Chardonnay Table Wine, *Anderson Valley: Pretty and priced to please*  
2018 Gewürztraminer, *Estate Bottled (Dry): Cold pursuit*  
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2018 Riesling, *Deep End: Gleaning*  
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2019 Grape Juices, *Gewürztraminer, Pinot Noir & Verjus: Long-term commitment*



## Winter wines

**B**ecause we think the holidays are the nicest time of year to laugh and make merry with friends and family, we are pleased to introduce 11 new award-winning wines to brighten the season's dark, chilly evenings. Five dry whites from the 2018 vintage are featured including four that were aged *sur lie* in French oak ovals: Gewürztraminer, Muscat Blanc, Pinot Gris and Riesling. The fifth, our barrel-aged Chardonnay Table Wine, is an exceptional bargain at a mere \$14.75 per bottle when purchased by the case. Three Gold Medal-winning red wines from the 2017 vintage are also available: two estate-grown Pinot Noirs and an *Old Vine* Zinfandel. Two recently disgorged sparkling wines from the 2013 and 2016 vintages are making their grand entrance just in time for the holidays; for a memorable ending to a festive dinner, try the dazzling *botrytis-affected* 2018 *Cluster Select Late Harvest* Riesling. Add at least one of the three yummy varietal grape juices to your order so the whole family can celebrate. From now until December 31 enjoy One-Cent ground freight and reduced air freight for all 12-bottle orders, as well as bargain prices on case specials and samplers—but don't dawdle as some wines may sell out quickly.



Happy holidays from our family to yours,

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

*Navarro's Sampler E features three Gold Medal-winning white varietal wines: Chardonnay, Sauvignon Blanc and Muscat Blanc (Dry) at an appealing 35% discount. Priced at only \$39.00, the sampler represents a savings of over \$20.00. Shipping costs and sales tax are additional.*



## Gift ideas

WITH DISCOUNTS UP TO 37%

**T**hree bottles of wine make a great gift to friends or family this holiday season. We'll be glad to include your own gift card or you can simply tell us what to print on the inside of an attractive Navarro card and we'll do the rest.

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**Sampler A: Popular Red and White \$39.00 Save \$16.50**

2018 Chardonnay Table Wine Mendocino  
2018 Sauvignon Blanc Cuvée 128  
2016 Navarrouge Mendocino Red Wine

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**Sampler B: Red, White and Rosé \$49.00 Save \$23.00**

2016 Chardonnay Première Reserve  
2018 Rosé Mendocino (Dry)  
2015 Zinfandel Mendocino

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**Sampler C: Chardonnay and Pinot Noir \$59.00 Save \$29.00**

2016 Chardonnay Première Reserve  
2016 Chardonnay Mendocino  
2015 Pinot Noir Méthode à l'Ancienne (Unfiltered)

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**Sampler D: Top-of-the-Line Reds \$69.00 Save \$32.00**

2015 Pinot Noir Méthode à l'Ancienne (Unfiltered)  
2013 Petite Sirah Mendocino  
2013 Cabernet Sauvignon Mendocino

2016 Navarro Brut  
 2013 Navarro Brut  
 Disgorged May 2019  
 Gewürztraminer  
 Anderson Valley, Mendocino



Bins of newly bottled Brut (left). After bottling we tend to fret until we can affirm that the fermentation proceeded as planned. For several weeks following bottling we measure the pressure inside numerous randomly chosen bottles of Brut (right). If all went well, each bottle has adequate pressure and the amount of pressure is uniform across all of the samples, indicating the fermentation completed in every bottle.



## Bubbles up

The most nerve-racking part of sparkling wine production arrives about eight months following harvest. We select the final Brut cuvée during the summer, then add sugar and yeast to re-ferment the wine; bottles are filled with this ready-to-ferment potion and then sealed with crown caps. Alcohol inhibits yeast growth, so adding yeast to a wine with 11% alcohol requires ideal conditions to produce a reliable, slow re-fermentation. We once produced a 1989 Chardonnay cuvée but, being sparkling wine newbies, we didn't appreciate the yeast's reticence in re-fermentations and found ourselves in a jam in July of 1990. What's worse than all the bottles not fermenting? When some bottles have fermented and others failed to start. The sad solution was to un-bottle the wine. We aged the reclaimed wine in cask until the 1991 vintage, re-fermented the wine on fresh yeast, then blended it into a new and larger Pinot Noir-Chardonnay cuvée, our first—and hopefully only—non-vintage sparkler. The 2013 and 2016 cuvées had no such problems and they display distinctive qualities from both the vintage and the pause before disgorgement. In 2016 the berry size was large,

resulting in fewer skin phenolics and producing an elegant cuvée which sports apple and pear aromas with a bright lemon-verbena spritz that hints of rising bread dough. The 2016 Brut is a **Gold Medal winner**. After five years resting *en tirage*, yeast autolysis has released mannoproteins and glutamates into the 2013 bottling, adding roundness and a sense of umami in this creamy, toasty cuvée. Only 92 cases are available of the 2013 Brut.

2013 Cuvée harvested	Sept. 2-4, '13
Sugars at harvest	20.0° Brix
Bottled	June 27, 2014
Disgorged	May 2, 2019
Cases disgorged	92
Alcohol	11.8%
Titrateable acidity	7.8 g/L
pH	3.14
Price (750 ml)	\$35.00

2016 Cuvée harvested	Sept. 18-21, '16
Sugars at harvest	20.0° Brix
Bottled	June 28, 2017
Disgorged	May 3, 2019
Cases disgorged	719
Alcohol	12.0%
Titrateable acidity	9.0 g/L
pH	3.05
Price (750 ml)	\$29.00

2018 Chardonnay Table Wine  
Anderson Valley, Mendocino

Navarro's Chardonnay barrels are hand-crafted at Billon Cooperage in Burgundy and are produced from oak planks that are air-dried for three years. The oak used in barrels for Navarro's red wines is air-dried for two years, but for Chardonnay we prefer the less aggressive and nuttier oak flavors provided by longer air-drying.



After the barrel is emptied of wine, we clean it by inserting a wand with a rotating head that flows with pressurized hot water. This removes any yeast or tartrate buildup inside the barrel.

The weather station in our Hammer Olsen vineyard. This group of instruments enables us to observe and track temperature, precipitation, humidity, solar radiation and other weather-related parameters over long periods of time.



## Pretty and priced to please

“Quality in wines is much easier to recognize than to define.”—Maynard Amerine (late Professor Emeritus of Viticulture and Enology at the University of California, Davis.) We concur; it is tough to define taste and smell. Wine is about remembering—provided you don’t drink too much—and our unique personal experiences and senses shape our individual palates. At the winery we sniff and sip and collectively decide that a wine tastes like orange and guava but it might remind

you of plumeria and a picnic on Kauai. Rather than providing a list of fruits and vegetables to define this wine, we have jotted down a few production notes to give some clues of what to expect. This bottling was produced from Anderson Valley grapes harvested with ideal natural acidity so the wine is crisp and refreshing. Fermentation took place in seasoned barrels—which promotes superior mouthfeel—alongside some newer barrels

intended for our *Première Reserve* bottling; the *Table Wine*'s texture and flavor profile is not unlike Navarro's *Reserve* but with less oaky flavors. A malolactic fermentation in the barrels produced a trace of buttery essences which is unusual in a Chardonnay at this bargain price. 70% of the wine was produced from a vineyard that was planted using an older Chardonnay clone; the vines used in this bottling struggled to get the fruit as

ripe as the newer clones, so the wine is a little leaner than our other two higher-priced 2018 Chardonnay bottlings. A dry, classy Chardonnay combining Anderson Valley fruit and discreet toasty, vanilla oak flavors; we know the price will please. **Double Gold Medal winner. Best of Class.**

Harvested	Oct. 1-5, 2018
Sugars at harvest	23.4° Brix
Bottled	June 11-12, 2019
Cases produced	1,652
Alcohol	13.7%
Titrateable acidity	6.7 g/L
pH	3.35
Price (750 ml)	\$18.00



**HOLIDAY  
SPECIAL!**

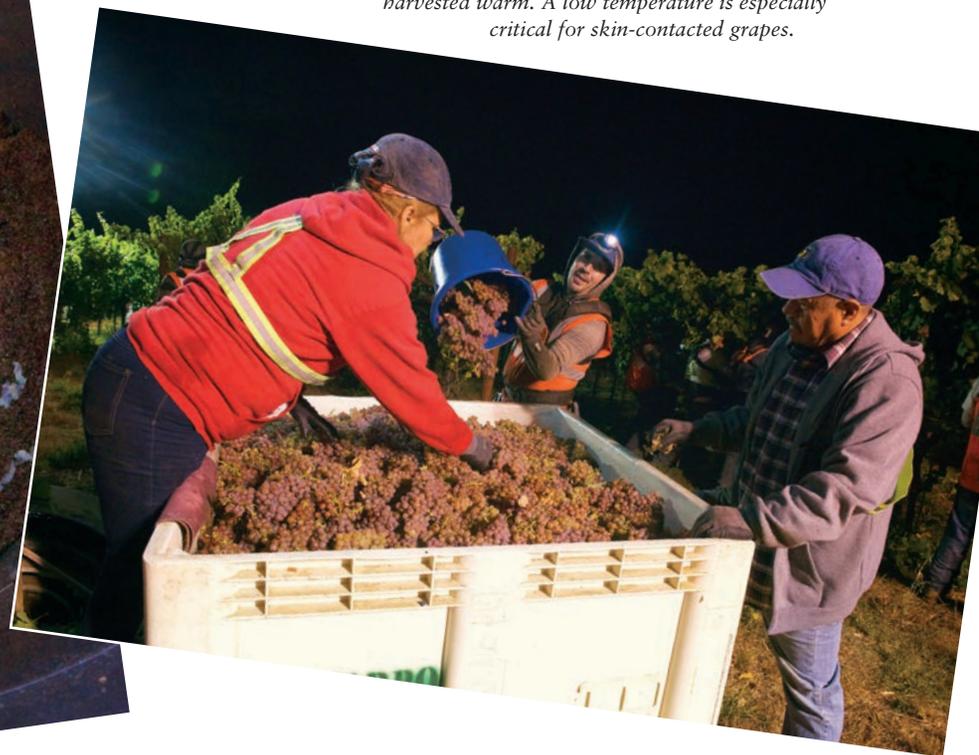
Buy it by the case for only \$177.00; a savings of \$39.00. That's only \$14.75 per bottle.

**2018 Gewürztraminer**  
Estate Bottled, Dry  
Anderson Valley, Mendocino

Some lots of our Gewürztraminer grapes are destemmed into a refrigerated tank to let the skins macerate in the juice for a few hours in order to extract aromatics and flavor. We pump out the juice but this leaves between two and three feet of semi-dry skins. Carlos, inside the stainless steel tank, is doing the hard work of shoveling the skins out the lower manhole into bins for pressing.



Harvesting Gewürztraminer at night when the grapes are cold. When grapes are destemmed cold, the juice extracts less harsh skin phenolics than if harvested warm. A low temperature is especially critical for skin-contacted grapes.



## Cold pursuit

During the ripening period for Navarro's Gewürztraminer grapes in the summer of 2018, Anderson Valley enjoyed typical summer weather with daytime highs in the 70s and 80s, with scarcely a scorcher. This mild summer weather is ideal for the variety's floral and spicy aromatics which can be muted by excessive heat. By mid-September the grapes seemed fully ripe but the "specs" suggested that they weren't quite ready, contradicting what our eyes and taste buds told us. With a heat wave forecasted, we decided to rely on our senses rather than the numbers. The vineyard crew sprang into action, night-harvesting all eight of our favorite Gewürz fields over a three-day period and ultimately beating the heat by one day. As soon as the winery team destemmed and pressed the first night's picking, the vintage's exuberant aromatics confirmed our harvest decision: scents of rose-petal and lychee enveloped the

presses. Since our house is just steps from the crush pad, we could even delight in the fermenting aromas on our porch. After settling the juice for three days to precipitate any grape solids, the clarified juice from each vineyard block was racked to French oak ovals to cold-ferment for about a month, then age on the yeast for another six months. In April 2019, after a series of 10 staff tastings, a cuvée was selected from nine separate lots, then blended and bottled in May. Navarro's favorite squeeze: lychee, kumquat and jasmine fragrances with a round and amazingly dry finish. **Gold Medal winner. Best of Show. 97 points.**

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Harvested	Sept. 17-19, 2018
Sugars at harvest	23.5° Brix
Bottled	May 3-7, 2019
Cases produced	3,042
Alcohol	13.5%
Titrateable acidity	5.8 g/L
pH	3.24
Price (750 ml)	\$24.00
(375 ml)	\$14.00

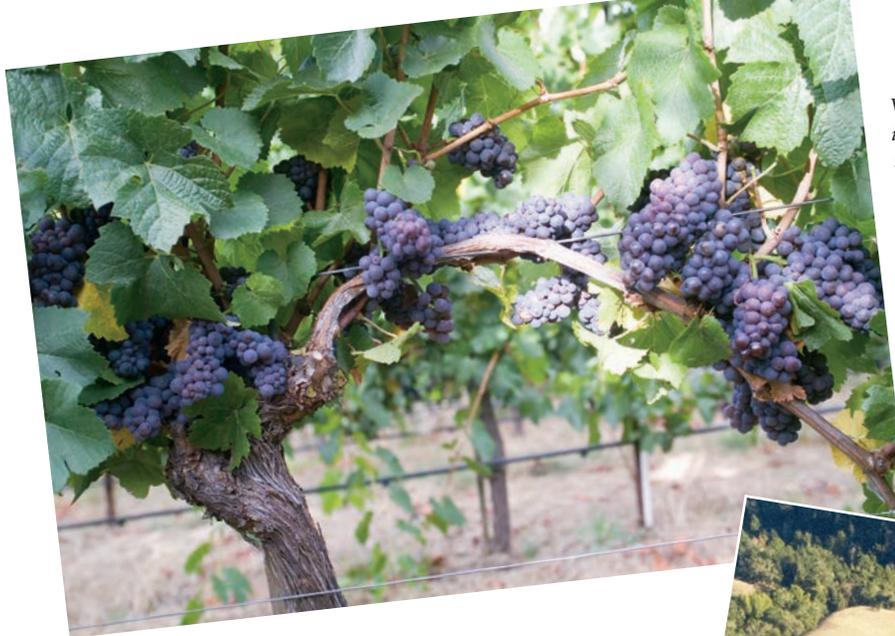
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2018 Pinot Gris  
Anderson Valley, Mendocino



Alfredo pumping wine from oak ovals into a bottling tank. The pump has a flowmeter so that we can easily make the final blend by using the same percentage of each lot as the sample that impressed Navarro's tasting panel.



We prune our Pinot Gris vines in an arc, the same as they do in Alsace. Typically the middle shoots on a cane-pruned vine have the weakest growth and are inadequately short when the cane is horizontal. The highest shoots on the vine are the most vigorous, so by placing the weakest part of the cane in the highest position we promote more even canopy growth in the upcoming season.

Navarro's Middle Ridge Pinot Gris vineyard with Fox Point vineyard at the toe.



## Middle-earth fantasy

In 1995 we decided to plant the crest of a ridge that the old-timers called *Middle Ridge*, and we continue to use that name to describe the vineyard now located there. After the field was laid out for planting, we discovered from the air that its shape was surprisingly similar to Italy and that *Fox Point*, an adjacent field separated by a road, mirrored the correct position for Sicily. The original plan was to plant all of *Middle Ridge* with Pinot Noir but, being unabashed romantics in love with the wines of Alto Adige in northern Italy, we decided to plant the upper half of the field with Pinot Gris. We laid out the rows across the slope; the trellis would have an ideal row direction for the canopy to protect the clusters during September's sun, and the rows would be terraced minimizing erosion. The disadvantage to planting cross-slope was that it would triple the number of rows and each would be much shorter therefore increasing

farming costs. Rows 72 through 95 were planted to Gris clone 52, known for producing rich texture and rows 96 through 121 were planted to Gris clone 53, which supposedly bears a heavier crop in Europe but hasn't proven true at this site. Ocean breezes keep it cooler up here than the valley floor, so the *Middle Ridge* grapes, which constitute

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Harvested	Sept.23-Oct.6, '18
Sugars at harvest	23.0° Brix
Bottled	May 1-2, 2019
Cases produced	1,455
Alcohol	13.5%
Titrateable acidity	6.0 g/L
pH	3.24
Price (750 ml)	\$22.00

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72% of this bottling, were the last Gris grapes harvested in early October. The wine's texture coats the mouth with flavors of a stone-fruit compote sprinkled with roasted filberts and hints of morel. **Gold Medal winner, Best of Class** and rated **95 points** in the 2019 California State Fair.

**2018 Muscat Blanc**  
*Estate Bottled (Dry)*  
*Anderson Valley, Mendocino*

*Ulises about to enter an oval to clean it. When a cask is this large, the oak staves and heads are about two inches thick without any knots. The slow oxygenation that occurs in an oak cask means the winemaker can age the wine on the yeast for a much longer period of time than in an impervious stainless steel tank.*



*Alfredo removing yeast lees from an oval. This wine rested on the spent yeast for seven months, improving the mouthfeel and clarifying naturally so that it required only minimal filtration at bottling, thus preserving the wine's depth.*

## Giddy perfume

**T**erpenes are an important aroma constituent of wine grapes. When present as free volatiles, they make a wine fragrant. Unfermented juice is full of terpenes but most are in an odorless, nonvolatile form, so much of a wine's potential aromas remain locked up. In the 1990s it was discovered that several natural yeast strains in French cellars produced high levels of an enzyme efficient in freeing bound terpenes. However, these enzymes can't simply be added to wine because they are sluggish in the acidic environment of wine which has a pH of 3 to 4. Yeast cells, however, are less acidic than grape juice, with pH levels of 5 to 6—the perfect environment for these enzymes to perform their magic. The non-volatile terpenes trapped inside the dead yeast cells hydrolyze into a volatile form and several months after fermentation, the yeast's cell

walls start to break down and release volatile terpenes, adding heady aromas to this special variety. This is one reason why Navarro uses the centuries-old Alsatian winemaking technique of oak aging wines *sur lie*—on the yeast that produced the wine—for six to seven months.

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Harvested	Sept. 20-Oct. 15, '18
Sugars at harvest	22.2° Brix
Bottled	May 1, 2019
Cases produced	855
Alcohol	13.4%
Titrateable acidity	6.6 g/L
pH	3.18
Price (750 ml)	\$22.00

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Floral aromas of honeysuckle and citrus blossom are complemented by flavors suggesting nectarines and tropical fruits. Since this wine is drier than most California Chardonnays, don't be fooled by the giddy aromas. **Gold Medal winner. Best of Class. 95 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

### Pinot Noir & Chardonnay

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

2018 Chardonnay Table Wine  
Anderson Valley

2017 Pinot Noir  
Anderson Valley

#1A—12 bottle Sampler  
**\$209.00**  
Savings of \$31.00

#1B—6 bottle Sampler  
**\$109.00**  
Savings of \$11.00

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.

2018 Gewürztraminer Estate Bottled (Dry)

2018 Pinot Gris  
Anderson Valley

2017 Chardonnay Mendocino

2018 Rosé of Pinot Noir  
Anderson Valley

2017 Pinot Noir  
Méthode à l'Ancienne  
(Unfiltered)

2017 Zinfandel  
Old Vine

#2A—12 bottle Sampler  
**\$257.00**  
Savings of \$47.00

#2B—6 bottle Sampler  
**\$137.00**  
Savings of \$15.00

No. **3** 12 bottles

### Holiday cheer

Something special for every occasion: one bottle each of 11 new releases plus a Gold Medal-winning Rosé of Pinot Noir.

2016 Navarro Brut  
Anderson Valley

2013 Navarro Brut  
Recently disgorged

2018 Chardonnay Table Wine  
Anderson Valley

2018 Gewürztraminer Estate Bottled (Dry)

2018 Pinot Gris  
Anderson Valley

2018 Muscat Blanc Estate Bottled (Dry)

2018 Riesling Deep End

2018 Riesling Cluster Select Late Harvest  
(Very Sweet) 375 ml

2017 Pinot Noir  
Méthode à l'Ancienne

2017 Pinot Noir Deep End Blend

2017 Zinfandel  
Old Vine

2018 Rosé of Pinot Noir  
Anderson Valley

#3—12 bottle Sampler  
**\$299.00**  
Savings of \$54.00



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 on an attractive full-color Navarro gift card and include it with your wine or juice gift at no additional charge.

No. **4** 12, 6 bottles

### All red, all gold

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

2017 Pinot Noir  
Méthode à l'Ancienne  
(Unfiltered)

2017 Pinot Noir Deep End Blend

2017 Pinot Noir  
Anderson Valley

2017 Zinfandel  
Old Vine

2016 Syrah  
Mendocino

2015 Petite Sirah  
Mendocino

#4A—12 bottle Sampler  
**\$329.00**  
Savings of \$71.00

#4B—6 bottle Sampler  
**\$175.00**  
Savings of \$25.00

No. **5** 12, 6 bottles

### All white, all dry

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

2018 Chardonnay Table Wine  
Anderson Valley

2018 Gewürztraminer Estate Bottled (Dry)

2018 Pinot Gris  
Anderson Valley

2018 Riesling Deep End

2018 Muscat Blanc Estate Bottled (Dry)

2018 Sauvignon Blanc Cuvée 128

#5A—12 bottle Sampler  
**\$225.00**  
Savings of \$44.00

#5B—6 bottle Sampler  
**\$118.00**  
Savings \$16.50

No. **6** 12, 6 bottles

### Celebration favorites

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

2016 Navarro Brut  
Anderson Valley

2018 Gewürztraminer Estate Bottled (Dry)

2017 Chardonnay  
Première Reserve

2018 Rosé of Pinot Noir  
Anderson Valley

2017 Pinot Noir  
Méthode à l'Ancienne  
(Unfiltered)

2017 Pinot Noir Deep End Blend  
(Unfiltered)

#6A—12 bottle Sampler  
**\$319.00**  
Savings of \$69.00

#6B—6 bottle Sampler  
**\$165.00**  
Savings of \$29.00



Pam 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 help you take

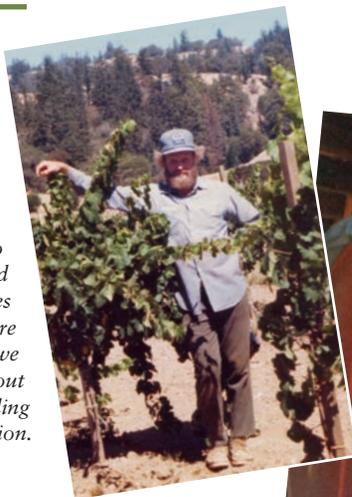
advantage of One-Cent ground shipping and bargain sampler prices. Navarro's farm-direct wines always represent an excellent value and our specially priced samplers feature discounts up to 37% until December 31.



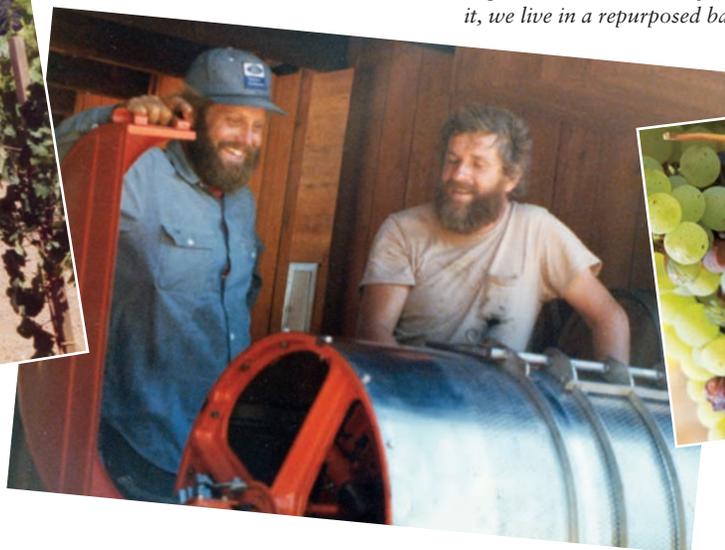
## 2018 Riesling

Cluster Select Late Harvest  
Anderson Valley, Mendocino

Mark in 1977, tending the Riesling vines he planted at Valley Foothills Vineyard, our next door neighbor. They produced their first Riesling crop in 1979; we liked the wine so much that we've purchased Valley Foothill's Riesling grapes every vintage since. They are the only Riesling grapes we purchase, accounting for about a third of Navarro's Riesling wine production.



Ted showing off his new press to neighbor Mark in 1977. In those early years, Anderson Valley was a haven for youthful "back-to-the-landers" and we were always surprised how many of our acquaintances lived in teepees. Come to think of it, we live in a repurposed barn.



## 2018 Riesling

Deep End  
Anderson Valley, Mendocino

The raisins in this photo were shriveled by botrytis, a rot that dominates in cool viticultural climates—in spite of the greyish mold they taste delicious. The shriveling doubles the concentration of Riesling's apple-citrus flavors and the botrytis adds intense flavors that resemble apricot and honey. This Cluster Select is the wine you should squirrel away for your grandchildren as German trockenbeerenauslese can live for a century or two.



## The late show

The first of October brought light showers followed by wet, foggy weather. A couple of days later we inspected our Chardonnay, Pinot Noir and Pinot Gris vineyards and fortunately found no rot; we didn't bother to inspect the Riesling where rot isn't usually a problem. Riesling is a late ripener and by the time we got around to harvesting it, we were astounded by the amount of rot. Not just any old rot, but clean *botrytis* without a trace of funk. We selectively harvested all the clusters with dehydrated,

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Cluster Select harvested	
	Oct.14-18, 2018
Sugars at harvest	37.0° Brix
Bottled	Feb.27, 2019
Cases produced	554
Alcohol	10.8%
Residual sugars	20.4%
Titrateable acidity	11.8 g/L
pH	3.00
Price (375 ml)	\$35.00
(750 ml)	\$69.00

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*botrytised* raisins and destemmed them into bins to macerate with the small amount of juice available. After pressing, the elixir was cool-fermented and when the alcohol approached 10%, the fermentation slowed then finally stopped. The wine, albeit sweet, is delightfully piquant and its high acidity promises a long, delicious life. **Double Gold Medal winner. Best of Show. 98 points.**

## Gleaning

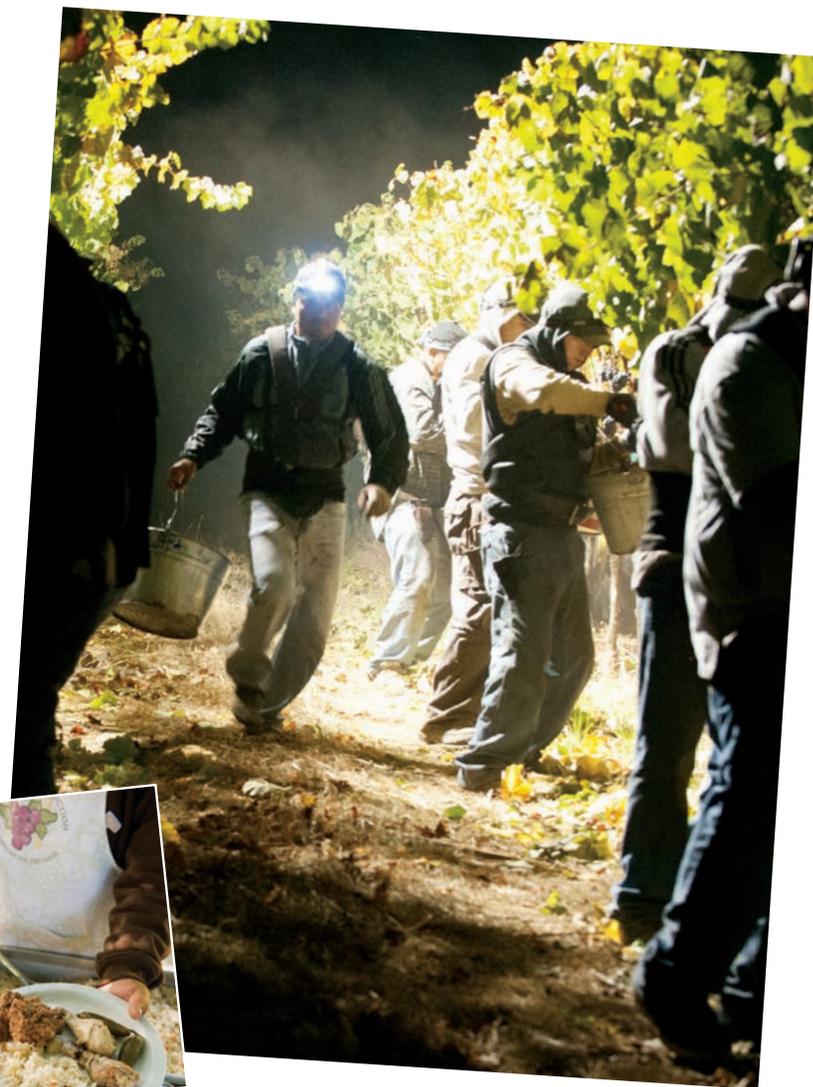
*Botrytis* dramatically reduced our 2018 Riesling grape harvest by more than a third and much of the fruit we did have was used to produce the *Cluster Select* Riesling. What remained in the field were very ripe clusters—most with fresh *botrytis* but without the dehydration needed for a dessert wine. The *botrytis* would add an apricot-honey character, but since it had not yet increased the sugar in the remaining fruit, it was possible to craft a dry wine. The grapes were destemmed and pressed without any skin contact time, then the juice was cool-fermented and aged *sur lie* for five months in oak ovals as two lots. One lot was comprised exclusively of a California clonal selection and the other one featured two clones—one from Germany and one from Alsace. A cuvée was selected from the two lots, and because of ripe fruit and fresh *botrytis*, the wine is intense with flavors suggesting apple, pear and apricot. **Double Gold Medal winner.**

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Deep End harvested	
	Oct.18, 2018
Sugars at harvest	24.6° Brix
Bottled	April 30, 2019
Cases produced	401
Alcohol	13.9%
Residual sugars	0.71%
Titrateable acidity	7.7 g/L
pH	3.20
Price (750 ml)	\$29.00

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2017 Pinot Noir  
*Méthode à l'Ancienne*  
 Anderson Valley, Mendocino



## Teamwork

We've conducted a simple Pinot Noir winemaking experiment over the years that we repeated in 2018. The grapes from a Pinot Noir block were destemmed into about a dozen small fermentation bins. The sugar level was measured daily during fermentation and when the bins were about 5° Brix or 12% alcohol we randomly selected half of the bins to press immediately. We didn't press the remaining bins until the wine had fermented dry and again kept it as a separate lot. After barrel aging both lots for 10 months, we tasted the two wines and again preferred the wine pressed at 5° Brix. When alcohol gets above 12%, it extracts tannins from seeds, but unlike barrel

Harvested	Sept.7-Oct.2, '17
Sugars at harvest	23.8° Brix
Bottled	Aug.20-23, 2018
Cases produced	3,472
Alcohol	13.3%
Titratable acidity	5.9 g/L
pH	3.61
Price (750 ml)	\$35.00
(unfiltered)	\$37.00
(375 ml)	\$19.00
(magnum)	\$69.00

tannins, seed tannins are bitter and remain in the taste well after the barrel and skin tannins have diminished and softened. This bottling is 100% estate-grown Pinot Noir, pressed at 5° Brix to create a wine with a velvety mouthfeel, and aged in French oak barrels, only 30% new so that the lush cherry-plum Pinot flavors dominate over the spicy, vanilla barrel flavors. **Double Gold Medal winner.**

Navarro's harvest crew 20 years ago (top left) and today (right). For many years we harvested in the daylight and paid each harvester a specific amount for each bucket picked; the tally was recorded by bucket number rather than name. Recording 1,000 buckets for 25 different bucket numbers inevitably led to some discrepancies, so reconciling was always time consuming (middle left). Now we harvest at night when the grapes are cold; this is better for wine quality and the pickers work faster at night by avoiding daytime heat and nasty, aggressive yellowjackets. They pick as a team and are paid by the ton; the pickers make more money per hour and Navarro harvests more tons per day with this better organized, smaller team. After a strenuous five or six hours of night harvesting, the crew is ready for a hearty breakfast (lower left), so Navarro hires a local chef for the season, cooking a meal that the crew eats with gusto. After the meal and perhaps a game of cards, the crew returns to the field for a couple of hours to harvest the remaining fruit before the clusters begin to warm.

**2017 Pinot Noir**  
*Deep End Blend*  
 Anderson Valley, Mendocino



Garden Spot fig tree in 1999, five years after we started irrigating it and the surrounding vineyard. We built a tall, 20-foot-wide steel frame so that we could drape netting over the tree to keep birds out, but you can see that it is already outgrowing the structure. Each vine row is 10 feet wide, and by 2016 the tree had grown 20 feet in diameter and now shades vines on both sides.



In the early 80s we discovered that Pinot Noir wine quality improved when we punched-down by hand to mix skins and juice, rather than using a pump. We've been punching down Pinot Noir ever since.



Ulises punching down Pinot. During fermentation, the carbon dioxide generated will bring the skins to the surface; a cap forms of dried skins and the task is to push the skins back into the juice and thoroughly mix to extract colors, flavors and tannins from the macerating skins. The cap in this bin is about six inches thick—the portion under his arms still needs to be punched down.

## Forbidden fruit

Navarro's *Deep End* Pinot Noir is produced from grapes growing primarily in our hillside vineyards. The *Garden Spot* was the first higher-elevation site we selected to develop. It was a sheltered amphitheater riddled with erosion gullies; the most southerly corner had been farmed by several families over the years and an Italian honey fig tree, planted around 1910 by the Colombi family, had survived. The luscious green figs were generally ripe in early August, which suggested a warm climate, but ocean breezes made it seem cooler than the valley floor. Unsure of what grape variety to plant, we left a recording thermometer here to compare it with one sited on the valley floor. By the end of the season, the readings confirmed that the *Garden Spot* was a little cooler than our the valley floor vineyards meaning Pinot Noir would thrive. The next year the erosion gullies were leveled out and the topsoil was enhanced with

compost and lime. We had carefully avoided the fig tree leaving it surrounded by vineyard; it loves being irrigated and has expanded at the cost of shading out a few grape vines. This 2017 *Deep End* bottling is primarily produced from grapes growing in the best six out of 15 blocks in our *Garden Spot*, *Middle Ridge* and *Marking Corral* vineyards with a small amount from two out of 12 lower-elevation blocks, *South Hill* and *Winery*. Aged 16 months in French oak barrels. "Plenty of tasty fruit flavors: strawberry and red-cherry aromas, lively red-fruit flavors and an appetizing mouthfeel."—*Wine Enthusiast magazine*. **Gold Medal winner.**

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Harvested	Sept.14-Oct.2, '17
Sugars at harvest	24.0° Brix
Bottled	Mar.1, 2019
Cases released	287
Alcohol	13.5%
Titrateable acidity	6.1 g/L
pH	3.52
Price (750 ml)	\$55.00
(magnum)	\$110.00

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We destem, then ferment, Zinfandel grapes in these five-ton fermentation tanks each of which each produces about 270 cases. Twice a day we push the dry Zinfandel skins back into the fermenting juice. Punching down a foot-thick cap requires some upper-body strength, so the task is assigned to the youngest and strongest members of the harvest crew. We have stainless steel tops for these tanks, but when fermentation is active we place hand-made hoops with a fabric mesh (left) on the top of the tanks. This allows the carbon dioxide and some alcohol to escape, but keeps leaves and critters out.

## Partners in Zin

**I**n the past we've produced two Zinfandel wines, one labeled simply *Mendocino* and a premium bottling with an *Old Vine* designation. For over a decade we've purchased fruit from several blocks within Al Tollini's and Ed Berry's Zinfandel vineyards, but we have decided to limit wine production to just the three blocks that have produced wine of high enough quality to be labeled as *Old Vine* Zinfandel. Most vintages it is a toss-up whether Al's or Ed's best fields win top honors; in these blocks it's not a question of quality, but rather which wine seems more complete that vintage. We gave some thought to bottling Al's and Ed's wines separately as vineyard designate wines, but we think the wines work better in partnership. The vineyards feature many similarities, including a field selection of clones shared by the local Italian immigrants and vines that are all 60 to 90 years old, head-trained without a trellis and planted in

Pinole gravelly loam. Both growers do a lot of thinning and un-clumping to avoid rot and drop lagging clusters so that the fruit delivered to Navarro is uniformly ripe. Ed's vines are in a warmer location; the fruit is usually the first Zin harvested and the flavor profile is at the blackberry jam and cassis end of the spectrum. Al's vines deliver wines with fresh cherry-raspberry-blackberry flavors topped with spices and pepper. Combined they deliver a complex fruit-forward palate—from cherry to blackberry jam seasoned with exotic spices and pepper—alongside smooth tannins from Navarro's low-tech winemaking regimes. **Gold Medal winner.**

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Harvested	Sept. 21-23, 2017
Sugars at harvest	26.4° Brix
Bottled	Aug. 13, 2018
Cases produced	1,413
Alcohol	14.7%
Titrateable acidity	5.8 g/L
pH	3.76
Price (750 ml)	\$25.00

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**2017 Pinot Noir**  
Anderson Valley, Mendocino

Weed-wbacking under three-year-old vines. To reduce competition with the vines, we must control the weeds under the vine-row. For the first two years, we hand-hoe the weeds out; in the third year and perhaps the fourth, we control the weeds by weed-wbacking. Once the vine trunks are strong enough, weed removal is performed using a tractor-driven implement (right). Herbicides would have been cheaper and faster, but studies have shown that herbicides reduce soil fertility—just one of the reasons why our vineyards are herbicide-free.



## Popular choice

Navarro's Pinot Noir vineyards are divided into more than 30 blocks, each featuring a unique combination of clone, rootstock or trellis. Although we expect certain blocks to produce the best wines, we've learned that the relative quality between blocks can vary year to year; consequently, the vines in each of these blocks receive the same care, and the fruit produced is fermented

in the same "ancient" method and aged in a combination of new and seasoned French oak barrels. For example, the wine produced from the perimeter rows of the *Garden Spot*—clone 115 on 3309c rootstock—frequently goes into our more expensive *Deep End* bottling; accordingly the 2017 wine was aged in 40% new French oak barrels. However, during our blending trials in the summer of 2018, this lot was relegated to this

less expensive but always popular bottling; it was certainly a good wine with no defects, but it just wasn't quite as good as other lots in the *Deep End* or the *Méthode à l'Ancienne* bottlings. This complex 2017 cuvée was produced from grapes grown in 11 different vineyard blocks from five different clones of Pinot Noir vines grafted onto three distinct rootstocks. The last two vintages of this Pinot Noir bottling sold out and we expect that this vintage

will do the same. The reason? 100% Anderson Valley Pinot Noir, 100% fermented in the "ancient" method, 100% aged in French oak barrels and 100% great value. This vintage offers flavors of red cherry, pomegranate and rhubarb wrapped in toasty oak. **Gold Medal winner.**

Harvested	Sept. 15-28, 2017
Sugars at harvest	23.5° Brix
Bottled	Aug. 16-20, 2018
Cases bottled	2,970
Alcohol	13.2%
Titrateable acidity	5.6 g/L
pH	3.62
Price (750 ml)	\$22.00



## HOLIDAY SPECIAL!

Buy it by the case for only \$216.00; a savings of \$48.00. That's only \$18.00 per bottle.

## Non-alcoholic wine-grape juices

2019 Gewürztraminer (white)

2019 Pinot Noir (red)

2019 Verjus (green juice from Pinot Noir)

*Josephina (right) and Teresa (middle) are full-time benefited employees and have been packing Navarro wine for over 20 years. They started as vineyard workers and during harvest they were noticeably fast picking grapes (Josephina was our fastest picker for years). We decided to use their remarkable skills in the shipping department and if you've received a shipment from Navarro, one of them has probably packed it, with other employees aiding during the busiest periods. Teresa is the primary packer as Josephina joins her husband to work at the winery during bottling and harvest, where she is the primary operator of the destemming machines.*



*Teresa and Josephina packing about 20 years ago.*

## Long-term commitment

**T**he berries in a grape cluster are hard at 10° or 11° Brix with no extractable juice; at 12° or 13° Brix they start to soften and can be harvested with maximum acidity for Verjus. We use Verjus as a replacement for vinegar or lemon juice; since the acid is malic rather than citric, the 2019 Verjus flavor is apple-like with a blush from the Pinot Noir skins. For our Gewürztraminer and Pinot Noir juices we seek varietal flavors with enough acidity to counterbalance the sweetness—consequently, the grapes are harvested between 19° and 20° Brix. Navarro produces world-class Gewürztraminer wine and our juice is just as special; the aromas are floral and the yummy peach-lychee flavors are backed up with lively acidity. Pinot Noir juice is lighter in color than the wine as the grapes have to be pressed within 24 hours after harvest to avoid any fermentation. The fresh, juicy flavors are similar to the wine suggesting plum,

strawberry and rhubarb. The Gewürz and Pinot juices can be drunk straight, with ice or with sparkling water. You can also add a little Verjus to make the juice tarter and less sweet. Refrigerate after opening; juices typically are delicious for several weeks. Verjus can also be frozen in an ice-cube tray. All three juices are available in 750 ml bottles. \$14.00.

## JUICE SAMPLERS

### 6 Bottle Sampler

2 each Gewürztraminer  
3 each Pinot Noir  
1 each Verjus  
\$75.00 *Save \$9.00*

### 12 Bottle Sampler

5 each Gewürztraminer  
6 each Pinot Noir  
1 each Verjus  
\$144.00 *Save \$24.00*

