

NAVARRO

Vineyards

2005 Muscat Blanc, *Estate Bottled: Dry show stopper*

2005 Muscat Blanc, *Cluster Select Late Harvest: Sweet show stopper*

2006 Chenin Blanc, *Mendocino (Dry): Fresh and sassy*

2005 Navarrouge, *Mendocino: Stamina*

2004 Syrah, *Mendocino: SGM*

2004 Zinfandel, *Old Vine Cuvée: Sure bet*

2004 Pinot Noir, *Deep End Blend: Pick and choose*

CELLAR RELEASES

2001 to 2004 Chardonnay, *Première Reserve: Magnums*

2000 to 2004 Pinot Noir, *Méthode à l'Ancienne: Magnums*



OUR 2007 SPRING RELEASES

Taming nature

This winter a puppy took up residence with the lambs and goats in Navarro's barn.

Pecorina is a Maremma sheep dog who is being trained as a farm guardian dog and when she is grown she will protect her barn mates from mountain lions and coyotes. Growing grapes and making wine is not unlike training a sheep dog; all require patience, planning and daily attention. In addition to cellar-aged magnums, we are releasing seven new wines. Navarro's two Sweepstakes winning Muscats are a tutorial in nature and nurture. Both were grown in the same field but one is dry and crisp and the other is sweet and lush.

Two heritage reds, the Zin and Syrah, reflect the character of the tenacious vines planted by Mendocino pioneers. The *Deep End* Pinot Noir is as rich and complex as the name implies. Navarro's popular house wines, Chenin Blanc and Navarrouge are offered with case specials for less than \$10 per bottle, which is sure to make you yap with joy. **The bargain priced samplers and case specials are offered until April 30 on a first come basis.**

Cheers,

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



Pecorina and barn mates. To join Navarro's family of Pre-Release members just check the box on the attached order form and mail or fax it back to us. Starting next June and again in November you will receive a six to eight bottle shipment of wine and each bottle will be at a reduced price.

Join our family

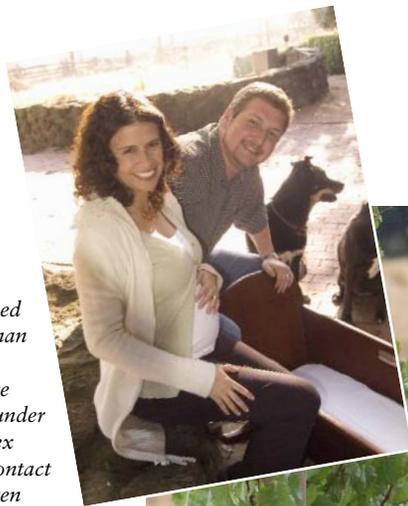
"Hello, I am one of your wine club members and I just wanted to let you know that I am very very happy with your service as well as your wines which are just great. I never join wine clubs, but yours has something special and I decided to join on a trip out. Since then I can't stop talking about your wines which I have shared with many but I also wanted to let you know that your customer service is outstanding."
Sincerely, —C. C., 12/14/06

"We received our shipment yesterday and I am eager to explore the new tastes. I was delighted with the note cards, what a thoughtful and personal touch. I also look forward to sitting down to read your catalogue, it is up there as one of my favorite quiet reads. We live on a farm as well and have just finished our harvest festival before the rains start, a perfect time to relax a bit, drink some and think about planting for next season Thank you," —L.B., 11/01/06

"I've just read your summer newsletter cover to cover. I always do. I learn so much from you all about something I know nothing about. My husband and I don't drink much wine and are very ignorant about it, but that is why I love your newsy letter. You educate us. You have the most awesome outstanding photos. And you always retain the personal, relational touch. I feel I know you. And it makes me want to go wine tasting at Navarro. May your success continue there as you continue to educate our palates." —P.W., 07/11/06

2005 Muscat Blanc
 Estate Bottled (Dry)
 Anderson Valley, Mendocino

We cool ferment Muscat in seasoned French and German oak casks. Wines fermented in large oak casks are rounder and more complex because of lees contact and natural oxygen diffusion through the wood. Many Navarro casks are decades old and so is this cradle which Ted made for Aaron in 1978 and will be refilled with Aaron and Kathleen's baby this May.



Dry show stopper

In 2005 Navarro's Muscat field ripened in the cool October sun. By the time the fruit was golden many of the clusters were infected with the noble rot, a rare occurrence with Muscat. Although it seems topsy-turvy, we picked the grapes for the dry version of this intensely aromatic white wine after the sweet. On October 5th we began hand selecting the Muscat clusters affected with *botrytis* which we used for the luscious sweet *Cluster Select Late Harvest* wine that is being released simultaneously. On October 8th we finished picking the remaining rotted fruit and then harvested un-rotted, ripe fruit for this dry edition. The free run juice was fermented and aged on its lees in temperature controlled oak ovals until late spring when the wine was bottled while fresh and crisp. This wine pairs beautifully with fusion cuisine; the orange blossom aromas contrast with dry crisp flavors of citrus and tropical fruit. **Gold Medal winner. Best of Show.**

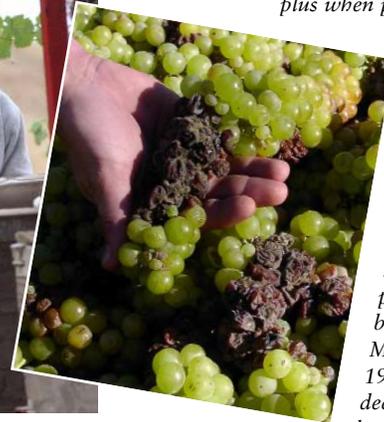
Harvested	Oct. 8, 2005
Sugars at harvest	23.2° Brix
Bottled	May 4, 2006
Cases produced	827
Alcohol	13.5%
Residual sugars	0.29%
Titrateable acidity	7.5 g/L
pH	3.22
Price (750 ml)	\$18.00

2005 Muscat Blanc
 Cluster Select Late Harvest
 Anderson Valley, Mendocino

Warren (right) is Navarro's vineyard foreman and Jeff (left) joined the Navarro team last summer; Jeff was a U.C. Davis classmate of Sarah and has a masters degree in Viticulture. In Anderson Valley's chilly climate Muscat ripens late with high acidity, a plus when producing crisp white wines.

Regrettably the cold Philo weather sometimes limits fruitfulness. Navarro's Muscat yield fluctuates wildly from year to year.

We released our first dry Muscat in 1986, but we have only been able to produce two vintages of botrytized cluster select Muscat in the past 20 years: 1997 and 2005. Once per decade is a rare event, even by standards in Alsace.



Sweet show stopper

Sweet wines are made in several ways. One method entails manipulating the fermentation so that residual grape sugars remain in the wine. The most common ways of arresting fermentation are by chilling the wine so the yeast die (*Asti Spumante*) or by adding alcohol, leaving a blend of wine, unfermented grape juice and added grape spirit (*Beaumes de Venise*.) But predating these human tinkering, vintners used nature to concentrate the sugars so that the yeast would give up naturally before all the grape sugars were consumed. In arid climates grapes are harvested then allowed to raisin (*Vin Santo*) but in Anderson Valley and the cooler parts of Europe there is a special noble rot, called *botrytis cinerea*, that shrivels the grapes and concentrates the sugars (*Sauternes* or *Trockenbeerenauslese*). Muscat's honeyed heady perfume will leave you weak in the knees but the bracing acidity will revive you. **Gold Medal winner. Best of Show.**

Harvested	Oct. 5 & 8, 2005
Sugars at harvest	35.5° Brix
Bottled	May 12, 2006
Cases produced	358
Alcohol	11.0%
Residual sugars	20.3%
Titrateable acidity	11.8 g/L
pH	3.10
Price (375 ml)	\$29.00
(750 ml)	\$59.00

2006 Chenin Blanc
Mendocino (Dry)

It took a week of morning laughter to arrive at a final blend for this wine. As in Anjou we augmented Chenin's peachy flavors with herbs and citrus from an 18% Sauvignon Blanc addition. Two percent Chardonnay added a touch of oak and roundness.



John's old Chenin Blanc vines rarely produce a large crop but there is a depth to the wine and an unmistakable sense of place.

Fresh and sassy

Each spring we release Chenin Blanc a mere six months after the grapes were picked. Most of Navarro's wines see much more time in cooperage and in the bottle but we prefer this variety young and nubile, the same way we enjoy a Vouvray. The grapevines that produced this lively wine however are gnarled with age. Years ago our friend John Young was ready to pull them out and replant to another variety but luckily we were able to convince him to retain the vines by promising him a profitable price for his Chenin. This vintage was fermented in

stainless steel and bottled young so that you can still taste last September's harvest in the glass. In fact, this

wine sells out so quickly to mailing list customers that we often have none available when we start receiving complimentary press. Last year it received a flattering review in the *San Francisco Chronicle* but our inventory was gone by the time the phones started ringing. Here's what they said about last year's: "Three Stars. This is a big, rich Chenin and mouthfilling with tropical fruit, pear and yellow peach aromas and flavors. It's clean, balanced and an outstanding value." So don't dally. By the bottle it is a good deal and by the case you can't afford not to try it since it works out to only \$9.25 per bottle.



Spring Case SPECIAL!

Buy it by the case for only \$111.00; a savings of \$21.00. That's only \$9.25 per bottle.

Harvested	Sept. 12, 2006
Sugars at harvest	24.1° Brix
Bottled	Feb. 15, 2007
Cases produced	984
Alcohol	13.5%
Residual sugars	0.3%
Titratable acidity	7.5 g/L
pH	3.24
Price (750 ml)	\$11.00

2005 Navarrouge
Mendocino Red Table Wine



Normally you wouldn't expect fruit from 60 year old vines to be the base for a \$12 wine...but then it isn't usual for wineries to sell most of their wine to existing customers. If this wine was sold through the standard three tier system (wholesaler, retailer, then you), Navarro would net less than \$6 a bottle. Those economics simply couldn't sustain the average per ton purchase price of \$1820 paid for these top quality grapes.

Stamina

Over seventy-five percent of the wine comprising our 2005 blend came from sixty year old vines. As with the last eight vintages, the base (60%) of the Navarrouge is Zinfandel and Valdiguié, grapes with as much character, history and stamina as the ancient vines that produced them. We discovered this combination in 1997 and there's good reason that the combo works. These two grapes have complimentary flavor profiles: Zinfandel tastes of wild blackberry and Valdiguié flavors suggest wild cherry. But there is a more technical reason that the blend is so successful. Zinfandel has very high sugars at full ripeness but Valdiguié doesn't. Consequently we can produce a wine with fine, rich flavors without too much hot, abrasive alcohol. Each year we add splashes of other red varieties. This vintage the

Spring Case SPECIAL!

Buy it by the case for only \$117.00; a savings of \$27.00. That's only \$9.75 per bottle.



Rather than using pumps to keep the highly-colored skins wet with juice, we punch-down manually, plunging the skins deep into the juice to extract color and flavor. Pumps are abrasive to skins and seeds and introduce too much oxygen.



Navarrouge was aged exclusively in French oak barrels for about 10 months. Each barrel has to be sampled on a regular basis and Navarro has over 1,000 barrels, which keeps Andy busy.

single largest addition was 20% Syrah which adds black currant flavors and a firm backbone. Next 8% Cabernet Sauvignon was poured in to add herbal complexity. On the last four days of the blending trials we were really fine tuning: the wine was completed by 3% additions each of "old vine" Petite Sirah, Mourvèdre, Carignan and Pinot Noir.

Harvested	Sept. 28-Nov. 1, '05
Sugars at harvest	24.4° Brix
Bottled	Aug. 30-Sept. 1, '06
Cases produced	3040
Alcohol	13.8%
Titrateable acidity	6.2 g/L
pH	3.70
Price (750 ml)	\$12.00

Navarro's old time customers know that Navarrouge is an old-fashioned value, especially when purchased by the case. We always have a bottle ready for a messy bowl of home-made Cioppino.

NAVARRO SAMPLERS

Medal winning wines at special savings

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



Until April 30 our phones will be open extra hours; 8 AM till 6 PM weekdays and 10 AM till 5 PM weekends to help you take advantage of special sampler prices. Our website is available 24-7 at www.NavarroWine.com.

No. 1 12 bottles

Everyday fare

Six bottles each of Navarro's two everyday wines, a white and a red. A lot of pleasure for \$9.67 a bottle!

■ 2006 Chenin Blanc
Mendocino (Dry)

■ 2005 Navarrouge
Mendocino Red Table Wine

\$116.00
Savings of \$22.00

No. 2 12 bottles

New 6 times 2

Two bottles each of six new wines; a bottle to drink now and another to cellar.

■ 2005 Muscat Blanc
Estate Bottled (Dry)

■ 2006 Chenin Blanc
Mendocino (Dry)

■ 2005 Navarrouge
Mendocino Red Table Wine

■ 2004 Syrah
Mendocino

■ 2004 Zinfandel
Old Vine Cuvée

■ 2005 Muscat Blanc (375 ml)
Cluster Select Late Harvest

\$193.00
Savings of \$45.00

No. 3 12 bottles

New and the best

One bottle each of 7 new releases, topped off with our 5 best Gold Medal winning dry wines.

■ 2005 Muscat Blanc
Estate Bottled (Dry)

■ 2006 Chenin Blanc
Mendocino (Dry)

■ 2005 Navarrouge
Mendocino Red Table Wine

■ 2004 Syrah
Mendocino

■ 2004 Zinfandel
Old Vine Cuvée

■ 2004 Pinot Noir
Deep End Blend

■ 2005 Muscat Blanc (375 ml)
Cluster Select Late Harvest

■ 2004 Chardonnay
Première Reserve

■ 2005 Pinot Gris
Anderson Valley

■ 2005 Gewürztraminer
Estate Bottled (Dry)

■ 2005 Sauvignon Blanc
Cuvée 128

■ 2004 Pinot Noir
Méthode à l'Ancienne

\$209.00
Savings of \$52.00

No. 4 6 bottles

All new

One bottle each of six new releases. Two dry whites, three rich reds and a luscious late harvest.

■ 2005 Muscat Blanc
Estate Bottled (Dry)

■ 2006 Chenin Blanc
Mendocino (Dry)

■ 2005 Navarrouge
Mendocino Red Table Wine

■ 2004 Syrah
Mendocino

■ 2004 Zinfandel
Old Vine Cuvée

■ 2005 Muscat Blanc (375 ml)
Cluster Select Late Harvest

\$105.00
Savings of \$14.00

No. 7 3 bottles

White showoffs

One bottle each of Navarro's latest "Best of Show" white wines.

■ 2005 Muscat Blanc
Estate Bottled (Dry)

■ 2005 Sauvignon Blanc
Cuvée 128

■ 2005 Muscat Blanc (375 ml)
Cluster Select Late Harvest

\$57.00
Savings of \$6.00

No. 5 6 bottles

Hall of fame

Four wines that were declared "Best of Show" and two that were awarded "Best of Class".

■ 2005 Muscat Blanc
Estate Bottled (Dry)

■ 2004 Chardonnay
Mendocino

■ 2005 Sauvignon Blanc
Cuvée 128

■ 2004 Zinfandel
Old Vine Cuvée

■ 2004 Pinot Noir
Méthode à l'Ancienne

■ 2005 Muscat Blanc (375 ml)
Cluster Select Late Harvest

\$115.00
Savings of \$16.00

No. 8 3 bottles

Red and gold

One bottle each of Navarro's new Gold Medal winning red varietals.

■ 2004 Syrah
Mendocino

■ 2004 Zinfandel
Old Vine Cuvée

■ 2004 Pinot Noir
Deep End Blend

\$84.00
Savings of \$10.00

No. 6 6 bottles

Red hots

One bottle each of four new red releases completed with 2 Gold Medal winners.

■ 2005 Navarrouge
Mendocino Red Table Wine

■ 2004 Syrah
Mendocino

■ 2004 Pinot Noir
Deep End Blend

■ 2004 Zinfandel
Old Vine Cuvée

■ 2004 Pinot Noir
Méthode à l'Ancienne

■ 2004 Zinfandel
Mendocino

\$130.00
Savings of \$20.00



We pack your wine in recyclable cellar-packs and guarantee safe delivery. Bring back your cellar-packs on your next visit and we will give you a cash refund or a credit towards your next purchase.

We've been purchasing grapes from Eaglepoint since 1978 and Casey has always grown red grapes that produce flavorful, firm and age-worthy wines. We first started with Cabernet Sauvignon, then in 1995 Eaglepoint started supplying grapes for Navarro's Syrah as well.



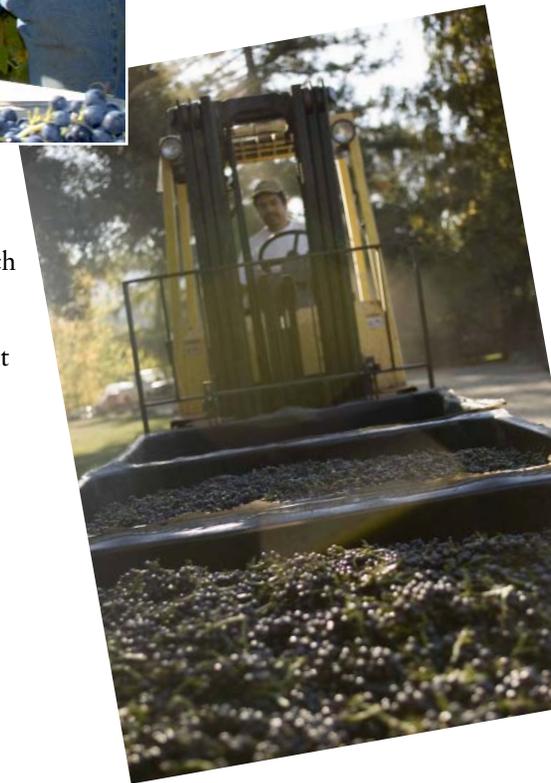
SGM

Jim made Navarro's first Syrah in 1995 but it wasn't until the 2002 vintage that we started adding Grenache and Mourvèdre because he likes Aussie SGM blends.

Red wines from the southern Rhone are a blend of thirteen possible grape varieties but the most highly regarded varieties are Syrah, Grenache and Mourvèdre. New World winemakers puzzle over what to call their similar blends. In the USA if one variety is more than 75% of the total, our labeling laws permit the winemaker to identify the wine with the name of the dominant variety, as we did here. If no one grape contributes at least 75% of the blend, then the wine is given a fanciful name like *Navarrouge* or *Edelzwicker*. We like the way the laconic Aussie winemakers bluntly name their blends of Shiraz, Grenache and Mourvèdre. Down Under this blend would simply be known as SGM (or GSM if

Grenache is dominant). This bottling is 82% Syrah (Shiraz) from two ridge-top vineyards: Eaglepoint Ranch overlooking the Russian River and Signal Ridge Vineyards overlooking Anderson Valley. The Eaglepoint fruit has a firm black cherry core and the cooler Signal Ridge wine smells distinctly like white pepper. Sixteen percent is Grenache from Eaglepoint Ranch which softens the blend with fruity berry flavors and a final addition of two percent Mourvèdre adds a hint of damp earth. So...put another lamb chop on the barbie.
Gold Medal Winner.

Harvested	Sept. 30-Oct. 16, '04
Sugars at harvest	24.2° Brix
Bottled	Aug. 25, 2005
Cases produced	1142
Alcohol	13.6%
Titratable acidity	6.3 g/L
pH	3.74
Price (750 ml)	\$22.00



Manuel unloads bins of Syrah ready for processing into wine.



2004 Zinfandel
 Old Vine Cuvée
 Mendocino

John and Michelle Young's vineyard was planted by the Bartolomei brothers in the 1930s.



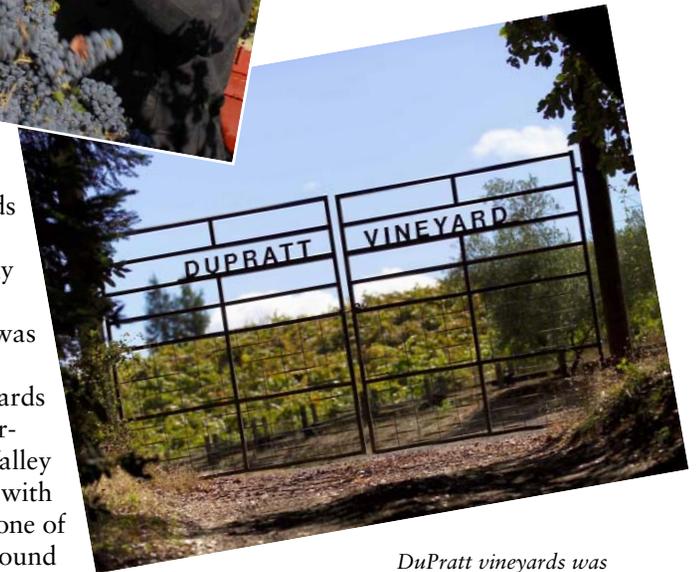
Ed Berry's vineyard was planted by Louie Locotelli starting in 1946. Ed Sr. and Donna purchased the property in the seventies.

Sure bet

In California the first Zinfandel vineyards were planted by Italian immigrants; popularity grew swiftly and by the end of the nineteenth century it was the most widely planted variety in California. In Italy this grape variety is known as *Primitivo*, grown mostly in Apulia in southern Italy. Recent DNA fingerprinting shows that *Primitivo's* ancestor is *Crljenak Kaštelanski* which was found in a vineyard on the Dalmatian coast in Croatia and only nine vines survive today. We fermented and aged 162 barrels of 2004 Zinfandel from heritage Mendocino vines and selected the 19 best barrels to carry our *Old Vine* designation. Two of the vineyards producing 89% of the blend are sited on the Talmage bench overlooking the Russian River. Twelve barrels from John Young's vineyard planted in the '30s was the base wine with dense chocolate flavors and a rich mouth

Harvested	Sept. 23-29, '04
Sugars at harvest	28.0°Brix
Bottled	August 18, 2005
Cases produced	435
Alcohol	15.5%
Titrateable acidity	6.6 g/L
pH	3.80
Price (750 ml)	\$27.00

feel. Five barrels from Berry Vineyards planted in the '40s reinforced the jammy core of blackberry fruit. A final touch was the best two barrels from DuPratt Vineyards on Signal Ridge overlooking Anderson Valley planted in the teens with the only virus-free clone of old-vine Zinfandel found in California. It's cooler here; the wine adds white pepper and spice with an intense tart cassis element. We'll wager that this *vino grande* will be a great match with your favorite pasta sauce. **Gold Medal winner. Best of Class.**



DuPratt vineyards was planted by the Pronsolino family before Prohibition. Ranches on Mendocino's coastal ridges were won and lost in card games during the rowdy days of Prohibition.

2004 Pinot Noir

Deep End Blend

Anderson Valley, Mendocino

Garden Spot Pinot Noir was our first higher elevation vineyard and is located more than 1000 feet above the valley floor. The ocean view and breezes keep the site cool during the day and the altitude keeps it warmer at night. The thin rocky soils and the temperate climate produces clusters with small berries that ripen very late in the season.



Most of our 2004 Deep End Blend was sold as futures to Pre-Release customers at our annual barrel tasting in 2005. The lots Jim selected this vintage from the Garden Spot were all ENTAV clone 115.

Pick and choose

Navarro grows Pinot Noir at nine different sites but there are copious clones, rootstocks, trellis and pruning experiments within each vineyard. As a consequence we ferment and age as many as thirty-seven different lots of estate-grown Pinot. We think that we create a deeper, more complete wine by blending our favorite sites and blocks than by bottling any one individual lot. Some blocks repeatedly end up in our best Pinot Noir which we call *Deep End Blend* and they generally come from three vineyard sites. The *Upper Garden Spot* sits at 1250 feet. The blocks planted with French ENTAV clones 115 and 114 produce complex wines with whiffs of forest floor and red fruit at ripeness. *Omega* is another favorite. This small vineyard sits on a bench above the valley floor at about 400 feet

Harvested	Sept. 04 -10, 2004
Sugars at harvest	26.0° Brix
Bottled	Sept. 5, 2005
Cases released	231
Alcohol	13.9%
Titratable acidity	6.7 g/L
pH	3.57
Price (750 ml)	\$45.00

above sea level. It's a terraced hillside facing due south so the trellis becomes a perfect solar panel. French ENTAV Clone 667 at this site has flavors that recall black cherries. Finally the upper quarter of *Hammer Olsen*, which is nestled next to *Omega*, is planted to the American UCD clone 4, which has a lovely cinnamon stick character. This site has a lyre trellis with two distinct canopies and the fruit from the southwest facing canopy has better flavors than the other side. Navarro's vineyard and winery staff has done a lot of picking and choosing to produce this superstar Pinot Noir. **Gold Medal winner. Best of Class.**



Omega, planted two years after the Garden Spot, is a site that consistently produces extraordinary deeply colored and flavored wines. The field is terraced and the vines are tightly spaced; this makes cultivation time-consuming and the tractor operator must drive slowly and carefully.

M A G N U M S

2001 to 2004 Chardonnay
Première Reserve
Anderson Valley, Mendocino

Not all good things come in small, cuddly packages. Navarro's tasting room staff really loves to party with big bottles from the cellar. We like to drink our Chardonnay and Pinot Noir after two to five years of bottle age when the flavors have married. We think wine tastes best when served out of a magnum from the cellar; the large format assures the wine's freshness.



Party sized

2001 Chardonnay, *Première Reserve*

"The wine is sturdy, broad and rich, with oak playing a background role to structure it, letting the earth and lemon zest flavors take precedence in the finish."
—*Wine & Spirits*, "The Year's 10 Best Chardonnays"
Gold Medal winner. \$53.00 .

2002 Chardonnay, *Première Reserve*

"A really good, interesting Chard that marches to a different beat. Clean and zingy in fresh, bright acids that bite into the palate, carrying pure flavors of lime zest, vanilla and toast, in a creamy texture."
—*Steve Heimoff, Wine Enthusiast. Gold Medal winner. \$49.00*

2003 Chardonnay, *Première Reserve*

"This is a terrifically elegant cool-climate wine with blossomy pear and tropical fruit flavors, tempered by a judicious use of oak."
foodandwine.com Silver Medal winner. \$47.00

2004 Chardonnay, *Première Reserve*

"Exceptional – Subtlety and nuance are mastered here, with apple/pear fruit, just the barest hint of oak, and perfect acid structure for pairing with food." —*Dan Berger, Vintage Experiences. Gold Medal winner. \$45.00*

Complete Set of 4 magnums
\$165.00 Save \$29.00

Limit: One Chardonnay sampler per customer. If magnums are purchased separately limit one per vintage.

M A G N U M S

2000 to 2004 Pinot Noir
Méthode à l'Ancienne
Anderson Valley, Mendocino

2000 Pinot Noir, *Méthode à l'Ancienne*

"Slightly lighter than the prior Pinot (deep end), but with racy acidity and generous flavors, a good value." —*Dan Berger, Vintage Experiences. Gold Medal winner. \$63.00*

2001 Pinot Noir, *Méthode à l'Ancienne*

"Delicate floral scents edge this pinot, its light but piercingly long flavors extended by the cool, coastal nights of the Anderson Valley. The texture is firm, the flavors are crisp as red apple and tart as tangerine."
—*Wine & Spirits Magazine "The Year's Best Pinot Noir"*
Silver Medal winner. \$63.00

2002 Pinot Noir, *Méthode à l'Ancienne*

"Wonderfully fruity nose of freshly crushed wild strawberries, cranberry and pomegranate, accented by floral notes and a hint of sandalwood. Plush, sensuous and loaded with strawberry-cranberry fruit."
—*Steve Pitcher, The Wine News. Gold Medal winner. \$59.00*

2003 Pinot Noir, *Méthode à l'Ancienne*

"Exceptional. Red cherry and raspberry aroma with a leafy-dusty note. Already shows complexity. A potentially great wine." —*Dan Berger, Vintage Experiences. Gold Medal winner. \$57.00*

2004 Pinot Noir, *Méthode à l'Ancienne*

"High-toned black cherry and wild berry flavors are intense and concentrated, with hints of hazelnut and spice. Wonderful balance, focus and length." —*J. Laube, The Wine Spectator. Gold Medal winner. \$53.00*

Complete Set of 5 magnums
\$249.00 Save \$46.00

Limit: One Pinot Noir sampler per customer. If magnums are purchased separately limit one per vintage.