

# NAVARRO

## *Vineyards*

---

2011 Chenin Blanc, Mendocino: *Last but not least*

2010 Chardonnay, Cask Aged: *Thinking outside the barrel*

2010 Muscat Blanc, Estate Bottled (Dry): *Blessing in disguise*

2011 Rosé, Mendocino: *Tickled pink*

2010 Navarrouge, Mendocino: *A red quilt*

2009 Pinot Noir, Deep End Blend: *Preferential treatment*

2009 Grenache, Mendocino: *Father and sons*

2009 Syrah, Mendocino: *The right stuff*

2009 Zinfandel, Old Vine Cuvée: *Ancient treasures*



OUR 2012 SPRING RELEASES

## Rites of Spring

Over the last four decades Navarro has established a reputation as a California pioneer of aromatic white wines. That is why we're tickled that all four varietal reds we are currently releasing from the 2009 vintage are Gold Medal winners, with the added kudos of being chosen Best of Class. This March we are releasing three white, one rosé and five red wines; most are available in very limited quantities which will sell out quickly. Navarro's popular value wines, Chenin Blanc and Navarrouge, are offered with case specials for \$10.50 and \$11.50 per bottle which is a great way to celebrate your own rites of Spring. The bargain priced samplers, case specials and One-Cent ground freight on full case orders will be offered until April 30th on a first come basis.



Cheers,

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



*Pallini's ancient Grenache vines always produce our best lot of rosé. Grapes for rosé are harvested with less sugar and more acid than if harvested for red wine in order to fashion a wine with moderate alcohol and higher natural acidity, both of which are desirable when paired with food.*

## Tickled pink

A series of early storms at the beginning of October 2011 kept the grapes wet for nine days; by the time the weather had cleared rot was rampant throughout the vineyards. Hardest hit were the late-ripening reds grown on the Russian River benchlands, near Ukiah, where there was concern that the grapes would fall apart before ripening. After the deluge, Debbie Pallini let the grapes on her ancient Grenache vines dry out, then meticulously

---

---

Harvested	Oct. 15, 2011
Sugars at harvest	22.8° Brix
Bottled	Feb. 16, 2012
Cases produced	640
Alcohol	13.6%
Titrateable acidity	7.6 g/L
pH	3.21
Price (750 ml)	\$16.50

---

---

harvested the sound fruit and dropped the rotted clusters on the ground thereby losing almost half her crop. Two other fields were a total loss so Navarro was only able to produce a fraction of our usual production. Last year we released Navarro's *old vine* Rosé in June but this year we are releasing it as part of our more limited March releases since there is so little to go around. The vintage was cool so the grapes yielded a delicately floral wine with crisp flavors suggesting strawberry and guava.

## 2011 Chenin Blanc Mendocino (Dry)

*We will miss making wine from these old vines! Troy Satterwhite, far right, is a seasoned grape grower and now manages the vineyard.*



from the Loire, pretty Vouvrais and attractive Anjous, that Chenin Blanc started to claim a separate and unique identity. So if you are a Navarro Chenin Blanc fan, this is the time

to stock up since we have not yet found another source of old vines of this variety. This vintage has a flavor profile of lime, tropical fruit and a touch of grapefruit. The Chenin Blanc was aged in seasoned French oak and a blend was selected that includes 10% Chardonnay and 9% Sauvignon Blanc. It is delicious with vegetarian cuisine such as stir fried vegetables with walnuts or even an arugula salad with Ahi.

---

---

Harvested	Oct. 13, 2011
Sugars at harvest	23.2° Brix
Bottled	Feb. 14, 2012
Cases produced	976
Alcohol	13.0%
Residual sugars	0.2%
Titrateable acidity	7.6 g/L
pH	3.20
Price (750 ml)	\$13.00

---

---

*Many of Navarro's customers like to camp beneath ancient redwoods in Hendy Woods State Park which is scheduled to be closed July 1, 2012. This last stand of virgin redwoods shelters half of all the overnight accommodations in Anderson Valley. A local non-profit has been formed to Keep Hendy Woods Open. Visit their website at [www.hendywoods.org](http://www.hendywoods.org) and click on Home Page to see how you can help keep access to this grove of ancient redwoods open to the public.*

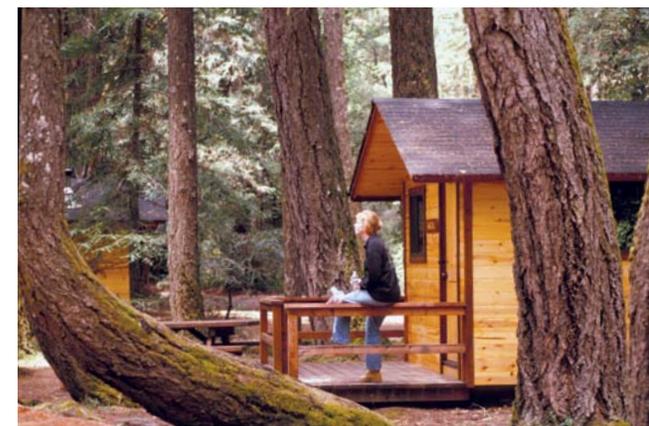
## Last but not least

Last year we told you that the Young's vineyard had been sold. We have since learned that the new owners wish to use the grapes themselves in the future, so this is Navarro's 15th and last vintage from these sixty-year-old vines. Fortunately the new proprietors had hired John Young's brother-in-law Troy, an old-time farmer who knows the vineyard well, to manage the ancient vines. When they were planted near Ukiah many years ago, it is doubtful that the grapes were ever made into a wine that was labeled Chenin Blanc. Since Chenin Blanc is a wine with high acidity and a delicate stonefruit flavor profile, it was used by pioneer North Coast grape growers as a workhorse grape, one that could be blended with the higher yielding, more neutral French Colombard. It was only when Americans started to sip imports



## Spring Case SPECIAL!

Buy it by the case for only \$126.00; a savings of \$30.00. That's only \$10.50 per bottle delivered.



## 2010 Chardonnay

Cask Aged

Anderson Valley, Mendocino

*Keeping oak ovals clean is time-consuming work. We use stainless steel tanks for grape handling but we sometimes prefer to ferment and age our wines in oak. Fermenting in a large oak cask allows the wine to clarify naturally over time thus avoiding excessive filtration which can diminish the wine. After the oak cask has been used for several years it imparts no oak flavor into the wine and as the wine rests on the lees (spent yeast), it develops a subtle yeasty note.*



## Thinking outside the barrel

There are two basic styles of making Chardonnay in California which Navarro has embraced for decades. With this wine we have added a third. The first method is to ferment and age Chardonnay in new French oak barrels and encourage a secondary fermentation. This is the style of Navarro's *Première Reserve*, with plenty of oak and butter. The second technique is a cool fermentation in temperature controlled stainless steel followed by aging the wine in seasoned sixty gallon barrels. This is the style of Navarro's *Mendocino*, with lots of pretty fruit and aromatics. In

---

Harvested	Oct. 12, 2010
Sugars at harvest	23.8° Brix
Bottled	June 24, 2011
Cases produced	256
Alcohol	13.6%
Titratable acidity	7.3 g/L
pH	3.37
Price (750 ml)	\$22.00

---

2010 our Riesling, Pinot Gris and Gewürztraminer vines bore particularly light crops so there were a couple of oak ovals (600-900 gallon casks) available. We decided to age and ferment a small lot of Chardonnay that frequently is part of our *Première Reserve* bottling, but without barrels

or malolactic fermentation. We destemmed the fruit and transferred the first squeeze into a refrigerated stainless steel tank to settle the solids. Three days later we racked off the clear juice into an oval. Unlike barrels, the cask was outfitted with an internal stainless panel that fostered a long, cool fermentation and, best of all, the wine clarified naturally avoiding bulk filtration. No oak, no butter, just pure apple-pear Chardonnay fruit with the added pleasure of hints of baked bread from nine months of yeast contact. We enjoyed it with panko crusted Petrale sole but there are lots of possibilities. **Gold Medal winner. Best of Class.**



*Workers harvesting Navarro's upper Hammer Olsen Chardonnay vineyard. In the late 70's we planted late-ripening California clones of Chardonnay which in the cool Anderson Valley required de-acidification via a secondary malolactic fermentation. This wine was made from vines we planted in the 90's, which are various Dijon clones imported from Burgundy; they ripen earlier, with balanced acidity, making the secondary fermentation unnecessary.*

**2010 Muscat Blanc**  
*Estate Bottled (Dry)*  
*Anderson Valley, Mendocino*

Each year we spend considerable time tasting and blending. The grapes for this bottling had modest sugars at harvest so the alcohol is low and the finish is surprisingly dry. This Muscat is food-friendly and its spicy flavors make it a perfect complement for Chinese chicken salad. "Exceptional. So floral and spiced you'll expect a slightly sweet wine. But it's bone dry, yet has no bitterness, which is a trait common to Muscat. I have never tasted a better dry Muscat."  
 —VintageExperiences.com



## Blessing in disguise

Navarro's Muscat Blanc vines reacted to chilly weather during flowering in June 2010 by setting a very light crop. This was followed by a cool summer, with only six afternoons of temperatures reaching 90°F. Given the cool and late season, we had a hunch that the light crop was a blessing in disguise since it would be relatively easy for the vines to ripen the fruit with such a high leaf to fruit ratio. Then, in late September, the morning and evening weather turned cold and drizzly yet again, and by October many of the Muscat clusters were infected with botrytis. We kept our fingers crossed that we wouldn't be invaded by yellowjackets. Wasps can decimate a botrytised vine-

Harvested	Oct. 16, 2010
Sugars at harvest	22.8° Brix
Bottled	May 3, 2011
Cases produced	460
Alcohol	13.0%
Titratable acidity	7.9 g/L
pH	3.25
Price (750 ml)	\$19.00

yard by sucking out the juice in aromatic berries with rot-softened skin and introducing funk. By mid-October, the un-rotted grapes were fully ripe and the berries infected with the noble rot had shriveled. Let's pick! The vineyard staff decided on a two-pass-pick; rotted clusters were harvested first by half the crew (for the dessert Muscat we released last November), followed by the rest of the crew picking perfectly golden fruit in the second pass; the latter providing juice for this bottling. We have rarely seen such an aromatic wine with such an incredibly long, yet dry, finish, thanks to the cool season. No wonder it has won multiple Gold Medals and was declared Best of Show.

*Bins of un-rotted Muscat grapes (top) ready to be made into wine and the rotted clusters we removed by hand (below).*

# NAVARRO SAMPLERS

## New wine releases at savings up to 23%

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



Our full time wine savvy team is available to pour tastes daily. Until April 30 our phones will be open extra hours; 8 AM till 6 PM daily to help you take advantage of Pre-Release prices, bargain sampler prices, and our One-Cent ground shipping offer.

### No. 1 12 or 6 bottles

#### Everyday fare

Choose either two or four bottles each of Navarro's three everyday wines; a white, a rosé and a red. A lot of pleasure for \$12.00 a bottle!

- 2011 Chenin Blanc Mendocino (Dry)
- 2011 Rosé Mendocino (Dry)
- 2010 Navarrouge Mendocino Red Table Wine

#1A—12 bottle Sampler

**\$144.00**

Savings of \$30.00



#1B—6 bottle Sampler

**\$77.00**

Savings of \$10.00

### No. 2 12 or 6 bottles

#### New dry six

Choose either one or two bottles each of six new dry releases; two crisp whites, a mouthwatering rosé and three delicious reds.

- 2011 Chenin Blanc Mendocino (Dry)
- 2010 Muscat Blanc Estate Bottled (Dry)
- 2011 Rosé Mendocino (Dry)
- 2010 Navarrouge Mendocino Red Table Wine
- 2009 Syrah Mendocino
- 2009 Zinfandel Old Vine Cuvée

#2A—12 bottle Sampler

**\$189.00**

Savings of \$44.00



#2B—6 bottle Sampler

**\$103.00**

Savings of \$13.50

### No. 3 12 bottles

#### New and the best

Navarro's nine new releases topped off with our three favorite Gold Medal winners.

- 2011 Chenin Blanc Mendocino (Dry)
- 2010 Muscat Blanc Estate Bottled (Dry)
- 2010 Chardonnay Cask Aged
- 2011 Rosé Mendocino (Dry)
- 2010 Navarrouge Mendocino Red Table Wine
- 2009 Pinot Noir Deep End Blend
- 2009 Grenache Mendocino
- 2009 Syrah Mendocino
- 2009 Zinfandel Old Vine Cuvée
- 2010 Gewürztraminer Estate Bottled (Dry)
- 2010 Sauvignon Blanc Cuvée 128
- 2010 Pinot Gris Anderson Valley

#3—12 bottle Sampler

**\$209.00**

Savings of \$61.50



### No. 4 12 or 6 bottles

#### Red and Gold

One or two bottles each of six recently released Gold Medal winning red wines.

- 2010 Navarrouge Mendocino Red Table Wine
- 2009 Pinot Noir Deep End Blend
- 2009 Grenache Mendocino
- 2009 Syrah Mendocino
- 2009 Zinfandel Old Vine Cuvée
- 2009 Pinot Noir Méthode à l'Ancienne

#4A—12 bottle Sampler

**\$269.00**

Savings of \$77.00



#4B—6 bottle Sampler

**\$149.00**

Savings of \$24.00

### No. 5 3 bottles

#### Springtime fresh

Three newly released dry whites with an emphasis on crisp fruit flavors for spring-time pleasure.

- 2011 Chenin Blanc Mendocino (Dry)
- 2010 Muscat Blanc Estate Bottled (Dry)
- 2010 Chardonnay Cask Aged

#5—3 bottle Sampler

**\$49.00**

Savings of \$5.00

### No. 6 3 bottles

#### Bold red trio

One bottle each of three new Gold Medal winning red releases.

- 2010 Navarrouge Mendocino Red Table Wine
- 2009 Syrah Mendocino
- 2009 Zinfandel Old Vine Cuvée

#6—3 bottle Sampler

**\$59.00**

Savings of \$9.00

### No. 7 3 bottles

#### Home grown

A threesome of Navarro's home grown Gold Medal and Best of Class wines.

- 2010 Muscat Blanc Estate Bottled (Dry)
- 2009 Pinot Noir Deep End Blend
- 2010 Chardonnay Première Reserve

#7—3 bottle Sampler

**\$79.00**

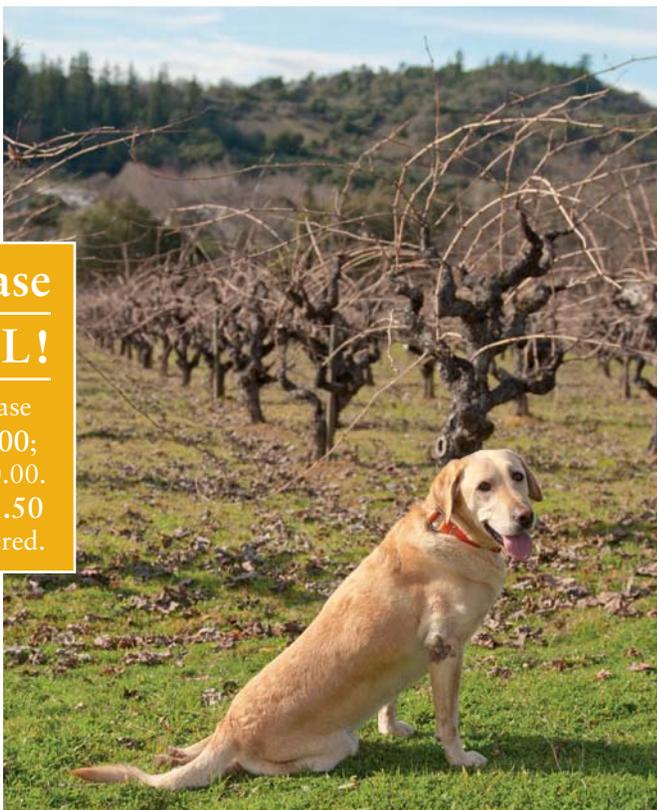
Savings of \$14.00



Navarro's website is available 24/7 at [www.NavarroWine.com](http://www.NavarroWine.com), but if you prefer talking to a real person, our friendly, well-informed staff can help you at 707-895-3686 or 800-537-9463 during regular business hours.

## A red quilt

Although this wine was aged ten months in pricy French oak barrels, it is fruit driven and Navarro's particular choice of grape varieties has evolved from decades of tasting and experimentation. We've produced Navarrouge for over twenty years but it was in 2009 that we discovered a combination of red grapes



### Spring Case SPECIAL!

Buy it by the case for only \$138.00; a savings of \$30.00. That's only \$11.50 per bottle delivered.

*This wine is produced primarily from grapes grown on old goblet trained vines in the Russian River benchlands surrounding Ukiah.*



*It takes an extended series of Navarro's morning tastings to select a Navarrouge blend.*

whose fruit flavors seemed particularly seamless. One-third of this bottling is Zinfandel, from fifty to seventy year old goblet-trained Mendocino vines, which yield a deeply colored and flavored wine tasting of blackberry, with a briary element that creates a wild vibration, what the French call "sauvage." The next wine we blended in was Syrah, with a black cherry core and a crush of springtime herbs. Syrah has a firm tannin structure which provides a solid backbone; it is 29% of the blend. 2009 was the first time we tried this Zin-Syrah combination and we liked it so much we retained the same ratio in 2010. Historically, the next most important grape has been Valdiguié, which sports red cherry flavors, but the vines failed to ripen their crop in 2010. Instead, to achieve a smack of Bing fruit, we splashed 26% Pinot Noir into this Navarrouge. The balance comes from some

Harvested	Sept.30-Oct.22,'10
Sugars at harvest	24.2° Brix
Bottled	Aug. 23-24, 2011
Cases produced	2298
Alcohol	13.8%
Titrateable acidity	6.6 g/L
pH	3.76
Price (750 ml)	\$14.00

of Mendocino's oldest goblet vines: Carignan, Grenache and Cabernet Sauvignon. Like a hand-stitched quilt, comfy and beautiful, Navarrouge is homey enough for pasta and classy enough for a roast. **Gold Medal winner.**

2009 Grenache  
Mendocino

*Jim, Navarro's wine-maker, with Jason Dolan at Dark Horse Vineyards. When we tasted this wine recently we were impressed by how the aromas opened up while sitting in the glass. We advise aerating this robust wine before serving.*



2009 Syrah  
Mendocino

*We fermented these grapes in temperature controlled tanks and manually shoved the skins that floated to the surface back into the bubbling juice.*



## Father and sons

One of the pleasures of being in business for close to forty years is watching the children of our friends take over more and more of the farming operations. Dark Horse Vineyards is owned by the Dolan family. Paul was the winemaker at Fetzer Vineyards for many years and is a leader in championing organic farming in Mendocino. His sons, Heath and Jason, are currently managing Dark Horse. Not surprisingly, they farm these Grenache grapes biodynamically and the fruit confirms our belief that it is better to farm with the nutrients that nature provides rather than using synthetic chemicals. The vines are well tended, healthy and happy. Dark Horse Vineyards accounts for 75% of this bottling with the remainder from sustainably-grown grapes harvested at Eaglepoint Vineyards. The wine bursts with black licorice, coffee, smoky paprika and strawberry jam. **Gold Medal winner. Best of Class.**

Harvested	Sept. 24-Oct. 27, '09
Sugars at harvest	27.0° Brix
Bottled	Sept. 3, 2010
Cases produced	191
Alcohol	14.6%
Titratable acidity	6.9 g/L
pH	3.70
Price (750 ml)	\$27.00

## The right stuff

During our first visit to Dark Horse Vineyards we walked the vineyard to ascertain if it had the right stuff to produce excellent wine. We noted that the vineyard is sited on well-drained soil, that it is composed of the most flavorful clones and rootstock combinations for Syrah, that it is a high density planting so that each vine only has a small crop to ripen, the trellis is modern and the vines are well-tended; all indications that the wine would be excellent. We made our first wine from this vineyard in 2007. We were delighted with the intensity of the initial harvest but, unfortunately, the 2008 vintage was never released due to smokiness from widespread wildfires. This is our third vintage from this field and the results are so stellar that we will continue to purchase this fruit every year we can. It is complex with chocolate, black olives, violets and cinnamon. **Gold Medal winner. Best of Class.**

Harvested	Sept. 21-Oct. 20, '09
Sugars at harvest	25.2° Brix
Bottled	Sept. 3, 2010
Cases produced	395
Alcohol	14.2%
Titratable acidity	6.7 g/L
pH	3.86
Price (750 ml)	\$27.00

## 2009 Zinfandel

*Old Vine Cuvée  
Mendocino*

*Ed Berry has been farming 100 acres in Talmage, alongside his parents, since 1976. He understands that good farmers take care of their land in a way that makes it available for their children and their children's children.*



*Jim Klein, Al Tollini and Rosey in the old block Zinfandel.*

*Sylvain Gasdon, Navarro's 2010 harvest chef, is a charcutier from Normandy who understands that good food, like good wine, takes time, tradition and meticulous attention.*

## Ancient treasures

This is our eleventh bottling of *Old Vine Zinfandel* and typically it represents only 10% to 15% of Navarro's total Zinfandel production. Al Tollini's *Old Block* vines continually produce delicious, concentrated wines and have been the major component in this bottling for nine of the eleven past vintages. *Old Block* sounds like Al's other vines are youngsters, but even they are in their sixties. The vines in the *Old Block* are a decade or two older and, at this advanced age, they are, unsurprisingly, less productive. Al painstakingly picks the block separately for Navarro. We ferment and age this elixir as an individual lot; it constitutes 77% of the 2010 blend. We discovered Ed Berry's vineyard in 2000; the site is protected from the wind and his vines produce some of our ripest fruit. This vine-

yard has consistently produced exceptional wine and Berry's grapes have been in each of the last six vintages of *Old Vine Zinfandel*; in this bottling, Berry accounts for 23% of the blend. Delicate tannins make this wine approachable

Harvested	Sept. 25-Oct. 4, '09
Sugars at harvest	26.9° Brix
Bottled	Aug. 30, 2010
Cases produced	298
Alcohol	15.4%
Titrateable acidity	6.7 g/L
pH	3.74
Price (750 ml)	\$27.00

with lingering flavors of huckleberry, blackberry jam and Italian plum tart. **Gold Medal winner. Best of Class.**



2009 Pinot Noir  
Deep End Blend  
Anderson Valley, Mendocino

*The gentlest way to punch-down is to do it by hand.*

*It may be time consuming but we think the resulting gentle tannins are important with this delicate varietal.*



*Harvesting Pinot Noir. Immediately before harvest, Navarro's crew removes the leaves around every cluster. That makes it easy to see and remove defective clusters, as well as speeding up picking.*

## Preferential treatment

Almost daily someone asks us, “What is your favorite wine?” It is a tough question. One winemaker we know replies, “It depends on how the wine has performed that day.” Well, this wine has consistently performed well, with a long history of gold medals. Navarro has planted a variety of clones and rootstocks of Pinot Noir at a number of different sites; we planted in blocks so that we could harvest the fruit separately. In 2009 we had 32 lots from which to select our blend. Each lot was fermented in small bins, then aged in French oak barrels and kept separate throughout the winemaking. After many years it has become apparent that some site-rootstock-clone combinations are always in our best Pinot and others not. In the Garden Spot, for

example, clone 115 on 3309c rootstock is routinely in the *Deep End Blend*, but the grapes from the same site and clone on 1103p rootstock rarely make the grade for this cuvée. Discovering favorite combinations varies by vintage, reinforcing our conviction that the season and the rootstock, as well as clonal choice, matter. This bottling is a cuvée from six different blocks,

---

---

Harvested	Sept. 22-29, '09
Sugars at harvest	25.8° Brix
Bottled	Feb. 7, 2011
Cases released	332
Alcohol	14.2%
Titrateable acidity	6.9 g/L
pH	3.50
Price (750 ml)	\$49.00
(magnum)	\$99.00

---

---

aged, naturally, in our newest and best barrels. This is a Pinot you could dab on like perfume: toast, vanilla and clove mingle with suggestions of black cherry, plum and raspberry. It's a knockout with Peking duck or cassoulet. **Gold Medal winner. Best of Class.**