

NAVARRO

Vineyards

- 2012 Pinot Blanc, *Mendocino: New kid on the block*
- 2011 Muscat Blanc, *Estate Bottled (Dry): Slip, sliding away*
- 2012 Rosé of Pinot Noir, *Anderson Valley: Going viral*
- 2011 Navarrouge, *Mendocino: Daily show*
- 2010 Pinot Noir, *Deep End Blend: Plunge in*
- 2010 Grenache, *Mendocino: Red goblet*
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OUR 2013 SPRING RELEASES

Spring break

Each year we release a selection of wines that we produce in itsy-bitsy quantities, so limited that sometimes there isn't even enough for all our wine friends. These wines are a fun break for the winemaker and the customer alike because we get to experiment with, and you get to taste, some of our most exotic offerings. For almost two decades our March release has included a dry Chenin Blanc. These grapes have been taken out of wine production, but happily, we have found a bright, crisp replacement; we are rolling out Navarro's first Pinot Blanc. In addition, we are releasing a dry Muscat Blanc, a fresh Rosé of Pinot Noir, and five

vigorous red wines that are likely to sell out quickly. Navarro's value wines, Pinot Blanc and Navarrouge, are offered with case specials for \$11.50 per bottle, which is a great way to take a spring break. **Spring samplers are not shipped automatically. Please order**

by April 30 to take advantage

of Pre-Release prices, bargain priced samplers and full case specials. As a Pre-Release friend, you can take advantage of One-Cent ground freight on case shipments throughout the year.

Cheers,

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



PENNYROYAL MARCH CHEESE SAMPLER

Aging gracefully

One reason our ancestors started fermenting grape juice for wine, and milk for cheese, was to extend the fruits of the harvest into winter. Pennyroyal Farmstead is our family's farm in Boonville where we craft farmstead cheese from a pampered flock of goats and sheep. Pennyroyal

goats have a "maternity leave" from Christmas until late February, which means our first fresh *Laychee* won't be available until March 10. *Boont Corners* are rounds of raw milk cheese which have been turned and wiped while resting in the cellar; the *Boont Corners* has aged at least two months, the *Vintage* at least four months and the *Reserve* at least six. Treat yourself to a cheese tasting (6 oz. wedges each of the *Boont Corners*, *Vintage* and *Reserve* as well as a 6 oz. tub of fresh *Laychee*) and see how the rounds, as they dry and age, change from being creamy and tangy, to firmer with sharper flavors and finally become sweeter and nuttier. Top it off with the first fresh cheese of spring.

Farmstead Cheese SAMPLER

\$49.50 Delivered!*

Packed in insulated containers with cold-packs, and shipped overnight to your home or office.

Guaranteed Farm Fresh!

*Northern California: \$49.50
West of the Rockies: \$59.50
East of the Rockies: \$69.50

Cheese must be shipped separately from wine.
Sampler available after March 10.

2012 Pinot Blanc
Mendocino (Dry)

The Navarro family is expanding. In addition to introducing a new variety, meet Skyler Bennett White who was born in February.



Aging wine in seasoned cooperage allows the wine to clarify naturally without picking up strong oak flavors. Newly fermented wines improve with barrel aging and in the spring following harvest, at the same time we have bud-break in the vineyard, wines in cask begin to “open up”.

New kid on the block

For the last sixteen years Navarro has released a good, but inexpensive, springtime white wine which is always snapped up by our wine friends. For the first fifteen years, we sourced grapes from a Chenin Blanc vineyard in Talmage. In 2012 those grapes ceased to be available and we spent many days looking for a suitable bright replacement. This year we are releasing our first Pinot Blanc from grapes grown by Gordon Jahnke near Ukiah. Since there are only forty-three acres of Pinot Blanc vines in Mendocino County, we were pleased and surprised to find a mature vineyard planted to true Pinot Blanc. In California many of the pioneer Pinot Blanc vineyards were later discovered to be mistakenly planted in Melon. Navarro’s winemaker visited Gordon’s vineyard several times last summer and we decided to harvest in

late September in order to avoid a hot spell in the forecast. After destemming and pressing the grapes, the juice was cool fermented in stainless steel, then racked to French oak puncheons to age four months. In our morning tastings we found that an addition of 12 percent Chardonnay nicely augmented Pinot Blanc’s citrus-melon

Harvested	Sept. 25, 2012
Sugars at harvest	22.1° Brix
Bottled	Feb. 19, 2013
Cases produced	1150
Alcohol	13.7%
Residual sugars	0.2%
Titrateable acidity	7.5 g/L
pH	3.29
Price (750 ml)	\$15.00

flavors and lengthened the finish. Pinot Blanc is an underappreciated variety but we think Navarro’s newest “baby” will please with its bright bouquet, clean flavors, crisp finish and moderate price tag.

Pinot Blanc, a color mutation of Pinot Gris, was confused with Chardonnay until the end of the 19th century when it was properly identified by French ampelographer Victor Pulliat in 1868.

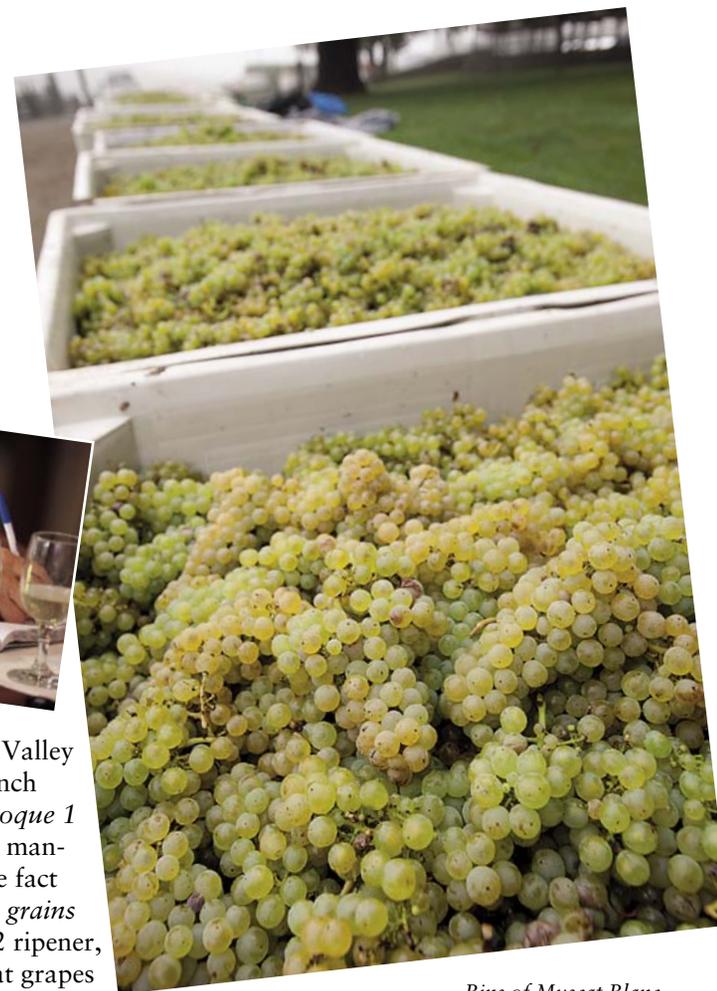


Spring Case SPECIAL!

Buy it by the case for only \$138.00; a savings of \$42.00. That’s only \$11.50 per bottle.

2011 Muscat Blanc
Estate Bottled (Dry)
 Anderson Valley, Mendocino

The morning tastings are always fun when we're blending Muscat. Simon, our sixteen year old dachshund, prefers to daydream.



Slip, sliding away

In 1990 we were preparing the southernmost half of Hammer Olsen's pasture for a vineyard which we initially had planned to plant entirely to Pinot Noir. It's a gently sloping field with Pinole gravelly loam soil, but when we actually cultivated the soil in the lower corner of the field we discovered it contained a lot of clay. Our fondest association with clay based soils occurred in France one summer when we were visiting a young winemaker who had once interned at Navarro. We recalled slipping, sliding and giggling down a rain-soaked clay hillside vineyard in Beaumes-de-Venise; the rain made the clay surface slippery or perhaps it was how much delicious *Muscat de Beaumes-de-Venise* we had consumed at lunch. We knew that Muscat was also grown in Alsace, so in a moment of brilliance, or perhaps foolhardiness, we decided to plant Muscat in this clay-laced block. The wine grapes that have been most suc-

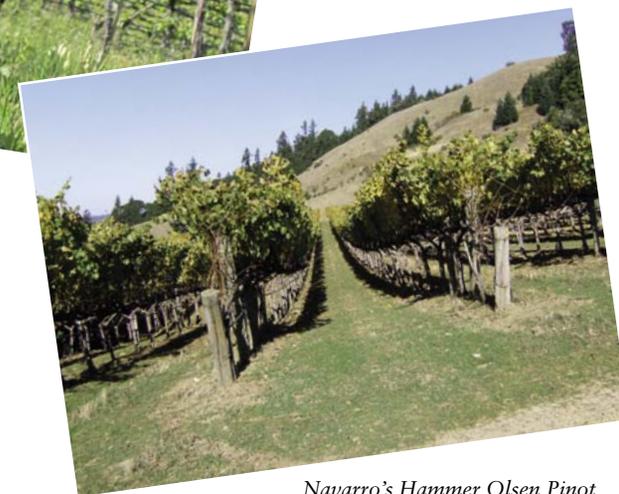
Harvested	Oct. 17, 2011
Sugars at harvest	21.0° Brix
Bottled	May 8, 2012
Cases produced	449
Alcohol	12.2%
Residual sugars	0.2%
Titrateable acidity	7.4 g/L
pH	3.25
Price (750 ml)	\$19.50

cessful in Anderson Valley are varieties the French have classified as *époque 1* (early) ripening. We managed to overlook the fact that *Muscat à petits grains blanc* is an *époque 2* ripener, consequently Muscat grapes ripen very late in our maritime climate, accentuating the effect of vintage. Summer and fall were cool in Anderson Valley in 2011, so when the grapes were physiologically ripe, they had lower sugars than usual, but with balanced acidity. The wine's low alcohol, bone-dry finish and orange-like flavors make it a perfect match for grilled spring-time veggies or a bowl of spicy jambalaya. **Silver Medal winner.**

Bins of Muscat Blanc. There are over 200 distinct grapevine varieties grown in many wine regions named Muscat or Muscat something. The grapes grown at Navarro are Muscat à petits grains blanc, an aromatic small-berried variety that has been cultivated around the Mediterranean for centuries. The first mention of this variety was in 1304, in Italy, under the Latin name Muscatellus.

Going viral

Navarro's vines for the *Hammer Olsen* Pinot Noir blocks, which we planted twenty three years ago, were based upon experimental results from a University of California at Davis trial at Carneros Creek Vineyard. One of the top scoring experimental wines was produced from a field selection sourced from Chalone Vineyards in the Gavilan Mountain Range near Soledad. Subsequently two *Hammer Olsen* blocks were planted to field selections sourced from Chalone; one from their original block and a second from their "new" block, which Chalone had planted, in turn, from a mixture gleaned from their old block. We were careful to take our selections from the largest range of vines possible since the fields were a mixture of several distinct Pinot Noir clones. We weren't surprised when the vines initially produced delicious red wine, but we were surprised when, after a number of years, some of the vines started to express mild grape leafroll. Leafroll turns the leaves bright red in the autumn, which is adored by photographers, but strikes fear in a grape grower. It is a complex viral disease that slows ripening of the crop, reduces color and



decreases crop yields. While the grapes may be shy of color and ripeness for a red wine in cool vintages, we had a hunch that we could produce an excellent pink wine from these vines. We produced our first Pinot Noir rosé from this field in 2009 and it has been a favorite with Navarro fans from the get-go. We're hopeful the 2013 commercial salmon season will open again in early May as this wine is a great way to toast the season.

Harvested	Sept. 29, 2012
Sugars at harvest	23.4° Brix
Bottled	Feb. 20, 2013
Cases produced	914
Alcohol	13.5%
Titrateable acidity	6.7 g/L
pH	3.30
Price (750 ml)	\$18.50

Navarro's *Hammer Olsen* Pinot Noir vineyard in the spring (above). Our most recent plantings have high trunks and this allows sheep to graze under the vines in the growing season. When put into a vineyard with lots of grasses for feed, the first thing Babydoll sheep prefer to eat are tender Pinot Noir shoots. The horizontal cordons (very top of photo) which bear all the fruit, are too high for these miniature sheep to reach, but they do a great job of removing all the trunk suckers which saves us many hours of labor. A Pinot vineyard in the fall (below). This vineyard has been suckered and weeded by sheep all summer, leaving no tall weeds to inhibit grape maturation.

Bottling Rosé of Pinot Noir.



NAVARRO SAMPLERS

New wine releases at Pre-Release savings up to 31%

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

No. 1 8 bottles

All new

A bottle each of Navarro's eight new releases: two crisp whites, a delightful rosé and five medal winning reds.

- 2012 Pinot Blanc Mendocino (Dry)
- 2011 Muscat Blanc Estate Bottled (Dry)
- 2012 Rosé of Pinot Noir Anderson Valley (Dry)
- 2011 Navarrouge Mendocino Red Table Wine
- 2010 Pinot Noir Deep End Blend
- 2010 Grenache Mendocino
- 2010 Syrah Mendocino
- 2010 Zinfandel Old Vine Cuvée

#1A—8 bottle Sampler

\$138.00

Savings of \$60.00

#1B—Sampler + 4

Add four bottles of your choice to make a case. The four bottles earn an extra 10% discount and the case then qualifies for One-Cent shipping!



Navarro's farm-direct wines always represent an excellent value and our specially priced samplers feature discounts up to 31% until April 30. Navarro's 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 Pre-Release prices, bargain sampler prices, and One-Cent ground shipping.

No. 3 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 muscular reds.

- 2012 Pinot Blanc Mendocino (Dry)
- 2011 Muscat Blanc Estate Bottled (Dry)
- 2012 Rosé of Pinot Noir Anderson Valley (Dry)
- 2011 Navarrouge Mendocino Red Table Wine
- 2010 Grenache Mendocino
- 2010 Zinfandel Old Vine Cuvée

#3A—12 bottle Sampler

\$179.00

Savings of \$65.00

#3B—6 bottle Sampler

\$97.00

Savings of \$25.00



No. 2 12 or 6 bottles

Red, white & rosé

Choose either two or four bottles each of Navarro's most popular new wines; a crisp white, a robust red and a springtime rosé.

- 2012 Pinot Blanc Mendocino (Dry)
- 2012 Rosé of Pinot Noir Anderson Valley (Dry)
- 2011 Navarrouge Mendocino Red Table Wine

#2A—12 bottle Sampler

\$149.00

Savings of \$45.00

#2B—6 bottle Sampler

\$77.00

Savings of \$20.00

No. 4 12 or 6 bottles

Red and rosé

One or two bottles each of five recently released medal winning red wines and a delicious Rosé of Pinot Noir.

- 2011 Navarrouge Mendocino Red Table Wine
- 2010 Pinot Noir Deep End Blend
- 2010 Grenache Mendocino
- 2010 Syrah Mendocino
- 2010 Zinfandel Old Vine Cuvée
- 2012 Rosé of Pinot Noir Anderson Valley (Dry)

#4A—12 bottle Sampler

\$235.00

Savings of \$92.00

#4B—6 bottle Sampler

\$126.00

Savings of \$37.50



Navarro usually ships in recyclable cardboard but you may request styrofoam which offers better temperature protection for shipments requiring extended transit time in hot weather. Navarro's website is available 24-7 at 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.

No. 5 3 bottles

Springtime trio

Three new dry wines that emphasize the crisp fruit flavors of springtime.

- 2012 Pinot Blanc Mendocino (Dry)
- 2011 Muscat Blanc Estate Bottled (Dry)
- 2012 Rosé of Pinot Noir Anderson Valley (Dry)

#5—3 bottle Sampler

\$44.00

Savings of \$9.00

No. 6 3 bottles

Red hot triad

One bottle each of three new robust red releases.

- 2011 Navarrouge Mendocino Red Table Wine
- 2010 Zinfandel Old Vine Cuvée
- 2010 Grenache Mendocino

#6—3 bottle Sampler

\$56.00

Savings of \$13.00

No. 7 3 bottles

Home spun trilogy

A threesome of Navarro's homegrown medal winning wines.

- 2011 Muscat Blanc Estate Bottled (Dry)
- 2010 Pinot Noir Deep End Blend
- 2010 Chardonnay Première Reserve

#7—3 bottle Sampler

\$75.00

Savings of \$18.50

2011 Navarrouge
Mendocino Red Table Wine

The fruit from these old Zinfandel vines accounts for about a third of this vintage's Navarrouge.



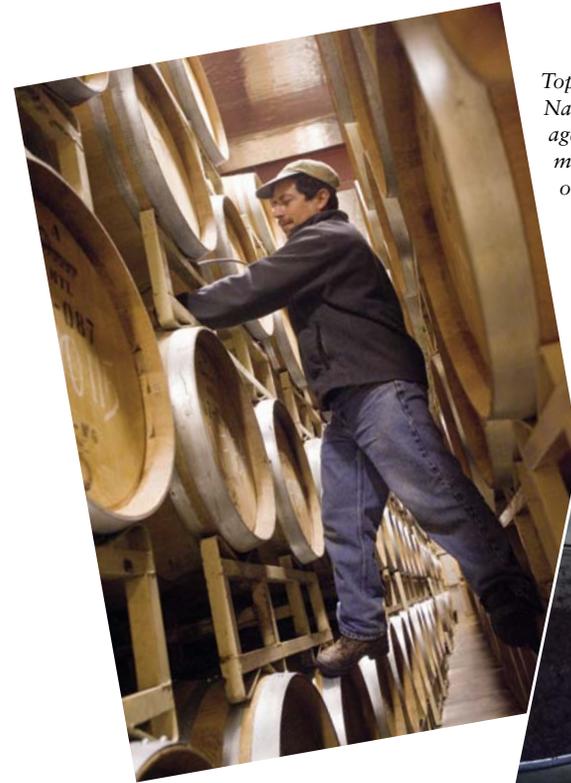
Daily show

Over three decades ago, Navarrouge was a blend selected from the various lots of wine that didn't fit into Navarro's varietal offerings. We sometimes bought "additional" (code word for expensive) fruit from good vineyards to maintain consistent Navarrouge quality from vintage to vintage. However, as a result of continually improving quality of the ever popular daily red, this "additional" fruit now accounts for the majority of the recent blends. We shouldn't have been surprised when the last release of Navarrouge, the 2010, sold out in just seven months. The combination of base wines that we've used for the last three vintages is especially pleasing: fruit-driven, old vine Zinfandel teamed up with Syrah's rich, firm backbone and completed with Pinot Noir's lengthy suppleness. In 2011,



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Topping barrels; Navarrouge is aged for about 10 months in French oak barrels.



In red wine production, the skins macerate in the juice, sometimes for weeks, and the CO2 generated by fermentation causes the skins to float to the surface. Rather than use pumps to remix the juice and skins, we prefer to shove the skins back into the fermenting juice by hand; we think the wines produced have less harsh tannins.

late-ripening varieties in Mendocino were degraded by stormy weather and we were unable to harvest any Cabernet Sauvignon or Carignan and only a little Grenache all of which are usually part of this blend. In order to compensate, we upped the percentage of earlier ripening Pinot in this 2011 bottling. The wines were aged in French oak barrels, then in a series of five tastings, we selected a final blend for this bottling. We had already bottled this Navarrouge before we realized how quickly the 2010 bottling would sell out, so we only bottled the same amount as 2010. Don't dawdle stocking up on this show stopper.

Harvested	Oct. 7-22, 2011
Sugars at harvest	23.0° Brix
Bottled	Sept. 6-7, 2012
Cases produced	2386
Alcohol	12.8%
Titrateable acidity	6.7 g/L
pH	3.58
Price (750 ml)	\$15.00

Jim Klein and Jason Dolan. Although Dark Horse's Grenache vineyard is modern with drip irrigation and the top-rated clones planted on rootstocks matched to the soils, note that the vines are trained to the old fashioned goblet, just like the grizzly vines in the Rhône. The Dolan family takes pride in farming their vineyard biodynamically.



Red goblet

We've produced Grenache at Navarro for fifteen years but this is only our third bottling of a robustly red Grenache. Most of the Grenache grapes we've crushed and fermented have been for Navarro's *Mendocino Rosé*. The remainder was turned into red wine but typically the wines we've produced have been blended each year into Navarrouge. Many of the Grenache vines in Mendocino County are either heavily productive clones, planted on rich soil, or the variety is Grenache *Gris* rather than *Noir*. *Gris* produces solid rosé wines, but at least for Navarro, Grenache *Gris* vines have not produced a red wine deserving of being bottled as a distinct varietal. In 2007 we had an opportunity to purchase Grenache *Noir* from Dark Horse Vineyards and we've been coming back every vintage since. The vines are planted on well drained, not-too-fertile volcanic soil, perfect for classy red wines. **Gold Medal winner. Best of Class.**

Harvested	Oct. 2-18, 2010
Sugars at harvest	25.9° Brix
Bottled	August 29, 2011
Cases produced	273
Alcohol	14.8%
Titrateable acidity	6.2 g/L
pH	3.74
Price (750 ml)	\$27.00



Eaglepoint Vineyards is a hillside vineyard located at about 900' in elevation above the town of Talmage.

Mitigating factor

Up the hill, about 200 feet above the vineyard that produced our 2010 Grenache, is Eaglepoint Vineyards. With the exception of our Pinot Noir vineyards, this is the coolest site of all the inland Mendocino vineyards from which Navarro sources red grapes. The first time we purchased grapes from this site was in 1978, for Cabernet Sauvignon, and we have continued to produce red wines from this chilly elevation for thirty three years. One thing we know for sure: this cool microclimate produces distinctive wines that have very firm acidity. The wines have wonderful aging potential but they are hard in their youth. This year we've added a gentle twist. To soften Syrah's tannins, we blended in about twenty percent Grenache from the vineyard with a warmer exposure just down the hill. Syrah and Grenache are typically comingled in the red wines of the Rhône so this bottling is true to the French tradition. **Silver Medal winner.**

Harvested	Oct. 2-18, 2010
Sugars at harvest	25.2° Brix
Bottled	August 29, 2011
Cases produced	328
Alcohol	14.4%
Titrateable acidity	6.6 g/L
pH	3.88
Price (750 ml)	\$27.00

2010 Zinfandel
Old Vine Cuvée
Mendocino



This wine has a richness that can only be achieved using grapes from very old vines; eighty percent of this bottling is from Ed Berry's vines which were planted in 1948 (left). The remaining twenty percent is from Al Tollini's "old block"; this vineyard was planted in 1932 (right).



Proof is in the swallow

Navarro's staff tastes most weekday mornings and everyone makes comments like "plum," "raspberry," "blackberry," "smoky" or, perhaps after a few too many sips, "raspberry, blackberry and plum coulis flavors, laced with hints of cola and warm tar." Anyway, we actually print a few of these comments and some are even in this newsletter. Since occasional customers will ask if we actually put those fruits or compounds in our wine (the answer is no), here's a more technical, or perhaps more sober, description of what to expect. *Old Vine Zin* is Navarro's richest and biggest red wine; it saturates your mouth with a profusion of succulent fruity flavors. Zinfandel harvested as ripe as these, results in a wine with plenty of alcohol, so there is a satisfying sensation of weight on your palate. Inland Mendocino's viticultural climate, with hot days and cold nights, blesses the grapes with high natural acidity; not only does this help keep the wine fresh, the

acidity keeps the finish clean so you keep on coming back for more. We deliberately kept the tannins soft by punching down the fermenting grapes by hand, rather than using a pump which can mash the skins and seeds, so the wine is supple. Finally, we aged the wine predominately in seasoned oak barrels so as

Harvested	Oct. 14-18, 2010
Sugars at harvest	26.8° Brix
Bottled	Aug. 25, 2011
Cases produced	300
Alcohol	15.2%
Titrateable acidity	6.7 g/L
pH	3.78
Price (750 ml)	\$27.00

not to overpower the grapes' flavors with aggressive oak. Not surprisingly, words are inadequate to explain flavors, aromas and tastes. We urge you to swirl, sniff and sip: the proof is in the swallow. **Gold Medal winner.**

2010 Pinot Noir
 Deep End Blend
 Anderson Valley, Mendocino



Night harvesting Pinot Noir. Cold fruit results in a slower fermentation allowing the juice more time to extract flavors from the skins. Pecorina (on right) guards Navarro's night-time crew then sleeps much of the day.

Pinot vines in the spring. This is the last time we will sucker these vines by hand. The vines, by next vintage, will be strong enough to withstand Navarro's miniature sheep rubbing against them. (Sheep have itchy backs too!)

Plunge in

By 1994 we had a good sense of which Pinot Noir clones would make good wine on the floor of the Anderson Valley. During our “third wave” of Pinot planting, on southwest facing hillsides, we took the clones that had performed best in the valley floor, expanded the selections and continued to plant in blocks which varied by clone or rootstock. We expected that a particular site, or block, would make the best wine each year. In order to figure out the best sites or blocks, each harvest we’ve fermented and aged the thirty-one small blocks as separate lots of wine. To our surprise, the block that produces the “best” wine, varies year to year. Admittedly, some sites are more frequent winners than other sites, but the changing weather patterns year-to-year influence which site or block

Harvested	Oct. 1-19, 2010
Sugars at harvest	25.8° Brix
Bottled	Feb. 21, 2012
Cases released	109
Alcohol	14.2%
Titrateable acidity	6.8 g/L
pH	3.70
Price (750 ml)	\$49.00
(magnum)	\$99.00

will shine in any particular year. This wine is a blend selected from our six best lots of 2010 Pinot, with blocks in the *Middle Ridge* and *Marking Corral* providing 90% of the fruit; both of these vineyards are the most exposed and cooled by ocean breezes every afternoon. For whatever the reason, low crop load, small berries, or an extended cool, dry summer, after we selected and blended the *Deep End* cuvée, the wine seemed unusually rich so we returned it to the barrel to back the abundant fruit with sensuous oak. Bottled unfiltered to display its vigor. **Gold Medal winner.**

