

NAVARRO

Vineyards

2005 Chardonnay, *Première Reserve: Sacred tradition*

2005 Chardonnay, *Mendocino: What's the difference?*

2005 White Riesling, *Anderson Valley: Quest*

2006 Pinot Grigio, *Anderson Valley: Borderline*

2006 Edelzwicker, *Mendocino: Got it covered*

2006 Rosé, *Mendocino: Blushing admission*

2005 Pinot Noir, *Mendocino: Fanfare for the common man*

2002 Cabernet Sauvignon, *Mendocino: Warm tribute*



Weed-eating under the vines.

OUR 2007 SUMMER RELEASES

Anticipation

Each year we experience childlike awe when the dormant vines' buds swell, flower and tiny grapes are formed. Our awe was magnified this year anticipating the May birth of Ted and Deborah's first grandchild. Navarro's commitment to sustainable farming practices has created a bio-diverse ranch teeming with life, a patch of paradise that we hope will nurture future generations. This summer there are seven new releases: two Chardonnays, three aromatic whites, a dry, beguiling Rosé and a *Mendocino* Pinot Noir. Navarro's well-loved Edelzwicker is available as a case special priced at \$9.75 per bottle which makes it easy to celebrate the renewal of the growing season. Bargain prices on case specials and samplers will be available until July 31.



Hope you visit soon,

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



Mother's Day weekend, 2007.

Warm tribute

Mendocino is a sprawling county of over 275,000 acres where growing conditions are varied. While farmers in the chilly Anderson Valley have been concentrating on planting Pinot Noir, especially over the last decade, our inland neighbors on the toasty bench lands above the Russian River have been growing terrific Cabernet for generations. There is 25% more Cabernet than Pinot Noir planted in Mendocino and Cab likes it warm. Navarro has been buying from Eaglepoint Ranch since the late seventies and their grapes comprise 75% of this blend. The other 25% comes from Kohn's biodynamic vineyard in Redwood Valley. After fermentation the wine was aged for a lengthy 20 months in French oak barrels, then patiently bottle-aged for another three years until the rich, herbal flavors were cushioned with velvet; this Cab is an homage to Mendocino's diversity. **Gold Medal winner.**
6 bottle limit. Very limited supply.

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|---------------------|-----------------------|
| Harvested | Sept. 30-Oct. 11, '02 |
| Sugars at harvest | 25.2° Brix |
| Bottled | August 21, 2004 |
| Cases produced | 865 |
| Alcohol | 14.4% |
| Titrateable acidity | 6.4 g/L |
| pH | 3.68 |
| Price (750 ml) | \$32.00 |
| (1500 ml) | \$69.00 |

Sacred tradition

Navarro's label is an assemblage of three medieval woodcuts respecting the long history of our profession. In January we humbly carried Navarro wine to a family wedding at the church in Vieux-Bellême, France.

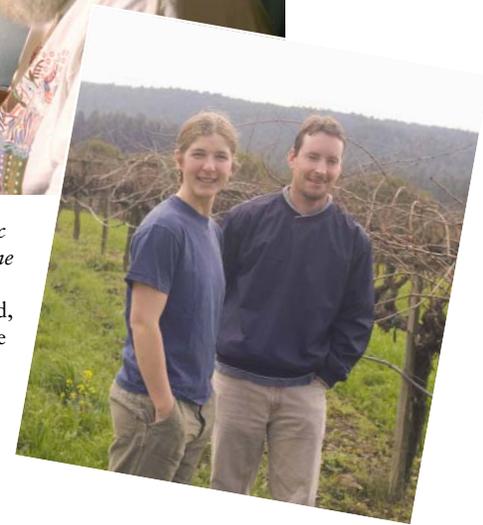
Medieval vineyards were planted with a mixture of grapes to ensure a crop even in difficult years but by 1100 the vineyards in Burgundy were in decline. On Christmas Day 1112, thirty Cistercian monks led by Saint Bernard were given their first vineyard in Meursault. The young monks were educated and dedicated. They studied, propagated and provided cuttings from the best vines, experimented with pruning and grafting and were careful winemakers. They

contributed the concept of "cru" to winemaking; they recognized sections of vineyards that consistently produced wine with exceptional quality and flavor. The religious order and the vineyards prospered and a few years later the monks of Pontigny planted the first 100% Chardonnay vineyard in Chablis. We planted our first Chardonnay vineyard at Navarro in 1979 and like the Cistercians we now have

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|---------------------|-----------------|
| Harvested | Oct. 2-25, 2005 |
| Sugars at harvest | 23.8° Brix |
| Bottled | June 19-22, '06 |
| Cases produced | 4190 |
| Alcohol | 13.6% |
| Titrateable acidity | 7.0 g/L |
| pH | 3.40 |
| Price (750 ml) | \$22.00 |
| (375 ml) | \$12.50 |



Geoffrey of Waterford was a wine critic during the Middle Ages. One of his wine descriptions could easily apply to this Chardonnay: "...its strength is tempered, it opens out sweetly as it comes into the mouth, greets the nostrils and comforts the brain, taking the palate softly but with force."



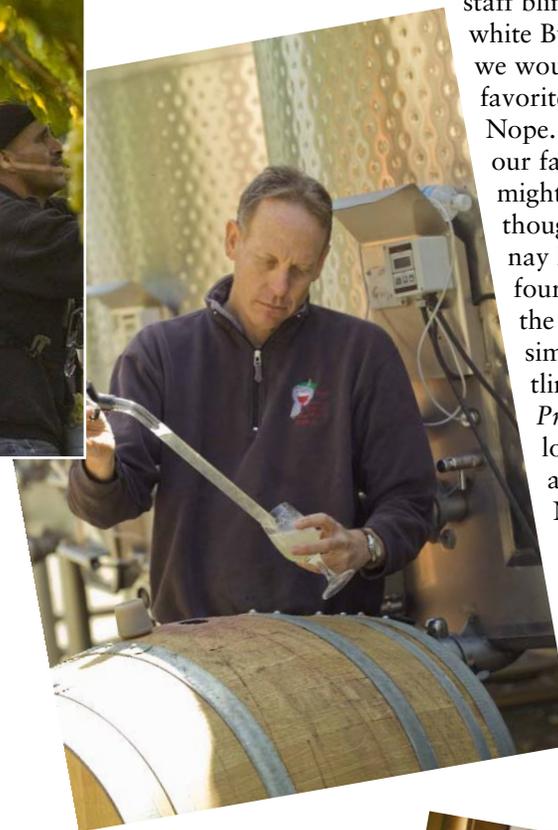
favorite vines and blocks. Three blocks in Navarro's *Hammer Olsen* field consistently produce delicious Chardonnay and form the base for the *Première Reserve* cuvée year after year. A newer vineyard planted to Dijon clones 76 and 95 is showing great promise and makes up 25% of this bottling. This wine was fermented and aged 10 months in French oak barrels. Bâttonage contributed toast, vanilla and butter to the pear-apple fruit with a squeeze of citrus. **Gold Medal winner.**

Conscientious New World wine-growers today engage in the same pursuits as Cistercian monks 900 years ago in Burgundy to identify the sections of their vineyards that consistently produce distinctive quality wine. Sarah and Jeff are recent graduates of U.C. Davis. Sarah has a Master's Degree in Enology and Jeff in Viticulture.

Harvesting Hammer Olsen Chardonnay early in the morning when the fruit is cold. Pickers appreciate the ample size of Chardonnay clusters.



to mention how long the wine should rest on the yeast, if it should be stirred and how much time it should spend in oak. When Navarro's staff blind tasted a dozen 2004 white Burgundies we thought that we would be able to pick out our favorite appellation or vineyard. Nope. We ended up picking out our favorite winemakers. This might help explain why even though the chilly 2005 Chardonnay harvest occurred almost four weeks later than in 2004, the two vintages taste amazingly similar. This *Mendocino* bottling is less buttery than the *Première Reserve* and the lovely apple-melon flavors and moderate price tag entitle Navarro's winemaker Jim Klein, to take a bow. **Gold Medal winner.**



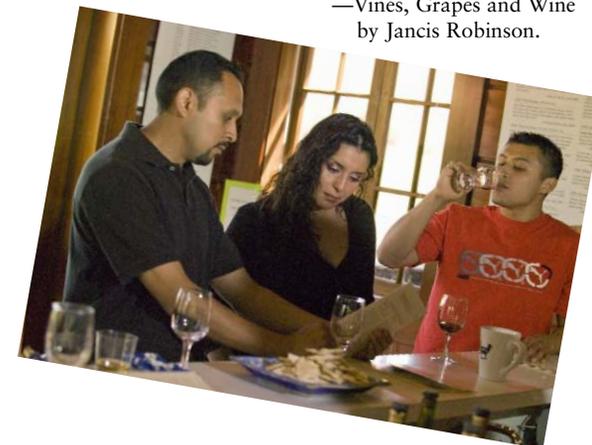
"In Chardonnay is one of the happiest of all combinations: the grower loves to grow it; the winemaker loves to fashion it; and we all love to drink it."
—Vines, Grapes and Wine by Jancis Robinson.

What's the difference?

There is a distinct reason that winemakers like making Chardonnay. It puts their craft, and consequently them, front and center stage. Unlike other white varieties like Sauvignon Blanc, which is herbal and grassy or Gewürztraminer, which is heady with floral aromas, ripe Chardonnay is more chameleon. That means the winemaker's choices in the cellar become paramount. These decisions include whether to encourage a secondary malolactic fermentation that adds buttery tones, the length and temperature of the fermentation and perhaps above all the choice of oak cooperage including which cooper, which forest the wood should come from, how long the wood should dry, the toast level, whether to toast the head of the barrel, not

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|---------------------|------------------|
| Harvested | Oct. 9-21, 2005 |
| Sugars at harvest | 23.8° Brix |
| Bottled | June 22-29, 2006 |
| Cases produced | 4760 |
| Alcohol | 13.6% |
| Titrateable acidity | 7.6 g/L |
| pH | 3.28 |
| Price (750 ml) | \$16.00 |
| (375 ml) | \$9.50 |

Starting in 1992 Jim has aimed for a consistent style with Navarro's Mendocino Chardonnay and has perfected it in more recent vintages. He uses a combination of Anderson and Potter Valley fruit, blended from barrel, oval and stainless steel fermented wine. The stainless part does not undergo a secondary fermentation.



Quest

Navarro's Riesling style has evolved over the last thirty years thanks to the increasing availability of better clones in California. When we started growing Riesling in the 70's there wasn't much choice of what to plant. Historically many California clones of this variety had been selected for high yields rather than high wine quality. We planted our first clonal trials of Riesling in 1990 when the nurseries started to have a wider choice available and now Navarro's fields are planted to some of the world's most flavorful clones. 84% of this wine was produced from Navarro's expanded plantings; there's bright apple and stone-fruit flavors that are reminiscent of ripe German Rieslings from the Rheinland.

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|---------------------|------------------|
| Harvested | Oct.19-Nov.1,'05 |
| Sugars at harvest | 23.1° Brix |
| Bottled | May 5, 2006 |
| Cases produced | 1020 |
| Alcohol | 13.4% |
| Residual sugars | 0.65% |
| Titrateable acidity | 8.5 g/L |
| pH | 3.24 |
| Price (750 ml) | \$17.00 |

Harvesting Campsite Riesling which is planted to three top clones. It takes a California farmer awhile to get the variety and clones of grapes he wants. It's illegal to just bring home vines from a holiday in Germany since the vines must be certified by the State as disease free, a process that often takes years.



Because we are now starting with more flavorful grapes, we've found ourselves crafting drier versions of Riesling but a drier finish requires careful winemaking in order to avoid extracting astringency from the skins, seeds or stems. After destemming, the free-run juice was cool fermented in oak ovals where it rested on the lees for six months, contributing to a rich mouth feel and hints of charcuterie. There is a tad of residual sugar but it's just enough to balance Riesling's naturally high acidity; the wine finishes deliciously tart and dry with no perceptible sweetness. The captivating floral bouquet has just a touch of Germanic petrol and the lush flavors hint at apple, tangerine and apricot. Try it with thinly sliced Westphalia ham on pumpernickel. *Prost!* Gold Medal winner.

In a newly planted vineyard we open the grow tube, select the strongest shoot for the new trunk and remove the weaker foliage. Navarro's latest planting won't come into production until 2009. It is a further fine-tuning of clones that seem well matched to Philo's climate and soils. The quest for the best clones of Riesling continues but we don't think you'll be disappointed with the 2005.

NAVARRO SAMPLERS

Medal winning wines at special sampler savings

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



Until July 31 our phones will be open extra hours; 8 AM till 6 PM weekdays or 10 AM till 6 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

Summer fare

Two bottles each of six new Navarro wines; perfect for summer drinking.

- 2005 Chardonnay Mendocino
- 2005 White Riesling Anderson Valley, Mendocino
- 2006 Pinot Grigio Anderson Valley, Mendocino
- 2006 Edelszwicker Mendocino
- 2006 Rosé Mendocino
- 2005 Pinot Noir Mendocino

\$155.00
Savings of \$33.00

No. 2 12 bottles

Best times two

Two each of our best varietals. All Gold Medal winners. One for now, one to cellar.

- 2005 Chardonnay Première Reserve
- 2005 White Riesling Anderson Valley, Mendocino
- 2005 Muscat Blanc Estate Bottled (Dry)
- 2005 Sauvignon Blanc Mendocino, Cuvée 128
- 2004 Pinot Noir Méthode à l'Ancienne
- 2002 Cabernet Sauvignon Mendocino

\$215.00
Savings of \$49.00

No. 3 12 bottles

All new + Gold

Eight new releases topped off with four Gold Medal winning prior releases.

- 2005 Chardonnay Première Reserve
- 2005 Chardonnay Mendocino
- 2005 White Riesling Anderson Valley, Mendocino
- 2006 Pinot Grigio Anderson Valley, Mendocino
- 2006 Edelszwicker Mendocino
- 2006 Rosé Mendocino
- 2005 Pinot Noir Mendocino
- 2002 Cabernet Sauvignon Mendocino
- 2005 Sauvignon Blanc Mendocino, Cuvée 128
- 2005 Muscat Blanc Estate Bottled (Dry)
- 2003 Zinfandel Mendocino
- 2004 Syrah Mendocino

\$185.00
Savings of \$40.00

No. 4 6 bottles

Summer six

One bottle each of six new Navarro wines; perfect for summer drinking.

- 2005 Chardonnay Mendocino
- 2005 White Riesling Anderson Valley, Mendocino
- 2006 Pinot Grigio Anderson Valley, Mendocino
- 2006 Edelszwicker Mendocino
- 2006 Rosé Mendocino
- 2005 Pinot Noir Mendocino

\$84.00
Savings of \$10.00

No. 7 3 bottles

Summer trio

A bottle each of three new wines perfect for patio dining.

- 2005 Chardonnay Mendocino
- 2006 Pinot Grigio Anderson Valley, Mendocino
- 2005 Pinot Noir Mendocino

\$45.00
Savings of \$5.00

No. 5 6 bottles

Chardonnay and Pinot

Three new Chardonnay and Pinot Noir releases and three from the cellar. All Gold Medal winners.

- 2005 Chardonnay Première Reserve
- 2005 Chardonnay Mendocino
- 2005 Pinot Noir Mendocino
- 2004 Chardonnay Première Reserve
- 2004 Chardonnay Mendocino
- 2004 Pinot Noir Méthode à l'Ancienne

\$107.00
Savings of \$14.00

No. 8 3 bottles

Top tier trio

A bottle each of three dry wines representing the best of Navarro's Gold.

- 2005 Chardonnay Première Reserve
- 2005 White Riesling Anderson Valley, Mendocino
- 2004 Pinot Noir Méthode à l'Ancienne

\$59.00
Savings of \$7.00

No. 6 6 bottles

Navarro's best six

Six Gold Medal wines; the best of each varietal.

- 2005 Chardonnay Première Reserve
- 2005 White Riesling Anderson Valley, Mendocino
- 2005 Muscat Blanc Estate Bottled (Dry)
- 2005 Sauvignon Blanc Mendocino, Cuvée 128
- 2004 Pinot Noir Méthode à l'Ancienne
- 2002 Cabernet Sauvignon Mendocino

\$116.00
Savings of \$16.00



We pack your wine in recyclable cellar-packs and guarantee safe delivery. Bring your empty carton back on your next trip to the tasting room and we will give you a refund.

2006 Pinot Grigio
Anderson Valley, Mendocino

The layout of Navarro's hillside Middle Ridge vineyard looks like the boot of Italy kicking a soccer ball. How appropriate that Pinot Grigio is planted in the upper half, the same location as Collio. During the eighteenth and nineteenth centuries Pinot Gris fell into disfavor in Champagne and Burgundy because of its inability to produce a reliable crop. It appears we have a similar problem in Anderson Valley today.



Borderline

In preparation for blending this wine, we tasted eight 2005 Pinot Grigios from Italy. Navarro's 2006 bottling is more like Pinot Grigio from Collio or Friuli. It's full with ripe fruit flavors rather than the lighter, more herbal and lemony Pinot Grigio from Alto Adige.



Pinot Gris and Pinot Grigio wines are made from the same grape; the first name is used in France and the second in Italy. Since Navarro specializes in Alsatian varieties we usually make a Pinot Gris in name and style but in 2006 we made both. Most of Navarro's Pinot Gris is produced from estate grown grapes but we do purchase additional fruit from three other family-run vineyards. We supplemented our own grapes because from 2001 through 2005 the yields on this temperamental variety kept diminishing in every vineyard block. We knew Anderson Valley Pinot Gris made exceptional wine but we wondered if it could ever be profitable with such miserly yields. In 2006 however, unlike the prior four vintages, every grower and every field

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| Harvested | Sept. 20-Oct. 10, '06 |
| Sugars at harvest | 23.5° Brix |
| Bottled | April 30, 2007 |
| Cases produced | 956 |
| Alcohol | 13.5% |
| Residual sugars | 0.3% |
| Titratable acidity | 7.5 g/L |
| pH | 3.16 |
| Price (750 ml) | \$16.00 |

of Pinot Gris had a bountiful crop and our casks were overflowing. After blending up our usual Anderson Valley Pinot Gris, we still had a matching amount in cask. We even had extra wine left-over from two of the best lots! We normally sell off excess wine to other wineries but these lots were just delicious and the ripe fruit flavors reminded us of Pinot Grigio from Collio. We blended up a Pinot Grigio style bottling to tide us over until the November release of 2006 Pinot Gris, since the '05 has already sold out. This is a refreshing wine with flavors of white peach, tangerine and a crisp citrusy finish. At \$16.00 it's a delightful bargain.



The upper part of the Middle Ridge is steep and the vines usually sit above the morning fog. In Germany Pinot Gris is named Ruländer and produces one of country's richest wines, reminiscent of white Burgundy. Under similar conditions it ripens better than Riesling with higher must weights, typically 2.5° Brix more sugar, but the varietal's modest yield precludes it from being more widely planted.

Got it covered

SUMMER SPECIAL!

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

Edelszwicker is Navarro's version of flowers in a glass. It is a mixture of three of our favorite grapes: Gewürztraminer, Riesling and Pinot Gris, beloved varieties from Alsace, the region that first came up with this tongue-twisting name. Next time you visit Navarro take a look at the

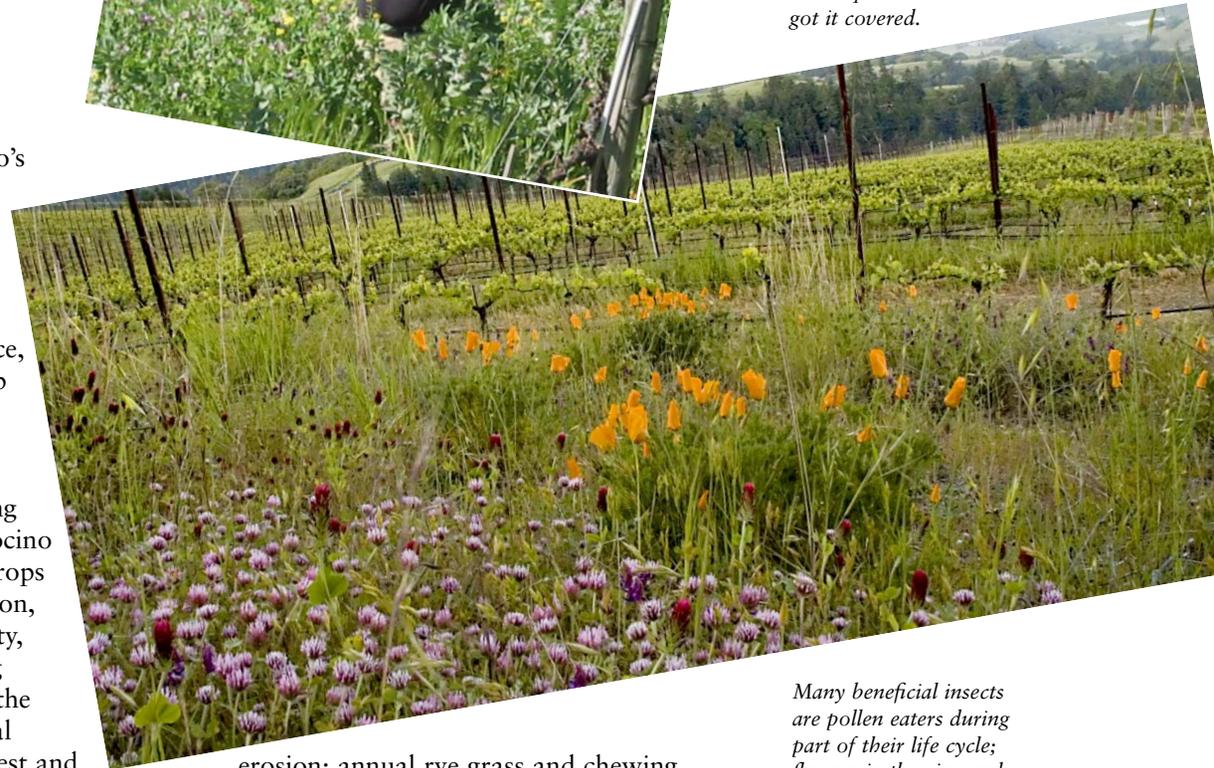
various cover crops that adorn alternating vineyard rows. Glenn McGourty, Mendocino County Farm Adviser, advocates cover crops because they "protect the soil from erosion, regulate vine growth, improve soil fertility, improve soil structure and water holding capacity, enhance biological diversity in the root zone, provide a habitat for beneficial insects, allow for a firm footing for harvest and cultural operations as well as improve air and water quality." Navarro's

cover crops vary with season and location. On flat land and weaker soils we grow fava beans, vetch and Magnus peas that have lots of biomass to till in as summer green manure. On steeper hillsides we are concerned about

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| Harvested | Sept. 26-Nov. 9, '06 |
| Sugars at harvest | 24.0° Brix |
| Bottled | Apr. 30-May 1, '07 |
| Cases produced | 1639 |
| Alcohol | 13.5% |
| Residual sugars | 1.6% |
| Titrateable acidity | 6.8 g/L |
| pH | 3.22 |
| Price (750 ml) | \$12.00 |



Bill celebrates the winter cover crop in the vineyard as well as his twenty-third year working at Navarro. Got a question? Bill's got it covered.



erosion; annual rye grass and chewing fescue form a living root mat under the vines and hug the soil. For new, young vines Jeff, Navarro's viticulturist, likes to use clovers, especially subterranean clovers because they are low growing, don't compete with the vines and are nitrogen fixing. Edelszwicker is as pretty as the flowering cover crop beneath the vines: intensely aromatic with a touch of sweetness and a bit of lime, it is the quintessential wine to envelop summer's pleasures.

Many beneficial insects are pollen eaters during part of their life cycle; flowers in the vineyard are an important food source for our tiny friends. Maintaining a diverse population of flowering plants in the vineyard supports a diverse population of insects.

Glenn McGourty (left) is the Winegrowing and Plant Science Advisor for the University of California Cooperative Extension in Mendocino and Lake Counties. He has been a long time champion of planting cover crops in vineyards.



2006 Rosé
Mendocino (Dry)

This vintage is 50% Grenache from Debbie Pallini's Vineyard, 19% Grenache from McDowell Vineyard and 31% Carignan from Rosewood Vineyard.



The Carignan in Rosewood Vineyard was planted in the 1930's. Rosewood is owned by Debbie's sister Tia. We like the guava notes that these old Carignan vines add to the cuvée.



This Spring we helped our friend Kermit Lynch celebrate becoming a Chevalier de la Légion d'honneur, an honor bestowed by the French government. Kermit's clear and lively writing about European wines as well as his inventory of inspiring wines has certainly helped educate our palates.

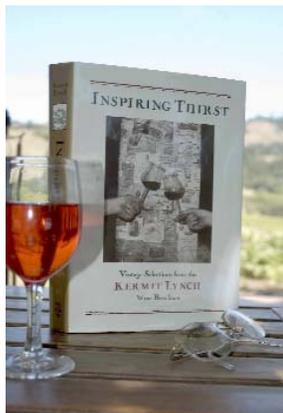
Blushing admission

This is the fifth vintage of Navarro Rosé that we've produced using grape varieties grown in Southern France but the inspiration started decades earlier while we were still students at Berkeley. We blush to admit that we ever drank sweet, pink fizzy plonk in a dorm room but sometime in the early seventies our friend Kermit Lynch, then a young wine purveyor, sold us the first of many bottles of Domaine Tempier Rosé from Bandol in Provence.

The experience was memorable and it was the first time we realized that a rosé wine could be dry, oak aged and delicious with a meal. Some rosés are afterthoughts of red wine production; they are made by "bleeding off" juice

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|--------------------|-----------------|
| Harvested | Oct. 1-10, 2006 |
| Sugars at harvest | 23.6° Brix |
| Bottled | Feb. 22, 2007 |
| Cases produced | 1134 |
| Alcohol | 13.5% |
| Residual sugars | 0.3% |
| Titratable acidity | 7.1 g/L |
| pH | 3.22 |
| Price (750 ml) | \$15.00 |

at crushing to intensify the remaining must for red wine. Since grapes for red wine are picked very ripe, saignée rosé is too alcoholic and you lose the delicate flavors and balancing acidity that make rosé so refreshing. In 2006 Navarro made four lots of rosé from four growers. The wine fermented dry in seasoned French oak barrels and rested on the lees three months before blending. At blending only three of the four lots made the cut because Navarro's staff decided that the Syrah lot was too heavy-handed for the mix. The resulting wine is nuanced with flavors of strawberry tea, guava, vanilla and roses. We think you will blush with pleasure if you try it with a salad of baby greens, goat cheese and walnuts. It's best drunk young and fresh. We have very limited supplies and will sell out soon.



2005 Pinot Noir Mendocino

Navarro's sales, winery and vineyard employees are full-time with benefits, vacation and a profit sharing plan motivating pickers to move fast when the grapes are ripe. You should hurry too because this wine will sell out quickly.



Navarro is in the fortunate position of selling most of our wine directly to consumers from the tasting room, mailing list or on the web at NavarroWine.com. Without the middleman we aim to keep prices moderate.



The price of French barrels has skyrocketed to over \$800 each. They are used for about seven years. For the first couple of years we use the barrels for Navarro's Méthode à l'Ancienne Pinot. We stored this less expensive Mendocino Pinot Noir in seasoned barrels purchased from 2000 to 2002.

Fanfare for the common man

We've been in the wine business for over thirty years so we have seen some pretty wild swings in supply and demand. In 1974 people thought we were foolish planting Pinot Noir in the Anderson Valley especially since the experts had previously recommended Cabernet Sauvignon and French Colombard. Our decision has since been validated as vineyard after vineyard in the Anderson Valley is now being planted with Pinot Noir. The downside of the popularity and growing reputation of Anderson Valley Pinot is that the price of the grapes has skyrocketed. Check out the competition; it is hard to find a Pinot Noir for less than \$20. If you try to buy a French Burgundy you will be paying twice, thrice and upward. Despite consistently sell-

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|--------------------|---------------------|
| Harvested | Sept. 3-Oct. 5, '05 |
| Sugars at harvest | 24.3° Brix |
| Bottled | August 14-15, '06 |
| Cases produced | 2924 |
| Alcohol | 13.7% |
| Titratable acidity | 5.9 g/L |
| pH | 3.72 |
| Price (750 ml) | \$18.00 |

ing out of Pinot Noir we are committed to keeping prices reasonable so that all of our good customers from our earlier, leaner years can still afford Navarro wines. 89% of this wine was grown right here in the Anderson Valley. It was aged for ten months in seasoned French oak barrels adding toast and vanilla flavors to Pinot's berry and plum core. You shouldn't have to plan a white-tie dinner to open a bottle of Pinot Noir; this wine tastes great when you are garbed in blue jeans and a tee shirt. **Gold Medal winner. Best of Class.**

