

# NAVARRO

## *Vineyards*

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2010 Chardonnay, Mendocino: *Next door neighbors*

2011 Sauvignon Blanc, Cuvée 128: *Totally cool*

2011 Edelzwicker, Anderson Valley: *Fanciful*

2011 Gewürztraminer, Cuvée Traditional: *Daily special*

2011 Pinot Grigio, Anderson Valley: *Singing arias*

2011 Rosé of Pinot Noir, Anderson Valley: *New additions*

2010 Pinot Noir, Anderson Valley: *Name change*

2007 Cabernet Sauvignon, Mendocino: *Wait, wait...*



OUR SUMMER 2012 RELEASES

## Life in the slow lane

**G**ood winemaking does not lend itself to life in the fast lane. It takes years for vines to mature and wines to age in barrels and casks. That may be why we get excited when the bottles are finally ready to drink. This summer we are releasing eight new wines, most are from the '10 and '11 vintages but we've been patiently saving a '07 Cab for this release as well. Three distinctive growing seasons are reflected in the unique characteristics of each wine: a Chardonnay, a Sauvignon Blanc, three aromatic whites, a blushing beautiful dry rosé and two robust reds. Three value-packed 2011's, *Gewürztraminer Cuvée Traditional*, Pinot Grigio and Edelzwicker, are being offered as case specials with price tags as low as \$11.50 per bottle, a modest price for an explosion of flavors. Special pricing on samplers and value-wine case specials, as well as *One-Cent ground freight* and reduced air freight, for 12 bottle orders will be available until July 31.

Thanks for supporting our family farm,

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



*We work slowly and carefully to produce quality wines that reflect the terroir and vintage, so it is rewarding for us to hear from the people who enjoy the fruits of our labor. Here are a few recent comments from some of our friends who work slowly and carefully to produce great meals. Their comments made us both hungry and thirsty.*



## Recent comments from our wine friends

“The meal included my homemade Oregon elk and chanterelle mushroom meatloaf, yukon gold mashed potatoes, and grilled asparagus. And the wine was a bottle of 2005 Navarro Pinot Noir (*Méthode à l'Ancienne*). Everybody enjoyed the meal (who wouldn't) but the wine simply amazed everyone. With an incredible blend of ripe cherries and blackberries, just the right light touch of oak, and the smoothest finish I can recall on any red wine in recent memory the wine had everyone commenting (and we're talking some serious wine drinkers with some, often, strong opinions). EXTRAORDINARY!!!!!! was the unanimous sentiment. Thank you Navarro.”

“Congratulations! We just opened a bottle of your Anderson Valley Pinot Noir 2002: it is at a point of perfection right now. It is a fabulous wine! Tonight, we will be drinking another bottle with Jerry's roasted Amish chicken. Thank you very much.”

“I went into my wine fridge and grabbed a bottle of Muscat Blanc, without even thinking about it. When I pulled the cork and smelled the bottle, it had that lovely, lemony nose that I expect from Muscat. When I poured it into the glass, it poured a rich amber color and I was surprised. I picked up the bottle and looked. Imagine my shock when I saw that it was a 1997 vintage! We all tasted and were amazed at the perfect condition of a 15 year old, dry Muscat. The fruit was still fresh and fragrant, there was great acidity and the wine was shockingly good.”

## 2011 Sauvignon Blanc

Mendocino

Cuvée 128

*Navarro has purchased certified organic Sauvignon Blanc grapes from Deborah and Ed Wallo for 22 years. Navarro purchases only part of the vineyard's grapes; Deborah and Ed use half the grapes for their own winery, Yorkville Cellars.*



*A major component of Navarro's Sauvignon Blanc is grown by the Charles family in Boonville. We've known Bill and Nancy Charles for almost forty years, and have purchased their excellent Sauvignon Blanc grapes every year since the vines started producing. Bill and Nancy's daughter Kristy earned a business degree from Cal Poly, then returned to Anderson Valley to help manage the family's Foursight Winery, across the street from Navarro's latest vineyard planting.*

## Totally cool

When we first started producing Sauvignon Blanc wines in 1990, we faced a labeling dilemma. On a Navarro label, the appellation *Mendocino* typically indicates that the grapes were grown in the warm Russian River watershed. There is plenty of Sauvignon Blanc grown in Mendocino's toasty inland valleys but the vineyards we sought are located in two of the county's coolest wine appellations. Both sites are located on Highway 128 and since this wine has always been a blend of two AVA's (American Viticultural Areas), we chose *Cuvée 128* as the moniker. The Charles' vineyard is in *Anderson Valley*; this is Mendocino's coldest appellation because of its proximity to the ocean and on summer days the grapes are cooled by ocean breezes. If you drive south along Highway 128 from the

Charles' vineyard in Boonville, *Yorkville Highlands* is the adjacent AVA. The ocean breezes diminish this distance from the coast but Yorkville's higher altitude helps mitigate the daily high temperatures. This wine is from grapes grown in these two cool climates during a particularly chilly vintage. Harvest was in mid-October with little heat to drive up grape sugars, consequently

Harvested	Oct. 12-13, 2011
Sugars at harvest	22.4° Brix
Bottled	May 2-3, 2012
Cases produced	2701
Alcohol	12.4%
Titrateable acidity	7.3 g/L
pH	3.24
Price (750 ml)	\$18.00

the alcohol is restrained. The season also fostered high natural grape acidity and a flavor profile that has plenty of "gooseberry," a characteristic of New Zealand Savvy. Try it with pasta tossed with fresh chèvre, sautéed prawns and dill.

## 2010 Chardonnay Mendocino

After a series of morning tastings, we decided on a specific blend containing eight different 2010 Chardonnay vineyard lots. Jim uses a metered pump to move wine from seasoned French barrels in precisely the right quantities to replicate the lab sample we developed in our painstaking tastings. In this Mendocino bottling we aim for bright Chardonnay fruit flavors with just a kiss of oak.



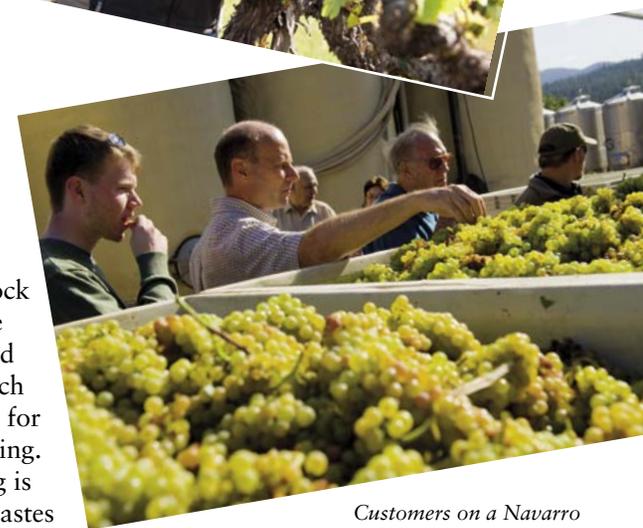
Casey (on right) has supervised the grape growing at Eaglepoint Vineyard for three decades, so we are pleased to have him as the new vineyard consultant right next door at Valley Foothills Vineyard.

## Next door neighbors

For many years Navarro's Mendocino Chardonnay has been produced from two vineyards; a neighboring Anderson Valley vineyard, and a vineyard located in inland Potter Valley. It became apparent by September 2010 that the cool, late season had been particularly harsh on the Potter Valley grapes; there seemed little chance that our usual inland site could produce the quality that we needed. Fortunately for Navarro, our neighbors, Gilman and Marge Ordway, owners of Valley Foothills Vineyard, had just purchased a second ranch right next door to Navarro and the fruit in this established Chardonnay field was, as yet, unsold. One of the main compo-

Harvested	Oct. 14-26, 2010
Sugars at harvest	23.5° Brix
Bottled	June 21-24, 2011
Cases produced	3950
Alcohol	13.7%
Titrateable acidity	7.9 g/L
pH	3.27
Price (750 ml)	\$17.00
(375 ml)	\$10.00

nents in this blend has always been Valley Foothills' "K" block Chardonnay. If we include the wine we made from Marge and Gil's newly acquired Day Ranch vineyard, their grapes account for almost two thirds of this bottling. The other third of this bottling is Navarro grown, so this wine tastes very much of Philo: apple, poached pear and citrus with hints of vanilla from the seasoned French oak barrels. Remember that the weather was cool during ripening so the flavors are clean and bright and resonate with lemony clarity. We like it with local Petrale sole, quickly pan seared in butter and sprinkled with capers. **Gold Medal winner.**



Customers on a Navarro harvest tour with bins of Chardonnay ready to be destemmed and pressed. We can scientifically measure many of the attributes of the grape juice and skins but tasting the berries remains the best way to judge ripeness. Besides, grapes are impossible to resist.

**2011 Edelzwicker**  
Anderson Valley (Semidry)

Edelzwicker was born in Alsace. We love the fragrant white wines, the hearty food and the warm Alsatian hospitality. Alsace has scores of picturesque towns and villages along the "Route du Vin". Located on the French side of the Rhine, it is one of the most productive farm regions in Europe. As a result of its history and location, Alsace has one of France's richest regional kitchens. Specialties include foie gras, sauerkraut, flammekueche, kugelhopf, Strasbourg sausage, Munster cheese, pain d'épices, etc. If you go, don't forget a trip to the Saturday markets.



**Fanciful**

Until the middle of the 17th century, Alsatian vineyards were planted with field blends; a mixture of grape varieties tended and harvested at the same time. In 1644, during the Thirty Years' War, when Alsace was a duchy of France, an order in Riquewihr distinguished the *noble (edel)* wine grape varieties (Gewürztraminer, Muscat, Pinot Gris and Riesling) and the lesser ones (Auxerrois, Chasselas, Pinot Blanc and Sylvaner). Only wines made with a blend of exclusively the *noble* varieties could be designated as *Edelwein*; the term *Edelzwicker* then appears later, around 1700. In the 20th century, France annexed Alsace after World War I and the Order of November 2, 1945, after the German occupation, stipulated that blends of Alsatian wines from standard varieties mixed with wines of *noble* varieties, must be named "Zwicker" (*blend*), and blends of only *noble* varieties could be called "Edelzwicker". The law of January 2, 1970 simplified the rules of AOC Alsace: "Zwicker"

was eliminated and the term "Edelzwicker" was allowed, whatever the varieties used for the blend. Today, Edelzwicker is only a fanciful name without any current AOC status, but Navarro's 2011 Edelzwicker goes back to the 17th century parameters.



**SUMMER SPECIAL!**

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

Harvested	Oct. 10-18, 2011
Sugars at harvest	23.5° Brix
Bottled	May 8-9, 2012
Cases produced	1517
Alcohol	12.4%
Residual sugars	1.7%
Titrateable acidity	7.3 g/L
pH	3.26
Price (750 ml)	\$14.00

It is truly *noble*, containing 42% Riesling, 33% Gewürztraminer and 25% Pinot Gris. Aromatic, spicy and lip smacking, it would be great with most of the dishes listed in the caption.



# NAVARRO SAMPLERS

## New wine releases at summer 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 daily to help you take advantage of Full-Case specials, Sampler prices and One-Cent ground shipping. Our website is available 24-7 at [www.NavarroWine.com](http://www.NavarroWine.com).



### No. 3 12 bottles

#### A Navarro cellar

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

- 2010 Chardonnay Mendocino
- 2011 Sauvignon Blanc Cuvée 128
- 2011 Pinot Grigio Anderson Valley
- 2011 Gewürztraminer Cuvée Traditional
- 2011 Edelzwicker Anderson Valley (Semidry)
- 2011 Rosé of Pinot Noir Anderson Valley (Dry)
- 2010 Pinot Noir Anderson Valley
- 2007 Cabernet Sauvignon Mendocino
- 2010 Muscat Blanc Estate Bottled (Dry)
- 2009 Chardonnay Première Reserve
- 2009 Pinot Noir Méthode à l'Ancienne
- 2009 Zinfandel Mendocino

#3—12 bottle Sampler  
**\$189.00**  
Savings of \$49.00



### No. 4 12 or 6 bottles

#### Aromatic dry whites

Choose either one or two bottles each of the dry fruit-driven varietals that established Navarro's reputation.

- 2011 Pinot Grigio Anderson Valley
- 2011 Gewürztraminer Cuvée Traditional
- 2010 Muscat Blanc Estate Bottled (Dry)
- 2010 Riesling Anderson Valley
- 2010 Gewürztraminer Estate Bottled (Dry)
- 2010 Pinot Gris Anderson Valley

#4A—12 bottle Sampler  
**\$166.00**  
Savings of \$48.00



#4B—6 bottle Sampler  
**\$89.00**  
Savings of \$18.00

### No. 5 12 or 6 bottles

#### Chard and Pinot

Choose either one or two bottles each of wines made from the two most popular grapes in Anderson Valley.

- 2010 Chardonnay Mendocino
- 2009 Chardonnay Première Reserve
- 2011 Rosé of Pinot Noir Anderson Valley (Dry)
- 2010 Pinot Noir Anderson Valley
- 2009 Pinot Noir Méthode à l'Ancienne
- 2009 Pinot Noir Deep End Blend

#5A—12 bottle Sampler  
**\$239.00**  
Savings of \$75.00



#5B—6 bottle Sampler  
**\$127.00**  
Savings of \$30.00



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 farm-direct wines always represent an excellent value. Specially priced samplers and case specials feature discounts up to 24% until July 31. All subject to prior sale so don't delay!

### No. 6 12 or 6 bottles

#### Ready reds

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

- 2010 Pinot Noir Anderson Valley
- 2007 Cabernet Sauvignon Mendocino
- 2009 Pinot Noir Méthode à l'Ancienne
- 2009 Zinfandel Mendocino
- 2009 Grenache Mendocino
- 2009 Syrah Mendocino

#6A—12 bottle Sampler  
**\$216.00**  
Savings of \$59.00



#6B—6 bottle Sampler  
**\$114.00**  
Savings of \$23.50

### No. 1 12 or 6 bottles

#### Summer duo

Choose either three or six bottles each of Navarro's new value wines; exceptional flavor at family prices!

- 2011 Pinot Grigio Anderson Valley
- 2011 Gewürztraminer Cuvée Traditional

#1A—12 bottle Sampler  
**\$144.00**  
Savings of \$42.00



#1B—6 bottle Sampler  
**\$78.00**  
Savings of \$15.00

### No. 2 12 or 6 bottles

#### New dry six

Choose either one or two bottles each of six new and dry Navarro wines; four crisp whites, a blushing beautiful dry Rosé and a multifaceted red.

- 2010 Chardonnay Mendocino
- 2011 Sauvignon Blanc Cuvée 128
- 2011 Pinot Grigio Anderson Valley
- 2011 Gewürztraminer Cuvée Traditional
- 2011 Rosé of Pinot Noir Anderson Valley (Dry)
- 2010 Pinot Noir Anderson Valley

#2A—12 bottle Sampler  
**\$159.00**  
Savings of \$47.00



#2B—6 bottle Sampler  
**\$86.00**  
Savings of \$17.00

## 2011 Gewürztraminer

*Cuvée Traditional*  
Anderson Valley

Before we crawl inside to clean an oval in which we've fermented and aged Gewürztraminer, we make sure to vacuum out the carbon dioxide first. One of the reasons this dry wine tastes so round is because the wine was fermented, then aged in these large oak casks. French vigneronns have recognized for decades that allowing wine to rest on the yeast enriches the wine; we've tested this theory extensively and have concluded that the extra time and expense to produce wine in this traditional winemaking manner is well spent. Extended lees contact in an inert stainless steel tank, unfortunately, creates off flavors and aromas, so the historical use of wood casks makes sense.



## 2011 Pinot Grigio

Anderson Valley

The Pinot family of grapes comes in three colors: red, white and grey. They share the same conical clusters and the leaves are quite similar so when the grapes are green it is difficult to tell them apart. Pinot Noir has color pigments in the skin, but Pinot Gris has limited red pigments and can produce a wine with a pinkish tinge. Pinot Gris is genetically unstable, as you can see from this photo shot at Navarro, with white and grey grapes in the same cluster.

## Daily special

Perhaps it's silly to specialize in a grape variety that a good percentage of the public has trouble pronouncing. Every vintage, we ferment various Gewürztraminer vineyard sites in separate ovals so that we have a wide range of flavors and aromas from which to assemble Navarro's *Estate Bottled* cuvée.

The excess production typically has been sold in bulk. In 2011, we used less than half the wine for our more expensive bottling, leaving gobs of good Gewürztraminer. We figured our fans would enjoy an everyday version of Navarro's spicy, benchmark varietal. The *Cuvée Traditional* bottling is a blend of two pretty lots produced from the *Peach* and *Ridge* blocks. A tad sweeter

and less complex than its more expensive cousin, it beats most wines in this price range. Throw a sausage and potato in the oven and open a bottle for an easy work-night supper.



**SUMMER SPECIAL!**

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

Harvested	Oct. 7 & 10, 2011
Sugars at harvest	23.5° Brix
Bottled	May 8, 2012
Cases produced	559
Alcohol	13.3%
Residual sugars	0.45%
Titratable acidity	7.4 g/L
pH	3.24
Price (750 ml)	\$15.00

## Singing arias

We enjoy the refreshing quality of a well-made Italian Pinot Grigio and have toiled to emulate that style. What seems most important is picking the grapes towards the beginning of the ripeness curve, like the Italians, as opposed to the tendency among Alsatians to harvest their Pinot Gris as ripe as possible. Navarro's 2011 Gris harvest lasted three weeks but the grapes for this *Grigio* bottling were harvested during

Harvested	Sept. 24-Oct. 3, '11
Sugars at harvest	22.9° Brix
Bottled	May 7, 2012
Cases produced	991
Alcohol	13.6%
Residual sugars	0.1%
Titratable acidity	7.6 g/L
pH	3.23
Price (750 ml)	\$16.00

the first ten days. The first picking was from a small and newer block of Pinot Gris on September 24 and the last, nine days later. The juice from each picking was fermented and aged in separate oak casks until a final blend was assembled in May 2012. It has a springtime fresh bouquet; flavors of lemon grass, from the largest lot, dominate but the two other pickings provide hints of pineapple and guava. Serve it with your favorite pesto pasta and you'll be singing arias.

**SUMMER SPECIAL!**

Buy it by the case for only \$149.00; a savings of \$43.00. Less than \$12.42 per bottle delivered.



## 2011 Rosé of Pinot Noir Anderson Valley (Dry)

Herding ewes with newly born lambs from field to field requires patience. Sometimes it's faster to carry the lamb as the ewe quickly follows. Lambs and mothers are marked at birth so that we know who belongs to whom. We use Babydoll sheep to weed our vineyards throughout the year. Originally a coastal English breed, these miniature sheep are quite thrifty and don't require grain or supplemental feed; the cover crops in Navarro's vineyards provide ample feed that is herbicide and insecticide free.



The Marking Corral was planted in 1998 to six different clones of Pinot Noir on the same rootstock: clones 4, 113, 114, 115, 667 and 777.

## New additions

This is our fourth rosé produced from Anderson Valley Pinot Noir grapes. We've sourced Pinot Noir grapes from several other vineyards but the *Chalone* clonal selection in Navarro's *Hammer Olsen* block has consistently produced our best Pinot Noir rosé; typically we haven't even bothered to blend in any other lots. The 2011 harvest was late and the weather unseasonably wet. It was likely that we would lose most of the Grenache grapes and could only bottle a small quantity of *Mendocino* Rosé, the wine we released in March. Navarro's Pinot Noir harvest was also looking iffy but the grapes were at a perfect ripeness for

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Harvested	Oct. 1 & 16, 2011
Sugars at harvest	23.0° Brix
Bottled	May 4, 2012
Cases produced	1018
Alcohol	13.7%
Titrateable acidity	7.6 g/L
pH	3.20
Price (750 ml)	\$17.50

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a refreshing rosé. We decided to make more Rosé of Pinot Noir than usual and picked the entire *Chalone* block in the *Hammer Olsen* vineyard for this bottling. The yield was insufficient and it became obvious that an additional block would have to be added to produce enough alluring pink wine to quench the thirst of Navarro's friends. Of the 32 blocks we harvest for wine, we decided to try clone 114 from the *Marking Corral* vineyard. A French ampelography describes clone 114 as producing aromatic wines and our experience in Philo is that the clone produces wines with a delightful bouquet of rose petal. The two lots were fermented and aged separately, then blended in April 2012. It promises to be a generous salmon season this year on the North Coast and the strawberry-plum flavors, not to mention the hue, make this dry rosé a perfect match.

**2010 Pinot Noir**  
Anderson Valley

Our newest planting of Pinot Noir consists of clones 115 and 667 trained on a tall trellis. When the vines are mature we will use miniature sheep for weed control, but until then, weeds are removed the old fashioned way by hand hoeing. The hard work has paid off; the last 15 releases of Navarro's Pinot have been Gold Medal winners. "...you will not find pinot noir of this quality at this price anywhere else."—S.F. Examiner.



View of Anderson Valley from Navarro's Marking Corral Pinot Noir vineyard in April after the vines' buds have shown the first green leaves. A cover crop is maintained under the vine rows during winter to protect the topsoil but it would compete with the vines in summer. We remove the cover crop in early spring using sheep, hand-hoeing, weed-eating and in-row plowing but we avoid using herbicides even though it would be faster and cheaper.

## Name change



Capo and Jefe are brothers that live full time with Navarro's sheep. Each of these huge Maremma-Pyrenees-Akbash dogs weighs about 140 pounds, so a pair is enough to discourage any predator.

**T**his vintage we are changing the appellation on Navarro's bargain priced Pinot Noir from Mendocino to Anderson Valley and we hope this is a permanent change. We now have over 40 acres of Pinot in production and another 10 acres under contract at neighboring Valley Foothills Vineyard; these 50 acres should provide all the fruit for the various Pinot Noir wines we produce. Anderson Valley is now considered one of California's three best appellations for Pinot and we are pretty careful growers. We maintain our vines with a generous leaf to fruit ratio so that our crop gets fully ripe.

We've learned to farm without relying on chemicals to eradicate insects and weeds; we maintain cover crops all year in the vineyard to provide feed for sheep and beneficial insects and erosion control in winter. It even seems to us that our wine has a hint of mint from the wild pennyroyal growing beneath the vines. The grapes for this bottling were harvested and vinified to emphasize the grape flavors rather than heavy oak. We admit that it was aged in seasoned, rather than new, French oak barrels and we bottled it in a

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Harvested	Oct. 3-19, 2010
Sugars at harvest	24.4° Brix
Bottled	Aug. 30-Sept. 1, 2011
Cases produced	3383
Alcohol	13.7%
Titrateable acidity	6.2 g/L
pH	3.71
Price (750 ml)	\$19.50

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less expensive bottle and a shorter cork than our more pricey bottlings, but we didn't skimp on the grapes or our attention to detail! Spiced pomegranate, plum and cherry flavors make this wine intriguing regardless of the name. **Gold Medal winner.**

## 2007 Cabernet Sauvignon Mendocino

*Eaglepoint Vineyard's Red Hill in 2010. The vines that produced this wine were removed in 2009 (save one) and the site was left fallow and has yet to be replanted. We miss harvesting fruit and making wine from this field.*



*Harvesting Cabernet at Berry Vineyard's Rattlesnake Canyon. This site produced exceptionally ripe fruit in 2007 and constitutes 75% of this bottling.*

## Wait, wait...

**W**e produced our first Cabernet Sauvignon in 1975 and over the years we've purchased fruit from a dozen vineyards in order to find sites that produce top-quality wines. In 1978 we purchased, for the first time, grapes from Eaglepoint Vineyard's *Red Hill*. We were impressed by the wine produced on this volcanic soil and we've been purchasing *Red Hill* fruit ever since. What impresses us now about this vineyard is the longevity of the wines it produced, which is undoubtedly a result of the high acidity from nighttime temperatures during ripening, frequently in the 40's. We are blown away when we open one of our 20 year old Cabernets and find it is still lively and delicious. Now for the bad news: in 2009 the *Red Hill* Cabernet vines were pulled out and the field is currently

fallow. Since our 2008 Cabernet was never released because the wine was smoky from the California wild-fires, this is sadly the last vintage that includes this site. Fortunately, in 2004, we made our first wine from Ed Berry's *Rattlesnake Canyon*. This steep site might be hard to farm, but the thin soil produces some intensely flavored fruit. The combination of head trained vines,

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Harvested	Oct. 13-24, 2007
Sugars at harvest	24.7° Brix
Bottled	Aug. 17, 2009
Cases produced	1127
Alcohol	13.8%
Titrateable acidity	6.8 g/L
pH	3.63
Price (750 ml)	\$29.00
(magnum)	\$59.00

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less fertile soils, good sun exposure and protection from the wind results in our first Cabernet field to ripen each vintage. Blackberry, black currants, chocolate truffle and dried herbs were some of the descriptors chosen by our tasting panel. **Gold Medal winner. Best of Class.**