

NAVARRO

Vineyards

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OUR SUMMER 2018 RELEASES

Quench your thirst

Summer is when we release wines produced in such small lots that we make them available to our mailing-list friends on a first-come basis. This release includes four white wines perfect for summertime: Navarro's value-packed Pinot Grigio, our Alsatian-inspired Edelzwicker, and a dry Muscat Blanc as well as a sweet *Late Harvest* Muscat Blanc, both with enticing orange-peach flavors. Four Gold Medal-winning red wines are being released, two of which were produced exclusively from biodynamically

grown grapes. Also available is a blushing pretty 2017 Rosé, produced from Grenache grapes grown on ancient vines. Pinot Grigio, Edelzwicker, Rosé and Navarrouge are offered with case specials for as little as \$13.50 per bottle, a great way to celebrate the balmy weather. Special pricing

on samplers and value-wine case specials, as well as *One-Cent ground freight* and reduced air freight for all twelve bottle orders will be available until August 31.

Thanks for supporting our family farm,

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



Sarah and Skyler tending beehives.

2017 Muscat Blanc
Late Harvest
Anderson Valley, Mendocino

Queen bee

In the last three decades, Navarro has produced late-harvest wines from Riesling and Gewürztraminer grapes but rarely from Muscat Blanc à Petits Grains grapes. Because of Muscat's powerful aromatics, bees often beat us to the punch. When grown in a cool climate, such as Anderson Valley's, Muscat Blanc, like Riesling, exhibits high levels of acidity, which is highly desirable when producing a sweet wine as the piquant acidity balances the sweetness and prevents the wine from being cloying. Since many of the world's Muscat wines are sweet, wine drinkers have come

to associate Muscat's distinctive floral aromas with dessert. In 2017 we decided to produce a sweet Muscat in addition to the dry version that we've made for twenty years. We harvested fruit for the dry version in early October and about a week later we returned to harvest grapes for this sweet Muscat. This royal sweetie is as tempting as a poached pear mille-feuille, honey cake or candied orange peel but maintains a tart, sassy finish. **Gold Medal winner.**

Harvested	Oct 11, 2017
Sugars at harvest	25.0° Brix
Bottled	Feb 27, 2018
Cases produced	487
Alcohol	10.0%
Residual sugars	7.5%
Titrateable acidity	11.2 g/L
pH	3.00
Price (750 ml)	\$49.00
Price (375 ml)	\$25.00

2016 Muscat Blanc
Estate Bottled (Dry)
Anderson Valley, Mendocino

Manuel washing down an oval after racking. Navarro's dry Muscat is fermented in a refrigerated oval then, without disturbing the wine, it is aged sur lie (rested on the yeast that produced the wine) in the same oval for about seven months. Aging in oak clarifies the wine naturally thus preventing the need for heavy filtration. The extended sur lie aging adds a satisfying roundness to the mouthfeel.



Removing spent yeast from an oval. Although we add a little yeast to start the fermentation, the fermenting juice in a large oval will eventually produce twenty or more gallons of yeast, which settles to the bottom of the cask.

National treasure

The Navarro vineyard block that has consistently produced world-class wines, vintage after vintage, is the Muscat Blanc field that bore the grapes for this bottling. The wine is so consistently delicious, year after year, that it inspired one wine reviewer to recently proclaim, “Over several vintages, this is a national treasure.” The soil in this vineyard block is predominantly clay-based, reminding us of the vineyards in Beaufort-en-Vieille in Southern France where some of the best sweet Muscat wines in the world are produced. We have been producing dry wines from this block since 1995 and, in spite of the myriad of glowing reviews for this dry version, it remains the wine that many people skip while visiting our tasting room. We suspect it’s because almost all of the Muscat wines produced in the world are sweet and the perceived “sweetness” of this grape is further reinforced by its floral bouquet. The grapes for

this wine were harvested at the same level of sweetness as our 2016 *Mendocino* Chardonnay and the resulting wines are equally dry. Both were cool-fermented and aged in seasoned French oak (the Chardonnay in barrels and the Muscat in ovals). However, since Muscat Blanc is one of the few varieties that produces wine which tastes almost like the grape, the oak aromas and flavors found in Chardonnay have been replaced with floral aromatics and crisp fruity flavors suggesting peach, citrus and coriander. A superb partner for grilled spicy sausage or a zucchini and dill risotto, this dry wine ages amazingly well in a cool cellar. **Gold Medal winner. Best of Class.**

Harvested	Sept. 23, 2016
Sugars at harvest	24.0° Brix
Bottled	May 5, 2017
Cases produced	402
Alcohol	13.2%
Titrateable acidity	6.0 g/L
pH	3.31
Price (750 ml)	\$22.00

2017 Pinot Grigio
Anderson Valley, Mendocino

The Pinot family of grapes comes in three basic colors: white, red and gray. Because Pinot grape clusters are compact and cone-shaped, it can be difficult to tell the varieties apart except when the grapes are ripe. Pinot Gris is a mutation of Pinot Noir, and the mixture of white and gray berries in the same cluster is testament to Pinot's genetic instability.



Jim inspecting an oval. The ovals Navarro uses for fermenting and aging Pinot Gris are assembled in France. We had a problem with one leaking so it was returned to France for repair. Jim is inspecting the oval on its return to make sure the work was done correctly.

Going gray

One of the qualities of a good Pinot Grigio is a high level of acidity which can be achieved by harvesting early when the grape's natural acidity is high. Being California winemakers, we generally harvest the fruit a little riper than our European counterparts in order to achieve a generous flavor profile; typically grapes for Navarro's white wines are harvested when the sugar levels are close to twenty-four percent.

Three years ago, we harvested grapes for our 2015 Grigio a little less ripe than our normal regime. Pleased with the results, we harvested the grapes for our 2016 Grigio even less ripe than the prior vintage; again we were delighted with this crisper wine but thought it could have benefited with some riper flavors. In 2017, we decided to harvest the primary lot of grapes destined for the

Grigio even less ripe—and more acidic—than the prior vintage. Our idea was to blend it with a smaller lot that we harvested with a riper flavor profile to achieve a wine with both high acidity and ripe flavors. After a series of five tastings, a blend was selected from three different lots with the more acidic lot as the dominating theme. Had someone suggested three years ago that we would now be harvesting fruit for a still wine

at under twenty-two percent sugar we would have politely smiled and thought the person knew nothing about California winemaking. Asian pear and apple flavors with a touch of tarragon and a zingy finish make this summer special easily quaffable.

Harvested	Aug.31-Sept.7,'17
Sugars at harvest	21.9° Brix
Bottled	April 30, 2018
Cases produced	495
Alcohol	12.7%
Titrateable acidity	7.9 g/L
pH	3.23
Price (750 ml)	\$17.00



SUMMER SPECIAL!

Buy it by the case for only \$162.00; a savings of \$42.00. That's only \$13.50 per bottle.

2017 Edelzwicker

36% Gewürztraminer, 31% Riesling,
31% Pinot Gris, 2% Muscat
Anderson Valley, Mendocino

Rebecca, harvest intern in 2017, was in charge of monitoring fermentations as well as doing most of Navarro's laboratory work. After harvest, she was off to New Zealand to help with their grape harvest and will hopefully be back to Navarro for the upcoming 2018 harvest.



Alfredo shoveling Gewürztraminer skins out of an insulated, stainless-steel tank. We destemmed the grapes into this refrigerated tank and let the juice cold-macerate with the skins to increase aromatics. After six hours the juice was pumped out; then Alfredo shoveled the skins and seeds into a picking bin to be dumped into the press.

Open-minded

In our summer newsletter we always introduce a new vintage of Edelzwicker but we have been reluctant to include it in most samplers that are available this time of year. Edelzwicker has some residual grape sugars and we are apprehensive about including it after so many Pre-Release members have insisted that they don't touch semi-sweet wines. Like many of our members, we drink mostly dry

wines. On our last visit to an Indian restaurant in Berkeley, we instinctively ordered a bottle of dry white wine. A little later, after the hors d'oeuvres were served, we recognized our mistake and requested an additional glass of Edelzwicker to compare with the dry wine. Edelzwicker easily won with a fruit-driven character that perfectly matched the complex cuisine! The wine's modest sweetness was the perfect foil for the spicy heat

while the high natural acidity cleansed the palate, resulting in a refreshing rather than cloying effect. Chastened, we returned home and added additional Edelzwicker to our basement wine cellar. There are four noble (edel) white varieties in Alsace and they are frequently blended with good effect: Gewürztraminer inserts a core of tropical fruit, Riesling provides a backbone of taut acidity, Pinot Gris contributes

broadness to the mouthfeel and a dollop of Muscat adds enticing aromas. Try a bottle or two of Edelzwicker with a spicy meal like shrimp curry at home and please don't be embarrassed if you prefer the match to a dry wine. Boasting a juicy bouquet of pineapple, mango and citrus, this one works well poolside or while cooking dinner too.

Harvested	Sept. 4-Oct. 6, 2017
Sugars at harvest	22.8° Brix
Bottled	May 2, 2018
Cases produced	906
Residual Sugars	1.7%
Alcohol	12.8%
Titrateable acidity	8.2 g/L
pH	3.27
Price (750 ml)	\$17.00



SUMMER SPECIAL!

Buy it by the case for only \$162.00; a savings of \$42.00. That's only \$13.50 per bottle.

NAVARRO SAMPLERS AND GIFTS

Medal-winning wines with savings up to 26%

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

No. 1 12 bottles

A Navarro cellar

A bottle each of Navarro's ten new releases topped off with two Navarro favorites: six robust reds, four crisp whites, a delightful summertime rosé and a tempting late harvest sweetie.

2016 Muscat Blanc
Estate Bottled (Dry)

2017 Pinot Grigio
Anderson Valley

2017 Edelszwicker
Anderson Valley

2017 Muscat Blanc (375 ml)
Late Harvest (Sweet)

2017 Rosé
Mendocino (Dry)

2016 Navarrouge
Mendocino County Red Wine

2015 Barbera
Mendocino

2015 Grenache
Mendocino

2015 Syrah
Mendocino

2015 Mourvèdre
Mendocino

2016 Chardonnay
Première Reserve

2015 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

#1—12 bottle Sampler
\$235.00
Savings of \$57.00



Until August 31, Josh and the rest of the staff will be manning the phones extra hours from 8 AM to 6 PM daily to help you take advantage of full-case specials, bargain sampler prices, and One-Cent ground shipping. Our website is available 24-7 at www.navarrowine.com.



No. 3 12, 6 bottles

Summertime six

Choose either one or two bottles each of six dry Navarro wines: two crisp whites, a blushing beautiful dry rosé and three Gold Medal-winning reds.

2016 Muscat Blanc
Estate Bottled (Dry)

2017 Pinot Grigio
Anderson Valley

2017 Rosé
Mendocino (Dry)

2015 Barbera
Mendocino

2015 Grenache
Mendocino

2016 Navarrouge
Mendocino County Red Wine

#3A—12 bottle Sampler
\$209.00
Savings of \$52.00



#3B—6 bottle Sampler
\$109.00
Savings of \$21.50

No. 2 12, 6, 3 bottles

Red, white & rosé

Take your choice of one, two or four bottles each of Navarro's new summertime quaffers; exceptional flavor at family prices.

2017 Pinot Grigio
Anderson Valley

2017 Rosé
Mendocino (Dry)

2016 Navarrouge
Mendocino County Red Wine

#2A—12 bottle Sampler
\$185.00
Savings of \$33.00



#2B—6 bottle Sampler
\$95.00
Savings of \$14.00

#2C—3 bottle Sampler
\$49.00
Savings of \$5.50

No. 4 12, 6 bottles

Crisp whites

Choose either one or two bottles each of six Anderson Valley white wines that established Navarro's reputation.

2016 Muscat Blanc
Estate Bottled (Dry)

2017 Pinot Grigio
Anderson Valley

2017 Edelszwicker
Anderson Valley

2016 Gewürztraminer
Estate Bottled (Dry)

2017 Sauvignon Blanc
Anderson Valley

2016 Riesling
Anderson Valley (Dry)

#4A—12 bottle Sampler
\$195.00
Savings of \$44.00



#4B—6 bottle Sampler
\$99.00
Savings of \$20.50



No. 5 12, 6 bottles

Brawny reds

Choose either one or two bottles each of six Gold Medal-winning red wines: five varietal wines plus Navarro's value-driven house red.

2015 Barbera
Mendocino

2015 Grenache
Mendocino

2015 Syrah
Mendocino

2016 Navarrouge
Mendocino County Red Wine

2015 Zinfandel
Old Vine Cuvée

2015 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

#5A—12 bottle Sampler
\$269.00
Savings of \$61.00



#5B—6 bottle Sampler
\$139.00
Savings of \$26.00

No. 6 12, 6 bottles

Pinot Noir & Chardonnay

One or two bottles each of six Gold Medal-winning Pinot Noir and Chardonnay wines; three barrel-aged whites and three reds—unfiltered to preserve their depth.

2016 Chardonnay
Première Reserve

2016 Chardonnay
Anderson Valley

2016 Chardonnay
Mendocino

2014 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

2015 Pinot Noir
Méthode à l'Ancienne
(Unfiltered)

2015 Pinot Noir
Deep End Blend
(Unfiltered)

#6A—12 bottle Sampler
\$297.00
Savings of \$105.00



#6B—6 bottle Sampler
\$159.00
Savings of \$42.00

Navarro usually ships in recyclable cardboard but you may request polystyrene 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 26% until August 31. All subject to prior sale so don't delay!

2017 Rosé
 82% Grenache, 18% Carignane
 Mendocino (Dry)

Jim handing wines to Ed Pallini that were made from his vineyard or his daughter's. The vines in the background are owned by Ed's daughter Debbie and have produced the Grenache grapes for Navarro's Rosé every year since 2002. In 2017 we harvested the fruit a little less ripe than prior vintages so that the wine's lower alcohol level and higher acidity would be perfect for summertime enjoyment.



Navarro's winery crush-crew uses their lunch hour to let their rain suits dry. Most winery work (like cleaning out a tank after skin-contacting Grenache for rosé) involves getting wet so lunchtime provides an ideal opportunity to air out the rain suits before the afternoon shift.



Seriously fun

Rosé wines have the reputation of a party animal: great for a hot day at the beach or summer lunch with your best pals, but not anything to think too deeply about. A slew of red grape varieties can be used to produce rosés that are as varied as the wine-growing regions of the world. Even at Navarro we make two different rosés, with the other one made from Pinot Noir grapes. Too often rosés are produced to be beguiling and fruity but stop short there. We think this rosé will give you something more to contemplate. This rosé is made primarily from Grenache (82%), a grape that is traditional in rosés of Provence, and rounded out with a bit of Carignane (18%), a favorite grape of the Italian

homesteaders of Mendocino County. The grapes come from two of the oldest head-trained vineyards in Mendocino County, with gnarly old vines that make up for diminished production by generating grapes full of character. The wine was aged for four months in seasoned French oak barrels and the result is a bone-dry, moderate-alcohol wine with a thought-provoking flinty, ocean-spray quality and enough charming color and flavor to guarantee that you and your pals can still have a bundle of fun this summer. Perfect to pair with shellfish. **Gold Medal winner.**

Harvested	Sept. 19-Oct. 5, '17
Sugars at harvest	22.6° Brix
Bottled	February 22, 2018
Cases produced	541
Alcohol	12.7%
Titrateable acidity	7.8 g/L
pH	3.16
Price (750 ml)	\$19.50



SUMMER SPECIAL!

Buy it by the case for only **\$192.00**; a savings of **\$42.00**. That's only **\$16.00** per bottle.

2016 Navarrouge
Mendocino County Red Wine

Jim and Sarah evaluating different proposed blends for Navarrouge. Although this is Navarro's least expensive red wine, we spend a lot of time coming up with a winning blend. Any leftover wines that aren't blended into Navarrouge are sold off in bulk.



Each Navarro taster records his observations in a book for future examination; Ted and Deborah have tasting notes for every morning tasting since 1981 and Jim since 1992. Sarah started a bit later; she was at the table wrapped in a Snuggli baby-carrier in 1981.



Eight ball

For the last decade Zinfandel has served as the base wine for our house red and in this bottling it represents forty-one percent of the final blend. Grapes for Navarro's *Mendocino* and *Old Vine Cuvée* Zinfandel bottlings are grown on ancient goblet-trained vines that are tended by either Al Tollini or Ed Berry, the same growers

that produce grapes for our Navarrouge. Fruit of such superior quality is rarely found in a house wine but using it enables Navarro to produce a toothsome bargain red, vintage after vintage. The next biggest portion, 15% of the blend, is Pinot Noir; because of the variety's gentle tannins and cherry-berry flavors, it marries well with the weightier Zin. The balance is from six small lots excess to our varietal bottlings: 12% Carignane,

10% Cabernet Sauvignon, 8% Syrah, 6% Barbera, 5% Grenache and 3% Petite Sirah. Just like the Zinfandel, these grapes are from ancient vines, also under the care of Tollini or Berry. The Cabernet Sauvignon and Petite Sirah portion of the wine are from the 2015 vintage as we barrel age these varieties for two years, rather than one, before

we make our final blending decisions. This 13% addition from the 2015 vintage, in a wine we label as 2016, requires that we use the *Mendocino County* appellation rather than the *Mendocino* appellation that we usually use. Round and complex with briary blackberry flavors and a touch of black licorice and rosemary. **Gold Medal winner.**

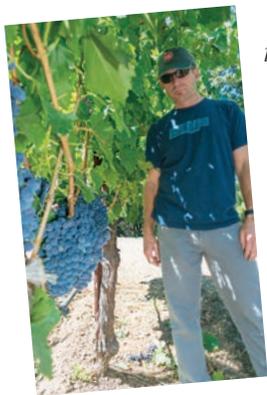
Harvested	Sept. 11, 2015 to Oct. 1, 2016
Sugars at harvest	24.0° Brix
Bottled	Aug. 16-18, 2017
Cases produced	2,818
Alcohol	13.7%
Titratable acidity	6.0 g/L
pH	3.66
Price (750 ml)	\$18.00



SPRING SPECIAL!

Buy it by the case for only \$171.00; a savings of \$45.00. That's only \$14.25 per bottle.

2015 Syrah
Mendocino



Heath Dolan and Jim Klein inspecting Syrah at Dark Horse Vineyard. It's easy to see from the photo on the left that the vines have plenty of canopy to efficiently ripen the crop and provide shade for the fruit from the midday sun. If you look closely you'll notice partially ripe clusters on the ground. When most of the fruit was fully colored Heath's crew removed all the partially ripe clusters and left each vine with only fully colored fruit. This evens up the crop load from vine to vine ensuring that at harvest every cluster is equally ripe. Thinning of the crop to achieve consistent ripeness illustrates Dolan's winemaking perspective.



2015 Grenache
Mendocino

Sarah and Alfredo punching down. To avoid extracting harsh tannins from the seeds and skins, we punch down by hand rather than using modern pumps to mix the contents of the fermentor.

Family tradition

The dominant red wine grape we can successfully grow in Philo is Pinot Noir. For most other reds we must purchase grapes from a warmer viticultural climate where Cabernet, Zinfandel, Syrah and Grenache ripen successfully. Most of Navarro's grapes for these varieties are from vines planted more than a half-century ago. These older vines typically bear a modest crop—an important factor for fine wine production—and seem to possess more character than many modern vineyards. Dark Horse's plantings are relatively recent, yet we feel this vineyard yields grapes that produce the best Syrah and Grenache that we've found in Mendocino. Why? First, a hillside with well-drained red volcanic soil is hard to beat for full-bodied red wines. Second, they selected clones that are known for quality wines rather than high production. Third, this is a family of vintners so, like Navarro, they farm with a high ratio of canopy to fruit ensuring that the fruit will fully ripen. Lastly, the Dolans farm biodynamically which requires that they spend a lot of time in the vineyard to avoid any problems. Four laudable reasons to try this wine. **Gold Medal winner.**

Harvested	Sept. 1, 2015
Sugars at harvest	27.0° Brix
Bottled	Aug. 23, 2016
Cases produced	253
Alcohol	14.2%
Titrateable acidity	5.2 g/L
pH	3.82
Price (750 ml)	\$29.00

Success at last

Grenache is an old grape variety that originated in Aragón, Spain, or perhaps in Sardinia, where it is known as Cannonau; in California we've adopted the French name Grenache. We were puzzled for years; most wine books state that this variety produces deeply colored wine but this was not Navarro's historic experience in producing red wine from this variety. In fact, we started producing rosé from well-tended, ancient head-trained Grenache vines that we originally thought would make full-bodied red wines. The rosé wine we produced from Grenache grapes had an orange hue rather than pink, which reinforced our erroneous opinion that Grenache grapes produce wine with a pale color profile. Then, in 2007, we were offered the fruit from Dark Horse vineyards; we were delighted that we were able to produce a deep red wine from their grapes. We aren't sure whether the richer hues are due to newer French clones, an ideal site for producing red wines or vineyard management, but we are now convinced that Grenache grapes can produce a full-bodied, deeply colored wine. This vintage includes an eight-percent addition of Dark Horse Syrah for structure. **Gold Medal winner.**

Harvested	Sept. 1-7, 2015
Sugars at harvest	26.9° Brix
Bottled	Aug. 17, 2016
Cases produced	231
Alcohol	14.1%
Titrateable acidity	5.0 g/L
pH	3.72
Price (750 ml)	\$29.00

When we source grapes from other vineyards, we make sure that we see the vines several times a year. It's never hard to find Al Tollini—he is always among the vines he tends.



Immigrant gift

Barbera is thought to have been first identified in central Piedmont, Italy in the 13th century. Then in the 19th and 20th centuries, waves of Italian immigrants brought Barbera to America and the vine took root in California. Recent DNA evidence indicates that Barbera is related to the late-ripening French variety Mourvèdre. In the 1970s a respected French enologist recommended the use of small barrels for aging Barbera to allow a little oxygenation to soften the wine—a practice we follow at Navarro. The vines that produced fruit for this bottling were planted by Al Tollini seventeen years ago, and the resulting wine quality is testament to good soil, a good vineyardist and top-quality clones. In 2015, we harvested the grapes a little riper than the prior vintage to produce a fuller-bodied wine.

This dark beauty has flavors of blueberries, chocolate and Moroccan spices swirling in its depths. This is Navarro's third Barbera from Tollini's vineyard; all three vintages, including this 2015, have been rated as **Gold Medal winners and Best of Class.**

Harvested	Sept. 13, 2015
Sugars at harvest	25.3° Brix
Bottled	Aug. 15, 2016
Cases produced	223
Alcohol	14.2%
Titrateable acidity	6.1 g/L
pH	3.74
Price (750 ml)	\$25.00

Winemaker and grape-grower schmoozing at Dark Horse Vineyards. Dark Horse's vineyards (in the background) are farmed biodynamically which requires an attentive farmer since the use of modern chemicals is not allowed. From the growth and the color of the leaves, it is obvious that these vines thrive with the extra care.



Sharing notes

When we are inspecting other vineyards, we seem to encounter two main types of growers: those whose business is primarily growing grapes for resale and those who have been, or are currently, winemakers. The grapes for Navarro's Mourvèdre come from Dark Horse Vineyards, owed by the Dolan family, who also operate their own winery. We love dealing with the family; when we visit there is little we can suggest to improve their vineyard techniques. Their winemaking orientation leads them to many of the same viticultural regimes that we employ at Navarro: shoot thinning and positioning in the spring, followed by crop thinning in late summer to match each vine's crop load to the vine's vigor in order to ensure that the fruit harvested is consistently

Harvested	Sept. 12, 2015
Sugars at harvest	26.8° Brix
Bottled	Aug. 17, 2016
Cases produced	79
Alcohol	14.1%
Titrateable acidity	5.0 g/L
pH	3.82
Price (750 ml)	\$29.00

ripe from vine to vine. The Mourvèdre vineyard is tiny and in 2015 only produced enough grapes for three barrels of wine. This bottling is eighty-seven percent Mourvèdre with the balance comprised of equal amounts of Dark Horse Syrah and Grenache. **Silver Medal winner.**