

NAVARRO

Vineyards

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Summer on the farm

This summer we are releasing three white wines that are perfectly suited for warm weather: Navarro's value-packed *Cuvée Traditional* Gewürztraminer, a delightfully crisp Pinot Grigio and an Alsatian-inspired Edelzwicker with enticing citrus-pear flavors. A further summer pleaser is our 2020 *Mendocino* Rosé, produced entirely from Grenache grapes grown on vines planted decades ago. This summer also brings the release of our house red, Navarrouge, and five Gold Medal-winning red varietal



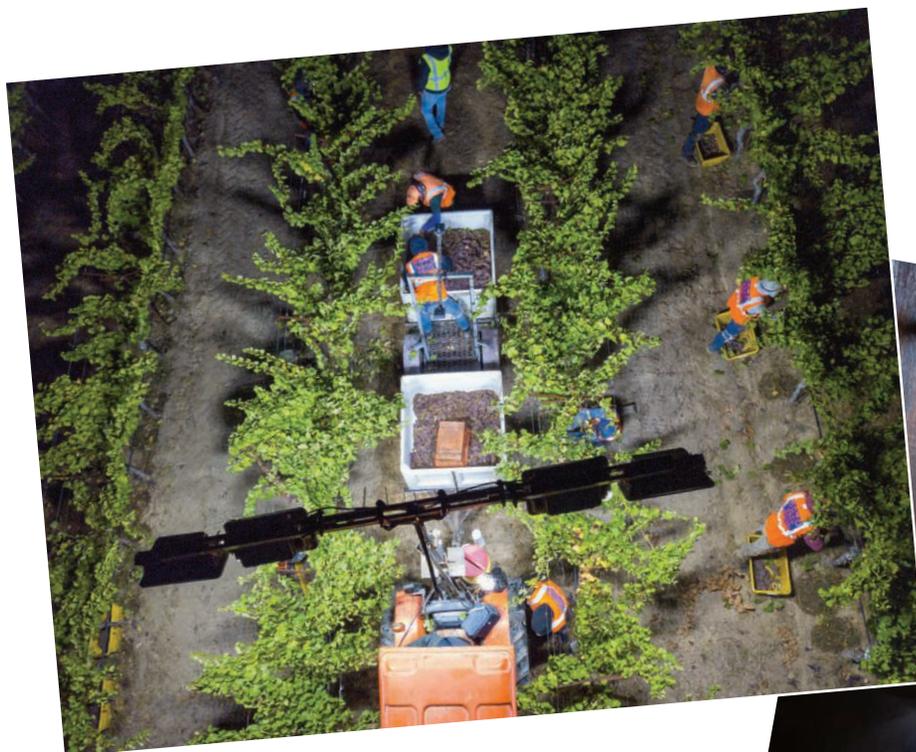
wines. Two of these wines, Barbera and Petite Sirah, were produced from grapes grown in Al Tollini's vineyard; the other three, Grenache, Syrah and Mourvèdre, were produced entirely from biodynamically grown grapes at Dark Horse Vineyards. *Cuvée Traditional* Gewürztraminer, Pinot Grigio, Edelzwicker, Rosé of Grenache and Navarrouge are offered with case specials for as little as \$16.00 per bottle, a great way to celebrate the return of hugs and gathering together outside in balmy weather. **Special pricing on samplers and value-wine case specials, as well as One-Cent ground shipping and reduced air freight for all 12-bottle orders, will be available until August 31.**

Thanks for supporting our family farm,

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

2020 Gewürztraminer
Cuvée Traditional
Anderson Valley, Mendocino

Night harvesting West Hill
Gewürztraminer 2020.



Ulises hooking up a pump to a refrigerated French oak oval. Navarro's Cuvée Traditional Gewürztraminer is fermented and aged sur lie in these casks for about seven months. As the yeast's cell walls slowly break down, they release aromatics and flavors that enrich the wine and help retain its freshness.



Zooming in

During a morning staff tasting—the final tasting for this bottling—we realized how much our morning tasting routine has altered. Pre-Covid, our group sat around a large table and poured the wines—typically five—to participants from 750 ml bottles. Converting to a new model was a scramble. These days each taster occupies a solitary space for tastings, one person delivers 125 ml sample bottles to each location prior to the tasting and

then we communicate through Zoom. It works but we miss the in-person banter and laughter. The winner for this bottling is a 60/40 blend of wine from two fields. The 60% portion is from grapes grown at our next-door neighbor Valley Foothills Vineyard—a portion of this lot is also part of our *Estate Bottled* bottling. This field was specifically planted for Navarro over 20 years ago and is farmed professionally to Navarro specifications.

The 40% portion is from grapes grown on Navarro's *North Hill*. This site, similar to our *West Hill*, receives cool ocean breezes each afternoon and historically has produced our most aromatic Gewürz grapes. Since the *North Hill* was replanted only five years ago, the fruit from these young vines wasn't yet a candidate for our *Estate Bottled* cuvée. The grapes were destemmed then pressed with no skin contact time—to avoid any pickup of smoke from the skins—before the juice was transferred

to a refrigerated tank for the grape solids to settle. Clarified juice was racked to refrigerated French oak ovals then fermented and aged *sur lie* for seven months. Floral aromas and crisp citrus-tropical flavors with a lengthy, dry finish. **Gold Medal winner.**

Harvested	Sept. 2-7, 2020
Sugars at harvest	23.8° Brix
Bottled	May 7, 2021
Cases produced	602
Alcohol	13.4%
Titrateable acidity	6.0 g/L
pH	3.41
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.

2020 Pinot Grigio
Anderson Valley, Mendocino



Converting an existing vineyard to Pinot Gris in May 2020. (Left) Salvador is cutting out a bud from a stick pruned from a Pinot Gris vine. The 30-year-old vine in the foreground has been decapitated so that all of the vine's energy will be directed to any existing buds. (Middle top) Salvador has cut a slot in the vine's trunk and is inserting the Pinot Gris bud he prepared earlier, making sure to line up the cambiums. (Middle bottom) After inserting two buds—in case one fails—they are tightly wrapped so that the bud is firmly in place. (Above) The reborn Pinot Gris vineyard in September. We anticipate a modest crop in 2021.

A chip off the old block

What happens to a vineyard when there is little demand for the variety? In Navarro's case, we had a field where the grapes produced good wine, but the quantity was more than our bottling requirements—the excess was always sold as bulk wine, unfortunately at a loss. About 20 years ago, we had a field of Chardonnay planted

to FPS clone 4—a popular selection in the '70s—that yielded large crops but not the best quality. We chip-budded over to a highly rated Chardonnay clone, ENTAV 76, and we were impressed with the improvement in wine quality from that field. In recent years we've experienced increased demand for Pinot Gris grapes which are used in three Navarro bottlings—*Pinot Gris*, *Pinot Grigio* and *Edelzwicker*—as well as Pennyroyal's

Pinotrio. Our plan was to chip-bud 30-year-old vines with large trunks, so when we were pruning *Middle Ridge Pinot Gris* in March 2020, we selected budwood large enough for chip-budding big vines. In May 2020, a field of 30-year-old vines was successfully chip-budded over to a good clone of Pinot Gris. The grafted vines were thriving in Boontling loam so we expect to have a full crop with mature-vine

intensity of flavors within a few years. This bottling is a selection produced from grapes grown in three vineyard sites, fermented and aged seven months in temperature-controlled French oak ovals. Bright flavors, modest alcohol and low pH make this a perfect warm weather quencher. **Gold Medal winner. Best of Class.**

Harvested	Aug. 29-Sept. 9, '20
Sugars at harvest	23.0° Brix
Bottled	May 3, 2021
Cases produced	897
Alcohol	13.0%
Titrateable acidity	6.5 g/L
pH	3.18
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.

2020 Edelzwicker

Pinot Gris, Gewürztraminer and Riesling
Anderson Valley, Mendocino

Casey (left) and Hagen in Zevenwacht Vineyards in Stellenbosch, South Africa. Casey is the experienced vineyard manager at Valley Foothills Vineyard and grew some of the Gewürz, Riesling and Pinot Gris in this newsletter. Hagen was an intern for Navarro in 2006 and now runs the family winery that was founded in 1800.



Sheep grazing in Campsite Riesling, spring 2021. We tend a flock of about 250 ewes and welcomed about 200 new lambs this spring. About 150 of our ewes are Babydoll, and because of their short, stocky build, they can remain in the vineyard all year eating weeds and suckering vines. They are extremely thrifty and gain weight when eating the tender shoots at the base of vines. Since we don't use herbicides, these are part of our arsenal to reduce weed competition.

Tongue tickler

We are frequently bewildered by the rookie decisions that we made years ago when we first started making and selling wine. One of the amusing examples is the name of this wine. We started making this traditional blend over 30 years ago, when consumers were much less wine savvy. Consequently, we chose a tongue

tickling, Germanic word that no one could pronounce. It's a bit late now to change our minds about the name. At one point in history Edelzwicker was considered superior to all four of the individual noble grape varieties. Unfortunately labeling laws in Alsace have now been modified allowing the use of the moniker for a blend including grape varieties that produce bland wine when compared to the noble varieties—

Peek-a-boo. We ferment and age the “noble” grape varieties—Gewürztraminer, Riesling, Pinot Gris, Pinot Blanc and Muscat Blanc—in these refrigerated oak ovals. Edel Zwicker translates as “noble blend.”



so much for our foresight. This bottling is 40% Pinot Gris, 32% Gewürztraminer and 28% Riesling; all considered noble in Alsace. The Pinot Gris was harvested in the second week of September; 60% from Navarro's *Middle Ridge* vineyard and the remainder harvested four days later at Helluva Vineyards in Boonville. The Gewürztraminer portion is from

Navarro's *North Hill* and the Riesling was produced from our next-door neighbor's grapes. Each lot was fermented, then aged *sur lie* in French oak ovals for seven months; the extended time resting on the yeast added a roundness to the cuvée. Floral aromas, fruity flavors with residual grape sugars balanced by good acidity. **Silver Medal winner.**

Harvested	Sept. 7-13, 2020
Sugars at harvest	23.2° Brix
Bottled	May 5, 2021
Cases produced	1,073
Residual sugars	1.7%
Alcohol	12.8%
Titrateable acidity	6.3 g/L
pH	3.30
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.

NAVARRO SAMPLERS AND GIFTS

Medal-winning wines with savings up to 20%

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 of Navarro's best whites: six robust reds, five crisp whites and a delightful summertime rosé.

2020 Gewürztraminer
Cuvée Traditional

2020 Pinot Grigio
Anderson Valley

2020 Edelszwicker
Anderson Valley

2020 Rosé
Mendocino

2019 Navarrouge
Red Table Wine

2018 Barbera
Mendocino

2018 Syrah
Mendocino

2018 Grenache
Mendocino

2018 Mourvèdre
Mendocino

2017 Petite Sirah
Mendocino

2019 Chardonnay
Première Reserve

2020 Sauvignon Blanc
Cuvée 128

#1—12 bottle Sampler
\$249.00
Savings of \$53.50



No. 2 12, 6, 3 bottles

Red, white & rosé

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

2020 Gewürztraminer
Cuvée Traditional

2020 Rosé
Mendocino

2019 Navarrouge
Red Table Wine

#2A—12 bottle Sampler

\$209.00

Savings of \$41.00

#2B—6 bottle Sampler

\$108.00

Savings of \$17.00

#2C—3 bottle Sampler

\$55.00

Savings of \$7.50



No. 3 12, 6 bottles

Mid-season 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.

2020 Gewürztraminer
Cuvée Traditional

2020 Pinot Grigio
Anderson Valley

2020 Rosé
Mendocino

2018 Barbera
Mendocino

2018 Grenache
Mendocino

2018 Pinot Noir
Méthode à l'Ancienne

#3A—12 bottle Sampler

\$255.00

Savings of \$53.00

#3B—6 bottle Sampler

\$133.00

Savings of \$21.00

Until August 31 Julia and the rest of the sales team will be staffing 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 NavarroWine.com



Bill and the rest of our staff usually pack wine 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 20% until August 31. All subject to prior sale so don't delay!

No. 4 12, 6 bottles

Anderson Valley whites

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

2020 Gewürztraminer
Cuvée Traditional

2020 Pinot Grigio
Anderson Valley

2020 Edelszwicker
Anderson Valley

2020 Sauvignon Blanc
Cuvée 128

2019 Chardonnay
Première Reserve

2019 Gewürztraminer
Estate Bottled (Dry)

#4A—12 bottle Sampler

\$229.00

Savings of \$42.00

#4B—6 bottle Sampler

\$119.00

Savings of \$16.50



No. 5 12, 6 bottles

Summertime sippers

We picked out six wines that will slide down easily this summer: two dry whites, two charming rosés and two reds with gentle tannins. One or two bottles each.

2020 Pinot Grigio
Anderson Valley

2020 Sauvignon Blanc
Cuvée 128

2020 Rosé of Pinot Noir
Anderson Valley

2020 Rosé
Mendocino

2019 Pinot Noir
Anderson Valley

2017 Pinot Noir
Méthode à l'Ancienne

#5A—12 bottle Sampler

\$249.00

Savings of \$50.00

#5B—6 bottle Sampler

\$132.00

Savings of \$17.50



No. 6 12, 6 bottles

Full-flavored reds

Choose either one or two bottles each of six Gold Medal-winning Mendocino red wines from six different grape varieties.

2018 Barbera
Mendocino

2018 Grenache
Mendocino

2018 Mourvèdre
Mendocino

2018 Syrah
Mendocino

2017 Petite Sirah
Mendocino

2018 Pinot Noir
Deep End

#6A—12 bottle Sampler

\$325.00

Savings of \$81.00

#6B—6 bottle Sampler

\$175.00

Savings of \$28.00



2020 Rosé
100% Grenache Noir
Mendocino

Rosé of Grenache being bottled. The filling machine is an old-timer, circa 1940, and was certainly built to last. We acquired it over 30 years ago after it had been converted to gravity filling for best wine quality. Empty bottles are first filled with nitrogen and as winemakers, we were concerned about oxygen pickup during bottling. But after checking the wine with an O₂ meter in tank and bottle, before and after, it turned out that this oversized 18-spout machine, slowly filling bottles by gravity, resulted in almost no oxygen pick-up.



Jim and Gaia heading out to look at Tollini's vines. Finding the section of a vineyard that produces the best wine requires multiple annual trips over decades. Jim's been walking Tollini's vineyard for almost two decades and knows the vineyard well.



Smoke-free zone

We announced last year that the 2019 vintage for this rosé was our last since the 2020 Pallini grapes were sold to another winery. We started looking for a replacement heritage Grenache vineyard but gave up the effort in August when smoke from the California wildfires began to cover the skies in inland Mendocino;

we knew that most red wine grapes would be lost or diminished by smoke taint. Summer weather had been hot and the grapes ripened early and we completed our harvest in early September. Several weeks later, in early October, we received a phone call from Al Tollini who has supplied Navarro with quality grapes for over two decades. Al said he had a field of Grenache, and because of its location, he was convinced it was smoke-free. We

were skeptical but we had the grapes tested and to our amazement they were indeed smoke-free. The specs were perfect for rosé and because of the continuing smoke, we didn't want to let the grapes hang any longer for red wine. This vintage is modestly different from prior releases. In 2020, because of the smoke we weren't able to harvest Al's Carignane, a

usual addition to the Mendocino Rosé. Tollini's Grenache vines are mature and Al's selection of top-rated clones delivers an impressive intensity to Grenache's varietal attributes. The flavors hint of strawberry and white cherry but what we prize most is the refreshing, mouthwatering acidity. **Gold Medal winner.**

Harvested	Oct. 6, 2020
Sugars at harvest	23.5° Brix
Bottled	Feb. 26, 2021
Cases produced	564
Alcohol	13.0%
Titrateable acidity	6.9 g/L
pH	3.10
Price (750 ml)	\$22.00



SUMMER SPECIAL!

Buy it by the case for only \$216.00; a savings of \$48.00! That's only \$18.00 per bottle.

2019 Navarrouge
Red Table Wine
Mendocino

All wines in this blend were aged in a mixture of new and seasoned French oak barrels. In this photo, Manuel and Jesus are inside a truck stacking and saying goodbye to six-year-old barrels that we've sold.



Big ain't bad

If you've tasted recent vintages of Navarrouge, this 2019 bottling will prove a surprise. Pinot Noir and Zinfandel dominated Navarro's past vintages of Navarrouge, yielding a soft, red fruit-driven wine. In contrast, Cabernet Sauvignon, Grenache and Syrah dominate in this gutsy, black fruit/earthy wine. We're not apologizing; it's delicious. However, it's a big stylistic change from past vintages which deserves note. We bottled this wine during the pandemic. Since we weren't feeling optimistic about future sales at the time, some wine originally destined for our varietal bottlings—15% of the blend—ended up here.

The Cabernet Sauvignon portion, 30% of this cuvée, was produced from grapes grown at Berry Vineyards. The Syrah and Grenache from biodynamically grown grapes at Dark Horse Vineyards account for another 30%. Tollini Vineyards grew the Zinfandel (18%), Petite Sirah (9%) and additional Grenache grapes in the blend. A youthful wine with bold, chewy tannins that begs for a burger. **Gold Medal winner.**

Harvested	Sept. 28-Oct. 14, '19
Sugars at harvest	23.5° Brix
Bottled	Aug. 14, 2020
Cases produced	1,143
Alcohol	13.6%
Titrateable acidity	6.1 g/L
pH	3.63
Price (750 ml)	\$21.00



SUMMER SPECIAL!

Buy it by the case for only \$210.00; a savings of \$42.00! That's only \$17.50 per bottle.

2018 Barbera
Mendocino



The destemmed grapes are typically five foot deep in our open-top fermentors. The skins in fermenting must rise to the top and the semi-dry cap of skins can be more than a foot deep and hard to push back into the juice. No country for old men.

Italian heritage

The Piedmont region in Northwestern Italy is renowned for Barolo and Barbaresco wines from the Nebbiolo grape that can age for decades. As Eric Asimov writes in a wine column in *The New York Times*: "For everyday, most people in the region turn to more accessible red wines like Dolcetto and Barbera. Among their many virtues, these wines are great with food. Barbera, especially, with its bracing acidity, is a brilliant accompaniment, refreshing the mouth and stimulating the appetite." Al Tollini's Barbera vines—in Redwood Valley, California—celebrate their 20th birthday this year. Al maintains a generous ratio of canopy to fruit so the vines always fully ripen the grapes.

Harvested	Oct. 4 & 10, 2018
Sugars at harvest	24.0° Brix
Bottled	Aug. 10, 2019
Cases produced	406
Alcohol	13.8%
Titrateable acidity	5.8 g/L
pH	3.71
Price (750 ml)	\$29.00

The 2018 grapes were destemmed into two open-top fermentors where we punched down twice a day, then after pressing, the wine was aged 10 months in French oak barrels. Medium bodied, plenty of dark-fruit flavors and resolved tannins. **Gold Medal winner. Best of Show.**

2018 Syrah
Mendocino

Jim talking to Heath Dolan at Dark Horse Vineyards. We enjoy working with the Dolan family and the fruit from their biodynamic vineyards. The red volcanic soil is perfect for red wines and the vines have a favorable exposure.



2018 Grenache
Mendocino

Removing the top of an open-top fermentor in the morning to allow access for punch-downs. We ferment Grenache in these temperature-controlled fermentors. Grapes destined for red wine are picked with lots of sugar; having the fermentor top open allows some of the alcohol to blow off during fermentation, helping us keep the final wine's alcohol tamed.

Home-grown

Considering that we believe the less you manipulate a wine the better the outcome, it's no surprise that when we purchase grapes, we gravitate towards biodynamic and organic vineyards. Both prevent mildew by spraying sulfur and both fertilize the vines with compost. Not much more is permissible—or necessary. We came across biodynamically farmed Dark Horse Vineyards in 2007 and we've been purchasing their Syrah every year since—as well as their Grenache and Mourvèdre. The Dolan family makes wine from the same vineyards and as a result the crop is always in balance with the canopy. The Syrah was aged

Harvested	Sept. 24, 2018
Sugars at harvest	26.8° Brix
Bottled	Aug. 9, 2019
Cases produced	266
Alcohol	14.7%
Titratable acidity	5.7 g/L
pH	3.67
Price (750 ml)	\$29.00

10 months in seasoned French oak barrels and after a series of tastings we added 18% Dark Horse Grenache which lends a fruity juiciness to the mid palate. Bottled unfiltered. Full bodied with rich black cherry flavors supported by Syrah's age-worthy backbone. **Gold Medal winner. Best of Class.**

Red, white and gray

Grenache, like Pinot, comes in three flavors: Noir, Blanc and Gris We like the wines the Grenache family produces. The Blanc variant produces wines with citrus and green plum flavors—Navarro will release our first Grenache Blanc wine later this fall. This wine is produced from Grenache Noir grapes grown biodynamically at Dark Horse Vineyards southeast of Ukiah—a warmer climate than Philo. The Noir variant produces full-bodied, fruity wines—red and dark fruits hinting of fennel and dried herbs—that leave a sense of sweetness in the mid-palate. The wines are lightly colored and usually augmented with Syrah—16% Dark Horse Syrah in this bottling—for a deeper color. The wine was aged in seasoned oak barrels for 10 months then bottled unfiltered. Full bodied, juicy flavors and Grenache's gentle tannins yield a smooth texture. **Gold Medal winner.**

Harvested	Sept. 24, 2018
Sugars at harvest	27.0° Brix
Bottled	Aug. 9, 2019
Cases produced	292
Alcohol	14.8%
Titratable acidity	5.5 g/L
pH	3.68
Price (750 ml)	\$29.00

2018 Mourvèdre
Mendocino

Sarah and Alfredo punching down. To extract color and flavor, the grape skins need to macerate in the juice; we accomplish this by shoving the grape skins that have risen to the top back into the fermenting juice. Rather than using pumps and hoses, doing it by hand results in a wine with gentler tannins.



Thick-skinned

The birthplace of Mourvèdre is València, Spain where it is named Monastrell. The name derives from the Latin *monasteriellu* suggesting a little monastery, so it is likely that the vine was first propagated and cultivated by monks. It is also known as Mataró—named after a town on the Spanish coast—and this is the official name for the grape variety in California. The vine thrives in a hot climate and the grapes ripen at the end of the season, up to two weeks later than the Syrah and Grenache that we harvest from the same property; the berries have thick skins making them less susceptible to late-season rot. We fermented the grapes

Harvested	Oct. 10, 2018
Sugars at harvest	25.0° Brix
Bottled	Aug. 9, 2019
Cases produced	116
Alcohol	13.8%
Titratable acidity	6.0 g/L
pH	3.56
Price (750 ml)	\$29.00

into three small bins—the same fermentors we use for Pinot Noir—and pressed the must after about a week. The wine was racked to seasoned French oak barrels to complete primary and malolactic fermentation and aged for 10 months. Medium bodied with dark fruit-herbal flavors that linger. **Gold Medal winner.**

2017 Petite Sirah
Mendocino

Al Tollini and his pal Nomore. Al's Petite Sirah vines—known locally as "Pets"—were planted by his grandfather almost 90 years ago. These old-timers don't bear as much fruit as younger vines, but yield grapes that typically deliver a broader and deeper flavor profile.



Hybrid model

The vinifera family of grape vines are hermaphroditic but since one vine can pollinate another—a Petite Sirah vine in bloom with a second vine providing the pollen—the seeds could contain unique genetic material and theoretically could produce a different variety. Vineyards therefore are planted with cuttings from other vines. During prohibition, Al Tollini's grandfather laid out this vineyard and then planted Saint George rootstock with deep tap roots suitable for dry-farming. A few years later, he field-grafted the rootstock with Petite Sirah budwood provided by a neighbor—back-aching work in the sun.

Harvested	Oct. 1, 2017
Sugars at harvest	26.4° Brix
Bottled	Aug. 12, 2019
Cases produced	274
Alcohol	14.1%
Titratable acidity	5.8 g/L
pH	3.62
Price (750 ml)	\$32.00

Tollini's vineyard, like many others of the era, has Peloursin vines—a parent of Petite Sirah—interplanted with the Pets; they add a plummy quality to Petite's blackberry-like flavors. Aged two years in seasoned French oak barrels to tame Petite's plentiful tannins. **Gold Medal winner.**