

NAVARRO

Vineyards

2019 Pinot Blanc, *Mendocino: Best for buddies*

2018 Chardonnay, *Première Reserve: Stretching up*

2018 Chardonnay, *Mendocino: Clean machine*

2019 Sauvignon Blanc, *Cuvée 128: Mix and match*

2018 Gewürztraminer, *Cluster Select Late Harvest: Save the last dance*

2019 Rosé of Pinot Noir, *Anderson Valley: With a little help from our friends*

2018 Pinot Noir, *Anderson Valley: Remains of the day*

2016 Cabernet Sauvignon, *Mendocino: No second fiddle*



OUR 2020 SPRING RELEASES

Spring has sprung

We are releasing eight new wines this spring: four dry whites, two mouth-exploding reds, a captivating rosé and a *Cluster Select Late Harvest*. Two stylistically different 2018 Chardonnays are being offered: a fruit-driven *Mendocino* and a well-structured, elegant *Première Reserve*. Two other vineyard-driven white wines are also being released: a bold 2019 Sauvignon Blanc and Navarro's value-packed 2019 Pinot Blanc, which is available as a full-case special for only \$14.75 per bottle, a modest price for this spring-time-fresh wine. Also included in our spring releases are two medal-winning reds—a lively 2018 *Anderson Valley* Pinot Noir and a full-bodied 2016 Cabernet Sauvignon—as well as a beguiling 2019 Rosé of Pinot Noir. Completing our spring releases is a voluptuous Gewürztraminer *Cluster Select Late Harvest*, our first in six years! Special pricing on samplers and full-case specials on the *Mendocino* Chardonnay, Pinot Blanc, Rosé of Pinot Noir and *Anderson Valley* Pinot Noir will be available until May 31, along with One-Cent ground shipping and reduced air freight for all 12-bottle orders.



Thanks for supporting our family farm,

Ted Bennett and Deborah Cahn
Aaron and Sarah Cahn Bennett



Gewürztraminer grape clusters have very short stems so the clusters tend to be clumped, making it difficult to find a space to insert shears. Gewürz skins are tough and not prone to rot until they are overripe. However, once rot starts in one cluster, the botrytis spreads quickly in the surrounding tight bunches.

Save the last dance

In 2018, our Gewürztraminer vines set a bountiful crop. After we harvested enough to produce our dry wines and grape juice, we decided to leave the remaining block unharvested, keeping our fingers crossed for a botrytised *Late Harvest* wine. In mid-October, after these grape clusters became infected with the noble rot, we finally were able to harvest. The grapes were destemmed and a long cold-soak released the concentrated flavors in the botrytised raisins. We were thrilled with the intensity of flavors and high sugar content in the juice; it's the highest-Brix Gewürz *Late Harvest* we've been able to harvest since the 1990s. Yeasts have difficulty fermenting juice with a high sugar content so the fermentation proceeded very slowly—the three-month fermentation ended in February 2019 and the wine was bottled at month-end. Intense flavors of pineapple, passion fruit and honey are supported by bright acidity. **Gold Medal winner. Best of Show.**

Harvested	Oct.19, 2018
Sugars at harvest	38.8° Brix
Bottled	Feb.28, 2019
Cases produced	282
Alcohol	10.8%
Residual sugars	22.2%
Titrateable acidity	9.5 g/L
pH	3.16
Price (750 ml)	\$79.00
(375 ml)	\$39.00

2019 Pinot Blanc
Mendocino

*Jim Klein and Sarah
tasting white wine during
our weekday morning
wine tastings where we
blend between vineyard lots
to create the best wine of a
particular grape variety.*



*Laying out the lineposts
for Navarro's Pinot Blanc
vineyard with the tasting
room in the background.*



Best for buddies

We planted our first vineyard 46 years ago so it is not surprising that some of our vines have needed replacing since then. Four years ago we planted our first Pinot Blanc, although we had previously made this

variety from a neighbor's grapes. Why Pinot Blanc? Well, Navarro's reputation is based on varieties grown in Alsace—Gewürztraminer, Pinot Noir, Pinot Gris, Riesling and Muscat Blanc—so another favorite grape from the region was a logical choice. Pinot Blanc is also popular in Germany—where it is known as Weissburgunder—and plantings there have more than doubled since 2000. In Anderson Valley's cool climate the variety

retains its lively raciness, making it a perfect choice for an everyday sipper; even with cluster-thinning it is a relatively heavy producer which means we can keep the price tag low for our mailing list friends.

We blended our *Dam Face Vineyard* grapes with some Pinot Blanc from Mendocino's northern Russian River and threw in a splash of Navarro Chardonnay to round out the mouth. At less than \$3.00 a glass, feel free to enjoy during a weeknight supper with the family or at your next buddies' get-together. A tart embrace of lime, pear and mango with a touch of marjoram.

Harvested	Sept.20-30, 2019
Sugars at harvest	23.4° Brix
Bottled	Feb.18, 2020
Cases produced	654
Alcohol	13.2%
Titrateable acidity	6.5 g/L
pH	3.30
Price (750 ml)	\$18.00



SPRING SPECIAL!

Buy it by the case
for only \$177.00;
a savings of \$39.00!
That's only \$14.75
per bottle.

2018 Chardonnay
Première Reserve
Anderson Valley, Mendocino

Harvesting Hammer Olsen Chardonnay grapes at sunrise. Each bin holds about a half-ton of fruit and in vintages with a full crop, a gifted picker can fill three to four bins in an eight-hour period.



Paola night-harvesting fruit in Navarro's oldest Chardonnay block. The field was planted before we had much vineyard experience and the vines were cordon-trained on a high trellis; this seemed logical for someone over six feet tall, but the height has proven more challenging for shorter pickers. Our later vineyards were designed with a more picker-friendly trellis height.



Stretching up

Clones and rootstocks affect wine aromas and flavors. Consequently, Navarro's Chardonnay plantings feature multiple clones and rootstocks in order to produce an *Anderson Valley* Chardonnay with a full range of Chardonnay fruit flavors. The two clones with the most obvious differences are ENTAV 76 and ENTAV 548. In our vineyards ENTAV 76, the better producer of the two, yields aromatic wines hinting of citrus blossom and spring herbs with flavors suggesting citrus and poached pear backed up by lively acidity. ENTAV 548 is a shy producer with many of its shoots producing only one small cluster rather than the typical two. The resulting wines produced are less aromatic than those produced from clone 76, but they are rich and full-bodied with flavors of apple and tropical fruit. Since the wines from these two clones complement each other so well, in 2010 we replanted the field by our tasting room, divided

into five blocks, each featuring either clone 76 or 548 grafted onto two different rootstocks. The grapes from the *Tasting Room* field constitute 71% of this bottling with additional grapes from the *Hammer Olsen* and *Pond* vineyards. The fruit from each block was destemmed and pressed, and fermentation of the juice was started in temperature-controlled stainless steel tanks, then racked midway to French oak barrels—32% new—to finish primary and malolactic fermentations and to age for eight months *sur lie* in barrels. **Gold Medal winner.**

Harvested	Sept. 29–Oct. 4, '18
Sugars at harvest	23.9° Brix
Bottled	June 14 & 17, 2019
Cases produced	1,503
Alcohol	13.9%
Titrateable acidity	5.8 g/L
pH	3.44
Price (750 ml)	\$29.00
(375 ml)	\$16.00
(magnum)	\$59.00

We've recently replaced two older diesel irrigation and frost protection pumps with newer models (near right). The new engines incorporate an advanced exhaust gas after-treatment system—most of the shiny metal portion of the pump—that cleans the exhaust emitted by the engine prior to releasing it to the outside air, reducing air pollutants. The new pumps meet Tier 4 standards which reduce NOx and PM emissions by 90% from Tier 3 standards.



Clean machine



Anderson Valley luckily was not in the path of fire and smoke from the Mendocino Complex fire in 2018, but unfortunately Potter Valley wasn't as blessed; many homes and structures were lost and most grapes in Potter Valley vineyards were ruined by smoke taint. A small picking from Mark Welch's vineyard escaped disaster, but the grapes

from Chuck Fisher's vineyard, destined to be a part of this Mendocino bottling, were lost. Consequently, this vintage is the smallest bottling of *Mendocino* Chardonnay since 2008—another vintage with disappointing losses from smoke taint. Navarro's *Mendocino* bottling is stylistically different than the *Première Reserve* Chardonnay. A cool, primary fermentation in stainless steel tanks—without a secondary malolactic fermenta-

tion—retained all the grapes' varietal flavors and crisp acidity; then, aging in seasoned French oak barrels for seven months built a smooth mouthfeel without adding preponderant oak flavors. In this vintage's bottling, Anderson Valley grapes produced 75% of the total wine—

Harvested	Sept. 29-Oct. 5, '18
Sugars at harvest	23.8° Brix
Bottled	June 12-14, 2019
Cases produced	2,819
Alcohol	13.6%
Titrateable acidity	6.4 g/L
pH	3.35
Price (750 ml)	\$22.00
(375 ml)	\$12.50

58% of the grapes were grown at Navarro and 42% were grown by our neighbors. Anderson Valley's Chardonnay flavor profile of poached pear and citrus remains front and center with Potter Valley's apple-melon flavors playing a supporting role while barrel aging adds roundness with hints of toast and vanilla. Gold Medal winner. Best of Class.



SPRING SPECIAL!

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

NAVARRO SAMPLERS AND GIFTS

Medal-winning wines with savings up to 23%

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

No. 1 12 bottles

The whole works

Eight new releases plus four Navarro favorites: six dry whites, a blushing beautiful rosé, four medal-winning reds and a voluptuous *Late Harvest* wine.

2019 Pinot Blanc Mendocino

2018 Chardonnay *Première Reserve*

2018 Chardonnay Mendocino

2019 Sauvignon Blanc *Cuvée 128*

2018 Gewürztraminer *Estate Bottled (Dry)*

2018 Riesling *Deep End Blend*

2018 Gewürztraminer *Cluster Select Late Harvest (375 ml)*

2019 Rosé of Pinot Noir *Anderson Valley (Dry)*

2018 Pinot Noir *Anderson Valley*

2016 Cabernet Sauvignon Mendocino

2017 Pinot Noir *Méthode à l'Ancienne*

2017 Zinfandel *Old Vine*

#1—12 bottle Sampler
\$269.00
Savings of \$53.00



Until May 31, Alobar and the rest of the 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 www.NavarroWine.com.

No. 2 12, 6 bottles

AV all the way

Choose either one or two bottles each of three crisp whites, two medal-winning reds and a blushing beautiful dry rosé, all from Anderson Valley grapes.

2019 Sauvignon Blanc *Cuvée 128*

2018 Chardonnay *Première Reserve*

2018 Gewürztraminer *Estate Bottled (Dry)*

2019 Rosé of Pinot Noir *Anderson Valley (Dry)*

2018 Pinot Noir *Anderson Valley*

2017 Pinot Noir *Méthode à l'Ancienne*

#2A—12 bottle Sampler
\$259.00
Savings of \$49.00



#2B—6 bottle Sampler
\$135.00
Savings of \$19.00

No. 3 12, 6, 3 bottles

Red, white and rosé

Take your choice of one, two or four bottles each of Navarro's fresh springtime quaffers: a crisp Sauvignon Blanc, a pretty Rosé of Pinot Noir and a full-bodied Pinot Noir.

2019 Sauvignon Blanc *Cuvée 128*

2019 Rosé of Pinot Noir *Anderson Valley (Dry)*

2018 Pinot Noir *Anderson Valley*

#3A—12 bottle Sampler
\$219.00
Savings of \$45.00



#3B—6 bottle Sampler
\$115.00
Savings of \$17.00

#3C—3 bottle Sampler
\$59.00
Savings of \$7.00

No. 4 12, 6 bottles

Springtime whites

Choose either one or two bottles each of six dry white varietal wines that established Navarro's reputation for growing and producing outstanding white wines.

2019 Pinot Blanc Mendocino

2019 Sauvignon Blanc *Cuvée 128*

2018 Chardonnay *Première Reserve*

2018 Chardonnay Mendocino

2018 Pinot Gris *Anderson Valley*

2018 Gewürztraminer *Estate Bottled (Dry)*

#4A—12 bottle Sampler
\$229.00
Savings of \$45.00



#4B—6 bottle Sampler
\$119.00
Savings of \$18.00

No. 5 12, 6 bottles

Pinot Noir and Chardonnay

Choose either one or two bottles each of six medal-winning wines: four *Anderson Valley* Pinots and two crisp Chardonnays—all aged exclusively in French oak barrels.

2018 Pinot Noir *Anderson Valley*

2017 Pinot Noir *Méthode à l'Ancienne*

2017 Pinot Noir *Deep End*

2016 Pinot Noir *Méthode à l'Ancienne*

2018 Chardonnay Mendocino

2018 Chardonnay *Première Reserve*

#5A—12 bottle Sampler
\$309.00
Savings of \$87.00



#5B—6 bottle Sampler
\$165.00
Savings \$33.00

No. 6 12, 6 bottles

Best of class

Choose one or two bottles each of Navarro's top-of-the-line wines; each wine honored as Best in Class.

2018 Gewürztraminer *Estate Bottled (Dry)*

2018 Pinot Gris *Anderson Valley*

2017 Chardonnay *Première Reserve*

2018 Chardonnay Mendocino

2017 Pinot Noir *Méthode à l'Ancienne*

2016 Pinot Noir *Deep End*

#6A—12 bottle Sampler
\$289.00
Savings of \$85.00



#6B—6 bottle Sampler
\$157.00
Savings of \$30.00

Kelly packing wine for Navarro's customers. We usually ship 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 23% until May 31. All subject to prior sale so don't delay!

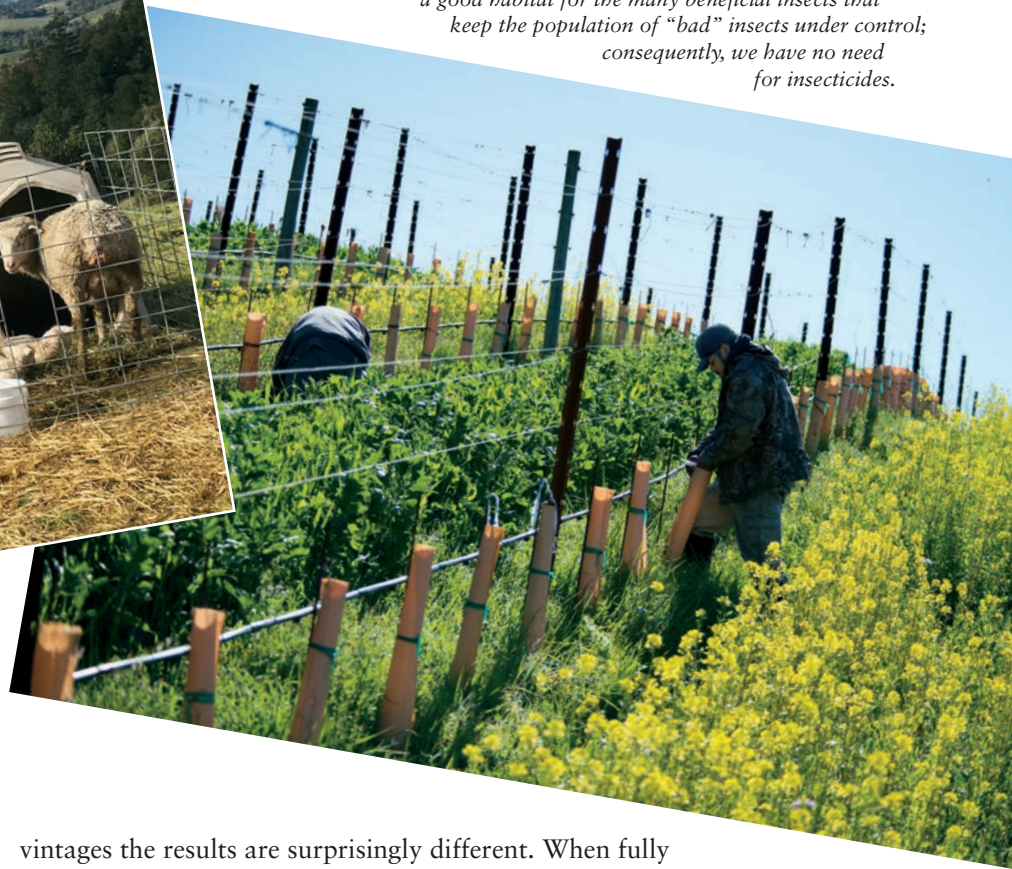


2019 Sauvignon Blanc
Cuvée 128
 Anderson Valley, Mendocino

Two lambing stations—the ewe on the right has twins. We graze several hundred sheep in our vineyards and in early spring we move the pregnant ewes into a large, fenced pasture where they are monitored 24 hours a day. Once we spot a newborn lamb, we pick the lamb up—the ewe always follows—and move it to one of our lambing stations which provide shelter for the lamb as well as water and high-protein feed for the ewe. In a day or so, once the lamb is feeding and frisky, mom and offspring are released to the pasture.



Cover crops in alternating rows during spring pruning. Each year after harvest, we drill seeds in the vineyard rows for cover crops and we frequently plant different seed beds in alternating rows. In addition to increasing soil health, some of what we seed is intended to provide a good habitat for the many beneficial insects that keep the population of “bad” insects under control; consequently, we have no need for insecticides.



Mix and match

All of the Sauvignon Blanc grapes for Navarro’s bottlings are grown in Boonville at the warmer end of Anderson Valley in coastal Mendocino. The soils in the rolling hills near Philo are typically two to three feet deep and have considerable organic matter with some clay and gravel. In comparison, 10 miles away in Boonville where the vineyards are sited on an ancient river bed, the soils are deep and so full of rocks and light on organic material that grapevine roots are forced to go deep for nutrients and water. After digging about 90 test pits to map out the soil variations, we planted three different clones of Sauvignon Blanc in three separate blocks—two with a rootstock noted for its deep roots and the third with a rootstock recognized for producing fine wines that we’ve used successfully in Philo. We ferment and age each block separately and in most

vintages the results are surprisingly different. When fully ripe, the fruit from the first two plantings are pale green with herbal flavors whereas the third planting’s fruit is golden at harvest with a flavor profile resembling tropical fruit; a mixture of all three lots is a winner. The grapes

Harvested	Sept.16-24, 2019
Sugars at harvest	23.0° Brix
Bottled	Feb.24-25, 2020
Cases produced	2,128
Alcohol	12.6%
Titrateable acidity	7.0 g/L
pH	3.27
Price (750 ml)	\$22.00

were destemmed and the juice fermented in a combination of regimes; the major portion was fermented and aged *sur lie* in refrigerated oak ovals to produce a wine with a suave mouthfeel, while the balance was fermented in stainless steel casks which promotes Savvy’s bold herbaceous aromas of lime and gooseberry.

2019 Rosé of Pinot Noir
Anderson Valley, Mendocino

Aerial view of Navarro's vineyard crew picking four rows of Pinot Noir in one pass. The tractor has a light tower for illumination and pulls two bins; each with a person to dump the buckets and another to make sure no leaves are mixed in with the fruit. When these bins are full, the tractor pulls ahead to deliver the grapes to the winery, and a similarly equipped tractor with empty bins takes the first tractor's place.



Navarro's 2019 winery crush crew. Harvest is the most time-critical part of winemaking, so all hands are on deck. Eight are permanent Navarro employees, and of the temporary workers, several return each year—including an Iraqi war veteran from Illinois, a school-teacher from Colombia, South America and college students with a late semester start date. Crushing grapes is hard work but seems to be habit-forming.



With a little help from our friends

Sales of rosé wines in the United States have soared in the last two decades and in France, sales of rosé wines now eclipse sales of white wines. We began making rosé wine from Grenache grapes in 2002 with the pink wines of Provence as our model. By 2009, we began producing a rosé from estate Pinot Noir grapes. We've slowly expanded

production of Pinot Noir rosé as we've learned which vineyard blocks make the best rosé—they aren't necessarily the same fields that produce the best red wine. One example is the *Chalone* selection in our *Hammer Olsen* vineyard. It is a field selection from Chalone Vineyards; the berries tend to be a little larger than the fruit from adjacent fields planted to clones FPS 13 and ENTAV 115 on the same rootstock. The red wines we pro-

duced had a delicious core of cherry-like fruit but the wine was a little lacking in color. It wasn't the first field that we selected for rosé production but when we did, it was a solid hit year after year. Production outgrew what that block could produce and we've tested out many other blocks and found that while the adjacent FPS 13 field has similar cherry-like flavors to the *Chalone*,

the maceration time to achieve a rounded mouthfeel was less than the *Chalone* block, perhaps due to the smaller berry size. We've completed our 2019 cuvée with a 12% addition from a new block planted using clone ENTAV 667 whose flavors integrate well with the fruit from the other two fields.

Harvested	Sept. 5-28, 2019
Sugars at harvest	23.5° Brix
Bottled	Feb. 19-20, 2020
Cases produced	2,027
Alcohol	13.7%
Titrateable acidity	7.4 g/L
pH	3.27
Price (750 ml)	\$22.00



SPRING SPECIAL!

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

2018 Pinot Noir
Anderson Valley, Mendocino

When the winery crew arrives in the morning, bins of night-harvested Pinot Noir are lined up. Ulises is forklifting bins of the fruit to be destemmed while the grapes are still cold—the low temperature delays fermentation. When we destem grapes we don't add anything, allowing the yeasts on the grape skins to multiply.



Capo guarding Navarro's night-harvesting crew. He is retired from guarding sheep against mountain lions and coyotes and we provide him with a heated bed next to our house. But during harvest, he still loves to guard his wards at night in spite of advanced age, severe arthritis and hip problems.



Remains of the day

The French credit soil types for the primary difference between a Burgundian *Grand cru*—the top rating—and a lesser *Première cru*, causing many to consider soil as the sole element defining *terroir*. Fortunately for California, other environmental factors—like climate, the health of the vines or the skill of the vineyardist and wine-maker—have a much greater effect on wine quality than soil alone. Navarro produces over 40 vineyard lots of Pinot Noir each harvest and we sold off over 5,000 gallons of bulk 2018 Pinot wine, leaving only our best lots to blend. After selecting the wine for our *Deep End* and *Méthode à l'Ancienne* bottlings, there were 17 partial vineyard lots—the source of some of the wine included in our most expensive bottlings—that provided first-class wine for this less expensive bottling. The blend of fruit

from our hillside and valley floor vineyards reflects Anderson Valley's *terroir* in the crisp acidity and cherry-like flavors. The valley runs west and north, capturing chilly ocean breezes off the Humboldt Current that keep daytime temperatures moderate; grape flavors are fresh rather than jammy or cooked. By harvest time the nights turn cold

with diurnal temperature swings of 40°F to 50°F that keep the acidity bright. As with all our Pinot Noir production, the grapes were fermented in the ancient method to avoid harsh tannins, then aged in French oak barrels for 11 months to add roundness and a toasty element to this cuvée. **Silver Medal winner.**

Harvested	Sept.28-Oct.23,'18
Sugars at harvest	23.5° Brix
Bottled	Aug.16-20, 2019
Cases bottled	3,580
Alcohol	13.8%
Titrateable acidity	5.8 g/L
pH	3.60
Price (750 ml)	\$22.00



SPRING SPECIAL!

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

2016 Cabernet Sauvignon Mendocino

Ed Berry and Jim Klein discussing pruning for the upcoming vintage. This is our thirteenth Cabernet Sauvignon vintage from Berry's ancient vines.



After the Cabernet Sauvignon is bottled, it spends almost another two years in the winery warehouse before it is released for sale. Well insulated and air-conditioned, the building is primarily powered by 266 solar panels. It's always astonishing to step outside and realize that the hot sun is keeping the wine cold.



No second fiddle

The warm 1974 vintage was our first exposure to Mendocino Cabernet, a late ripening grape variety. Richard and Karen Keene grew Cabernet Sauvignon grapes and since the spot market for grapes in 1974 was down, they decided to ferment the grapes and make wine to sell in bulk. We purchased enough of the delicious juice to fill a few barrels, but most was purchased by wineries outside Mendocino—federal labeling regulations allow up to a 15% addition of a different appellation. After making wine in Mendocino for over four decades, we think there is much to recommend a Mendocino Cabernet to be labeled as such. Although Mendocino daytime harvest temperatures may be similar to Napa Valley, it is the nighttime temperatures that typically differentiate the two appellations. Napa's climate is tempered by the refreshing ocean breezes coming through the San Francisco Bay whereas Mendocino's location is moderated by a more frigid northern breeze. The difference in nighttime

temperatures between the two appellations widens as the season advances, and the progressively colder Mendocino nights can delay ripening. However, 2016 was a warm vintage with no rain, perhaps similar to 1974, and the Cabernet grapes from Berry Vineyards were fully ripe—our ripest Cabernet since 2006—before the nights became excessively chilly.

Harvested	Sept. 27-28, 2016
Sugars at harvest	26.0° Brix
Bottled	Aug. 14, 2018
Cases produced	796
Alcohol	13.9%
Titrateable acidity	5.2 g/L
pH	3.75
Price (750 ml)	\$35.00
(magnum)	\$69.00

We destemmed and fermented the grapes and the wine produced was aged in French oak barrels for 22 months, then bottled unfiltered. This bottling is an exceptionally good Mendo Cabernet at a modest price. Don't wait too long before ordering. **Double Gold Medal winner.**