

NAVARRO

Vineyards

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Family farm

Operating a business during a pandemic is challenging; we had actually considered skipping this newsletter to conserve cash. During our morning walks, we usually pass our tasting room and witness empty picnic tables under the wisteria. It makes us feel lonely and we realize how much we miss chatting with and pouring wines for our friends. Our nostalgia prompted this summer newsletter to be a bit different from prior ones—the photos include many personal favorites which we want to share. Even though the images may not directly sell wine, they offer a reminder of all that is special about wine from a family farm. This summer brings the release of five Gold Medal-winning red 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. Three white wines, perfect for summertime enjoyment, are available now: Navarro's value-packed *Cuvée Traditional* Gewürztraminer, our Alsatian-



Ted and Aaron on Teevio. Aaron is now in his forties, Ted's beard is gray and Teevio is buried next to our Peach Vineyard.

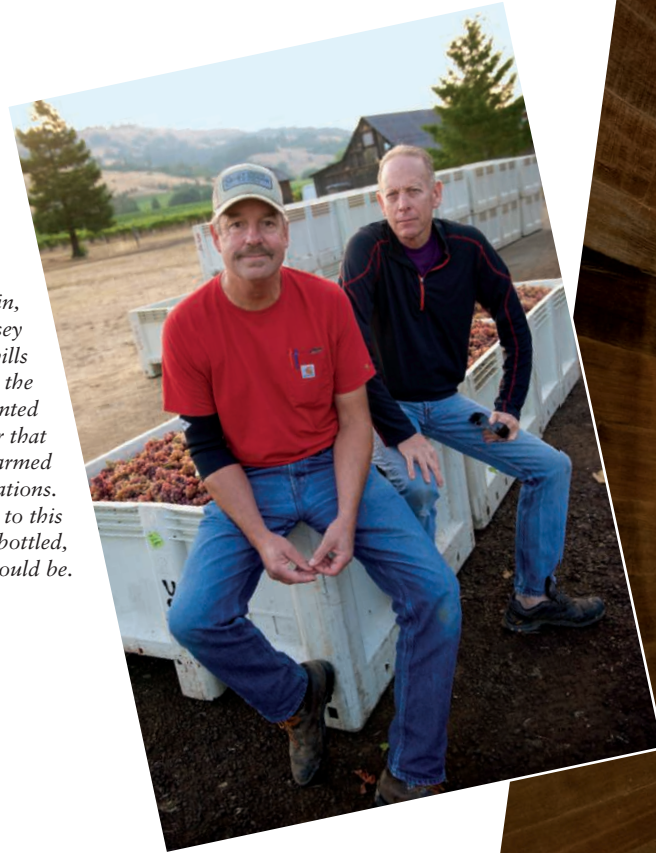
inspired Edelzwicker with enticing citrus-pear flavors and a dazzling *Late Harvest* Gewürztraminer, our first since 2013. 2019 is the final vintage of *Mendocino* Rosé, produced from Grenache and Carignane grapes grown on vines planted decades ago. *Cuvée Traditional* Gewürztraminer, Edelzwicker and Rosé are offered with case specials for as little as \$14.75 per bottle, a great way to celebrate family and 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 during these difficult times,

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

2019 Gewürztraminer
Cuvée Traditional
 Anderson Valley, Mendocino

Casey Hartlip and Jim Klein, Navarro's winemaker. Casey manages Valley Foothills Vineyard, our neighbor to the west. In the 1990s they planted a field of Gewürztraminer that is pruned, trellised and farmed to Navarro's specifications. Although we don't refer to this bottling as estate bottled, technically it could be.



Ulises about to enter an oak oval to scrub it down on the inside. Navarro's Cuvée Traditional Gewürztraminer is fermented and aged in these refrigerated French casks and the wine is a steal for only \$14.75 a bottle in a full case.

Rollercoaster

With the economy on a rollercoaster, we've had difficulty predicting how much wine to bottle. We had selected and blended the final cuvées for our *Estate Bottled Gewürztraminer* and *Anderson Valley Pinot Gris* when we abruptly decided to bottle less of each.

A few weeks later we noticed an increased demand on our website for Navarro's "value wines" and being unabashed marketers, we decided to use these excess wines and bottle a 2019 *Cuvée Traditional Gewürztraminer*. The main component, 55% of the cuvée, is the same wine as our 2019 *Estate Bottled (Dry)*—the part we had just cut back on. Another 20% of this bottling is from a cask of good, dry Gewürz wine that was

not originally in our *Estate Bottled* cuvée. The final 17% of this *Cuvée Traditional Gewürztraminer* is Pinot Gris—the part of our *Anderson Valley Pinot Gris* that we had decided not to bottle. The Gris addition reduced the alcohol a little and added a citrus element that made the cuvée a little more crisp and bright. Flavors of peach, lime and kumquat with sprinklings of nutmeg and honey tied up with a bright, mineral finish.

Harvested	Sept. 11-19, 2019
Sugars at harvest	23.0° Brix
Bottled	June 17, 2020
Cases produced	407
Alcohol	13.5%
Titrateable acidity	7.1 g/L
pH	3.30
Price (750 ml)	\$18.00



SUMMER SPECIAL!

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

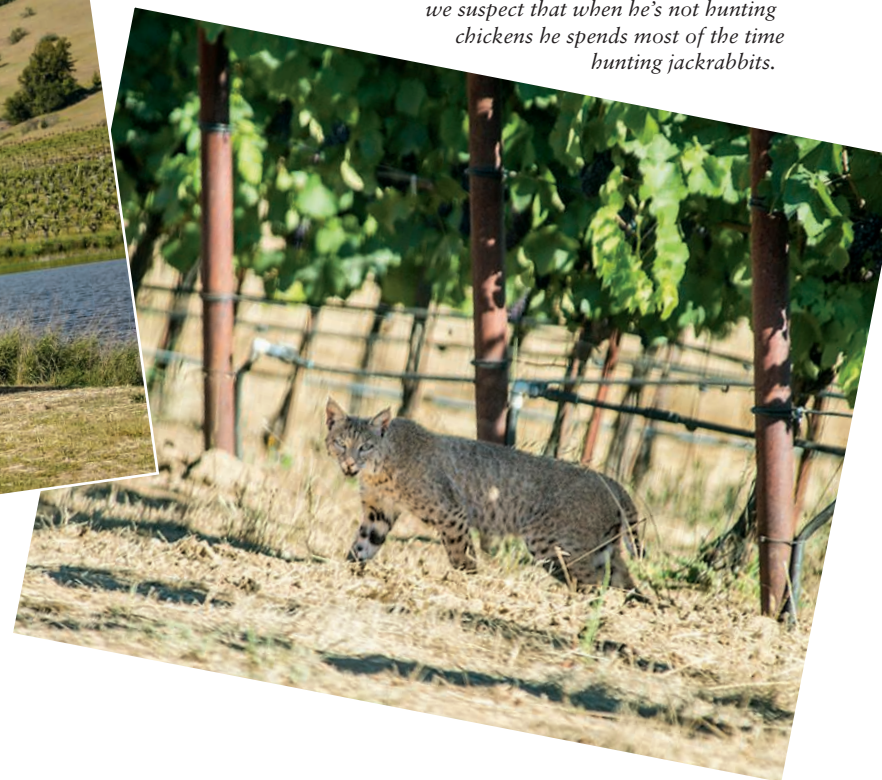
2019 Edelzwicker

36% Pinot Gris, 33% Riesling, 26% Gewürztraminer, 5% Muscat
Anderson Valley, Mendocino

This was our first chicken tractor and is currently parked in the Gewürztraminer vineyard close to our house. It's designed for a dozen birds and carries both water and feed for the ladies. The door is solar powered and opens and closes with the sun; once the sun goes down the chickens are safely locked inside. Our second chicken tractor, the Chicken Hilton, accommodates 100 birds and is in the vineyards at Pennyroyal Farm.



This large male bobcat is one of the reasons why our chickens have to be locked in at night. We've seen him several times in different vineyard blocks and we suspect that when he's not hunting chickens he spends most of the time hunting jackrabbits.



German lessons

One day back in the early 1980s when few Americans had heard of Edelzwicker, Ted was in Navarro's tasting room and noticed a customer with a German accent sipping Edelzwicker who pronounced the name perfectly. Ted walked over to chat and learned the visitor

was Marcus Moller-Racke whose family in Germany had recently purchased Buena Vista Winery in Sonoma. Several months later, Buena Vista Winery released *Spiceling*, a white wine blend produced from the Alsatian grape varieties. Ted was flattered. A year passed, perhaps two, and Marcus visited Navarro's tasting room again. Ted, recognizing Marcus, said hello and they chatted for a while until finally Ted asked, "Why didn't you name your

white wine blend Edelzwicker?" Marcus responded that most Americans would have difficulty pronouncing Edelzwicker. Maybe so...but they certainly don't have trouble enjoying it! We began the tastings for this 2019 cuvée by blending Pinot Gris and Riesling and discovered a 50-50 blend was

the most pleasing with crisp flavors suggesting citrus and apple backed up by plenty of acidity. Next we added Gewürztraminer—a 26% addition contributed more body and some tropical fruit flavors. Finally, we added a tad of Muscat to heighten the floral aromas. You'll be amazed how quickly you'll finish a bottle. **Gold Medal winner.**

Harvested	Sept. 11-Oct. 1, '19
Sugars at harvest	23.5° Brix
Bottled	May 6, 2020
Cases produced	790
Residual sugars	1.7%
Alcohol	13.1%
Titrateable acidity	6.0 g/L
pH	3.24
Price (750 ml)	\$18.00



SUMMER SPECIAL!

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

2019 Rosé
82% Grenache, 18% Carignane
Mendocino (Dry)

Debbie Pallini overseeing her harvest as pickers dump fruit into a gondola.



Rosé being bottled. The filler is an antique but works superbly. Navarro is the third owner and we purchased it decades ago from Simi Winery when Zelma Long was the winemaker. She purchased it used and then converted it to gravity feed to optimize wine quality. While at Simi it was filling 200,000 cases of wine annually, it now enjoys a more leisurely pace at Navarro.



Italian heritage

We've been making rosé from Debbie Pallini's ancient head-trained Grenache vines in Calpella for 17 years; five vintages ago, we began blending in wine produced from Al Tollini's venerable Carignane vines in Redwood Valley (we've been blending in old-vine Carignane for 16 years, but not all from Al's vineyard). In past vintages

we've also blended in rosé wines from Syrah and Mourvèdre grapes, but we have had trouble taming Syrah's tannins and have found that Mourvèdre's earthy tree bark flavors don't complement Grenache's strawberry-like fruit. For us, Carignane provides the perfect complement to Grenache's charms, adding notes of tropical fruit, more acidity and a red accent to Grenache's orange-toned skin pigments. The grapes were destemmed

as two lots, pressed after one or two hours of maceration and the juice racked to stainless steel tanks for a slow, cool fermentation to dryness before being racked to seasoned French oak barrels. Sadly, this is Navarro's last vintage of *Mendocino Rosé* as we've decided to concentrate our winemaking efforts

on producing Pinot Noir rosé. We will miss visiting with the Pallini family and savoring the unique flavors of the fruit produced from those old vines. Fresh watermelon, strawberry and hibiscus tea aromas and flavors with crisp acidity and moderate alcohol. **Gold Medal Winner. Best of Show.**

Harvested	Sept.29-Oct.7,'19
Sugars at harvest	23.0° Brix
Bottled	Feb.20, 2020
Cases produced	521
Alcohol	13.6%
Titrateable acidity	6.1 g/L
pH	3.24
Price (750 ml)	\$21.00



SUMMER SPECIAL!

Buy it by the case for only \$198.00; a savings of \$54.00! That's only \$16.50 per bottle.

NAVARRO SAMPLERS AND GIFTS

Medal-winning wines with savings up to 21%

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 nine new releases topped off with three of Navarro's best whites: five robust reds, five crisp whites, a delightful summertime rosé and our modestly sweet *Late Harvest Gewürztraminer*.

2019 Gewürztraminer
Cuvée Traditional

2019 Edelszwicker
Anderson Valley

2019 Rosé
Mendocino (Dry)

2016 Petite Sirah
Mendocino

2017 Syrah
Mendocino

2017 Grenache
Mendocino

2017 Barbera
Mendocino

2017 Mourvèdre
Mendocino

2019 Gewürztraminer
Late Harvest (375 ml)

2017 Chardonnay
Première Reserve

2018 Pinot Gris
Anderson Valley

2018 Gewürztraminer
Estate Bottled (Dry)

#1A—12 bottle Sampler
\$249.00
Savings of \$54.00



Until August 31 Gimmena 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 www.NavarroWine.com.

No. 2 12, 6, 3 bottles

Red, white & rosé

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

2019 Gewürztraminer
Cuvée Traditional

2019 Rosé of Pinot Noir
Anderson Valley

2018 Pinot Noir
Anderson Valley

#2A—12 bottle Sampler
\$205.00
Savings of \$43.00

#2B—6 bottle Sampler
\$108.00
Savings of \$16.00

#2C—3 bottle Sampler
\$56.00
Savings of \$6.00



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.

2019 Gewürztraminer
Cuvée Traditional

2018 Pinot Gris
Anderson Valley

2019 Rosé of Pinot Noir
Anderson Valley

2017 Barbera
Mendocino

2017 Grenache
Mendocino

2017 Syrah
Mendocino

#3A—12 bottle Sampler
\$239.00
Savings of \$55.00

#3B—6 bottle Sampler
\$125.00
Savings of \$22.00



David 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 21% 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.

2019 Gewürztraminer
Cuvée Traditional

2019 Edelszwicker
Anderson Valley

2017 Chardonnay
Première Reserve

2019 Sauvignon Blanc
Cuvée 128

2018 Pinot Gris
Anderson Valley

2018 Muscat Blanc
Estate Bottled (Dry)

#4A—12 bottle Sampler
\$209.00
Savings of \$53.00

#4B—6 bottle Sampler
\$109.00
Savings of \$22.00



No. 5 12 bottles

Ted's summertime sippers

Ted picked out a dozen wines that should slide down easily this summer: five dry whites, two rosés, four reds and a 375 ml bottle of *Late Harvest Gewürz* to pair with melon.

2019 Gewürztraminer
Cuvée Traditional

2018 Gewürztraminer
Estate Bottled (Dry)

2018 Pinot Gris
Anderson Valley

2019 Sauvignon Blanc
Cuvée 128

2018 Chardonnay
Mendocino

2019 Rosé
Mendocino (Dry)

2019 Rosé of Pinot Noir
Anderson Valley

2018 Pinot Noir
Anderson Valley

2016 Pinot Noir
Méthode à l'Ancienne

2017 Barbera
Mendocino

2017 Grenache
Mendocino

2019 Gewürztraminer
Late Harvest (375 ml)

#5A—12 bottle Sampler
\$239.00
Savings of \$50.00



No. 6 12, 6 bottles

Full-bodied reds

Choose either one or two bottles each of six Gold Medal-winning Mendocino red wines, four of which were also rated as Best of Class.

2017 Barbera
Mendocino

2017 Grenache
Mendocino

2017 Mourvèdre
Mendocino

2017 Syrah
Mendocino

2016 Petite Sirah
Mendocino

2016 Pinot Noir
Deep End

#6A—12 bottle Sampler
\$319.00
Savings of \$83.00

#6B—6 bottle Sampler
\$165.00
Savings of \$36.00



2019 Gewürztraminer Late Harvest (Sweet)

At maturity these three Babydoll lambs will be less than 24 inches tall at the shoulder, making it impossible for them to reach the grapes and leaves on a high trellis.

Our Babydoll flock currently has about 150 ewes that can graze in the vineyards all summer.



Close-up of botrytis—the noble rot—in a Gewürztraminer cluster. When we started making wine in the 1970s, the textbooks said that botrytis didn't occur naturally in California, so at the destemming machine during harvest Ted would throw away any cluster with rot. During the 1979 harvest, a visiting German winemaker, Konrad Seppelt, scurried behind Ted and picked up the rotten clusters into a bucket. Konrad scolded Ted and said he would crush the grapes Ted threw away and throw away the fruit Ted crushed. To prove his point, he told Ted to eat some of the

unappetizing, botrytised berries—they were delicious and the following vintage yielded Navarro's first late harvest wine.



A Gewürztraminer vine with ripe grapes, defoliated for harvesting.

Octoberfest

In mid-September of 2019, we left a block of Gewürztraminer unharvested with the hope that the grapes would rot before they were lost to birds or bears, and that the rot would be clean botrytis. Fortunately, we were able to drip-irrigate the vines; this helped maintain a full canopy which protected grape clusters from the birds. Bears go wherever bears want to go but the big bruisers prefer our most remote vineyards. Finally by mid-October, the leaves yellowed and slowly began to fall. We decided to harvest on the 23rd and were thrilled that botrytis had infected many of the clusters. These were our last grapes harvested which is always

Harvested	Oct. 23, 2019
Sugars at harvest	25.6° Brix
Bottled	Feb. 25, 2020
Cases produced	402
Alcohol	11.0%
Residual sugars	7.4%
Titrateable acidity	6.0 g/L
pH	3.21
Price (750 ml)	\$49.00
(375 ml)	\$25.00

a relief as well as a festive occasion. The grapes were destemmed and allowed to macerate, releasing flavors and volatile esters from the skins. After pressing, the juice was cool-fermented in stainless steel to retain all the fruity aromas and flavors. Gewürztraminer's varietal perfume and exotic tropical fruit flavors are well suited for sweet wines and they shine in this bottling. However, this wine's sweetness is counterbalanced with ample acidity so that the finish is clean and crisp. A perfect pairing with ripe melon. Gold Medal winner.



Al Tollini and his dog No Mo. When No Mo was a pup getting into trouble, Al would yell “No More!,” and the name stuck. On workdays, No Mo is always trotting in front of Al’s tractor.



Navarro has vines approaching 40 years old, but these octogenarian vines have trunks as big as a man’s thigh. Think how satisfying it must be to tend vines planted by your grandfather.



Historical evidence

We’ve produced Petite Sirah wine since 1994 and are quite familiar with the highly pigmented and tannic grape skins of Petite Sirah grapes, as compared to Pinot Noir. In the 1880s, a French nurseryman—Durif—propagated the variety, a cross between Syrah and Peloursin Noir, both of which also have an abundance of skin pigments. Whereas the pale color of Navarro’s Pinot Noir rosé is achieved after two to three hours of skin-contact time, if Petite Sirah grapes macerated for just a few minutes, the resulting rosé would look more like a red wine. Al Tollini’s vines, lovingly referred to as “Pets,” are approaching 90 years old. It’s likely that more than 10% of the vines are actually Peloursin interplanted with the Pets, which may help explain the unique flavor profile. Unlike wines produced from modern clonal selections, Navarro’s Petite Sirah has some red fruit flavors and a dried herb quality which we think might be from the Peloursin. If you’ve never

tasted Peloursin, Mike Dunn at RetroCellars.com harvests his Peloursin vines separately, and has a well-made 2015 bottling of the variety. We destemmed Al’s grapes into an open-top fermenter, and punched down the same as we do for Pinot Noir, to help tame Petite’s tannins. When the remaining sugars in the fermenting must reached zero Brix, we pressed the grapes and racked the juice to seasoned

Harvested	Sept. 23, 2016
Sugars at harvest	25.8° Brix
Bottled	Aug. 16, 2018
Cases produced	309
Alcohol	13.9%
Titrateable acidity	5.9 g/L
pH	3.69
Price (750 ml)	\$32.00

French oak barrels to finish primary and secondary fermentations and age for about two years. The finished wine contains 12% Zinfandel—Al also has some 90-year-old Zinfandel vines—which adds a wild blackberry note to Pet’s rich, plummy flavors. **Gold Medal winner.**

2017 Syrah
Mendocino



Aaron and Sarah practicing punchdowns in 1989.

Aaron usually spends much of his Navarro time on marketing projects, from creating emails to maintaining the website and photography. During the 2020 pandemic our HR and payroll person decided to self-quarantine for health reasons, so Aaron took on those responsibilities as well.



2017 Grenache
Mendocino

Sarah is an important part of our morning staff tasting where we evaluate possible blends. It's hard to believe, but 2020 will be Sarah's 16th harvest at Navarro as a Davis-trained winemaker—although she “worked” at the winery for many years before graduate school.

Home schooling

Syrah is a primary grape variety in the Rhône and has probably been grown there since Roman times. Research at the University of California at Davis and the University in Montpellier proved Syrah to be a genetic cross of two obscure varieties, Mondeuse Blanc and Dureza; all three of these varieties are indigenous to France. In the Rhône, Syrah was traditionally co-fermented with a modest proportion of Viognier (white) grapes to perfume and lighten the blend. Today most of the red winemaking is committed to producing massive wines frequently aged in new barrels and priced accordingly. Navarro's style is definitely not massive, and although we've never tried co-fermenting Syrah with Viognier, our winemaking regimes result in a wine that is perhaps more like old-time Syrah: the grapes

Harvested	Sept.15, 2017
Sugars at harvest	25.8° Brix
Bottled	Aug.14, 2018
Cases produced	373
Alcohol	13.5%
Titrateable acidity	5.4 g/L
pH	3.84
Price (750 ml)	\$29.00

are destemmed and punched down by hand twice daily to keep the tannins rounded, then pressed when the alcohol reaches 12% to avoid harsh seed tannins. Richly textured with flavors of boysenberry and black cherry mingled with notes of pepper, coffee and mint. **Gold Medal winner.**

European union

There are three variations of Grenache: Noir, Blanc and Gris. Grenache Noir is the world's most widely planted red wine grape variety; sometimes it is made into a standalone varietal wine but more frequently it forms the backbone of red blends, the most famous of which is Châteauneuf du Pape. Although the fame is from wines grown in the south of France, Spain is most likely this grape's origin and plantings here of Garnacha are three times larger than Grenache plantings in France. It is the dominant red wine variety in Spain's most successful appellation, Rioja. The Grenache grape is relatively low in skin pigments so it is frequently co-fermented with highly pigmented Syrah or Carignane. This bottling is 85% Grenache and 15% Syrah, both grown biodynamically at Dark Horse Vineyards. The

Harvested	Sept.11, 2017
Sugars at harvest	25.9° Brix
Bottled	Aug.15, 2018
Cases produced	261
Alcohol	13.9%
Titrateable acidity	5.8 g/L
pH	3.70
Price (750 ml)	\$29.00

grapes were destemmed and fermented in open-top tanks, then after pressing, the wine was aged 10 months in seasoned French oak barrels and bottled unfiltered. A medium-bodied beauty with a gentle, round palate; inklings of strawberry, cherry, white pepper and anise. **Gold Medal winner. Best of Class.**

2017 Barbera Mendocino

Jim, Al Tollini and No Mo inspecting one of Al's older blocks. The vines are planted on a six-by-six-foot grid without a trellis, allowing Al to disc in both directions in springtime. These vines are probably older than Al and were planted either by Al's father or grandfather.



2017 Mourvèdre Mendocino

Heath Dolan is the second generation managing the family farm. We appreciate that the vines are farmed biodynamically; perhaps we're romantics, but wines from vines grown in healthy soils seem more complete.



Ready to shake hands

Teenybopper

The major characteristics of Barbera grapes are their deep color, low tannins and high acidity. The vines of this grape variety are capable of producing large crops, which unfortunately increases the acidity and decreases flavors and tannins in the fruit. Al Tollini's vines are teenagers now and Al knows how to keep their youthful exuberance in check in order to harvest a moderately sized crop and deliver fruit that can produce a flavorful, full-bodied wine. The 2017 grapes were destemmed into an open-top tank where they fermented for 10 days; then the must was pressed and the wine racked to barrels to undergo a secondary malolactic fermentation which reduced the acidity. The

Harvested	Oct. 1, 2017
Sugars at harvest	25.3° Brix
Bottled	Aug. 15, 2018
Cases produced	306
Alcohol	13.4%
Titrateable acidity	5.7 g/L
pH	3.65
Price (750 ml)	\$27.00

shortage of the variety's grape tannins was counterbalanced by the additional framework of oak tannins from 10 months of barrel aging. New-age Barbera: bold fruit flavors with hints of blueberry, cherry, cedar and clove with a backbone of fresh and lively tartness. **Gold Medal winner. Best of Class.**

This 2017 bottling is Navarro's fifth vintage of Mourvèdre produced from biodynamically grown grapes in a tiny block at Dark Horse Vineyards farmed by the Dolan family. We've known Paul Dolan ever since we moved to Philo in the 1970s; in those days Paul was the winemaker at Fetzer Vineyards and championed organic grape growing in Mendocino County. Mourvèdre is a late ripener and is the last grape harvested at Dark Horse. Mourvèdre comprises less than one percent of Dark Horse's overall production, so we very much appreciate that in most years Paul makes the two-hour roundtrip drive to personally deliver his tiny Mourvèdre harvest to Navarro. It probably makes no economic sense for Paul to farm a third of an acre—never mind delivering the grapes personally—or for Navarro to produce three or four barrels of wine. In these times when

Harvested	Oct. 9, 2017
Sugars at harvest	24.0° Brix
Bottled	Aug. 15, 2018
Cases produced	104
Alcohol	13.8%
Titrateable acidity	5.8 g/L
pH	3.72
Price (750 ml)	\$29.00

we're all concerned about a nasty virus, it's nice to remember the friendships that are behind each wine and look forward to the day when we can all shake hands again. Supple tannins and earthy black fruits with undertones of black olive and tree bark intermingle in this perfumed wine. **Gold Medal winner. Best of Class.**