

NAVARRO

Vineyards

- 2011 Chardonnay, Mendocino: *Unblemished fruit*
- 2012 Sauvignon Blanc, Cuvée 128: *Valley girl*
- 2011 Riesling, Anderson Valley: *German roots*
- 2012 Edelzwicker, Anderson Valley: *Titled aristocrat*
- 2012 Gewürztraminer, Cuvée Traditional: *Learning curve*
- 2012 Pinot Grigio, Anderson Valley: *Iteville*
- 2012 Rosé, Mendocino: *Stop to smell the roses*
- 2011 Pinot Noir, Anderson Valley: *Naming rights*
- 2009 Cabernet Sauvignon, Mendocino: *Fashionably late*



2012 Rosé
Mendocino
92% Grenache
8% Carignan

OUR 2013 SUMMER RELEASES

Need for time

During early April, Hollywood descended on the tiny Anderson Valley to film a movie called *Need for Speed*. This amused us since we have spent the last forty years making wines that require time and patience, not speed. We are releasing nine new wines this summer, most are from the '11 and '12 vintages but we've been patiently saving a 2009 Cab for this release as well. Navarro's newest offerings include a multi-faceted Chardonnay, a crisp Sauvignon Blanc, four aromatic whites, a blushing beautiful dry Rosé and two robust reds. Three value-packed 2012's, Edelzwicker, Pinot Grigio and Gewürztraminer *Cuvée*

Traditional, are being offered as case specials with price tags as low as \$11.50 per bottle, a modest price for handmade wines crafted from Anderson Valley grapes. Special pricing on samplers and value-wine case specials, as well as *One-Cent ground freight* and reduced air freight, for all 12 bottle orders will be available until July 31.

Thanks for supporting our family farm,

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



Navarro's tasting room opened in 1980; Pat Daniels was our first sales employee and soon became Tasting Room manager. She continues to greet Navarro's old friends with a smile; please bring your family to visit this summer and remember to smell the roses.

Stop to smell the roses

When you come into Navarro's driveway this summer, don't be shy about stopping to smell the heirloom roses that are planted along the driveway. The flowers are at their best with the first blooms of summer. The reason that it is traditional to plant roses adjacent to grapevines is that roses display symptoms of mildew a few days before grapevines, a kind of natural warning system for the grape grower. Nothing says summer at Navarro more than a full blown "Peace" rose or a glass of our crisp, dry Rosé.

Harvested	Oct.10-21, 2012
Sugars at harvest	23.5° Brix
Bottled	May 6, 2013
Cases produced	1043
Alcohol	13.6%
Titrateable acidity	7.0 g/L
pH	3.24
Price (750 ml)	\$16.50

This 2012 Rosé is a blend of the two red grapes that are often blended in Provence or Tavel in the southern Rhone. These red grapes thrive in sizzling growing conditions. Happily, with minimal three hours of skin contact, the resulting wine is light and refreshing enough to enjoy on a hot summer day.

2011 Chardonnay Mendocino

Water is at a premium in California. We use a pressure bomb weekly to measure water potential in our grape leaves. A leaf is placed in a sealed chamber and as the pressure increases, sap finally appears at the cut end of the stem; the pressure required indicates the amount of water stress affecting the vine allowing us to irrigate only when needed.



Chardonnay is easy to recognize as it is the only vinifera grape where mature leaves have a naked petiole sinus (the vein closest to the stem that hugs the edge of the leaf). In France, Chardonnay and Pinot Blanc were commonly confused until the middle of the 19th century, when ampelographers began inspecting the vineyards of Chablis and Burgundy, identifying the true Chardonnay.

Unblemished fruit

Chardonnay has a reputation for being a grape with a neutral flavor profile, which best reflects terroir and oak rather than grape flavors. While not as distinctive as Gewürztraminer or Sauvignon Blanc, we think Chardonnay displays perceptible varietal fruit in Mendocino's cool climate. In Burgundy, Chardonnay from *Grand Cru* vineyards has been traditionally barrel fermented ten degrees warmer than fruit from the less highly regarded *Premier Cru* sites; this was done to eliminate fruity esters which might interfere with the coveted *Grand Cru* terroir. Additionally, wine from expensive *Grand Cru* vineyards is frequently fermented in new oak barrels, so these wines typically have strong oak flavors. *Grand Cru* wines became the model for California Chardonnay in the Sixties resulting in wines with strong oak flavors and minimal juiciness. Then, California

Harvested	Oct.12-14, 2011
Sugars at harvest	23.0° Brix
Bottled	June 19-22, 2012
Cases produced	3485
Alcohol	13.2%
Titratable acidity	7.5 g/L
pH	3.35
Price (750 ml)	\$18.00
(375ml)	\$10.50

winners muddled things further by often fashioning a secondary malolactic fermentation to produce diacetyl, which has a buttery taste. Navarro's 2011 Mendocino Chardonnay is 100% Philo-grown and the juice was cool fermented to retain the grape's fruity character, then racked to seasoned puncheons and barrels, where it rested seven months *sur-lie* and only part of the wine experienced a malolactic fermentation. The finished wine does have hints of oak, butter and yeastiness but the emphasis here is definitely the Anderson Valley fruit, suggesting crisp pear and apple. **Gold Medal winner.**

Day Ranch Chardonnay in early May. Suckering requires nimble fingers as each spur has many shoots and all are removed except the two fruitful ones.



2012 Sauvignon Blanc

Mendocino

Cuvée 128

Bill and Nancy Charles in their Foursight Sauvignon Blanc vineyard; we've been purchasing grapes produced by these vines since their first harvest.



Making notes at Navarro's weekday morning staff tasting. Wine from each of the various vineyard and clonal blocks of Sauvignon Blanc has a slightly different taste. Fermenting and ageing each lot separately, then selecting a blend from the best lots, provides us the opportunity of crafting a more complex wine.

Valley girl

For some reason it didn't occur to us until about ten years ago that Sauvignon Blanc could thrive in Anderson Valley. The grape has a reputation for being too herbaceous in cool climates, so we assumed Anderson Valley would be too chilly for top-flight Savvy. After studying one of our favorite tomes "Catalog of Selected Wine Grape Varieties and Clones Cultivated in France," it dawned on us that Sauvignon Blanc is an *Epoch 1* (early) ripener, perfect for our maritime climate. In 2003, we were pleased when our friends, Bill and Nancy Charles, converted a field of Chardonnay vines in their Boonville vineyard by grafting over to Sauvignon Blanc, ENTAV clone 297, because of the clone's reputation for producing quality wines in the Loire. For almost thirty years our family has owned a ranch across the street from the Charles Vineyard, so in 2009 we planted seven and a half acres of Sauvignon Blanc, divided into

three blocks, featuring highly regarded ENTAV clones from the Loire: 297, 376 and 530. The field was divided into seven different blocks based on the soil profile. Blocks four and six are mostly gravel and rock so we chose a vigorous rootstock called 110R. Block

five has fewer stones and richer soil, so we used a less vigorous rootstock, SO4, with good nematode resistance. We're excited that the 2012 vintage is the first to include estate-grown grapes. Tart and sassy, this wine tempers the richness of smoked trout or pork rillettes.

Harvested	Sept. 19-30, 2012
Sugars at harvest	22.6° Brix
Bottled	May 1-2, 2013
Cases produced	2421
Alcohol	13.6%
Residual sugars	0.2%
Titrateable acidity	7.3 g/L
pH	3.18
Price (750 ml)	\$18.00

2011 Riesling
Anderson Valley, Mendocino

We ferment Riesling in oak ovals, the traditional method still used in Germany and Alsace by a few premium producers. These are Navarro's smallest ovals, holding about 300 gallons of wine; our largest casks contain about 1500 gallons. Each has internal stainless steel cooling panels so that we can precisely control the temperature of the fermenting wine.



German roots

Riesling most probably originated on the banks of the Rhine in Germany before 1435 when the expenditures of Count Johann IV von Katzenelnbogen included twenty-two gold coins for *Riesslingen* vine cuttings. The first mention of Riesling, with modern spelling, appeared later in Hieronymus Bock's *Kreutterbuch* around 1552. Riesling is a quintessentially Germanic grape variety and there are over sixty recognized Riesling clones in Germany but only three recognized Riesling clones in France. Due to some kink in history, Riesling is not allowed in France, except in Alsace, which was, at various times, a German possession. There are good viticultural reasons for the widespread planting of this grape variety in Germany. First, Riesling buds out late, thereby avoiding early spring frosts. Second, the vine is very

Harvested	Oct. 10-20, 2011
Sugars at harvest	22.8° Brix
Bottled	May 10, 2012
Cases produced	1014
Alcohol	13.5%
Residual sugars	0.8%
Titratable acidity	7.8 g/L
pH	3.26
Price (750 ml)	\$19.50

cold hardy in German winters, thanks to the hardness of the wood, although it does need a warm site in the summer to ripen fully. Alsace has one of the driest climates in Northern Europe hence Alsatian viticulturists tend to harvest Riesling riper than their German counterparts and then ferment the wine drier; so typically, Alsatian Rieslings are fuller bodied than their German cousins. At Navarro we follow the Alsatian model by harvesting the grapes fully ripe and fermenting the wine to near dryness. Sure, it is great with Weiner Schnitzel but it works with sushi too. **Gold Medal winner.**

Honestly, we are not spraying nasty chemicals! We are spreading organic compost on our Campsite Riesling field on a cold morning; the compost is warm and letting off steam.

There is a winery brush for every purpose. One of the requirements of making sound white wine is keeping equipment and tanks spotlessly clean.



NAVARRO SAMPLERS & GIFTS

Medal winning wines at summer savings

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

No. 1 9 bottles

Everything new

Nine new releases: six fruit-forward whites, a lip-smacking rosé and two medium-bodied reds.

2011 Chardonnay
Mendocino

2012 Sauvignon Blanc
Cuvée 128

2011 Riesling
Anderson Valley

2012 Pinot Grigio
Anderson Valley

2012 Gewürztraminer
Cuvée Traditional

2012 Edelszwicker
Anderson Valley

2012 Rosé
Mendocino (Dry)

2011 Pinot Noir
Anderson Valley

2009 Cabernet Sauvignon
Mendocino

#1A—9 bottle Sampler
\$135.00

Savings of \$31.50

#1B—Sampler + 3

Add 3 bottles of your choice to make a case. The 3 bottles earn an extra 10% discount and the case then qualifies for One-Cent shipping!

Until July 31 our phones will be open extra hours; 8 AM till 6 PM daily to help you take advantage of Full-Case specials, Sampler prices and One-Cent ground shipping. Our website is available 24-7 at www.NavarroWine.com



No. 2 12, 6, 3 bottles

Summer fare

Choose either one, two or four bottles each of Navarro's new value wines; exceptional flavor at family prices.

2012 Rosé
Mendocino (Dry)

2012 Pinot Grigio
Anderson Valley

2012 Gewürztraminer
Cuvée Traditional

#2A—12 bottle Sampler

\$155.00

Savings of \$35.00

#2B—6 bottle Sampler

\$79.00

Savings of \$16.00

#2C—3 bottle Sampler

\$43.00

Savings of \$4.50

No. 3 12 or 6 bottles

New dry six

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

2011 Chardonnay
Mendocino

2012 Sauvignon Blanc
Cuvée 128

2012 Pinot Grigio
Anderson Valley

2012 Gewürztraminer
Cuvée Traditional

2012 Rosé
Mendocino (Dry)

2011 Pinot Noir
Anderson Valley

#3A—12 bottle Sampler

\$163.00

Savings of \$43.00

#3B—6 bottle Sampler

\$88.00

Savings of \$15.00

No. 4 12 or 6 bottles

New whites

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

2011 Chardonnay
Mendocino

2012 Sauvignon Blanc
Cuvée 128

2012 Pinot Grigio
Anderson Valley

2012 Gewürztraminer
Cuvée Traditional

2011 Riesling
Anderson Valley

2012 Edelszwicker
Anderson Valley

#4A—12 bottle Sampler

\$159.00

Savings of \$44.00

#4B—6 bottle Sampler

\$86.00

Savings of \$15.50

No. 5 12 or 6 bottles

Ready reds

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

2011 Pinot Noir
Anderson Valley

2009 Cabernet Sauvignon
Mendocino

2009 Pinot Noir
Méthode à l'Ancienne

2010 Zinfandel
Mendocino

2010 Syrah
Mendocino

2011 Navarrouge
Mendocino Red Table Wine

#5A—12 bottle Sampler

\$209.00

Savings of \$69.00

#5B—6 bottle Sampler

\$115.00

Savings of \$24.00

No. 6 12 or 6 bottles

Top flight

Choose either one or two bottles each of three top-flight whites plus a heart-warming rosé topped off with two bold reds.

2010 Chardonnay
Première Reserve

2012 Sauvignon Blanc
Cuvée 128

2011 Gewürztraminer
Estate Bottled (Dry)

2012 Rosé
Mendocino (Dry)

2009 Cabernet Sauvignon
Mendocino

2010 Pinot Noir
Méthode à l'Ancienne

#6A—12 bottle Sampler

\$209.00

Savings of \$65.00

#6B—6 bottle Sampler

\$115.00

Savings of \$22.00

Navarro usually ships in recyclable cardboard but you may request styro-foam which offers better temperature protection for shipments requiring extended transit time in hot weather. Navarro's farm-direct wines always represent an excellent value. Specially priced samplers and case specials feature discounts up to 24% until July 31. All subject to prior sale so don't delay!



2012 Edelzwicker
Anderson Valley, Mendocino

Navarro's Edelzwicker is fermented and aged in oak ovals. We designate Edelzwicker as "semi-dry" but we suspect that the "semi" part of the moniker discourages many wine enthusiasts who think only "dry" wines should accompany a meal. The sweetness in this blend is offset with a dazzling acidity creating a delightful yin-yang of fruity and tart that make it the perfect match for many spicy dishes.



Harvesting Gewürztraminer in the early morning. The concept that some grapes are more aristocratic than others seems downright un-American, but Gewürztraminer, Riesling, Pinot Gris and Muscat, in fact, produce more generous, complex and interesting wines than a workhorse grape like Chasselas.

Titled aristocrat

Most Alsatian wines today bear the name of a specific grape variety but traditionally Alsatian vineyards were planted with varietal blends, which created a bit of a marketing problem. What do you name a wine made from a mixture of grape varieties? The terms *Zwicker* (blend) and *Edelzwicker* (noble blend) was a source of controversy between growers in the south and the north of Alsace for decades. Chasselas, considered a *standard* variety, was mostly grown in the *Haut Rhin* (southern Alsace) and Sylvaner, once considered a *noble* variety, was mostly produced in the *Bas-Rhin*. To resolve the conflict, the order of October 2, 1945 stipulated that blends of wine from the *standard* varieties, including Chasselas, with *noble* varieties, could only bear the Alsace appellation if the wine was labeled *Zwicker*, and blends of exclusively noble varieties (including Sylvaner) could only bear the Alsace

appellation if the wine was labeled *Edelzwicker*. The term *Gentil* has gained popularity in recent years with Alsatian producers for their blends; it is different than *Edelzwicker* because the blend only needs to be made 50% from the four *noble* varieties, Gewürztraminer, Riesling, Pinot Gris and Muscat, and allows the balance to be Chasselas or Pinot Blanc, as well as Sylvaner. Navarro's 2012 Edelzwicker is unquestionably *noble*, as the blend is 53% Pinot Gris, 36% Gewürztraminer, 9% Riesling and 2% Muscat. If you open a bottle while you're still cooking, it will likely be half gone by the time you sit down to eat.

Harvested	Sept.20-Oct.7;12
Sugars at harvest	23.5° Brix
Bottled	May 6-7, 2013
Cases produced	1657
Alcohol	13.4%
Residual sugars	1.6%
Titratable acidity	7.0 g/L
pH	3.32
Price (750 ml)	\$15.00



You have to get inside a bladder press to clean it. The blue liner inflates like a balloon, squeezing the grapes against the perforated stainless steel drum. The juice is extracted gently with pressurized air.



SUMMER SPECIAL!

Buy it by the case for only \$138.00; a savings of \$42.00. That's only \$11.50 per bottle.

2012 Gewürztraminer
Anderson Valley, Mendocino
Cuvée Traditional

Bins of ripe, russet-colored Gewürztraminer. We begin harvesting at about 3 AM and work until the grapes start to warm, typically about 9 AM. Not only do the cold grape temperatures help us create an elegant wine without harshness, it also means we can start crushing grapes as soon as the winery crew arrives.



Learning curve

Navarro's first Gewürztraminer, planted in 1975, was a clonal selection from Alsace grafted on to a vigorous rootstock developed specifically for California vineyards called AXR1. Per recommendation, we planted with a vine density of 727 vines per acre. It took us a decade to figure out that we needed to prune our vines to curved arc-canes, the same as in Alsace, as cordon pruning, common in California, resulted in excessive vigor and too little crop. By the time we thought we had mastered growing Gewürz,

AXR1 began to fail, due literally to a lousy root louse, so our next big project was to research alternative rootstocks. Over the next decade we increased vine density as the newer rootstocks turned out to be less vigorous; Navarro's latest plantings feature 1,816 vines per acre, close to the density of vines in Ribeauvillé. Decades of education have gone into this bargain-priced Gewürztraminer, packed with a bit of sugar, lots of spice and everything nice.

Harvested	Sept.23-30, 2012
Sugars at harvest	23.9° Brix
Bottled	May 3, 2013
Cases produced	589
Alcohol	13.7%
Residual sugars	0.35%
Titrateable acidity	6.9 g/L
pH	3.30
Price (750 ml)	\$15.00

2012 Pinot Grigio
Anderson Valley, Mendocino

Morning staff tasting; 3rd day of selecting a Pinot Grigio blend. Many of the first Italians to settle in the Anderson Valley grew grapes and opened hotels in the town of Navarro, which was then called "Iteville" in Boontling, the unique language which originated in the valley in the late 1800's.



Iteville

In many Italian appellations, winemakers fret about Pinot Gris producing flabby wine, so they harvest this variety early, before the grapes lose acidity; their Pinot Grigios have a lean flavor profile. The one appellation in Italy where the Pinot Gris doesn't lose acidity is in chilly Alto Adige, where the wines ring with clarity and sing in your mouth. Anderson Valley's viticultural climate, like Alto Adige, produces Pinot Gris grapes with balanced acidity when fully ripe. Wines made from this grape have a confusing number of names; in Alsace it was once

called Tokay. In 1568 an officer in the Imperial Army helped capture Tokay, Hungary from the Turks; he brought cuttings to Alsace where the variety was named Tokay and later, Tokay d'Alsace. In 2006, the name Tokay was reserved for the sole use of wines from the Tokay region in Hungary, so Alsace renamed their wine Pinot Gris. For this bottling, Navarro will stick with Pinot Grigio, the designation from Alto Adige. Lemon bright flavors are a perfect match for burrata wrapped in prosciutto or chicken with spätzle.

Harvested	Sept.23-Oct.2,'12
Sugars at harvest	22.9° Brix
Bottled	May 3, 2013
Cases produced	691
Alcohol	13.7%
Residual sugars	0.26%
Titrateable acidity	7.7 g/L
pH	3.26
Price (750 ml)	\$16.00



SUMMER SPECIAL!

Buy it by the case for only \$138.00; a savings of \$42.00. That's only \$11.50 per bottle.



SUMMER SPECIAL!

Buy it by the case for only \$149.00; a savings of \$43.00. That's only \$12.42 per bottle.

2011 Pinot Noir
Anderson Valley, Mendocino

Visit Navarro and perhaps you'll spot a bald eagle or a flock of wild geese; these are some of the many creatures that visit our ponds on a regular basis. Our tasting room staff has a well-worn path to the ponds. We avoid spraying herbicides and chemical insecticides, creating a safe habitat for wildlife to nurture their family and for your family to visit.



Naming rights

Last year we changed the label on this bottling by adding the *Anderson Valley* appellation to the larger *Mendocino* designation. We produced our first *Mendocino* Pinot Noir in 1994, which was a blend of Anderson Valley grapes with a larger percentage of inland Mendocino grapes requiring that the wine be labeled as *Mendocino*. Anderson Valley is now recognized as having one of California's best climates for growing world class Pinot Noir, but in 1994 there was only a smattering of Pinot grown in our tiny coastal valley. We began expanding Navarro's Pinot Noir vineyards in 1990, and by 2009, we were growing enough Pinot to improve wine quality in this bottling by replacing the less expensive Mendocino grapes with more flavorful Anderson Valley grapes. We assumed that the wine would sell even better with the more select appellation, so beginning with the 2010 vintage, we labeled the wine as *Anderson Valley*.

Harvested	Oct. 1-16, 2011
Sugars at harvest	23.6° Brix
Bottled	Aug. 27-29, 2012
Cases produced	3406
Alcohol	13.4%
Titrateable acidity	6.4 g/L
pH	3.72
Price (750 ml)	\$19.50

To be honest, the name change has caused some confusion with staff and customers, since now all three Navarro Pinots bear the same Anderson Valley appellation. In house, we still refer to this wine as *Mendo* Pinot, since habits of nineteen years are hard to break. Our other two more expensive Pinots have a red stamp saying *Méthode à l'Ancienne* or *Deep End Blend* on the label. You can still call this wine *Mendo* Pinot if you like, or tell the staff you want the one with the bargain price tag and no red stamp! **Gold Medal winner.**

Pressing Pinot after fermentation. "Like good wine, we get better with age."—Pope Francis



2009 Cabernet Sauvignon Mendocino

View of the Russian River Valley from Berry's Rattlesnake Canyon vineyard. It's nestled on the hillside in a protected site from the wind and the grapes they harvest consistently produce excellent quality Cabernet Sauvignon wine.



Ed Berry harvesting Cabernet Sauvignon. We've purchased Cab from this vineyard since 2004 and because the site is warm, it's our first Cabernet Sauvignon field to ripen, albeit not until October.



Fashionably late

Unlike Riesling and Pinot Noir, Cabernet Sauvignon is a relatively modern grape variety with the first mention being in the late 18th century. It apparently was a spontaneous cross between Cabernet Franc and Sauvignon Blanc in the Gironde in southwest France. This helps explain why Cabernet Franc is mentioned in literature more than a century before Cabernet Sauvignon and why Cabernet Sauvignon's aromas can be similar to either of its parents. Cabernet Sauvignon vines bud out late and ripen late so a protected, warm site is essential. The ripe berries are small, dark with a bluish tinge and thick skinned; the resulting wines are deep in color, high in tannins, and because the vine ripens late in the season, typically the wines have good acidity. Grapes for this bottling were

harvested from three separate sites; beginning on October 6 for the warmest site and ending on the 26th for the coolest site. We didn't add sulfur dioxide to destemmed grapes in order for the natural yeasts to begin the fermentation. After a long, slow fermentation in stainless steel tanks, we pressed the

Harvested	Oct. 6-26, 2009
Sugars at harvest	24.4° Brix
Bottled	Oct. 26, 2011
Cases produced	876
Alcohol	14.2%
Titrateable acidity	6.4 g/L
pH	3.79
Price (750 ml)	\$29.00
(magnum)	\$59.00

must and then racked the wine to French oak barrels to complete the secondary (*malolactic*) fermentation in the cellar. Cabernet wines are longer lasting than most red wines, but can be tannic in their youth which is why we barrel aged this wine for two years, then aged it another two years in the bottle before release. **Gold Medal winner. Best of Class.**