

NAVARRO

Vineyards

2015 Muscat Blanc, *Estate Bottled (Dry): Bees do it*

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OUR SUMMER 2017 RELEASES

Quench your thirst

This year's rains in the Anderson Valley delivered relief after a long drought, ensuring that Navarro can quench your thirst with delicious, affordable wines. Summer is when we release wines produced in such small lots that we make them available to our mailing-list friends on a first-come basis. This release includes three crisp whites: Navarro's value-packed Pinot Grigio, a dry Muscat Blanc with enticing orange-peach flavors and Edelzwicker, a Pinot Gris,

Riesling and Gewürz blend inspired by the wines of Alsace. Five Gold Medal-winning red wines, three of which were produced exclusively from biodynamically grown grapes, and a blushing pretty 2016 Rosé are also available. Pinot Grigio, Edelzwicker, Rosé and Navarrouge are offered with case specials as little as \$13.00 per bottle, a great way to celebrate the summer. 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 August 31.



Thanks for supporting our family farm,

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

Navarro's tasting room staff will help make your visit to Philo an enjoyable event.

Each day we offer free tastings of fifteen award-winning wines and we have picnic fixings and plenty of picnic tables. We hope to see you this summer.



Wine critics' comments on current releases

2014 Chardonnay, *Première Reserve* \$27.00

“An appealing combo of fruit and spice flavors and a rich but lively texture to make it both tasty and appetizing. It has the creaminess and unctuousness that many people love while balancing it with fresh acidity.”

2015 Gewürztraminer, *Estate Bottled* \$22.00

“This is the gold standard for American gewürztraminer, and it delivers classic aromas and flavors of tropical fruit, including lychee, pink grapefruit and clove, all backed by surprisingly firm acidity.”

2015 Pinot Gris, *Anderson Valley* \$19.50

“Yet another Navarro that impresses with its core characteristics, this well-made Pinot Gris reminds me of those coming out of Oregon. A bit light on color and aromas, it is more forward on fruit flavors that are well-balanced with attractive crispness.”

2014 Pinot Noir, *Méthode à l'Ancienne* \$32.00

“In this one, vivid black-cherry aromas, tangy but deep cherry and cranberry flavors, and a nice, firm and appropriately tannic texture add up to a concentrated and nicely proportioned wine.”

2014 Pinot Noir, *Deep End Blend* \$55.00

“A vivid, potent and concentrated fruit component lights up this full-bodied wine from the first whiff through the finish. Black cherry, violet and cassis come together in a powerful beam of flavor.”

2016 Rosé of Pinot Noir, *Anderson Valley* \$22.00

“Pale and slightly earthy pink; light, bright, floral, with maybe a slight touch of white pepper. This is a truly lovely rosé, and was extremely enjoyable meted out in small pours over four warm nights.”

2015 Muscat Blanc

Anderson Valley, Mendocino
Estate Bottled (Dry)

Head suckering Muscat Blanc à Petits Grains vines in the morning. The leaf has an overlapping petiolar sinus with a sharp sawtooth margin making it easy to identify the vine at Navarro. Summer mornings in Philo are typically foggy which is easy to see in this photo as the leaves drip water.



Josephina Eligio managing the filling machine when bottling Muscat. Bottled wine which is left in the sun, or under fluorescent lights, can become light-struck, which affects aromas and flavors negatively. The dark brown bottles that we use for our aromatic white wines have the highest UV light filtering capability.



Bees do it

Muscat Blanc is a somewhat unusual grape variety because of the intensity of its aromas; when walking through our vineyard prior to harvest, the grapes are so aromatic that Muscat's floral scent literally fills the air. Pliny the Elder referred to Muscat as the "grape of the bees" because of their attraction to the grape's intense aromas. In California, Yellowjacket wasps, as well as bees and other insects, are attracted to Muscat; however, unlike most bees, wasps become unusually aggressive in autumn increasing the likelihood of being stung when harvesting Muscat fruit. Wasps aren't active at night so this is the one grape variety at Navarro that our crew almost insists on harvesting at night. French ampelographies have noted the grape's perfumed aromas and refer to it as *musqué*. (Musk is a class of aromatic compounds used as base notes in perfumery.) There's no

doubt that Muscat's bouquet is sensual and Navarro's regime of *sur lie* aging plays up this flirtatious element. It turns out there are also *musqué* clones of Chardonnay and Sauvignon Blanc with aromatic properties similar to Muscat; these are genetic mutations of regular, non-muscaty clones of these two varieties. Muscat Blanc à Petits Grains is a late ripener and in Philo's cool climate this guarantees high acidity and low pH when the fruit is ripe. This refreshing acidity, Muscat's springtime perfume and the dry, crisp finish make it a perfect complement with asparagus, pungent cheeses, seafood salads and even sushi. **Gold Medal winner.**

Harvested	Sept. 16, 2015
Sugars at harvest	23.5° Brix
Bottled	May 5, 2016
Cases produced	812
Alcohol	13.1%
Titrateable acidity	7.3 g/L
pH	3.23
Price (750 ml)	\$19.50

2016 Pinot Grigio
Anderson Valley

Removing a second shoot before flowering. When pruning, we leave a specific number of buds on each vine to determine the theoretical crop level; in the spring each bud will typically produce one shoot with two grape clusters. Frequently the buds will produce two shoots, each with two clusters; we remove the extra shoots as they would overload the vine with unwanted fruit.



A weekday morning staff tasting. Evaluating the various vineyard lots and creating blends from these lots can be a lot of fun.



Gray day

By harvest time, we have a pretty good idea of the quantity and quality of grapes we can expect from our “gray” version of Pinot Noir. With this information we can then decide what style of wine we should craft from each vineyard site. Navarro’s Pinot Gris grapes come from four vineyard blocks and this year we decided that the fruit from a younger block, planted in 2009, was the best candidate

for Navarro’s 2016 Grigio. Italian wine-makers pick Pinot Gris less ripe than their Alsatian counterparts when the acidity is still high to create a light, dry, refreshing wine whose flavors are frequently described as mineral or lemony with aromas that suggest green apple. Harvesting our Pinot Gris grapes early is exactly what we did for this 2016 Grigio bottling. We harvested fruit from the “new block” on August 22 and then again on August 26, so that we

would have two slightly different wines that could form the central element for this year’s blend. Grapes for Navarro’s Gris style were picked later, in September, when the fruit had achieved more ripeness but retained less acidity. After destemming and pressing the grapes, the juice from each picking was cold-fermented in stainless steel followed by a short rest in seasoned French oak barrels. In a series of three tastings, we selected a cuvée between the two Grigio harvests with a small

addition from our Gris harvest to complete the flavor profile. Anderson Valley’s climate, like Alto Adige in Italy, has warm days and chilly nights; wine grapes grown here feature high natural acidity and aromatics. We bet you’ll like the results of the early harvest which created our crispest Grigio since 2009.

Harvested	Aug. 22 & 26, 2016
Sugars at harvest	22.6° Brix
Bottled	May 5, 2017
Cases produced	523
Alcohol	12.9%
Titrateable acidity	6.0 g/L
pH	3.18
Price (750 ml)	\$16.00



SUMMER SPECIAL!

Buy it by the case for only \$156.00; a savings of \$36.00. That’s only \$13.00 per bottle.

2016 Edelzwicker

Anderson Valley

44% Pinot Gris

30% Gewürztraminer

25% Riesling

1% Muscat

Blending Edelzwicker, day 4. The sample bottles are identified only by number; the contents of the sample bottles aren't disclosed until after everyone votes for their favorite wine.



Navarro's 2016 crush crew. Most are full-time, seasoned employees with a combined total of over 200 harvests under their belts; even all of Navarro's 2016 interns have prior harvest experiences.

Noble trio, peasant price

We bottled Navarro's first Edelzwicker in 1979, and by 1995 it had become a staple in Navarro's wine portfolio. Navarro's Edelzwicker is a blend primarily of Pinot Gris, Riesling, Gewürztraminer and occasionally Muscat Blanc; we borrowed the name from Alsace where these four grape varieties are considered "noble" (edel = noble and zwicker = blend). Edelzwicker blends have been made

in Alsace for over a century, and it's easy to see why these four "noble" grapes combine to form a wine that is superior to any of the ingredient wines. In fact, a century ago before varietal bottlings became fashionable, Edelzwickers were the most prized bottlings in Alsace. We began Navarro's blending tastings for the 2016 Edelzwicker by selecting Pinot Gris as the base wine. When made from fully ripe fruit, Pinot Gris wines tend to have

low acidity with broad flavors and an "oily" texture that contributes to their full-bodied personality. We first looked to pair Gris with Riesling, a late ripener in Philo's maritime climate. This variety has bracing acidity and provides structure and zip to the blend with some crisp red apple flavors. The winning blend was 66% Gris and 34% Riesling. We next looked at varying amounts of Gewürz to complement the winning

Gris-Riesling blend. Gewürztraminer is remarkably flavorful with a rich mid-palate; it fills out the mouth and adds some spice and tangerine-lychee notes to the bouquet. In the final tasting we added a touch of Muscat for a dab of lingering perfume. We have actually had restaurateurs complain that the price is too low but our tasting room customers never grumble.

Harvested	Sept. 1–10, 2016
Sugars at harvest	23.9° Brix
Bottled	May 8, 2017
Cases produced	949
Residual Sugars	1.7%
Alcohol	12.9%
Titrateable acidity	6.1g/L
pH	3.24
Price (750 ml)	\$16.00



SUMMER SPECIAL!

Buy it by the case for only \$156.00; a savings of \$36.00. That's only \$13.00 per bottle.

NAVARRO SAMPLERS AND GIFTS

Medal-winning wines with savings up to 24%

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

No. 1 12 bottles

All the newbies plus three

A bottle each of Navarro's nine new releases topped off with three Navarro favorites: six robust reds, five crisp whites and a delightful summertime rosé.

2015 Muscat Blanc Estate Bottled (Dry)

2016 Pinot Grigio Anderson Valley

2016 Edelszwickler Anderson Valley

2014 Chardonnay Barrel Fermented

2015 Gewürztraminer Estate Bottled (Dry)

2016 Rosé Mendocino (Dry)

2015 Navarrouge Mendocino Red Wine

2014 Barbera Mendocino

2014 Grenache Mendocino

2014 Mourvèdre Mendocino

2014 Syrah Mendocino

2014 Pinot Noir Méthode à l'Ancienne

#1—12 bottle Sampler
\$225.00
Savings of \$52.00



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

No. 2 12, 6, 3 bottles

Red, white & rosé

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

2016 Pinot Grigio Anderson Valley

2016 Rosé Mendocino (Dry)

2015 Navarrouge Mendocino Red Wine

#2A—12 bottle Sampler
\$175.00
Savings of \$35.00

#2B—6 bottle Sampler
\$89.00
Savings of \$16.00

#2C—3 bottle Sampler
\$47.00
Savings of \$5.50

No. 3 12, 6 bottles

Dry summer 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.

2015 Muscat Blanc Estate Bottled (Dry)

2016 Pinot Grigio Anderson Valley

2016 Rosé Mendocino (Dry)

2014 Barbera Mendocino

2014 Grenache Mendocino

2015 Navarrouge Mendocino Red Wine

#3A—12 bottle Sampler
\$199.00
Savings of \$49.00

#3B—6 bottle Sampler
\$105.00
Savings of \$19.00

No. 4 12, 6 bottles

Summertime whites

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

2015 Muscat Blanc Estate Bottled (Dry)

2016 Pinot Grigio Anderson Valley

2016 Edelszwickler Anderson Valley

2015 Gewürztraminer Estate Bottled (Dry)

2016 Sauvignon Blanc Anderson Valley

2015 Riesling Anderson Valley (Dry)

#4A—12 bottle Sampler
\$189.00
Savings of \$35.00

#4B—6 bottle Sampler
\$95.00
Savings of \$17.00

No. 5 12, 6 bottles

Red sextet

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

2014 Barbera Mendocino

2014 Grenache Mendocino

2014 Syrah Mendocino

2014 Zinfandel Old Vine Cuvée

2014 Pinot Noir Méthode à l'Ancienne

2015 Navarrouge Mendocino Red Wine

#5A—12 bottle Sampler
\$254.00
Savings of \$60.00

#5B—6 bottle Sampler
\$135.00
Savings of \$22.00

No. 6 12, 6 bottles

Winemaker's choice

One or two bottles each of six Gold Medal-winning wines that please the winemaker most, including two crisp whites and four unfiltered reds. Every wine honored as Best in Class!

2014 Chardonnay Première Reserve

2015 Gewürztraminer Estate Bottled (Dry)

2014 Mourvèdre Mendocino

2014 Grenache Mendocino

2014 Pinot Noir Méthode à l'Ancienne (Unfiltered)

2014 Pinot Noir Deep End Blend

#6A—12 bottle Sampler
\$298.00
Savings of \$92.00

#6B—6 bottle Sampler
\$159.00
Savings of \$36.00



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

2016 Rosé
 93% Grenache, 7% Carignane
 Mendocino (Dry)

Debbie Pallini with her father Ed in the Grenache vineyard that produced this exceptional rosé. These ancient vines, for whatever reason, produce excellent rosé wines and have been the cornerstone of Navarro's Mendocino Rosé program every year since 2002.



Sarah, Emilia and Zoë cleaning the pomace out of a wine-press. The white surface on the left is a canvas bag that inflates like a balloon, gently pressing the grapes against the stainless steel surface on the right. The juice escapes through the slots in the stainless steel drum and is collected in a juice pan under the press.

Coming up roses

In 2000, we rented a gîte in the rural French village of Loubressac for a summer vacation. One of the joys of France is the dazzling assortment of delicious home-grown foods available at the local farmer's markets. Breads, cheeses, eggs, meats, fruit, veggies, condiments and yummy sweets are readily available but we typically would travel to the closest *supermarché* for our wine selections. What blew us away was the extensive selection of rosé wines; frequently a wider selection than either red or white still wines! In California, there wasn't a wide selection of rosé wines and what was available were typically ponderous and sweet, but the rosé wines from the south of France were dry, refreshing and delightful. We drank our share of these wines during our stay and we returned to

Philo, rested and excited about the prospect of crafting a dry rosé. In 2002, we produced Navarro's first dry rosé; a cuvée of 85% Grenache and 15% Syrah. We were surprised by how many people were reluctant to even taste it; this should not have been a surprise given the reputation for syrupy pink wines in California. A lot has changed since then. Dry rosé wines are now well accepted and we've gained experience making these wines. The base wine is still produced from Pallini's ancient Grenache vines, but we've replaced the heavier Syrah component with a crisper, minerally old-vine Carignane. At a recent tasting, Navarro's staff was most impressed by the length and persistence of the snappy strawberry-guava flavors.

Harvested	Sept.22–Oct.1, 2016	
Sugars at harvest	23.8°	Brix
Bottled	May 2, 2017	
Cases produced	692	
Alcohol	13.5%	
Titrateable acidity	5.6	g/L
pH	3.17	
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.

2015 Navarrouge
Mendocino Red Wine

Ted and Ed Berry Sr. schmoozing after Ed delivered grapes to Navarro on his flatbed truck. One of the nice traditions in rural Mendocino is making time to talk to your neighbors. Ted is a Berkeley Democrat and Ed a Reagan Republican but we're still good neighbors and friends, even in 2017.



Jim and Al Tollini discussing vineyard conditions prior to harvest. All of the wine in this bottling came from grapes grown by either Al Tollini or Ed Berry. The vines they nurture are old-timers with an average age of over seventy years.

An ancient Grenache vine.



Schmoozing

The 2015 harvest in Philo was skimpy with our Pinot Noir and Gewürztraminer vines affected the most. For the 2013 and 2014 vintages of Navarrouge, we added a good-sized portion of Pinot Noir, but with an anticipated small crop of 2015 Pinot Noir, we scrambled to come up with a suitable replacement. By summertime we had made arrangements to purchase additional amounts of old-vine

Zinfandel from two of our favorite growers, Al Tollini and Ed Berry. In fact, we should really call this Al's and Ed's wine since they supplied all the grapes for this bottling. Ed supplied most of the Zinfandel and Al not only provided more Zin, but Barbera, Grenache and Carignane as well. There were eight vineyard lots for this bottling that we destemmed, fermented and aged as individual lots in seasoned French oak

barrels for ten months. Bottled in August 2016, the wine was bottle-aged another year before release. Compared to the prior vintage, the 2015 has a higher percentage of old-vine Zinfandel and lower amounts of Pinot Noir and Syrah. As a result, the wine is a little softer due to slightly less

Harvested	Sept. 13–29, 2015
Sugars at harvest	24.5 Brix
Bottled	Aug. 12 & 15, 2016
Cases produced	2,308
Alcohol	14.2%
Titrateable acidity	6.5 g/L
pH	3.70
Price (750 ml)	\$17.00

acidity than the prior vintage, with Zin's blackberry, blueberry and peppery-spice flavors taking center stage. This vintage is full bodied, the flavors are ripe and juicy, the tannins are supple, and there is a nice coating of vanilla and toast from aging in French oak barrels. A great match with lamb kabobs or pork ribs off the summer barbecue. **Gold Medal winner.**



SUMMER SPECIAL!

Buy it by the case for only \$165.00; a savings of \$39.00. That's only \$13.75 per bottle.

Mehgan Holt, winery intern, drawing a red wine sample for analysis. Navarro has a dozen stainless-steel tanks designed specifically for red wine fermentation. The 2014 Barbera was fermented in one of these refrigerated stainless-steel tanks.



The tops of Navarro's stainless-steel fermentation tanks are removable, allowing us to keep the skins in contact with the juice by hand without having to resort to the use of pumps.



A different take

Probably the most recognized California region for producing quality Barbera wines is Amador County in the foothills of the Sierra Nevada mountain range. Typically Barbera wines from this appellation are big and rich with plenty of flavor, tannins and alcohol. This is Navarro's second Barbera that we've produced and for this vintage we decided to harvest the fruit a little less ripe than the prior vintage. The result is less alcohol and more acidity, making the wine more food-friendly which seemed fitting as Barbera in the old country was a workingman's everyday vino meant to accompany dinner. The grapes were destemmed then fermented in an open top tank so that we could avoid pumping and, instead, punch down the rising cap by hand a couple of times a day. The wine was racked to barrels to complete primary and secondary fermentations and aged for ten months followed by another two years in the bottle. **Gold Medal winner. Best of Class.**

Harvested	Sept. 18, 2014
Sugars at harvest	23.8 Brix
Bottled	Aug. 14, 2015
Cases produced	269
Alcohol	13.3%
Titratable acidity	7.1 g/L
pH	3.65
Price (750 ml)	\$25.00

100% yummy

We've made wine from Grenache grapes since 2002, but it wasn't until 2007 that we produced a wine we thought was good enough to label as Grenache, as opposed to earlier vintages which were blended into our bargain-priced Navarrouge. We love the red wines of the southern Rhône where Grenache is the main ingredient with 72% of the vineyards planted to Grenache Noir. Syrah is the second most popular red variety; it accounts for 11% of the vineyards, with Mourvèdre at 7% coming in third. Twelve lesser-known varieties make up the balance. Navarro has followed the Châteauneuf du Pape model by routinely blending in Syrah; in 2011 we decided we would only blend in wines produced from Dark Horse grapes. This bottling is 88% Grenache, 12% Syrah, 100% Dark Horse, 100% biodynamically grown grapes and 100% yummy. Unfiltered. **Gold Medal winner. Best of Class.**

Harvested	Sept. 6, 2014
Sugars at harvest	26.7 Brix
Bottled	Aug. 13, 2015
Cases produced	275
Alcohol	14.7%
Titratable acidity	6.1 g/L
pH	3.85
Price (750 ml)	\$27.00

Heath Dolan manages his family's Dark Horse Vineyard. We've known the Dolan patriarch, Paul, for decades; he was the winemaker at Fetzer Vineyards who championed organic farming so tirelessly that now over a third of all of California's organically grown grapes are grown in Mendocino.



Son shines

One of our observations over the last four decades is that grapes grown in organic and biodynamic vineyards seem to produce superior wines. At first, we were a little skeptical, but since we grow grapes without using herbicides or insecticides, we soon realized that organic and biodynamic growers simply have to spend a lot more time in the vineyard to avoid problems that would require the use of heavy-duty sprays. We believe that this attention to detail is one reason sustainably grown fruit yields superior wines. This Syrah was produced entirely from biodynamically grown grapes at Dark Horse Vineyards, owned and operated by the Dolan family. We purchased our first Syrah from Dark Horse in 2007 and we liked the vineyard so much that now all the wine we label as Syrah (as well as the Grenache and Mourvèdre featured in this newsletter) are produced entirely from Dark Horse's grapes. Black cherry-huckleberry flavors dominate the conversation with whispers of forest floor, mushroom and chocolate. **Gold Medal winner.**

Harvested	Sept. 6, 2014
Sugars at harvest	26.8° Brix
Bottled	Aug. 13, 2015
Cases produced	222
Alcohol	14.3%
Titrateable acidity	6.7 g/L
pH	3.87
Price (750 ml)	\$27.00



We fermented the entire 2014 Mourvèdre crop in just two bins which we punched down by hand twice daily. We wear veterinary gloves to protect our bare skin from the acidic must, but thin enough for us to feel, and mix the must to compensate for temperature variations within the bin. This bottling is made from fully ripe Mourvèdre grapes; a product of healthy vines on well-drained volcanic soil farmed biodynamically.

Mojo

During a vacation in the early 1990s to Bandol, a wine region in southern France, we were captivated by Mourvèdre's charms. In 1994, we found a Mo (winemaker slang for "Mourvèdre") vineyard in Redwood Valley, just north of Ukiah. The vineyard was old and weak and consequently had a hard time ripening the fruit. After more than a decade of struggling to make good wine from this field, the vines and winemaker gave up. In 2007, we began producing Syrah and Grenache wines from Dark Horse Vineyards' grapes. A year or two later we discovered that they had a tiny plot of Mourvèdre; so small in fact that in years with a light crop, we had barely enough wine to fill a barrel. In 2012, and again in 2014, the vineyard produced enough crop for a tiny bottling. After fermentation in small bins, the wine was aged in seasoned French oak barrels for ten months. We blended in 12% Dark Horse Syrah for alcohol balance and mid-palate length, then bottled it, unfiltered, to keep the magic "jo" in the "Mo". **Gold Medal winner. Best of Class.**

Harvested	Sept. 19, 2014
Sugars at harvest	25.2 Brix
Bottled	Aug. 13, 2015
Cases produced	105
Alcohol	14.1%
Titrateable acidity	6.4 g/L
pH	3.75
Price (750 ml)	\$29.00