

NAVARRO

Vineyards

2020 Pinot Blanc, *Mendocino: Trade secret*

2019 Chardonnay, *Première Reserve: The non-Montrachet of Philo*

2019 Chardonnay, *Mendocino: Marriage of equals*

2019 Gewürztraminer, *Deep End: Dive deep*

2020 Sauvignon Blanc, *Cuvée 128: Not a drop to waste*

2020 Rosé of Pinot Noir, *Anderson Valley: Up in smoke*

2019 Pinot Noir, *Anderson Valley: Long-term commitment*

2017 Cabernet Sauvignon, *Mendocino: North, South and Lower*





Picnics coming soon

Navarro's crew is busy assembling picnic tables and creating an expanded garden space in anticipation of accommodating in-person outdoor tasting this summer; we miss you and can't wait to welcome you back. We are releasing eight new wines this spring: five dry whites, two mouth-filling reds and a captivating rosé. The new releases include two medal-winning reds—a lively 2019 *Anderson Valley Pinot Noir* and a full-bodied 2017



Cabernet Sauvignon—as well as two stylistically varied 2019 Chardonnays, a bold 2020 Sauvignon Blanc and the beguiling 2020 Rosé of Pinot Noir. Completing our spring releases are two wines that typically sell out very quickly: an alluring 2019 Gewürztraminer *Deep End*—produced only in exceptional vintages—and the value-packed 2020 Pinot Blanc which is available for only \$16.00 per bottle by the full case, a modest price for this springtime-fresh wine. Special pricing on samplers and full-case specials on five of the new wines 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*

2020 Pinot Blanc
Mendocino

Harvesting 2020 Pinot Blanc. Of the eight varieties we grow, all bore a light crop in 2020 except Pinot Blanc.



The 2020 Pinot Blanc was fermented and aged in these French oak ovals; you'll want a large glass of this sunny, crisp and fun wine.

Trade secret

How much do you trust that the name of the variety on a wine label is what you will be tasting? In the US, wine packaging is regulated by the federal government and, if you know the rules, you most likely know that the contents must contain a minimum of 75% of the variety listed—and the entire 75% must be from the stated appellation. The other 25% might not be

revealed and some vintners may consider their blend a trade secret. In France, each appellation has its own set of rules and in Alsace, the seemingly straightforward rules actually allow for an odd exception. A bottle named Gewürztraminer, Pinot Gris, Pinot Noir or Riesling must contain 100% of that variety. However, Pinot Blanc on the label literally means White Pinot and the wine can be produced from any grapes in the Pinot family: Pinot

Blanc, Auxerrois Blanc, Pinot Gris or Pinot Noir (vinified white). This means that in Alsace, there's no way to distinguish if the contents are a true Pinot Blanc varietal or a Pinot-family blend. Navarro's Pinot Blanc is 46% *Anderson Valley* Pinot Blanc, 43% *Mendocino* Pinot Blanc from the Ukiah Valley and 11% *Anderson Valley* Chardonnay—the Chardonnay addition, as in past vintages, broadens the mid-palate and lengthens the finish. Our first Pinot Blanc was produced from

grapes grown at *Rivino Vineyards*, located south of Ukiah. As our own Pinot Blanc vines have matured, the ratio from *Anderson Valley* has increased and the flavors are a little more citrusy and tropical. No secret about it, the sunny, crisp and refreshing flavors are a perfect complement to fresh salmon in a dill sauce.

Harvested	Sept. 8 & 10, 2020
Sugars at harvest	24.1° Brix
Bottled	Feb. 18, 2021
Cases produced	738
Alcohol	13.1%
Titrateable acidity	7.1 g/L
pH	3.30
Price (750 ml)	\$19.50



SPRING SPECIAL!

Buy it by the case for only \$192.00; a savings of \$42.00! That's only \$16.00 per bottle.

2019 Chardonnay
Première Reserve
 Anderson Valley, Mendocino

Harvesting Hammer
 Olsen Chardonnay
 at dawn, September
 2019.



The non-Montrachet of Philo

Not being able to hug friends for almost a year has certainly degraded our sense of humor. Perhaps we've read too many newsletters and emails from wine retailers, but statements like "The Montrachet of Italy"—which some wine person wrote recently—somehow drove us bonkers. It might be a sensational Chardonnay, but there are only 20 acres on the planet where the white wine tastes like a Montrachet. Anyway, while on the subject

of sensational Chardonnay, we should tout Navarro's non-Montrachet. For the last two decades we've replanted our vineyards with improved clones and have been impressed with the depth of flavors from Chardonnay clone ENTAV 548; consequently 50% of our newest Chardonnay vineyard is planted to this clone. It has become an increasingly larger part of our *Première Reserve* bottlings, but since it tastes spectacular and always

produces a light crop—about 60% of normal—it is usually a candidate for our top-of-the-line Chardonnay. We barrel fermented our Chardonnay just like they do in Montrachet, in French oak barrels, but with Navarro modifications appropriate for our Philo vineyards. Our barrels—about 20% new for this bottling—are constructed from tight-grain French oak that is air dried for three years to avoid any green-

wood flavors. The wine underwent a malolactic fermentation which softened the acidity and made the wine creamy, while the extended lees contact added roundness. It has Philo's signature of poached pear and lemon united with barrel flavors of vanilla, Asian spices and toast. **Gold Medal winner.**

Harvested	Sept.30-Oct.5, '19
Sugars at harvest	23.1° Brix
Bottled	June 23-24, 2020
Cases produced	1,251
Alcohol	13.1%
Titrateable acidity	5.6 g/L
pH	3.44
Price (750 ml)	\$29.00
(magnum)	\$59.00

Phil sanitizing barrels—bunghole down—using hot water and steam on a contraption that inserts a rotating nozzle inside the barrel through the hole.



SPRING SPECIAL!

Buy it by the case for only \$288.00; a savings of \$60.00! That's only \$24.00 per bottle.

2019 Chardonnay
Mendocino

Left: Sarah slowly dumping 2020 grapes into a hopper. The hopper feeds the grapes at a steady rate into a destemmer beneath it where the grapes are separated from the stems.

Middle: Alfredo and Dan are connecting the destemmer on the left to the press on the right. The hose's diameter is generous since we are pumping juice, skins and seeds.

Right: Juice drips from the press into the tray below. The slots in the press's cage allow juice to flow through but not seeds or skins. When the press is full, a large "air bag" inside the press is inflated, pushing the juice out through the slots.



Marriage of equals

Most of Navarro's wines are produced from estate-grown grapes augmented by our neighbor's *Anderson Valley* grapes. In this *Mendocino* bottling we took a different approach and married *Anderson Valley* grapes with fruit from Mendocino's *Potter Valley*. Since 1991, we have been intrigued by blending

inland *Potter Valley* Chardonnay, with its apple-melon flavors, to coastal *Anderson Valley* Chardonnay, with its pear-citrus flavor profile. The complexity of the wine is enhanced by wedding the contrasting fruit flavor profiles; we've always aged this cuvée in seasoned barrels so the oak doesn't dominate. In this 2019 cuvée, 56% of the grapes are from *Potter Valley* and 44% are from *Anderson Valley*. The *Potter Valley* portion was fermented in

stainless steel and then aged *sur lie* in seasoned 135-gallon puncheons; the *Anderson Valley* portion also was fermented in stainless steel, then aged *sur lie* in older 60-gallon oak barrels. We've found that in cool vintages, the *Anderson Valley* wine—with its higher acidity—benefits from a malolactic fermentation which reduces acidity, while the *Potter Valley* fruit is aged without a malolactic fermentation to retain all its fruitiness. In this vintage we added a few barrels of *Anderson Valley* barrel-fermented wine—the same as in the *Première Reserve*—to add roundness to the final cuvée. Fruity pear-lemon-apple flavors with accents of oak, toast and butter. Silver Medal winner.

Harvested	Sept.10-Oct.5, '19
Sugars at harvest	23.0° Brix
Bottled	June 19-20, 2020
Cases produced	2,628
Alcohol	12.8%
Titrateable acidity	6.7 g/L
pH	3.32
Price (750 ml)	\$22.00
(375 ml)	\$12.50



SPRING SPECIAL!

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

2019 Gewürztraminer
 Deep End
 Anderson Valley, Mendocino

Manuel about to place a high-pressure washer into an oval. Before we rack juice into the ovals for fermentation, we pre-wash the inside. After the wine is racked out for bottling, we pre-wash again and then a person enters the oval to remove any grape tartrates or other particles.



Manuel hanging up a freshly washed fermentation trap to dry. During fermentation a trap is placed in the bunghole of each large oak oval to allow the CO₂ to escape. The cylinder in the middle of the trap holds water to keep flies out but the CO₂ bubbles through the water.

Dive deep

Prior vintages of *Deep End* Gewürztraminer have been produced primarily from vines in the uppermost block in our *West Hill* vineyard, where the soil is thinner and the vines typically bear a lighter but more intensely flavored crop. In this vintage, a portion of the wine is from the *West Hill* vineyard, but the lion's share comes from the uppermost block of the *East Hill* vineyard. Since they both share the top of the same hill, they share similar soils and the vines on both upper blocks bear lighter crops. However, they have different exposures and the weather during each particular vintage determines which field we pick for our best Gewürz. Alsatian Gewürztraminer wines are typically balanced with some residual grape sugars and this bottling follows in that tradition. We ferment and age all our Gewürztraminer *sur lie* in refrigerated French oak ovals and most casks are allowed to ferment dry. Wines destined for the *Deep End* bottling are tasted daily when the grape sugars are under 1% and the fermentation

becomes sluggish—perhaps 0.033% in sugar reduction per day. When the cuvée tastes balanced, the refrigeration is turned on full-tilt to stop the fermentation and then the wine ages *sur lie* for eight months. After several months in cask, the wine has clarified and is tasted again for balance. If we find the wine a little sweet, we add dry Gewürz to balance; if it's too dry, we add unfermented juice that

Harvested	Sept. 17-19, 2019
Sugars at harvest	23.8° Brix
Bottled	May 5, 2020
Cases produced	315
Alcohol	13.4%
Residual sugars	0.75%
Titrateable acidity	5.5 g/L
pH	3.38
Price (750 ml)	\$29.00

we've kept frozen as *süss reserve*. We only produce *Deep End* Gewürztraminer in exceptional vintages and unfortunately there is no 2020 *Deep End*. Rose petal-clove fragrances introduce mouth-filling grapefruit-lychee flavors with a rich texture and long finish. **Gold Medal winner. Best of Class.**

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 kit and caboodle

Eight new releases plus four Navarro favorites: six dry whites, a blushing beautiful rosé and five medal-winning reds.

- 2020 Pinot Blanc Mendocino
- 2019 Chardonnay Première Reserve
- 2019 Chardonnay Mendocino
- 2019 Gewürztraminer Deep End
- 2020 Sauvignon Blanc Cuvée 128
- 2020 Rosé of Pinot Noir Anderson Valley
- 2019 Pinot Noir Anderson Valley
- 2017 Cabernet Sauvignon Mendocino
- 2019 Gewürztraminer Estate Bottled (Dry)
- 2017 Pinot Noir Méthode à l'Ancienne
- 2017 Pinot Noir Deep End
- 2018 Zinfandel Old Vine

#1—12 bottle Sampler
\$285.00
Savings of \$61.50



Until May 31, Tyler 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

Estate 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 estate-grown grapes.

- 2020 Sauvignon Blanc Cuvée 128
- 2019 Chardonnay Première Reserve
- 2019 Gewürztraminer Estate Bottled (Dry)
- 2020 Rosé of Pinot Noir Anderson Valley
- 2019 Pinot Noir Anderson Valley
- 2018 Pinot Noir Méthode à l'Ancienne

#2A—12 bottle Sampler
\$269.00
Savings of \$53.00



#2B—6 bottle Sampler
\$139.00
Savings of \$22.00

No. 3 12, 6, 3 bottles

Tri-colors

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

- 2019 Chardonnay Mendocino
- 2020 Rosé of Pinot Noir Anderson Valley
- 2019 Pinot Noir Anderson Valley

#3A—12 bottle Sampler
\$239.00
Savings of \$45.00



#3B—6 bottle Sampler
\$122.00
Savings of \$20.00

#3C—3 bottle Sampler
\$64.00
Savings of \$7.00

No. 4 12, 6 bottles

Chardonnay and Pinot

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

- 2019 Chardonnay Mendocino
- 2019 Chardonnay Première Reserve
- 2019 Pinot Noir Anderson Valley
- 2018 Pinot Noir Méthode à l'Ancienne
- 2018 Pinot Noir Deep End
- 2017 Pinot Noir Méthode à l'Ancienne

#4A—12 bottle Sampler
\$309.00
Savings of \$93.00



#4B—6 bottle Sampler
\$165.00
Savings of \$36.00

No. 5 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.

- 2020 Sauvignon Blanc Cuvée 128
- 2020 Pinot Blanc Mendocino
- 2019 Gewürztraminer Deep End
- 2019 Gewürztraminer Estate Bottled (Dry)
- 2019 Chardonnay Première Reserve
- 2019 Chardonnay Mendocino

#5A—12 bottle Sampler
\$249.00
Savings of \$46.00



#5B—6 bottle Sampler
\$129.00
Savings of \$18.50

No. 6 12, 6 bottles

Rocking reds

Choose one or two bottles each of Navarro's rocking red wines; each wine a medal winner.

- 2019 Pinot Noir Anderson Valley
- 2017 Cabernet Sauvignon Mendocino
- 2017 Pinot Noir Méthode à l'Ancienne
- 2017 Pinot Noir Deep End
- 2017 Syrah Mendocino
- 2018 Zinfandel Old Vine

#6A—12 bottle Sampler
\$339.00
Savings of \$69.00



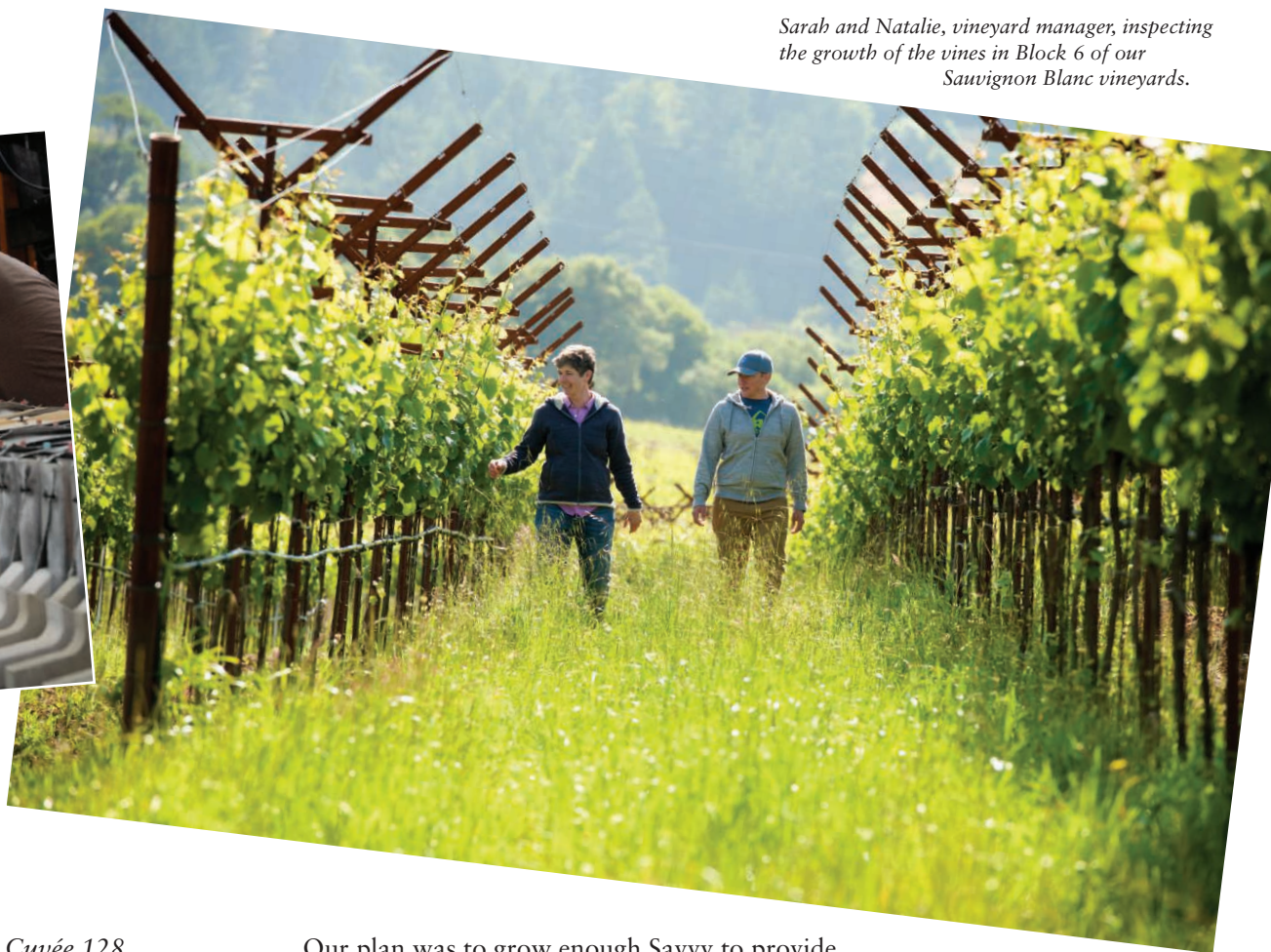
#6B—6 bottle Sampler
\$179.00
Savings of \$25.00

Gimmema 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!



2020 Sauvignon Blanc
Cuvée 128
 Anderson Valley, Mendocino

A gallon of organic apple juice typically has solids which visibly settle to the bottom of the container. A similar situation occurs when we destem and press grapes; the raw juice has a lot of solids so we let them settle in a refrigerated stainless-steel tank. Three days later we rack off the clear juice and then we filter the juicy solids using a lees-press filled with diatomaceous earth as Jacob is doing here. About 60% of the juicy solids are recovered as clear juice and can be reunited with the original lot.



Sarah and Natalie, vineyard manager, inspecting the growth of the vines in Block 6 of our Sauvignon Blanc vineyards.

Not a drop to waste

This bottling marks the 30th vintage of *Cuvée 128* Sauvignon Blanc produced from grapes grown in vineyards located along Highway 128 which connects Cloverdale to the chilly Mendocino coast. In 2004, our friends Bill and Nancy Charles—proprietors of *Foursight Vineyards*—had a field of unsold grapes located directly across the highway from land that our family owns in

Boonville. After making wine from their Sauvignon Blanc grapes over several vintages, we realized the quality was so good that we decided to plant our own Sauvignon Blanc vineyards across the street at what is now named *Pennyroyal Farm*. We did our homework: extensive vineyard preparation, multiple test pits to match the rootstock to the soil, selection of the three top-rated clones and a trellis designed to be an efficient solar collector.

Our plan was to grow enough Savvy to provide both Navarro and Pennyroyal with top-quality estate-grown grapes. Seemed like a foolproof plan... until 2020. We were able to mitigate the problems presented by the pandemic (by wearing masks and maintaining social distance) as well as the problems created by wildfire smoke and ash (by repurposing red grapes into white or rosé wines); what we couldn't change was our light crop in almost every variety.

In spite of selling out of our 2019 vintage four months early—indicating that we should produce more—the modest crop level forced us to produce less of this vintage; we wish we had much more. Herbaceous flavors of pink grapefruit and kiwi with enough zest to counterbalance buttery fish and chips.

Harvested	Sept. 9, 2020
Sugars at harvest	22.8° Brix
Bottled	Feb. 16-17, 2021
Cases produced	1,837
Alcohol	13.1%
Titrateable acidity	6.3 g/L
pH	3.30
Price (750 ml)	\$24.00



SPRING SPECIAL!

Buy it by the case for only \$228.00; a savings of \$60.00! That's only \$19.00 per bottle.

2020 Rosé of Pinot Noir
Anderson Valley, Mendocino

Morning fog in the Upper Marking Corral vineyard. The 2019 crop from this field was the base wine for our best red wine, the Deep End Pinot Noir. In 2020 we were concerned about smoke taint due to wildfires and decided that making a good rosé was a better option than making a smoky red wine.



Sarah tasting rosé in a morning Navarro staff tasting. Because of our concern over extracting smoke taint from the 2020 grapes, Sarah tasted the juice in the macerating grapes every 10 or 15 minutes and drained the juice off the skins immediately when any slight suggestion of smoke was detected. It worked!



Up in smoke

Talk about a weird year! In March 2020, all face-to-face communication was replaced by email, phone calls, Zooming, or shouting through masks six feet apart outdoors—all of which made blending trials and tasting decisions more difficult. In June we realized that our vines were carrying a light crop and we would have to allocate the reduced harvest to our various Pinot bottlings.

Then in mid-August, forest fires broke out inland and we realized that we could be facing another year like 2008 when our entire red wine production was degraded by smoke. Vines absorb smoke through their leaves and store it in the stems, skins and seeds of the berries. In white winemaking the juice is quickly separated from the skins, so smoke-tainted berries aren't a problem, but in red winemaking the juice remains with the

skins and seeds for over a week extracting color and flavors and—unfortunately—smoke. We were nervous that our grapes might be smoke-tainted, so as harvest neared we sent grape samples to a special laboratory to test for smoke precursors. Unfortunately zillions of other wineries were doing the same, so we wouldn't have any lab results until after our wine was made. We decided that making a smoke-free Rosé of Pinot or

a Blanc de Noir was a better option than a smoke-tainted red Pinot. Consequently the fruit from eight fields—most previously harvested for top-quality red wine—was used in the production of this 2020 rosé. Bright strawberry-cherry flavors, refreshing acidity and hints of raspberry in an extended finish. **Double Gold Medal winner.**

Harvested	Sept. 2-17, 2020
Sugars at harvest	23.4° Brix
Bottled	Feb. 16-17, 2021
Cases produced	2,769
Alcohol	13.2%
Titrateable acidity	6.2 g/L
pH	3.36
Price (750 ml)	\$24.00



SPRING SPECIAL!

Buy it by the case for only \$228.00; a savings of \$60.00! That's only \$19.00 per bottle.

2019 Pinot Noir
Anderson Valley, Mendocino

Night harvesting Pinot Noir. Each bin has a sorter whose job it is to remove leaves or any substandard fruit that was accidentally picked.



Ulises topping French oak barrels. Compared to European oak, American oak imparts much stronger flavors that would overpower Pinot Noir. Trees grown in our fertile soils produce wider growth rings which leads to greater extraction of pungent wood qualities. Navarro Pinot barrels are hand-made from tight-grained oak from the Allier forests in France.

Long-term commitment

In the past two decades we've tripled our estate Pinot Noir vineyards; we had hoped that when the vineyards came into full production we could offer a lower-priced Pinot which would be a good way to sell off our leftovers—sound wine that was excess to our higher-priced bottlings. Navarro's first low-priced Pinot Noir carried the *Mendocino*

appellation rather than *Anderson Valley* as some of the wine was produced from inland fruit. Many new *Anderson Valley* Pinot vineyards were planted in the late 1990s and by 2006 we were purchasing Pinot grapes from several small local vineyards, but we were frequently disappointed by the inconsistent quality. To make life simpler, and the wine better, we signed a long-term contract to purchase Pinot exclusively from our neighbor

Valley Foothills Vineyard—with a full-time vineyard-savvy manager. *Valley Foothills Vineyard's* Pinot represents about 30% of this bottling, combined with 18 different small Navarro lots—many of the same lots that comprise part of our *Méthode à l'Ancienne* cuvée. It's a complex blend of highly regarded fruit, including 44% ENTAV clone 667, 29% ENTAV clone 115 and 27% of three other clones: FPMS 4, ENTAV 113 and ENTAV114.

All the grapes were fermented by hand—the old-fashioned way—then aged 11 months in French oak barrels, about 15% new. It is tough to find a Pinot Noir this good at this price. Pure red-cherry Pinot flavors, light oak-toast-vanilla, tamed tannins and modest alcohol; what's not to like?

Harvested	Sept.12-Oct.3, '19
Sugars at harvest	23.4° Brix
Bottled	Aug.17-20, 2020
Cases produced	4,004
Alcohol	13.2%
Titrateable acidity	5.3 g/L
pH	3.67
Price (750 ml)	\$25.00



SPRING SPECIAL!

Buy it by the case for only \$237.00; a savings of \$63.00! That's only \$19.75 per bottle.

2017 Cabernet Sauvignon Mendocino



Ed Berry dumping buckets of grapes into the bin. Tossing around 30-pound buckets of fruit all day is serious work. We miss Ed's Mom, Donna, who recently passed away; she was proud of her son's hard work.

Jim, Navarro's winemaker, hiking to the top of Rattlesnake Canyon Vineyard in springtime. The vines have to send their roots deep to survive in this steep, rock-laden site.



North, South and Lower

Navarro's Cabernet Sauvignon is produced from grapes grown on the Berry family's *Rattlesnake Canyon Vineyard* above Talmage, southeast of Ukiah. The *Canyon* is really two hillsides—one facing south and the other north—with a canyon running between them. The upper sections are steeply terraced and can only be farmed with a crawler tractor. The soils are rocky and the vines struggle, producing loose clusters with small berries, packed with flavor. The lower section is flatter with richer soils and more vigorous vines. 2017 brought a record amount of rain—over 50 inches—to the Ukiah area. It was perfect for the upper sections and the vines were able to be dry-farmed and produced balanced, concentrated wines. The lower section had plenty of soil moisture and the vines grew a little too vigorously—there's a saying that if Cabernet grows like a vegetable, the wine will taste like a

vegetable. We fermented and aged Berry Cab as three separate wines: *North*, *South* and *Lower*. After a two-week fermentation, the wines were racked to seasoned French oak barrels, then aged for 22 months in barrel. We were pleased with the wine produced from *North* and *South*—

Harvested	Oct.5-6,2017
Sugars at harvest	25.0° Brix
Bottled	Aug.21,2019
Cases released	695
Alcohol	13.6%
Titrateable acidity	6.0 g/L
pH	3.84
Price (750 ml)	\$35.00
(magnum)	\$69.00

which we combined to produce this bottling—but not with the *Lower* which was too vegetative and thus sold off as bulk wine. After bottling without filtration, the wine was bottle-aged in our cool cellar for another 18 months before release. Full flavors of green olive, chocolate, chipotle and blackberry simply beg for a steak. **Gold Medal winner.**

2018 Pinot Noir
 Méthode à l'Ancienne
 Anderson Valley, Mendocino



Pigeage à la Navarro

Navarro winery crush interns ready for punchdowns, September 2020. In spite of masks, social distancing, smoke and ash—not to mention the lack of a sit-down hot meal at noon—it was one of the best teams we've seen at Navarro.



Skin deep

The photo above is Navarro's modern take on the centuries old tradition of *pigeage*—treading on the grapes. Although *pigeage* has mostly disappeared except as a tourist attraction—or a Lucille Ball TV rerun—it stubbornly remains as the primary method of fermenting Pinot Noir in Burgundy. Open-top fermenters are filled with grapes—destemmed or whole clusters or both—then someone, historically a male, will strip to their underwear and hop in. Hot spots develop in the must when the fermentation in one area becomes more active than in the surrounding grapes; the task is to mix the hot with the cold to even out the fermentation, and the human body is a great heat sensor. Navarro's routine for fermenting Pinot Noir: bins are filled with cold grapes—destemmed or with up to 15% whole clusters—and after two to three days a few grams of yeast are added and *pigeage* begins twice a day until the must is pressed. Being touchy about sanitation, we don't want someone in their shorts in our

Pinot. Rubber waders don't work since you can't sense the heat, so we settled on using shoulder-length, thin poly gloves. Produced from well-tended vines, fermented using *pigeage* and aged in French oak barrels—25% new—this 94-point Pinot is priced at only \$31.50 in a 12-bottle case. *Wine Enthusiast* magazine recently reviewed the wine: "Deep in flavor and rich in texture, this medium-to full-bodied wine overflows with black cherry, black tea and cedar flavors that mingle nicely, creating complexity and extending into a long finish. Best through 2026. 94 points." Yep, it's that good! **Platinum Medal winner.**

Harvested	Sept.28-Oct.18, '18
Sugars at harvest	24.5° Brix
Bottled	Aug.12-16, 2019
Cases produced	3,096
Alcohol	14.1%
Titrateable acidity	5.5 g/L
pH	3.62
Price (750 ml)	\$35.00
(unfiltered)	\$37.00
(375 ml)	\$19.00
(magnum)	\$69.00
