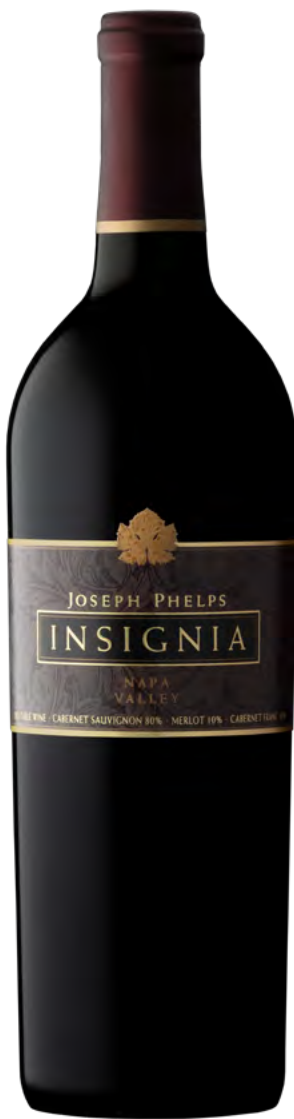


JOSEPH PHELPS

V I N E Y A R D S

Cabernet Sauvignon

NAPA VALLEY



1994 Vintage

TASTING NOTES The Insignia is a fine example of this outstanding vintage. Inky in color, with generous aromas and flavors of blackcurrants, chocolate and spice, the wine is perhaps most distinctive for its ripe tannins and extremely balanced finish. It will continue developing in the bottle for many years to come.

GROWING SEASON In 1994, after a long, cool growing season, 65% of our crop was still hanging on the vine by October 4, when an unexpected thunderstorm swept through the Napa Valley. In its wake, a spell of warm weather dried out the vineyards and caused a rapid rise in grape sugars, and although more rain was forecast, a window of opportunity for harvesting presented itself during the week of October 9-15, when much of the crop achieved optimal ripeness. During this time, we half our estimate for the entire harvest. Grape quality was excellent, and critics are citing the vintage as one of the best in the last twenty years.

WINEMAKING NOTES

VARIETAL BREAKDOWN VINEYARD SELECTIONS

88% Cabernet Sauvignon
10% Merlot
2% Cabernet Franc

48% Banca Dorada — Rutherford AVA
18% Las Rocas — Stags Leap AVA
3% Backus — Oakville AVA
31% Trusted Grower fruit

BARREL AGING

The wine was aged for twenty-eight months in 100% new French oak barrels before bottling.