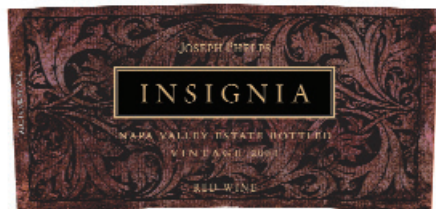


## 2004 INSIGNIA



**RELEASE DATE:** Fall 2007.

**BLEND & GRAPE SOURCES:** 72% Cabernet Sauvignon, 14% Merlot, 12% Petit Verdot, and 2% Malbec from estate-owned vineyards in St. Helena (27%), Stags Leap (24%), Yountville (22%), Rutherford (19%) and Oakville (8%).

**WINEMAKER'S NOTES:** Grapes were harvested between Sept. 8 – Oct. 1 at an average 25.0° Brix, fermented in stainless steel tanks, then aged 24

months in new 60-gallon French oak barrels. The wine was blended and bottled in December 2006.

The 2004 vintage marks the first time Insignia has been blended entirely from estate-grown fruit – the fulfillment of a dream that has taken many years to realize.



*Robert Parker*  
**Wine Advocate** 12-28-07

**2004 INSIGNIA PROPRIETARY RED WINE NAPA 95**

I had this wine several times in Napa, and it is a beauty. A flashy, exuberant style for Phelps, with dense ruby/purple color, a gorgeous nose of *crème de cassis*, incense, licorice, smoke and spice, the wine has supple tannins, a flamboyant, full-bodied mouthfeel, and tremendous length. Despite its precociousness and up-front style, this wine should evolve easily for 20 or more years.

**Wine Spectator** Oct. 15, 2007  
**Spectator Selection**

**94 Joseph Phelps Insignia Napa Valley 2004**

Tight and complex, with a deep, potent core of ripe currant, herb, sage and dusty berry fruit, shaded by light, toasty, cedary oak. Deftly balanced, intense and concentrated, this is young and closed in now, yet you can taste the depth and richness. Cabernet Sauvignon, Merlot, Petit Verdot and Malbec. Best through 2017.

Stephen Tanzer's



**International Wine Cellar** May/June 07

**2004 Joseph Phelps Vineyards Insignia Proprietary Red Wine Napa Valley 93 (+?)**

Bright ruby-red. Complex nose melds cassis, black cherry, lead pencil and cedar. Sweet and fat but with a firm structure and very good vinosity. There's a sappy quality to the currant, cedar and chocolate flavors. Boasts the density of the vintage's best examples . . .

**WINE NEWS**

Dec/Jan 2007–08

**Proprietary Blend of the Year**

*Joseph Phelps 2004 Insignia Napa Valley*

. . . Forward, intense nose of liqueur-rich blackberry-black cherry fruit; dried lavender, mocha and vanilla bean with a hint of graphite . . . the wine exhibits a deep core of luscious blackberry-blueberry fruit enhanced by seductive, fruitcake-like spicy notes and subtle vanillin oak.


FEBRUARY 2008

**WINE ENTHUSIAST**  
MAGAZINE

**97 Joseph Phelps 2004 Insignia (Napa Valley)**  
 This is a magnificently structured young wine, reminiscent of a fine young Pauillac. Best after 2012, and should have another decade after that, at least.  
**Cellar Selection.**

**CONNOISSEURS' GUIDE**  
**to California Wine**

December 2007

 Among the richest and most succulent wines to be had in December's very fine bunch, Phelps's latest Insignia is a sweet and flamboyant wine that literally oozes concentrated, cassis-like fruit. It is filled out by lots of very rich, crème caramel oak, and it finds added dimension by way of its loamy earth accents.

THE QUARTERLY REVIEW OF  
**WINES**

Summer 2008

**BEST OF THE BEST: California Red Blends**

**BEST OF SHOW:**

2004 JOSEPH PHELPS INSIGNIA (NAPA VALLEY)