



# IN THE VINEYARD

*Dedicated to the Success of Ontario's Grape Growers*

*Newsletter Volume 2 — February 2012*

## **Grape Growers of Ontario 64th Annual General Meeting**

**Wednesday, April 4, 2012 at 7 pm**

**Club Roma, 125 Vansickle Road, St. Catharines**

**IMPORTANT!**

**Voter Registration from 6:00—6:45 pm**

**Registration Requirements: Photo ID and GGO Number**

**Must have sold grapes in 2010 and/or 2011**

**NOTE: If you are unable to attend the AGM but would like to vote please ensure that your proxy presents a written confirmation at the time of registration.**

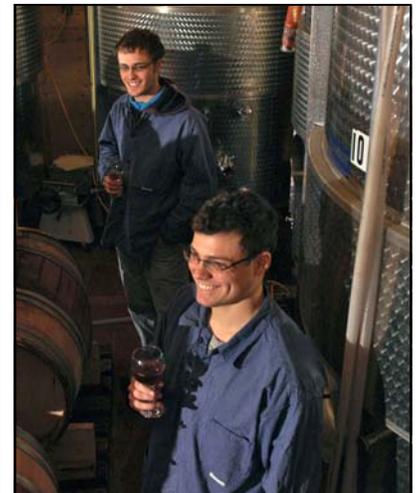
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### **Focus on the Grower: Greg and Yannick Wertsch**

Yannick and Greg Wertsch, the co-owners of Between The Lines Winery and Wertsch Family Vineyards, come by their grape growing roots honestly. "We didn't have much choice," Greg says. "Our path was kind of destined by our parents."

*...continued on Page 5*



**Greg and Yannick Wertsch**



## 2012 Grape Growers of Ontario Annual General Meeting

**Grape Growers of Ontario**  
**64th Annual General Meeting**  
**Wednesday April 4, 2012 at 7:00 pm**  
**Club Roma—125 Vansickle Road, St. Catharines**  
**IMPORTANT: Voter Registration from 6:00—6:45 pm**

Staggered terms were implemented at the 2010 AGM to allow Board Directors the time to learn their roles and the workings of the Board. At the 2012 Annual General Meeting, the following Grower Committee positions are open for election with Directors to be elected at the first Grower Committee meeting following the AGM.

Upon successful election to the Growers Committee, members will be given a biographical template which must be filled in and submitted prior to the first Growers Committee meeting following the AGM. This information will be used by Committee members to help in their selection for open Board of Director positions.

District	Open Grower Committee Positions	Open Board of Directors Positions
1—Niagara on the Lake	5	1
2—St. Catharines	2	-
3—Lincoln	4	-
4—Grimsby	2	1
5—Southwestern Ontario	1	1
6—Prince Edward County	-	-
<b>TOTAL OPEN POSITIONS</b>	<b>14</b>	<b>3</b>

### **Current Grower Committee members:**

District 1—*Matthias Oppenlaender and Kevin Watson (1-yr remaining of Board term); Steve Pohorly (2-yrs remaining of Board term); Don Forrer; David Lambert; Albrecht Seeger; Erwin Wiens, Trevor Falk (current Board term ending)*

District 2—*Bill Schenk (1-yr remaining of Board term); George Wiley; Terry Yungblut*

District 3—*Bill George (1-yr remaining of Board term); Jim Morrison (2-yrs remaining of Board term); Ron Koop; Martin Schuele; Doug Funk Jr.; Tom Wiley*

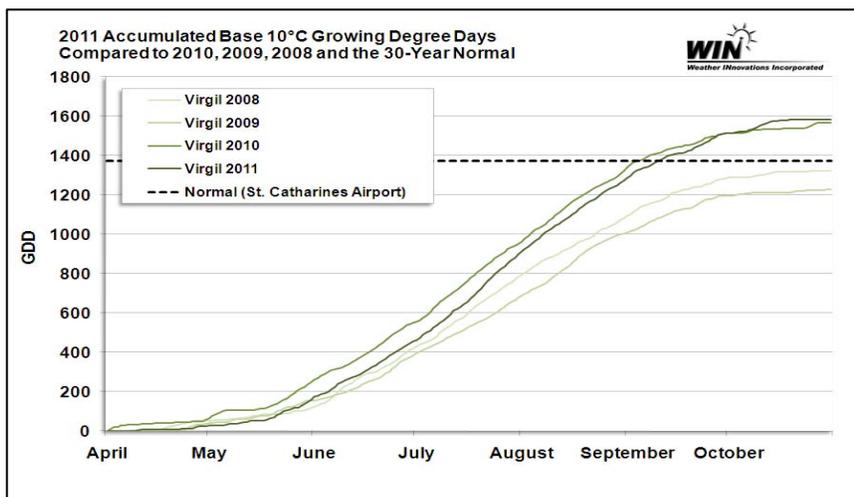
District 4—*Vacant Director seat (current Board term ending); Harold Ferrier*

District 5—*Bill Jansenberger (current Board term ending)*

District 6—*Debra Marshall (2-yrs remaining of Board term)*

## A Message from the Grape Growers of Ontario Board Chair

With the last month of winter dwindling away we can look forward to a new harvest and a season of possibilities. The 2011 harvest will be remembered as one of the most challenging with Mother Nature testing all growers' vineyard management skills. The season began with endless rain in the spring and not enough rain in the summer followed by more rain and cool days in the fall. The crop was large with 64,495 tonnes harvested and the quality was exceptional with wonderful ripe flavours and high sugars.

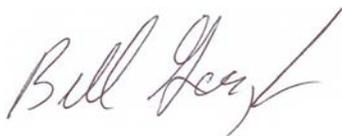


On February 3, 2012 you were advised through a joint Communique to the Grape and Wine Industry from the GGO, WCO and WGAO that a new pricing framework agreement had been reached. The agreement includes two components: Renewing the Plateau Pricing model for four varieties (Chardonnay, Riesling, Cab Franc and Cab Sauv) and a fixed Brix component. A new Brix schedule (which recognizes the sugar content of grapes at harvest) will have base fixed at the nearest "half Brix" (0.5) values. The Brix schedule remains unchanged at (0.1) Brix increments for all classes of grapes that follow a pricing schedule. The new Brix schedule will be reviewed after the vintage of the second year. The Plateau Pricing model for the four varieties will remain in place for 2 years and will be reviewed annually.

The importance of settling this pricing framework early gives both growers and processors a stable platform for two years with the potential of extending the agreement for a third year. The early settlement of this pricing framework provides the growers and wineries with a stable structure to build brands, purchase grapes and meet the Ontario Government's direction to "Strengthen Ontario's Grape and Wine Industry". This early settlement will help to inform any decisions by wineries that contract growers for Plateau Pricing and assist growers who plan to produce grapes for Plateau Pricing.

The next step, which is tentatively scheduled for the end of April, will be to conclude grape pricing for all varieties for 2012.

Regards,



Bill George  
Chair, Grape Growers of Ontario



## OVIP Update

Intake 2 of the Ontario Vineyard Improvement Program was launched on December 15, 2011.

The Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA) has received approximately 100 applications to date. Once applications are approved, OMAFRA will send an Offer to Proceed to the successful applicants. It is expected that applicants will be notified of approved projects within the next few weeks.

Expenditures must be incurred after April 1, 2012 to be considered for funding. It is important to note that any money not expended in this intake will not be available in future intakes. The current deadline for applications for Intake Two is **March 31, 2012**.

For more information, and to obtain an application, visit the Ministry of Agriculture, Food and Rural Affairs' website [www.ontario.ca/improvingvineyards](http://www.ontario.ca/improvingvineyards) or [www.grapegrowersofontario.com](http://www.grapegrowersofontario.com) or call Nick Lemieux at 905-688-0990 ext 228 at the Grape Growers of Ontario if you need further assistance.

## Paul Bosc Sr. Awarded Queen Elizabeth's II's Diamond Jubilee

The 76-year-old Niagara winemaking pioneer, along with a slew of well-known Canadians, was presented with Queen Elizabeth II's Diamond Jubilee medal in Toronto on the 60th anniversary of her accession to the throne.

Bosc, a fifth generation wine grower who came to Canada from France in 1963, is the owner and founder of Chateau des Charmes winery in Niagara-on-the-Lake. His work to introduce European grape varieties to Ontario has won him international acclaim. But this honour is special, he said on the ride back home from the ceremony in Toronto.

"It was sort of humbling," he said. "To find yourself in front of that many people. I'm very happy."

This isn't Bosc's first accolade. He is a member of the Order of Ontario and the Order of Canada. He is a past recipient of the Queen's Golden Jubilee medal. A graduate of the University of Burgundy, Dijon France, in Oenology and Viticulture, Bosc was also awarded an honorary doctorate from Brock University.

"It's nice to be recognized for the work I have done through the years to help the Canadian wine industry be where it is," he said. "In a way, it tells me that people recognized that I had some contribution to the region and to the country."

But perhaps the biggest thrill — having his four-year-old grandson Alex by his side to see him receive the honour. "He really liked it," Bosc said. Bosc's daughter, Michele, said the honour means a lot to the family but it's just part of the work her father does every day. "It's not like he set out to do these things. It's just the day-to-day work he does at the winery. It's just nice to have the rest of the industry recognize him and then people elsewhere as well."

Bosc was presented with the medal by Lt. Gov. David Onley. He isn't sure what he will do with it at the moment, perhaps frame it or wear it on special occasions. One thing is for sure, he won't have the same problem fellow recipient Maj. Gen. Lewis MacKenzie did when he was presented with the honours, he said. "They couldn't find a place to put it on him," he said, laughing. "He had so many medals .... I'm just very honoured to be the recipient of this medal."

- *St. Catharines Standard* -



*Paul Bosc Sr.*

## Focus on the Grower: Greg and Yannick Wertsch

*Continued from Page 1*

The under-30 brothers-duo started working on the vineyards of their grandfather and then in earnest in 1998 when their parents bought the 45-acre estate they now operate between Lines 5 and 6 on Four Mile Creek Road in Niagara-on-the-Lake. Last year, Yannick, 24, was awarded a Top 30 Under 30 award from the Ontario Hospitality Institute for his contribution to winemaking. Greg, 27, looks after the vineyard and the business side of their enterprise.

But Greg admits “it’s just kind of ironic” the two are still in the business. Yannick “used to hate working out in the vineyards” as a teen. Now, after two years studying Winery and Viticulture at Niagara College, followed by another two years studying in Germany, Yannick is now going into his third year as winemaker. Greg went off to study in Germany, intending on getting into another line of work, but found he didn’t like it and “ended up coming back to the vineyards.” He too got his post-secondary in Germany, studying International Wine Economics. Today he’s also teaching continuing education courses in Niagara College’s Winery and Viticulture Technician and Wine Business programs.

In 2009, the brothers converted an old barn on the estate into a winery and with help from an investor purchased the equipment needed to get them started. At the time, Yannick was still in Germany finishing his studies so the hard work was left to Greg. But neither brother is afraid of hard work. “Growing up on the farm, you learn to push yourself. My father pushing me hard when I was 15 is paying off before 30.” By day he was a grape grower; by night he was a tradesman. “It was a lot of endless nights,” Greg recalls. It was all self-built. “That’s where I learned to tile my first floor.” He also produced their first year wines in 2009, with long-distance advice from Yannick.



Since then they’ve had success with Pinot Noir, Cabernet Franc, Merlot, Riesling, Gewurztraminer and Limberger, “the flag ship at our winery.” The first time they made Limberger, Greg says, they thought they’d sell one case a week but it ended up selling a lot faster than expected. Coming into production are Chardonnay and Pinot Gris. Greg says what makes their vineyard “fantastic” for growing a variety of grapes is that the changing soils run right along the rows. They’ve also made a conscious decision not to try and fight the weather. “We’re trying to use the climate here instead of trying to fight it.”

And while we’ve all heard of sibling rivalry, Greg and Yannick have managed to avoid it. “It’s kind of great because we get to do what we want,” Greg says. “We work really well together. If one of us gets sick, the other knows what to do.” The fact they’ve each got their own niche helps as well, he adds. “I guess that’s what saves us. If both of us had wanted to become winemakers, we’d probably be clashing all the time.”

They’re also passionate about what they’re doing, which is evident in Greg’s voice. And they want to “see if we can ignite some passion” in others by bringing in a couple of college students to work there this summer. “We had a phenomenal education. I’m grateful for the education I had and want to see that continue for others.”

So what advice would they have for new growers? “My best advice would be to make a great choice on the varieties you plant because you’re going to have them for 30 years. Don’t just pick your varieties based on the Grape Growers’ prices or current fads. And don’t be shy about getting help.” He says a good education is essential as is hard work. “A lot of people think grape growing is easy. You just stick the vine in the ground and they’ll come up. It’s not that easy.”



## Grape Tracker

The GGO is launching Grape Tracker, our on-line spray record keeping system for growers. The goal of Grape Tracker is to provide a simple and easy-to-use program to record your spray activity through a secure and confidential website application.

Grape Tracker can be accessed from [www.grapegrowersofontario.com](http://www.grapegrowersofontario.com) by clicking on the icon on the left side of the homepage. Once logged into the site, you will find your vineyard maps which have been imported into Grape Tracker so that you are ready to start entering spray records. Simply identify the blocks that were sprayed and record the sprays that were used. There are several reports available by spray, by date or by pest, and they can be printed or saved to your computer. It really is that simple. To make data entry easier, there is an option to save regular treatments or equipment settings.

Users will have access to spray labels, however, product information provided in Grape Tracker is for reference only and is not intended to provide recommendations with respect to choice of pesticide, timing of sprays, usage, re-entry time, pre-harvest intervals or other management decisions.

The system is compatible with either personal (PC) or mac computers.

Grape Tracker will be demonstrated at the Annual General Meeting and webinar training demonstrations will be provided.

## Wine Access 2012

### SUBMISSIONS NOW OPEN FOR WINE ACCESS 2012 INTERNATIONAL VALUE WINE AWARDS

Online registration for the *Wine Access* 2012 International Value Wine Awards (IVWA) is now open, and wineries worldwide are encouraged to submit their qualifying entries at [wineaccess.ca/IVWA](http://wineaccess.ca/IVWA) before May 18, 2012.

Experts claim that superior quality wines are accessible to all wine lovers, no matter their budget. That's exactly what the IVWA, held annually in Calgary, Alberta, has repeatedly proven. Since 2006, this prestigious competition has set out to identify the best wines sold in Canada for \$25 or less.

In 2011, over 1100 wines from 17 countries were entered in the competition. A plethora of varietal wines and blends are judged –blind– by 25 top Canadian wine professionals, including sommeliers, buyers, and wine writers. “The release of the IVWA **Judges Choice** and **Category Winner** lists are the most anticipated by retailers and consumers across the country”, says Anthony Gismondi, *Wine Access* magazine's editor-in-chief. “With nearly every significant wine sold in Canada under \$25 entered, the results are an essential wine buying tool for every drinker in the country.”

Results and tasting notes appear in the October/November issue of *Wine Access* magazine. In addition, IVWA top wines are heavily promoted at [wineaccess.ca](http://wineaccess.ca) and now appear on the *Wine Access* mobile app, allowing Canadian consumers to have all the information at their fingertips when they walk into a wine store.

## Steve Peters Honoured by Fruit and Vegetable Growers



Former provincial agriculture minister Steve Peters has been recognized for his contributions to the Ontario horticulture sector. Peters was named the recipient of the Ontario Fruit and Vegetable Growers' Association (OFVGA) Award of Merit, which was presented at the organization's annual banquet in January.

quet in January.

"Steve is a very deserving winner of this award," says Art Smith, CEO of the OFVGA. "During his time as Minister of Agriculture, he was very proactive in helping to advance our sector in numerous ways, including research and innovation."

Peters was first elected as Member of Provincial Parliament for Elgin-Middlesex-London in 1999, following three terms as mayor of the city of St. Thomas. He was appointed Minister of Agriculture, Food and Rural Affairs in 2003, and moved to the Labour portfolio as minister in 2005. Peters served as Ontario's Speaker of the House from 2007 to 2011, and decided not to seek re-election last year.

During his tenure with the agriculture ministry, Peters was instrumental in the creation of a \$17.5 million research and development fund for horticulture under the CORD IV program. He also launched the now popular spring-time Taste of Ontario event and was a strong advocate of the Legislative Wine Tasting held annually at Queen's Park to showcase Ontario-produced wines and foods, and throughout his time in government, was a strong voice for agriculture.

"Steve was a tireless advocate for Ontario agriculture during his time in politics and we appreciated his ongoing efforts to promote our industry," says Smith. "He was a real champion of food, farming and farmers and we wish him well as he moves to new endeavours."

The OFVGA Award of Merit is presented annually to an individual who has made outstanding contributions to the fruit and vegetable industry.

Mr. Peters was also the recipient of the Grape Growers of Ontario's 2011 Award of Merit.

### Upcoming Events

#### Niagara's Rural Forum

March 20, 2012

Amici's Banquet and Conference Hall  
2740 Merrittville Highway, Thorold

To register: [www.surveymonkey.com/s/8VK29C5](http://www.surveymonkey.com/s/8VK29C5) or call 905-641-0801

#### Value Chain Innovation Forum 2012

April 3 & 4, 2012

Delta Meadowvale Conference Centre  
Mississauga

To register: [www.vcif2012.com](http://www.vcif2012.com)

#### GGO Annual General Meeting

April 4, 2012

Club Roma

125 Vansickle Drive, St. Catharines

Registration from 6:00—6:45 pm

Meeting starts at 7:00 pm

#### Farm and Food Care Inaugural

##### Annual Meeting

April 17, 2012

St. George's Banquet Centre

Waterloo, ON

To register: <http://www.farmfoodcare.org/index.php/news/agm-2012>

#### Canada's Fruit & Veg Tech X-Change

July 12-14, 2012

St. Williams, ON

For more information, please visit

[www.fruitveg.ca](http://www.fruitveg.ca) or call 226-381-0282



## BASF introduces CANTUS fungicide to Canadian horticulture market



BASF Canada Inc. (BASF) has received approval for the use of CANTUS fungicide, for broad spectrum disease control on a wide array of horticultural crops including grapes, potatoes and other fruits and vegetable crops.

CANTUS is powered by the active ingredient *Boscalid* and will replace LANCE® WDG fungicide on horticultural crops. With the same active as LANCE, CANTUS is registered exclusively for use on horticultural crops including potatoes, grapes, berries, bulb vegetables, carrots, fruiting vegetables, field lettuce, stone fruits, strawberries and cucurbits.

While CANTUS fungicide will deliver the same level of control of key diseases such as *Alternaria*, *Botrytis* and *Sclerotinia* that growers have come to expect from LANCE, horticultural growers will benefit from horticulture focused product communications and updates as well as relevant programming built around the unique agronomic requirements of these crops.

“The introduction of CANTUS is in line with BASF’s commitment to product stewardship,” confirms Scott Hodgins, Technical Specialist – Horticulture Products with BASF Canada. “Because CANTUS is sold only to horticultural markets, BASF will be able to provide horticultural growers with communications and programming that address the specific needs of their farming operations.”

In addition to its broad spectrum of disease control and diverse list of registered crops, CANTUS fungicide is systemic in the xylem, making it rapidly rainfast and allowing it to protect growing plant tissue as it expands.

LANCE fungicide will remain on the market for use in field crops such as dry and edible beans and canola.

For more information about CANTUS fungicide, visit [www.agsolutions.ca](http://www.agsolutions.ca), or contact your retailer. Technical sales support is provided by Engage Agro Corporation.

## CCOVI Lecture Series—March 2012

**March 7:** Vincenzo DeLuca, CCOVI Fellow, Professor of Biological Sciences, Brock University

*“Icewine grapes are biochemically active between September and Harvest”*

**March 14:** Wendy McFadden-Smith, CCOVI Professional Affiliate, Tender Fruit and Grape Integrated Pest Management Specialist, Ontario Ministry of Agriculture, Food and Rural Affairs

*“What we’ve learned about sour rot: an update on research”*

**March 21:** Ralph Brown, CCOVI Fellow, Professor, School of Engineering, University of Guelph

*“New tools to fine-tune quality harvests”*

**March 28:** Jim Willwerth, CCOVI Staff Scientist, Viticulturist, Brock University

*“Beating the cold: Best viticulture practices to maximize hardiness”*

Parking is available in Lot E at a rate of \$2.50 per hour.

For more information, to watch live webcasts of the lectures and for archived videos of past presentations, go to [www.brocku.ca/ccovi](http://www.brocku.ca/ccovi) or contact **Jenna Clarke, Marketing and Communications Officer, CCOVI, Brock University, 905-688-5550 x4471; [jclarke4@brocku.ca](mailto:jclarke4@brocku.ca)**



Brock University

## Industry Updates

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Following are highlights from the OFVGA board meeting held February 15, 2011. The purpose of this brief is to keep you up to date on the issues that the OFVGA is working on, as well as projects and initiatives the organization is involved in.

### Labour

**Seasonal workers:** The Seasonal Agricultural Worker Program (SAWP) has been in the media following the traffic accident that recently killed 10 Peruvian farm workers in southwestern Ontario. Foreign Agricultural Resource Management Service (FARMS) president Ken Forth conducted numerous media interviews on the issue, even though the workers involved were not part of SAWP. Approximately 250,000 temporary foreign workers come to Canada every year to work across many different sectors, including agriculture. Of those, 20,000 are part of the SAWP, which is a program open to workers from Mexico, Jamaica, Trinidad & Tobago, Barbados and the eastern Caribbean islands. Approximately two full-time Canadian jobs are created in the agri-food industry for every seasonal farm worker in Ontario horticulture.

### Crop protection

Growers can now apply for permits to import crop protection products through the Grower Requested Own Use (GROU) program for 2012. There are 24 products available for import this year. New additions include Velpar and First Rate, both herbicide products. Captan-80, a fungicide, is being reviewed for potential future inclusion on the program.

### Property

Section chair Brian Gilroy reported on a section meeting held in early February. Recent enforcement actions by the Ministry of Environment concerning the need for horticulture operations to have Environmental Compliance Approvals (ECA) to manage agricultural waste streams are a key issue. The Ontario Greenhouse Vegetable Growers (OGVG) has made a formal request to the Minister of Agriculture, Food and Rural Affairs to have these issues regulated under the Nutrient Management Act (NMA) for their sector. Other OFVGA members are being polled to ask if they are supportive of similar inclusion for their sectors. The NMA originally was designed to apply to all farming operations, although currently only some livestock operations are regulated under this legislation.

### Safety nets

Safety nets section chair Mark Wales reported that uptake in the Self-Directed Risk Management (SDRM) program in the horticulture sector to the end of 2011 represented approximately 71 per cent of sector Allowable Net Sales (ANS). The deadline for 2011 SDRM participation was February 2012.

AgriStability program numbers show decreasing payments due to rising margins in livestock and grains sectors. Approximately 11 per cent of farm entities are still triggering payouts annually under the program.

### OFVGA appoints committee representatives

**Farm & Food Care** – Brian Gilroy

**Agricultural Adaptation Council** – Len Troup, Ed Dehooghe

**Canadian Horticultural Council** - Murray Porteous, Brian Gilroy

**Canadian Federation of Agriculture** – Mac James, Mark Wales, Ken Forth

**Canadian Produce Marketing Association** – Mac James, Ray Duc, Art Smith

**Erie Agri-Food Innovations** – Harold Schooley, Mary Shabatura

**FFV Tel** – Art Smith

**Farm Safety Association** – Norm Charbonneau, David Lambert

**FARMS** – Tony Cervini, Trevor Falk, John Ardiel, Tom Meidema, Ken Forth, Ken Porteous (*alt*), Steve Versteegh (*alt*)

**Guelph Food Technology Centre** – Harold Schooley

**Horticultural Value Chain Round Table** – Brian Gilroy, George Gilvesy

**Labour Regional Representatives** - Ken Forth, Tony Cervini, Hector Delanghe, Steve Versteegh, John Ardiel

**Ontario Agri-Food Technologies** – Harold Schooley

**Ontario Agricultural Commodity Council** – Brenda Lammens, Brian Gilroy, Mark Wales, Art Smith

**Ontario Federation of Agriculture** – Mac James, Brian Gilroy

**OMAFRA Research Advisory Network/Theme Advisory Group, Plants** – Harold Schooley

**Royal Agricultural Winter Fair** – Brian Gilroy

**National Safety Nets Representative** – Mark Wales

**Canadian Horticultural Council Science Advisory Committee** – Brian Gilroy, Harold Schooley

**Vineland Research and Innovation Centre Stakeholders Advisory Committee** – Harold Schooley



## Drummond Report Summary on Agriculture

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### Drummond Report on Reform of Ontario's Public Services Potential Impact to Grape and Wine Industry

The Commission on the Reform of Ontario's Public Services recently released its report with recommendations to provide public services at lower costs with an aim of balancing the provincial budget by 2018.

Expenditure growth overall will need to be limited to an average of 0.8% which may pose a threat to programs that have been relied on in the past. Health, education, social services, and post-secondary education account for 77% of the provincial program expenses and are projected to reach 83% by 2017-2018. The report recommends changes in annual spending as follows:

- health +2.5%,
- education +1.0%,
- post-secondary education +1.5%
- social programs +0.5%
- all other programs -2.4% annually.

The following is a summary of the recommendations that may have a direct impact on the grape and wine industry.

#### Business Supports

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The Drummond Report suggests that the government should review and change its business support programs. It recommends that the government reduce direct and indirect business supports by 1/3, sunset all current direct business support programs in 2012-13, and revive only those programs that have a measured benefit. It recommends pooling the resources into a single envelope used to fund business support programs that align with the government economic development policy and meet rigorous design criteria.

The new Self Directed Risk Management Program (SDRM) is used as an example of a program where incentives are not aligned with productivity growth and market principles. The recommendation is to shift programs to investment in innovation that increase efficiency or expand markets to help farmers become more competitive and less sensitive to price shifts.

The report indicates that overall, the 2009 tax reforms will help reduce Ontario's marginal effective tax rate on new business investment in half by 2018, making Ontario one of the most attractive jurisdictions in the industrialized world to invest and create jobs. When the tax reforms are fully implemented, agriculture should benefit from savings of \$45 million per year (\$30 million HST and \$15 million corporate income tax savings).

#### LCBO and Wine Taxes

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The Commission recommends that taxes that are tied to the volume of sales should be replaced with taxes that are tied to the value (advalorem) so that the government revenue will increase with rising prices. Currently, the LCBO mark-ups on wine are ad valorem, but the wine and bottle levies are a flat rate per litre.

There is a recommendation to develop and implement strategies to deter illegal tobacco. While not directly referring to alcohol and wine sales, it may have an impact on audit and regulation.

While the Report does not support the privatization of the LCBO unless there is a considerable net, long-term benefit to the province, it does suggest that the LCBO could more effectively use its purchasing power and improve the current markup structure used to determine retail prices.

The report also suggests that benefits of policies to support and promote Ontario producers, such as discounted shipping as well as premium shelf space, should be balanced against reduced profitability by the LCBO.

### More Efficient Program Delivery

There are several references to providing efficiencies by consolidating program delivery that is currently offered through several ministries and uses Ministry of Economic Development and Innovation and Ontario Ministry of Agriculture, Food and Rural Affairs both administering programs related to the brewing and wine industries as an example of inefficiency in program delivery.

### Next Steps

Recommendations in the report are likely to form part of the 2012 Provincial budget due to be released by the end of March. The government is faced with the challenge of striking a balance between opposing views, and the GGO will be pursuing opportunities to provide input on priorities, and solutions.

Business support expenditures related to agriculture:

Ministry of Agriculture, Food and Rural Affairs		
	2006-07 Expenditures (\$Million)	2010-11 Expenditures (\$ Million)
Ontario Ethanol Growth Fund	2.5	72.0
Rural Economic Development Program	11.3	40.1
Business Risk Management	370.0	145.2
Growing Forward	0.0	32.4
Rural Summer Jobs	2.7	4.5
Rural Connections	0.0	4.5
Ministry of Economic Development and Innovation (Industry related funding only)		
VQA Support Program	1.0	6.0
Ontario Wine Strategy Fund	2.0	3.0

**Classified**


<b>Wanted</b>	<b>Contact</b>	<b>Telephone</b>
<ul style="list-style-type: none"> <li>• Steel posts for grapes, 8 feet long (150 pcs)</li> <li>• Used wire</li> </ul>	Eva or Abdul	905-397-7568
<ul style="list-style-type: none"> <li>• Vineyards for rent; 3-5 term; red vinifera preferred but also looking for white vinifera and hybrid</li> </ul>	Roger	905-658-6387

<b>For Sale</b>	<b>Contact</b>	<b>Telephone</b>
<ul style="list-style-type: none"> <li>• We supply wirehoods of European origin: \$65/1000 plate and wires; gold + shipping from Montreal. \$67/1000 plate and wires; black + shipping from Montreal. Minimum order: 3000 wirehoods. Customized wirehoods available on request.</li> <li>• Capsules &amp; bidules.</li> <li>• Manual or automatic riddling equipment imported from France disgorging &amp; dosaging equipments imported from Spain &amp; Champagne.</li> <li>• Capping and wirehooding equipment imported from France and Italy and any equipments related to the "methode traditionnelle".</li> </ul>	Jean Paul Pilon	514-451-8338  vitivinitech@gmail.com
<ul style="list-style-type: none"> <li>• Used Turbo Mist Orchard Sprayer—Air blast sprayer, good condition, electric controls; New pump only 20 hours, recon gearbox 16 hours.</li> </ul>	Richard	905-321-5279
<ul style="list-style-type: none"> <li>• 1000 grow tubes (grapevine protection)</li> </ul>	Chris	905-562-3964 or <a href="mailto:elfarms@vaxxine.com">elfarms@vaxxine.com</a>
<ul style="list-style-type: none"> <li>• Side discharge mulcher manure wagon, new apron</li> </ul>	Terry	905-892-3326
<ul style="list-style-type: none"> <li>• White sprayer, 200 gallons, power take-off, 2 yr old pump</li> <li>• Used cedar posts</li> </ul>	Anton	905-643-2423
<ul style="list-style-type: none"> <li>• New insulated grape bins; price upon asking</li> </ul>	Roger	905-658-6387 or vailmontvineyards@gmail.com
<ul style="list-style-type: none"> <li>• Netting— 3 ft x 3300 ft rolls and also 4 ft x 1650 ft rolls in stock at last years pricing! Order now to avoid the oil increase again</li> </ul>	Lily Li at Sun-pack Canada	905-510-3312

**CLASSIFIED ADS ARE ALSO LISTED ON THE GGO WEBSITE AT**

[www.grapegrowersofontario.com/buy-or-sell](http://www.grapegrowersofontario.com/buy-or-sell)

**To place an ad please contact Gillian McWilliams at 905-688-0990 ext. 224**

**100% Grown by Grape Growers of Ontario bin stickers and bottle labels  
Please contact Mary Jane Combe at the Board office to order yours today:  
905-688-0990 ext 242 or [mjcombe@grapegrowersofontario.com](mailto:mjcombe@grapegrowersofontario.com)**

**GGO Services**

- |                                   |                                     |  |
|-----------------------------------|-------------------------------------|--|
| • Grape Pricing & Promotion       | • Government Lobbying               | • Nutrient Management                    |
| • Grape Research                  | • Government Policies & Regulations | • Crop Insurance Requirements            |
| • Grape Inspection                | • Farm Labour Legislation & Program | • Business Risk Management               |
| • Government & Industry Relations | • Chemical Registration             | • Weather INnovations Incorporated (WIN) |

# 2012 CCOVI Annual Lecture Series



Cool  
Climate  
Oenology &  
Viticulture  
Institute

Brock University

## Open to the public – Free admission

All lectures start at 3 p.m. EST

Mackenzie Chown, H block, room H313

Brock University- see map on page 3

Or watch them live on the web at [www.brocku.ca/ccovi](http://www.brocku.ca/ccovi)

Archived video presentations will also be available at [www.brocku.ca/ccovi](http://www.brocku.ca/ccovi)

### January

Wednesday, Jan. 25

**Dr. Karl Kaiser**

**CCOVI Professional Affiliate**

Co-founder, Inskillin Wines, Winemaker and Consultant

Location: Room H313

Topic: *Chemical deacidifications in winemaking*

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### February

Wednesday, Feb. 8

**Dr. Antonia Mantonakis**

**CCOVI Fellow**

Associate Professor of Marketing, Brock University

Location: Room H313

Topic: *Does a wine's name influence consumer taste perception?*

Wednesday, Feb. 15

**Dr. George Kotseridis**

**CCOVI Scientist**

Oenologist, Brock University

Location: Room H313

Topic: *Targeting wine balance using biological deacidification methods and by monitoring polyphenolic maturity*

Wednesday, Feb. 29

**Dr. Kevin Ker**

**CCOVI Professional Affiliate**

Industry Consultant in vineyard management, KCMS Applied Research and Consulting

Location: Room H313

Topic: *How growing season weather patterns affect vine hardiness*

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### March

Wednesday, March 7

**Dr. Vincenzo DeLuca**

**CCOVI Fellow**

Professor of Biological Sciences, Brock University

Location: Room H313

Topic: *Icewine grapes are biochemically active between September and Harvest*

# 2012 CCOVI Annual Lecture Series



## March (cont'd)

Wednesday, March 14

**Dr. Wendy McFadden-Smith**

**CCOVI Professional Affiliate**

Tender fruit and grape Integrated Pest Management Specialist, Ontario Ministry of Agriculture, Food and Rural Affairs

Location: Room H313

Topic: *What we've learned about sour rot: An update on research.*

Wednesday, March 21

**Dr. Ralph Brown**

**CCOVI Fellow**

Professor, School of Engineering, University of Guelph

Location: Room H313

Topic: *New tools to fine-tune quality harvests.*

Wednesday, March 28

**Dr. Jim Willwerth**

**CCOVI Scientist**

Viticulturist, Brock University

Location: Room H313

Topic: *Beating the cold: Best viticulture practices to maximize vine hardiness*

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## April

Wednesday, April 4

**Dr. George van der Merwe**

**CCOVI Fellow**

Associate Professor of Molecular & Cellular Biology, University of Guelph

Location: Room H313

Topic: *Getting started: Adaptation of wine yeast to early fermentation stress*

Wednesday, April 11

**Dr. Andy Reynolds**

**CCOVI Researcher**

Professor of Biological Sciences, Brock University

Location: Room H313

Topic: *New adventures in vineyard geomatics*

Wednesday, April 18

**Dr. Jeffrey Stuart**

**CCOVI Fellow**

Associate Professor of Biological Sciences, Brock University

Location: Room H313

Topic: *Investigating resveratrol's anti-cancer and neuroprotective effects*

Wednesday, April 25

**Dr. Don Cyr**

**CCOVI Fellow**

Associate Professor of Finance, Brock University

Location: Room H313

Topic: *A cost-benefit analysis of entering and exiting vineyard operations in Niagara: 1997 - 2010*

