It is with great sadness that the Grape Growers of Ontario announce the passing of Dr. Bill Jansenberger of Merlin, ON, on June 6, 2013, after a courageous battle with cancer.

Bill was a member of the Growers’ Committee, and the Board Director representing Southwestern Ontario, since 2010. He became actively involved in the grape and wine industry after purchasing a vineyard in Merlin with his wife, Mary-Jo and was a strong advocate for the Essex Pelee Island Coast wine region.

The Grape Growers of Ontario extend our deepest condolences to Bill’s family and friends.
Ontario farmers forced to pay higher crop protection prices than competitors

Guelph, ON. May 21, 2013

Ontario farmers are paying an estimated $22 million more every year for crop protection products than their competitors in the United States. This is according to analysis done by the Ontario Fruit and Vegetable Growers Association (OFVGA).

"Although product mix and volumes vary by crop and region, these numbers represent a disturbing amount of extra costs borne by Ontario farmers compared to our competitors south of the border," says Ray Duc, a grape grower and Chair of the OFVGA.

The analysis was completed using data from the 2012 University of Guelph Ridgetown Campus survey of averages prices for key agricultural inputs in the US and Ontario, which includes fuel, fertilizer and 28 crop protection products; as well as the results of the latest Pesticide Use Survey conducted by the Ontario Ministry of Agriculture and Food (OMAF).

OFVGA analysis shows only three products of the 28 with a lower price in Ontario – RoundUp Weather Max, Guthion Solupac and Dithane DG Rainshield. All other products are more expensive in Ontario than for growers in the United States. The 28 products surveyed by the University of Guelph Ridgetown Campus represent approximately 85 per cent by volume of the total crop protection products used in Ontario.

The remaining 15 per cent is made up of over 200 other products, including some with prices up to seven times higher in Canada than the United States, which means the total cost difference could even be higher if these were taken into account.

"Crop protection is a significant input cost for our growers and since we compete against global producers of fruits and vegetables, these are extra costs that we cannot recoup from the marketplace," adds Duc. "We need a more level playing field if our industry is to remain competitive."

Ontario fruit and vegetable farmers grow over 120 different crops and account for 30,000 non-family on-farm jobs in rural Ontario, as well as a further 8,700 jobs in specialty processing. The OFVGA is the voice of Ontario’s 7,500 fruit, vegetable, and greenhouse farmers on issues affecting the edible horticulture sector.

Pesticide Registration Review

Please visit www.grapegrowersofontario.com to review the 2013 Pesticide Registration Review
E-Grape

GO has initiated a project under the Traceability Foundations Initiative (TFI), Federal-Provincial program, to enhance the existing database system to provide more efficient analysis and reporting of information. This is a major, 18-month project, for the GGO building on the existing database systems.

An information technology company has been contracted to integrate the existing Vitis, electronic weigh bills (Setgo) and GrapeTracker databases and add new features which will streamline internal processes and provide enhanced features for our growers. Leading edge enhancements are being developed to improve our industry's traceability capacity, support continued growth through innovation, and improve access to information important to vineyard management and traceability.

What you can expect:

- Easier grower access to data through a single grower login for all systems;
- Updated mapping to improve functionality of Vitis information;
- Additional Grape Tracker modules for cost analysis, scouting, improved help menus and additional decision making tools;
- Improve GGO's ability to quickly access accurate and reliable data for efficient and improved traceability of grape and wine data to reduce food safety emergency response time.

Sustainability Winemaking in Ontario Module/ Viticulture Component

A voluntary certified sustainability program is being developed in co-operation with the Wine Council of Ontario to help improve production practices, quality, and provide a marketing opportunity to consumers demanding environmentally responsible production practices.

The questionnaire, similar to certification programs being used in British Columbia, Oregon and California, will be available through a secure on-line Sustainability Data Collection Module to facilitate participation by growers to document, monitor and track their sustainable production practices. Those growers wishing to become certified will meet with a program auditor who will verify eligibility for certification.

The Module is being tested by a pilot group of growers during the spring and be available for general use later in 2013 through the GGO's web-based system, E-Grape.
Irrigation Project

An Irrigation Committee has been formed with members from both GGO and the Ontario Tender Fruit Producers Marketing Board (OTFPMB). The purpose of the Committee is to make use of the existing Niagara Region Feasibility Study and other irrigation reports to determine the most feasible approach to expanding agricultural irrigation in the Niagara Region.

GGO and OTFPMB both applied for and received funding through the Water Resources Adaptation and Management Initiative (WRAMI) to conduct a 1-year demonstration project. The WRAMI program has provided an opportunity to:

- Assess the water requirements for viticulture through a comprehensive grower survey;
- Assess irrigation water use efficiency with the use of water flow meters and soil moisture meters on grower cooperator demonstration sites;
- Provide growers with information on the efficiency, accuracy, cost and user friendliness of various types of soil moisture sensors;
- Develop whole farm water management strategies for efficient use of water, and
- Encourage growers to adopt on-farm strategies to conserve water and meet crop needs.

This information is important background in justifying the need for irrigation water systems.

The WRAMI projects will also test an automated system to record soil moisture readings through the Grape/Fruit Tracker programs.

A preliminary grower survey on irrigation use was conducted at the Ontario Fruit and Vegetable Convention in February. Early results show that there is considerable variability in how growers view and manage irrigation. A more detailed survey is needed to make any strong conclusions and will be conducted over the next few months.

The Irrigation Committee is looking at all opportunities to improve access to irrigation water, and has begun working with Niagara Region to investigate the possibility of using the Walker Quarry pit as a water reservoir for irrigation. This idea is in the very early stages, with Niagara Region and Walker Quarry both showing some interest.

iPads in the Vineyard

The Grape Growers of Ontario are pleased to offer our members the opportunity to purchase iPads through Apple for use in the vineyard while using eGrape and Grape Tracker. The iPads are available at a reduced cost and include laser engraving of “Grape Growers of Ontario” and your farm name if desired.

For more information

Please contact Gillian at the Board office
p: 905 688-0990 ext. 224
e: gillian@grapegrowersofontario.com
Zampro™ combines two modes of action with a unique ability to recharge under the influence of moisture. The result, a powerful new Downy mildew fungicide that provides excellent protection, even in wet weather. Zampro is registered for use on grapes, brassica leafy vegetables, bulb vegetables, cucurbit vegetables, fruiting vegetables, hops, leafy vegetables and potatoes.

For more information on Zampro fungicide, call AgSolutions® by BASF at 1-877-371-BASF (2273) or visit www.agsolutions.ca

Always read and follow label directions.
Grape Tracker is a secure, confidential on-line record keeping system to track spray use, keep a history for management purposes, and prepare spray records for wineries.

When developing the system, the main criteria from the GGO focus group was that it needs to be user friendly and easier to use than a hand written report. The system is based on Vitis maps, so there is no setup required to begin recording sprays.

Publication 360 is linked to Grape Tracker to look up treatments according to pest, growth stage or chemical. Links to pest identification, growth stage and spray labels are also available, although the label on the container provides the most current information. Reports can be prepared based on a number of criteria including block, target pest, date range and chemicals used. Reports can be saved as a pdf or excel file, and growers can choose to email reports directly to wineries.

Grape Tracker was launched last April with 111 users, 516 sprays recorded and 391 spray reports generated. Growers are encouraged to try it out this year. It's quick, simple and gives a permanent record of spray activity.

The basic Grape Tracker record keeping system launched last year is just the start. We have an opportunity to expand what it can do to become an integrated management tool. Additional features that are being developed include a scouting module and costing information to compare costs of sprays, and record labour and equipment use.

We want your feedback and ideas
If you have forgotten your login information, please call
Nick Lemieux
p: 905 688-0990 ext. 228
e: nlemieux@grapegrowersofontario.com

Contacting OMAF and MRA Just Got Easier – One Toll Free Number for Clients and Stakeholders

Connecting with the Ministry of Agriculture and Food, and the Ministry of Rural Affairs, just got easier. You can call just one number:
1-877-424-1300 or TTY (519) 826-7402

to access provincial services and information on agriculture, food and rural Ontario. Knowledgeable staff in the Agricultural Information Contact Centre (AICC) will help you with the information or services you need. This move to a single toll-free number is part of the Ontario government’s Open for Business initiative to create faster, smarter and more streamlined government-to-business services. You can learn more about Ontario’s Open for Business initiative by visiting www.ontario.ca
PureSpray™ GREEN Spray Oil 13E. Protection at its purest –
CAS# 8042-47-5

Introducing PureSpray GREEN Spray Oil 13E, from the largest producer of white oils. It’s proof that not all spray oils are created equal. It is an innovative isoparaffin oil that offers the highest purity levels on the market with CAS# 8042-47-5. This means it’s formulated with 99.9% pure isoparaffin base oils and is guaranteed to be free of aromatics, which harm the food chain. And since it’s suitable for organic production, both organic and traditional growers can benefit from its many strengths.

PureSpray GREEN Spray Oil 13E effectively protects your high value grape crop by quickly controlling pests and disease, and providing extended protection within your IPM program. All without any resistance, phytotoxicity or burning issues, when used as directed. So use it early to avoid the need for traditional toxic chemicals later.

As many pesticides are being delisted, your choices are limited and becoming more so every day. So when you have a choice to make, be sure to choose the purest – PureSpray GREEN Spray Oil 13E. It’s an effective choice with unlimited possibilities. For more product information visit www.purespraygreen.com/grapes.
Please take the time to nominate the Ontario grape grower that you feel would be an excellent candidate for the 2013 Grape Grower of the Year.

The nominee must have a working knowledge of vineyard management and the grape growing industry. This position, also recognized as the Grape King, represents a 60-year “Tradition of Excellence” for Ontario’s grape and wine industry.

Nomination forms are inserted in this newsletter and available on the Grape Growers of Ontario website www.grapegrowersofontario.com
FOR SALE
Located opposite of Henry of Pelham Winery, this is one of the best possible sites for an estate winery in the Niagara Region. Unique and spectacular scenery all within the influence of the Niagara Escarpment Commission with unparalleled views of shorthills provincial park and the creek valley. The property includes a modest house used for migrant workers and a historic hip roof barn. This price includes 4 wind machines on the property and full line of equipment. Planted to pinot noir, chardonnay, riesling and viognier with some open land. Full planting map and details available from the listing agent. The current farm manager may be able to stay on with the farm if the buyer desires. The adjoining property at 1390 Pelham Rd. is also available for sale.

Please contact Kevan at 905-468-7700 or by email at kevan@kevan.com

FOR SALE
• Delta 30 Crusher/Destemmer: single speed with stainless steel destemming cage and beater arm, full length auger for grape cluster feed and full length auger to move crushed grapes out of destemmer, single phase motor, 220 volt, newer condition. $2,800.00
• Flexible Impeller Pump by Liverani: model 2 inch pump, single phase 220 volt, stainless steel pump body, stainless steel cart on wheels, 2-way waterproof switch, by-pass valve, great to pump crushed/destemmed grapes, as new condition. $1,800.00
• 5 Spout Gravity Filling Machine: auto shut-off, fills every bottle to the same height, large holding tank all in stainless steel, easy to clean, in new condition. $600.00
• Stainless Steel, Variable 500L Capacity Tank: complete with bottom valve, inflatable gasket, manual air pump and pressure/vacuum relief valve, and 1.5 inch B fly valve in 304 stainless steel in excellent condition. 6 available. $500 each
• Hanna pH Bench Meter: model 222W, like new. $350.00
• Alpha Plate Wine Filter: 40 x 40, 20 plates. Valves and fittings in stainless steel, pressure gauges, sight glass, double inlet, double outlet, as new condition. $4,500.00
• Wine Bottles: 750mL Bordeaux style dark green wine bottles. Brand new. 180 cases @ 12 bottles/case. $5.00 / case
• Sulphur Dioxide mini Titrator: excellent condition. $450.00
• PIWC Wine Filter: single cartridge, plastic housing with 10 inch Microfine filters. $250.00
• Wood Basket Wine Press: model #50, excellent condition, complete with press blocks. $350.00

Please contact Linda at zanette.malkou@sympatico.ca

FOR SALE
Sorting Conveyor
• Purchased in 2004, used by one owner.
• Custom-made, all stainless steel with plastic track.
• On wheels, easily moveable.
• Variable speed motor with removable controls for winter storage.
• Stainless sloped catch pan for overflow juice with 2”TRC fitting.
• Asking $6,500 or best offer.
For more details contact Richie: 905-984-0046 or richie@fieldingwines.com

WANTED
Ice Wine Presses Looking for used CEP
Ice Wine presses in good condition.
Please contact 905 984-9288

FOR SALE
1000 8’ cedar posts, 4” top. $6 each.
Please contact Wayne at 905-684-0057

FOR SALE
5844 screw cap classic Burgundy bottles, in antique green, with medium ‘push up’ lightweight glass, $6.84 a case. Please contact Victoria at events@north42degrees.com

FOR SALE
1000 8’ cedar posts, 4” top. $6 each.
Please contact Wayne at 905-684-0057

FOR SALE
Binger Rotator for Leaf Remover; barely used; $1,500. Please contact Doug at 905-658-7388

FOR SALE
Double Sided Braun radius, well maintained and in good condition, approx. 10 years old with modest use. $6000. Please contact 905 984-9288

FOR SALE
8 x 1 tonne steel bins for sale. Very good condition. Food grade paint on inside. $300 each. Please contact Kevin at kevin@watsons.ca

FOR SALE
Hydraulic Basket press complete with two baskets. This was new in 2009, it is a Criveller model M70 3HL and comes with 2 baskets mounted on moveable carts. Baskets are wood, Drainage pans are stainless with a 2inch TC fitting. Unit uses 220V single phase and has an oil heater. Price $9,750. Please call Dave or William at 905 563 7256 ext 201/3

Please visit grapegrowersofontario.com for our 2013 Grapes for Sale list
Upcoming Events

FOR SALE
Hopper/Chute
- For filling destemmer/crusher with one-tonne bins.
- Purchased in 2004, used by one owner.
- Custom-made, all stainless steel with adjustable feet. Cross-bars also in stainless steel.
- Asking $2,200 or best offer.
For more details contact Richie: 905-984-0046 or richie@fieldingwines.com
Early Harvest Edition!

NEW – Gregoire G8-260 Harvester
Stock Unit - SPECIAL OFFER!!

**5 Year – 3.9% Financing


Limited Time Offer – CALL NOW!

**25% down-payment required (some exceptions apply), on approved credit by FCC or Farm Credit US


Collard Double L Hedger
Front mount double “L” hedger. Easy to use joystick control, exceptional strength & cutting quality. Starting at $18,500 installed. 4 in stock

Collard Single L Hedger
Front mount single “L” hedger. 4 way joystick control, incredibly easy to use, 3-5 acre per hour productivity. $11,900 installed. 4 in stock

Pellenc 5000L
Electric Double “L” Hedger – no on board hydraulics. Independent height and width control, easy to use. $16,000 installed! 3 in stock

Electocoupe F3010’s
Save pruning labour and reduce worker injury. Charge will last for a full day in most vineyard / orchard applications. Truck cutter blades available. FREE with trimmer purchase!!
View Lakeview’s New & Used Inventory At:
www.lakeviewvineyardequipment.com

2002 Gregoire G108.
Only 580 picking head hours!! Meticulously maintained, ultra gentle ARC bow rod picking head, side discharge with 1200 L Stainless bin, 28% slope correction, new tires, and incredible machine. Unit comes with one year powertrain parts warranty.
Special Flyer Price: $150,000
Financing available

Vectur GM420
Bow Rod Picking System (incredibly gentle on fruit), 25% slope correction, 4 Wheel Drive, 3000L Rear Stainless Dumping Bin, Deutz Air Cooled Engine, Wide Throat (suitable for most trellis types). Unit has been impeccably maintained, stored indoors, 100% field ready. Delivery available.
$80,000 (includes extra parts)
Financing Available

NEW – Gregoire VTD Sprayers
On board rate controller system (saves 7-15% in chemical), vineyard “Tower” for unmatched coverage, 16 double sided nozzles, on board fresh water rinse (& operator rinse), low compaction tires, pre rinse basket, turning hitch for tight headlands.
1500L Tank: $22,900
2000L Tank: $23,500

NEW – Lipco Recycler Sprayer
Brand new Lipco double row recycler sprayer. 400 Gallon stainless tank, two row curtains, electro/hydraulic width/height adjustment, diaphragm pump. Save up to 50% on chemical usage. One year warranty.
Qualifies for 35% OVIP Funding!
$34,900 – 10 yr financing available.

John Bean 2 Row Superfan Sprayer
600 gallon stainless tank, 36” Superfan, 2 Row Vineyard Tower, Meyers Centrifugal Pump, Electric Valves. Unmatched Vine Row Penetration.
$21,900 – 1 yr warranty
35% OVIP Applies!!

John Deere 5510N Tractor
Complete engine / clutch rebuild in process. Tractor will be field ready by June 1st, 2013. 12/12 Synchroreverse Transmission, 75 pto hp, cab (heat/ac), MFWD, Dual rear SCV’s. One year engine warranty included.
$18,900 – 35% OVIP applies. Financing Available.

Gregoire DX 20 Leaf Remover
Double sided leaf remover with sensor controlled heads for individual control of leaf removal on each side. Individual side height control. OVIP applies. Easy to use control box, mounts to 3 pt hitch
$14,500 – warranty included.

53’ Utility Trailer
53’ Utility Trailer with Thermo King refrigerator. Wood floor, barn doors, good condition.
$6000 or best offer as is.

400 Gallon Airblast Sprayer
Stainless steel tank, hp diaphragm pump, variable wind speed with high power fan, 16 nozzles with equalized air distribution, electric valves.
$7000 – with pump warranty.

10 Year Financing Available on All New Equipment Through F.C.C.
Proper tax planning can increase your net return.

Is your vineyard operation incorporated?
Do you have significant potential capital gains on your vineyard?
Do you pay annually in excess of $25,000 in personal income taxes?

Use of capital gain reduced rates or exemptions, dividend income smoothing and tax credits, and use of all legislated tax vehicles can save you real money.

For counsel based on personal experience as an entrepreneur, I offer personal consultative advice to reduce your future tax obligations. Compensation for services a small percentage of taxes saved, payable after your tax filings, for five years.

NO SAVINGS – NO COST

WHAT DO YOU HAVE TO LOSE?

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GGO Services
- Grape Pricing
- Chemical Registration
- Crop Insurance Requirements
- Business Risk Management (NISA and SDRM) and Disaster Risk Programming
- Agricultural Policy
- Framework Bridge Funding
- Offshore Farm Labour Program
- Farm Labour Legislation
- Grape Standards
- Grape Inspection
- Grape Research
- Grape Industry Promotion
- Government Lobbying
- Land Use Issues
- Nutrient Management
- Market Research
- Liaise with Industry and Other Farm Organizations
- KCMS Code-A-Phone
- The Ontario Weather Network

Connect With Us
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@grapegrowersont