



# Grape Growers of ONTARIO

Newsletter ~ Volume 6 ~ July 2010

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

## 2010 Wine Grape Price Negotiations have been Completed!

Please see the  
**IMPORTANT**  
enclosed message  
from your Board  
Chair.



**2010**

**GRAPE KING**

**Make your nomination  
now for the  
2010 Grape King!**

**Friday, August 13, 2010 Deadline  
See enclosed nomination form.**

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- Grape Research, Pricing & Promotion
- Grape Inspection
- Government & Industry Relations
- Government Lobbying
- Government Policies & Regulations
- Farm Labour Legislation & Program
- Chemical Registration
- Nutrient Management
- Crop Insurance Requirements
- KCMS Code-A-Phone
- Business Risk Management (CAIS & SDRM)
- Weather INnovations Incorporated (WIN)

## Industry News:

- ♦ **Wine Fit for a Queen** - Several Niagara wines were served during an exclusive luncheon at the Canadian Museum of Nature in Ottawa in honor of Queen Elizabeth II. Wines included 13th Street Winery Cuveé 13 Rosé 2007, Stratus White 2006 and Lailey Vineyard Canadian Oak Pinot Noir 2007.
- ♦ **Winery Wins Award** - Southbrook Vineyards was one of three North America wineries to win a national award for its environmental design. The 2010 National Green Buildings Award presented by the Sustainable Architecture and Building and the Sustainable Architecture and Building Home Magazines is given to companies who achieve high levels of sustainable design, architectural excellence and technical innovation. For more information on the wineries please visit: <http://sabmagazine.com/winners-2010.html>.

- ♦ **Lake Erie North Shore Wins Premier's Award for Agri-Food Innovation Excellence** - After 10 years of research, H.P. Pfeifer and John Fancsy, of Viewpointe Estate Winery, developed an improved, high-quality wine grape cultivar that is adapted for local conditions, and is now available for commercial plantings.

The cultivar requires less labour to prune and train the vines, and has less need for pesticides due to disease resistance. Its demonstrated winter hardiness makes it ideal for Ontario, and the first wines produced from the grapes have received positive reviews at tasting events. Wine from the new cultivars can be purchased at Viewpointe Estate Winery.



From Left: John Fancsy, H.P. Pfeifer, and Bruce Crozier (MPP Essex)

- ♦ **Diamonds in the Rough Raised \$20,000** - Diamond Estates' First Annual Charity Golf Tournament in support of the Ride to Conquer Cancer raised \$20,000. Diamond Estates would like to thank all participants, sponsors and volunteers for making the event a successful one.
- ♦ **New Scientists Help CCOVI Ramp up Support for Canada's Grape and Wine Industry** - The search is over. A viticulturist and an oenologist have been selected and hired for Brock's Cool Climate Oenology and Viticulture Institute (CCOVI), and will be supporting grape growers and winemakers with applied research and outreach. These two senior positions were created as a result of a funding announcement last December by Agriculture and Agri-Food Canada. This program is a collaboration between the federal government's Developing Innovative Agri-Products (DIAP) program, the Grape Growers of Ontario and Brock's CCOVI. This initiative is a key part of CCOVI's heightened emphasis on outreach to the grape and wine community.

## **- NEW 2010 - ELECTRONIC WEIGH BILL ENHANCEMENTS**

### **1. Ability to Edit Submitted Weigh Bills**

This new functionality will allow wineries to make their own corrections to weigh bills and allows both the Grower and the Winery to view a historical record of the changes.

#### **New Process for Corrections:**

- Winery submits weigh bill through SETGO to the GGO.
- Winery recognizes they have made a error in the data submitted.
- From the summary screen the Winery will now have the choice of either to 'view' or 'edit' the submitted weigh bill.
- Click 'edit,' make the corrections needed and select the 'Submit Amended Weigh Bill' button at the bottom of the screen. Note: Multiple changes can be done together, but once you submitted the amended weigh bill for approval, the weigh bill becomes 'locked' until the GGO has reviewed the change requests and either **Approved** or **Rejected** them.
- Once submitted the Winery/Grower are able to view the status of the amendments (*Pending* - awaiting approval, *Approved* - GGO has confirmed correction and *Rejected* - GGO has declined correction).
- Each change made to the weigh bill will be date-stamped and will give a historical record of the change (old information to new information) in the right hand column of the screen.
- Once approved/rejected, the weigh bill will be released and available for further changes if required.

### **2. Grower Number Recognition.**

To minimize errors at the time of weigh bill entry, grower number recognition will be available. Once the winery enters the GGO # on the weigh slip, the corresponding company name will appear. This allows the winery to then verify against the written name on the form. Note: The company name **CANNOT** be edited or searched. Please contact the GGO to make any correction to the company name.

## **Protection for Farm Workers**

**By Mark Wales, Vice-President, Ontario Federation of Agriculture**

Ontario farming consists of thousands of small and medium sized enterprises that employ many more thousands of people on our farms.

As employers in Ontario, regardless of size, farmers need to know that they are all now required to have policies on workplace violence and harassment. Those with five or more employees must have copies of the policy posted in a conspicuous place within the worksite.

Bill 168 Ontario Health and Safety Act amendments have just come into force putting the new policy into action. Employers can have a number of issues to consider when setting out a workplace violence policy. Some of the considerations could include:

- ◆ does it apply to all employees;
- ◆ should it apply to contractors;
- ◆ should it apply to visitors and guests;
- ◆ will it apply at social functions;
- ◆ will it also apply outside the workplace.

The Ontario Ministry of Labour has provided guidelines respecting workplace violence and harassment. The Guidelines can be found on the Ministry of Labour website.

The Ministry has also provided some indication of what they would find acceptable when inspecting for compliance with the Act and its amendments.

The obligations of all parties in the workplace – employer, managers, supervisors and workers – should be detailed on the posted policy. Reprisals against anyone initiating a complaint under the Act must be considered unacceptable. The posted policy should outline definitions of reprisal or retaliation.

A workplace violence risk assessment may precede or follow the statement of policy on workplace violence prevention – something the employer is responsible for doing. Neither the Bill nor the Ministry of Labour guidelines provide specific direction on who is responsible for assessing associated risks for these matters. This leaves it open to internal staff or an external party to perform the assessment – a management decision of the farmer as the employer.

A number of matters have to be considered under the Act – the nature of the workplace, the type of work, and the conditions of work. The nature of the workplace would consider everything from lighting to equipment and placement of objects within the workplace. The type of work would look at everything from handling cash to protecting valuables, to contact with the public. The conditions of work are also viewed as a factor of risk – those working late at night or early in the morning are considered at greater risk.

## **Protection for Farm Workers - Continued**

**By Mark Wales, Vice-President, Ontario Federation of Agriculture**

Employers, as part of the assessments, may consider surveying the workforce regarding past incidents of workplace violence. Because Bill 168 or the associated Guidelines don't provide a requirement to conduct a survey of workers, it is a decision of the owner of the business.

The Guidelines recommend that employers review the risk assessment at least annually as a means of identifying and correcting deficiencies.

The training obligation imposed by Bill 168 may present a difficult compliance hurdle for employers, both in terms of the logistics of training the entire workforce and in determining what information and instruction must be provided. Because workers must be trained on the program – specific to their workplace – generic training on Bill 168 will not meet the legislated training obligation.

It would be wise for employers to seek guidance from the Ontario Farm Safety Association, 1-800-361-8855, in Guelph and perhaps even legal counsel when facing a situation involving workplace violence or harassment.

For more information please visit <http://www.ofa.on.ca/>.

## **REGULATION CHANGES NOW IN EFFECT**

The following VQA regulation changes took effect on July 1, 2010.

### **Crown Caps for Still Wines**

Metal crown caps are now permitted for use on all still wines. Crown caps had previously been permitted for sparkling wines only.

### **Sweetness Descriptors Deregulated for Table Wines**

The declaration of a sweetness descriptor on the label of a table wine will no longer be subject to regulations that specify limits on residual sugar. The optional descriptors dry, off-dry, semi-dry, medium-dry, semi-sweet and sweet may now be used at the discretion of the winery. Labeling rules for sweetness descriptors remain in effect for sparkling, fortified and liqueur wines and for Icewine. The LCBO is expected to introduce its new (optional) sweetness descriptor system later in 2010.

For more information please visit [www.vqaontario.ca](http://www.vqaontario.ca)

# Organic & Sustainable Agriculture Workshop

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## Speaker Program Highlights

**Organic Consumers' Motivations For Buying Local and Organic Produce** Dr. Isabelle Lesschaeve, Vineland

**Natural Solutions for Sustainable Production Systems** Dr. Michael Brownbridge, Vineland

**Longo's Supporting Local** Mike Longo, VP, Fresh Merchandising

**The Role of Organic Agriculture in a Modern Food System** Dr. Ralph Martin, Founding Director, Organic Agriculture Centre of Canada



July 12, 2010 / 1:00pm-5:00pm  
Networking session to follow  
Vineland Research and Innovation Centre,  
Rittenhouse Hall

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For more information and  
to RSVP:

Kathryn Goodish  
Public Relations and Communications Coordinator  
kathryn.goodish@vinelandresearch.com  
905.562.0320x777

**Vineland**  
Research and Innovation Centre  
[www.vinelandresearch.com](http://www.vinelandresearch.com)

## Up Coming Events:

### PECWA - Prince Edward County Wine Growers' Association 11th Annual Dinner, Tradeshow, and AGM

**Friday, August 13th, 2010** - Annual Gala Dinner at the scenic Isaiah Tubbs Resort

**Saturday, August 14th, 2010 (9am - 4pm)** - Trade Show and Seminars (Picton Arena)

**Sunday, August 15th, 2010 (9:00am to completion)** - AGM (Bloomfield Town Hall)  
- Members only

**For more information, please contact:** [www.thecountywines.com](http://www.thecountywines.com) or Sally Peck at [sally@sugarbushvineyards.ca](mailto:sally@sugarbushvineyards.ca)

**Special Offer** - Isaiah Tubbs is offering a 10% discount on rooms (reference the Prince Edward Winegrowers when booking) <http://www.isaiahtubbs.com>.

### Address Update - "The Grower"

Please find enclosed "The Grower" mailing update form. If you would like to continue to receive the mailing, please complete form and fax to: 519-763-6604. Your assistance is required to update our files due to the changes with RR # and the post office requiring the fire route numbers.

The Ontario Fruit and Vegetable Growers' Association would like to thank you in advance for your assistance!!



### Grapes for Sale?

Please call Julie Dixon at 905-688-0990 x228 or download a form at [www.grapegrowersofontario.com](http://www.grapegrowersofontario.com)



To place an order for the "100% Grown by Grape Growers of Ontario" bottle labels please contact Gillian McWilliams or Julie Dixon at 905-688-0990

### Get Your Grape Grower Sign!

Please contact Julie Dixon at:  
905-688-0990 x228 or  
[jdixon@grapegrowersofontario.com](mailto:jdixon@grapegrowersofontario.com)  
for a application and tax exemption form.

To place an ad, please contact  
Sylvana Lagrotteria at 905-688-0990 x231 or  
[slagrotteria@grapeandtenderfruitontario.com](mailto:slagrotteria@grapeandtenderfruitontario.com)

<b>For Sale</b>	<b>Contact</b>	<b>Telephone</b>
<ul style="list-style-type: none"> <li>1994 Ford Aeromax tandem tractor, 575,000 km , good condition, good grape truck.</li> </ul>	Bill	905-984-0994
<ul style="list-style-type: none"> <li>1,500 Willmes Bladder press with stainless basket, roll away juice tray, \$15,000.</li> <li>2,300 Willmes press, stainless basket, attached stainless juice tray, auger for removal of marc and extra brand new bladder (still in original shipping packaging), \$14,000.</li> <li>Wottle Crusher Destemmer about 12 tonne per hour, stainless with large receiving hopper on top, \$8,500.</li> </ul>	John	905-646-9617 johnjr@palatinewinery.com
<ul style="list-style-type: none"> <li>Vineyard sprayer, 500 gallon tank with tandem wheels and air assist, rebuilt pump and regulator not used yet, all new plumbing and extra set of nozzles. Asking \$3,500.</li> <li>2 - 1,400 gallon water tanks for spraying. Asking \$700 each.</li> </ul>	Ed	905-329-3606 edhughes@niagaracuisine.com
<ul style="list-style-type: none"> <li>Prince Edward County: Beautiful renovated farm house with 11 acres (includes 5 acres of mature vineyard); includes barn and two other buildings.</li> </ul>	Yvonne	613-399-1725
<ul style="list-style-type: none"> <li>Bertolaso Cap Spinner - can be used as a stand alone unit or incorporated into a bottling line: can do 35 bottles per minute.</li> <li>Kosme Glue Labeler - also have change parts for labels, glue heaters &amp; glue pump; can do 35 bottles per minute.</li> </ul>	Dave	905-562-3581 Ext. 409
<ul style="list-style-type: none"> <li>Steel posts, approximately 200, 7' and 8', \$1 each.</li> <li>High tensile wire, \$0.50 per lb.</li> </ul>	Rob	905-563-5193
<ul style="list-style-type: none"> <li>6' Soil Packer, \$500.</li> <li>Refractometer, best offer.</li> <li>Fuel transfer pump 120 volts, \$200.</li> </ul>	Bev or Marty	905-468-8955
<ul style="list-style-type: none"> <li>16 acres of Concord grapes.</li> </ul>	James	905-563-8318
<ul style="list-style-type: none"> <li>Approximately 76 plastic, stackable apple boxes, \$275.</li> </ul>	Wayne	905-562-6083
<ul style="list-style-type: none"> <li>Large commercial grape or apple press with wood racks and blankets.</li> <li>250 gallon refrigerated bulk milk cooler.</li> <li>2 stainless steel unrefrigerated holding tank.</li> </ul>	Tom	905-892-5218
<ul style="list-style-type: none"> <li>Willmes Press, 4 T, stainless steel cage and tray.</li> <li>4 x 4 and 6 x 6 pressure treated posts.</li> <li>Grape anchors and wire.</li> <li>4,000 litres VQA Vidal Icewine juice.</li> </ul>	Jim	519-676-5512

July 8, 2010

Dear Members of the Grape Growers of Ontario:

The Grape Growers of Ontario (GGO), Wine Council of Ontario (WCO) and Winery & Grower Alliance of Ontario (WGAO) have successfully concluded early the 2010 Grape Price Negotiation. This agreement includes the potential to extend the 2010 pricing arrangement into 2011, and establishes a pilot pricing model for 4 grape varieties. The following information outlines the agreement that was reached through the Negotiation Agency on July 8<sup>th</sup>, 2010:

***2010/2011 Pricing Plan***

The parties agree to a 1% increase on 2009 vintage pricing for all white varieties (Vinifera and Hybrid) for each year of the 2-year agreement. This means 1% plus 1% for a total of 2% increase for the 2011V pricing for all white varieties.

The red varieties (Vinifera and Hybrid) remain stable at the current 2009V pricing for both 2010 and 2011.

***Pilot Plateau Pricing Model for 4 Varieties for 2010***

It was agreed by all parties to adopt the plateau pricing model on 4 varieties: Chardonnay, Riesling, Cabernet Sauvignon and Cabernet Franc for the 2010 vintage. This is a one-year pilot project which is specific to these varieties. The success of this pilot project is in direct relation to moving more grape tonnage and will be evaluated following the 2010V. If successful, the parties agree to review the plateau pricing model to include other varieties.

***The Plateau Pricing for 2010 applies as follows:***

J Riesling (class 9)	17.2° – 18.4° Brix	\$1200.00/tonne
Chardonnay (class 9b)	19.0° – 20.3° Brix	\$1200.00/tonne
Cabernet Sauvignon (class 10b)	18.0° – 20.6° Brix	\$1300.00/tonne
Cabernet Franc (class 10c)	18.5° – 20.4° Brix	\$1300.00/tonne

This model also includes steeping the scale from base to recognize higher quality.

In order to accommodate flexibility and avoid problems at the weigh scale for grapes purchased at plateau pricing, which may slightly exceed the Brix cap, a “Company Average Plateau Pricing Protocol” has been developed. The following attachment (*Appendix I*) outlines the opportunity for wineries to purchase grapes at plateau prices within the established brix window as long as the company average, as a varietal, is below a predetermined brix threshold.

...continued

When calculating the company average, only those grapes identified as plateau priced grapes will be included. It is important to note that any winery that exceeds the weighted Brix average on total tonnage purchased by varietal basis will be required to compensate growers for the grapes received above the maximum Brix threshold, at the regular brix schedule and not at plateau pricing.

In addition, no tonnage restrictions will apply to grapes purchased at plateau pricing, and processors must advise growers well before harvest of their intent to purchase grapes at plateau pricing. Growers are encouraged to work with their processors to ensure their grapes are harvested within the plateau pricing Brix range.

Given the complexity of plateau pricing and the “Company Average Harvest Protocols,” additional correspondence/meetings will be held with growers and processors to clarify any concerns. Please feel free to contact the GGO if you are unclear on any aspect of the 2010/2011 pricing plan.

Finally and most importantly, the 2-year agreement provides GGO, WCO and WGAO the opportunity to build better working relationships and agree on a strategy that sets long term goals and objectives with achievable milestones for the grape and wine industry.

Yours truly,

A handwritten signature in dark ink, appearing to read "Bill George Jr.", with a stylized flourish at the end.

Bill George Jr.,  
Chair Grape Growers of Ontario

# PLATEAU PRICING AVERAGE WINDOW

## CHARDONNAY PROPOSAL SCENARIOS

### Appendix 1

			Winery XYZ Purchases			
Sugar Scale (Brix)	% of Base	Price per Tonne	Scenario 1	Scenario 2		
Threshold	19.0	85.96%	\$ 1,200			Plateau Schedule
	19.1	85.96%	\$ 1,200			
	19.2	85.96%	\$ 1,200			
	19.3	85.96%	\$ 1,200			
	19.4	85.96%	\$ 1,200			
	19.5	85.96%	\$ 1,200			
	19.6	85.96%	\$ 1,200			
	19.7	85.96%	\$ 1,200			
	19.8	85.96%	\$ 1,200			
	19.9	85.96%	\$ 1,200			
	20.0	85.96%	\$ 1,200	100	100	
	20.1	85.96%	\$ 1,200	100	100	
	20.2	85.96%	\$ 1,200	100	100	
Base	20.3	85.96%	\$ 1,200			Conventional Sugar Schedule
	20.4	97.50%	\$ 1,361			
	20.5	98.00%	\$ 1,368			
	20.6	98.50%	\$ 1,375	175		
	20.7	99.00%	\$ 1,382			
	20.8	99.50%	\$ 1,389		100	
	<b>20.9</b>	<b>100.00%</b>	<b>\$ 1,396</b>			
	21.0	100.50%	\$ 1,403			
	21.1	101.00%	\$ 1,410			
	21.2	101.50%	\$ 1,417			
21.3	102.00%	\$ 1,424				
21.4	102.50%	\$ 1,431				
21.5	103.50%	\$ 1,445				
21.6	104.50%	\$ 1,459				
21.7	105.50%	\$ 1,473				
21.8	106.50%	\$ 1,487				
21.9	107.50%	\$ 1,501				
<b>Company Average</b>			<b>20.28</b>	<b>20.28</b>		

In the above 2 scenarios, Winery XYZ purchased 300 tonnes of Chardonnay within the plateau pricing window, allowing Winery XYZ to purchase varying quantities of Chardonnay along the sugar schedule at plateau prices as long as the average remains below the Chardonnay threshold of 20.3 brix.

**Scenario 1:** Winery XYZ is eligible to purchase 175 tonnes at 20.6 brix at plateau prices with a company average of 20.28 brix.

**Scenario 2:** Winery XYZ is eligible to purchase 100 tonnes at 20.8 brix at plateau prices with a company average of 20.28 brix.