



UPCOMING EVENTS

Washington Small Fruit Conference
& Lynden Ag Show
NW Washington Fairgrounds
12/2/15 - 12/4/15

NW Hort. Expo
Sun Dome
Yakima, Washington
12/7/15 - 12/9/15

NWHS 61st Annual Meeting
Clackamas County Event Center
Canby, Oregon
1/12/16 - 1/14/16

Nut Growers Society Annual Meeting
The LaSells Stewart Center - OSU
Corvallis, Oregon
1/21/16

Oregon Blueberry Conference
Red Lion at Jantzen Beach
Portland, Oregon
1/25/16

Northwest Ag Show
Portland Expo Center
Portland, Oregon
1/26/16 - 1/28/16



OVS Stores and Outlet Warehouse locations will be closed Christmas Eve and Christmas Day so that our associates may spend the holiday with their family.

We're OPEN regular business hours, 8am - 5pm, on New Year's Eve to better serve your year-end tax savings needs.



December 2015

Harvest Celebration - Another Great Success!

Thank you for joining OVS and our vendor sponsors last month as we celebrated our 18th Annual Harvest Celebration in McMinnville. Not only were we able to thank our valued customers for choosing to do business with OVS over great food and drinks, we were also able to give back to our local community!

This year our fundraising efforts topped \$3,900 for local 4H Youth Development and Leadership programs, summer camp scholarships and more!



What Does 4H Teach? Strong leadership skills - A sense of family and community - Being active, productive, and caring citizens.

Special Thanks to our 2015 Harvest Celebration Sponsors

PREMIUM SPONSORS

Actagro - Converted Organics - Felco - Jim's Supply
MacroPlastics - Willowood USA

DIAMOND SPONSORS

Affiliated Resources/Blue Ribbon Posts - Agricare - Arysta Life Science - BASF
Bayer Crop Science - Dow Agro Sciences - Gearmore - Hanes Geo Components
Helena Chemical - Kubota - Lectroblast by Progressive Ag - Marrone Bio Innovations
Monsanto BioAg - Nachurs - New Zealand Fence - Simplot /Oro-Agri - Syngenta
United Phosphorus Inc. - Weiss McNair - Zenport Industries

GOLD SPONSORS

Air-O-Fan - Ag Source Laboratories - Allegra Design Print Marketing - BioAg - BirdGard
Braber Equipment - Brewt Power Systems - Columbia River Carbonates - Columbia Seeds
Corona Clipper - Exacto - Gillison Variety Fabrications - Gowan - Gripple
Highland Company - Hobb International - LandPride - Logan Labs - Orion Trading Group
Package Containers Inc. - PureSpray Green by Intelligro - Porter Tractors
Rankin Equipment - RCO International - Redox Chemicals - Riskpoint Insurance Advisors
SAS Safety Corp. - Solera - Spring Creek Sales - Superior Fruit Equipment
SymAgro - Tree Island Steel - Two Rivers Terminal - Valent - Volk Enterprises

Thank you to our sponsors for partnering with us to make a difference in our local communities!

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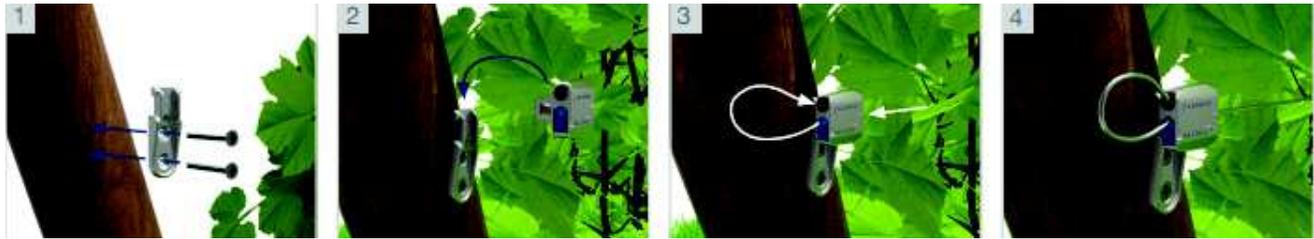
Gripple VIT-S Product Profile

If you read last month's issue of the Outlook you're already familiar with Gripple's exciting new product arriving soon at OVS. This innovative solution will provide a quick and easy way to manage fruiting wires by attaching directly to oil field pipe and wooden end posts. The Gripple VIT-S is an alternative to the use of catch wire chains. The hook design enables fruiting wires to be moved and/or dropped lower for pruning. The VIT-S is releasable and can be re-tensioned and raised again for the new season.



Advantages:

- Replaces cumbersome chains
- Uses Gripple technology to manage the fruiting wires on both metal and wooden end post trellising systems.
- Allows wires to be moved independently during the growing season.
- Wires easily dropped to the ground for pruning.
- Tension easily applied.



Go Green!
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by switching to **OVS eStatements!**

Quick, easy and automatically sent to
you on the 1st of every month.

Contact our accounting team
to sign up today!

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OVS Service Department Annual L.I.V.E. Sprayer Inspection Program

Avoid costly downtime by insuring your sprayer is properly maintained and calibrated. Our skilled technicians will clean and test your sprayer to meet L.I.V.E. compliance criteria and advise you of any repair recommendations.

\$400
Inspection Special



Includes the following:

- Testing sprayer operation
- Pump inspection
- Cleaning of nozzles and strainers
- Complete sprayer checkover
- Detailed list of repairs

*** Parts not included ***



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USED EQUIPMENT SALES

So What's the Deal with Weed Fabric?



Weiss McNair 836 Harvester

- 1986 Harvester
- Well maintained
- Stock #44835
- \$26,000



Weiss McNair HS40D Sweeper

- 30 hp diesel engine w/933 hrs
- Deutz air cooled engine
- Width 7'6" head
- Stock #22062
- \$22,900



Weiss McNair JD40 Sweeper

- 2,055 hrs
- 7'6" header
- Stock #40024
- \$25,900



John Deere 6251 Gator

- Has canopy windshield & hydraulic dumps
- Stock # 45026
- \$6,500



NEW 2010 Rankin GDL200

- Sprayer
- Stock #30244A
- \$2,500



NEW 2013 Jacto J-1000

- Tow behind sprayer
- Stock #40487
- \$18,500



As many of you may already know, OVS has grown to be one of the largest suppliers of weed mat for specialty ag growers in the northwest. A number of years back we were asked by some organic blueberry growers to research and identify some quality weed mat that would last a long time and provide effective weed control. We met with a number of manufacturers and evaluated a number of options such as thickness, UV coatings, woven thread counts, and most importantly finding a quality product that would allow moisture and air to have some access while still minimizing light penetration. In the end, we trusted the judgement of Scott Krahmer with Precision Bloom Services who has become the largest contract installer of weed fabric in the Northwest. With all this in place OVS decided to partner with Hanes Geo Components to develop our Pro Gold Weed Mat, in stock and supplied to growers in both Washington and Oregon. We also stock fabric staples in a variety of lengths to match the soil conditions of your farm.

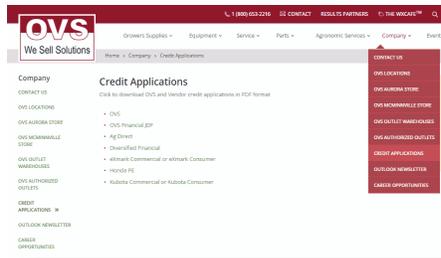
So what are the economics with installing weed mat? I recently reached out to a couple of our repeat customers to ask what their impressions of the product was, and how they perceived the economics. One in particular commented that he did the calculations of hiring out the installation and determined that his breakeven model is eighteen months. This is when the fabric installation pays for itself with labor savings. However, he also mentioned, this year he has been experiencing some labor rate increases and now he's guessing the fabric on his latest project may pay for itself in as fast as fourteen to fifteen months. This grower is a conventional grower, but for organic growers weed fabric makes even more sense.

So what are the other advantages beyond weed control?

Now that the industry has had a number of years of experience with weed fabric, we continue to see field reports, academic studies and other crops beyond blueberries benefiting from the use of weed fabric. Increased yields, better nutritional movement within the plant during spring when temperatures remain low because of warmer soil temperatures, and last year with the pro-long warm weather we experienced, we also received word that the fields with fabric installed maintained greater moisture retention. Recently, OSU has reported on a study they are doing with blackberries, and they are seeing similar benefits of weed mat. So with weed mat now being used in blueberry, raspberry, blackberry, grape and strawberries around the northwest, please consider contacting OVS to learn more about this very effective tool for your field.

Wayne Ackermann - OVS Agronomics

For our full line-up of Used Equipment visit our website!



Where can you download OVS Financial & Vendor Credit Applications?



<http://ovs.com/credit-applications>



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