



UPCOMING EVENTS

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

WA Association of Wine Grape Growers
Annual Meeting & Trade Show
Three Rivers Convention Center
Kennewick, Washington
2/9/16 - 2/10/16

Oregon Wine Symposium
Oregon Convention Center
Portland, Oregon
2/23/16 - 2/24/16



OVS Stores and Outlet Warehouse locations will be closed on January 1st and 2nd so that our associates may spend the holiday with their families.

January 2016

OVS/RP 2015-2016 Update

Let me start off by offering each and every one of you, our valued OVS customers, a very sincere thank you for your support and your business in 2015. We're ready to earn your business again, each and every day in 2016.

In a sentence, 2015 was a year of further focus and refinement at OVS. Our goal is to be outwardly focused on you, our customer, and to prove our commitment each and every day. Though we continue to grow as a successful company as measured by industry accepted metrics such as sales, number of customers, and an expanding geographic footprint, we're most proud of our determined and targeted efforts to focus on the cropping systems we know best. No longer are we trying to be all things to all growers.

Our company focus is decidedly on commercial growers of fruit (grapes, caneberries, blueberries, tree fruits) and nuts (hazelnuts). We do sell equipment, supplies, and services to commercial growers of other crops as well, but we remind ourselves constantly of our compelling expertise in, and focus on fruit and nuts in Oregon and Washington.

OVS' focused expertise is producing tangible benefit for you, our customer. There is no other company in Oregon or Washington that sells total equipment, supply, and service solutions to fruit and nut growers. There are equipment companies, there are supply companies, and there are farm service companies, but OVS/RP is unique in that we're the only company that combines all three. Our vineyard management company (RP) now farms large acreage of wine grapes in the Willamette Valley and in Southern Oregon. Being this integrated a company allows us to use in the field, and with our own hands, the very equipment and supply products we sell in our stores. For our customer this means we have total hands-on knowledge of these products, and we recommend and sell our products through personal experience with them. This hands-on experience gives our customers the unmatched confidence that we only recommend and sell what we ourselves use.

Last but not least, we worked diligently to enhance the customer experience in 2015 by adding an outlet warehouse location in Salem, as well as moving our Central Washington location to the heart of Pasco. Our Medford outlet continues to be a very convenient supply source for our customers in Southern Oregon. OVS Aurora is now dedicated 100% to equipment sales, service and parts. We sell and service more farm mechanization equipment lines than any other company in our markets, which gives our customers very practical options to adapt to labor availability and labor cost escalation trends.. These strategic moves give our customers a complete menu of equipment options to suit their specific needs. In short, OVS is adapting proactively and investing heavily to provide our customers with unparalleled convenience and breadth of equipment, supplies, and farm services. We are bullish on the 2016 outlook for specialty agriculture in the Pacific Northwest and we are excited to partner with our customers in bringing to fruition this bright future.

The employee-owners of OVS/RP wish all of you a happy, healthy, and prosperous 2016.



Washington

Oregon



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Matt Novak - CEO

Have You Considered Leasing?

Buying is great, and so is leasing! Leasing programs offer you cash flow savings by helping you use the equipment you need, without the expense of ownership. Our leasing contracts can be tailored to fit your cash flow and hourly needs, and there's always the option for ownership at lease-end!

Consider these leasing examples...



NEW KUBOTA M8540 85hp narrow tractor w/cab, 10 speed, 3 remotes & 10 front weights (#90574).

60 month lease - \$676 per month
60 month purchase - \$1,008 per month
Monthly rental - \$2,200

*** Payments based on 300 hrs of use per year. Must have agricultural income to lease. Other hourly options available. ***



Rental Return KUBOTA L6060 60hp tractor w/ loader & hydrostatic transmission. (#40949)

60 month lease - \$482 per month
60 month purchase - \$645 per month (w/0%)
Monthly rental - \$1,800

Let Us Work Up a Lease to Fit Your Needs!

OVS Fencing Options



With the completion of harvest and the onset of wet seasonal weather, many folks have begun orchestrating their plan of attack for upcoming plantings of wine grapes, hazelnuts and other high value horticultural crops. The Northwest is home to healthy populations of deer and elk, which have a tendency to wreak havoc on new plantings. The best tool to mitigate this damage is game fencing.

OVS offers a broad array of fencing options designed to protect your investment. We proudly carry Tree Island Fixed Knot fencing, which is constructed of Class 3 galvanized, 12.5 gauge high-tensile wire and features the unique fixed knot design. This design utilizes one continuous 12.5 gauge high-tensile wire knotted in place as the stay (vertical wire). This systems design is stronger and allows a larger line stake spacing when terrain allows and significantly greater structural integrity and longevity compared to commonly offered hinge-lock fencing. With the stronger fence design, heavy gauge high-tensile wire and industry best galvanization standards; Tree Islands Toughstrand Game Fence has proven to be the product of choice to protect your field.

OVS offers a full line of fencing material that includes wood and steel posts, staples, Gripple tensions systems, strainers, clips and installation tools. If you are preparing to have young plants in the ground and have the need to protect your investment with game fence, please reach out to an OVS Ag Supplies Associate for further information. Our knowledgeable staff will be able to assist you in the design, layout and materials selection for your next project.

Nick Arnold - OVS Agronomics



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Used 2009 Kubota B3030 HSDC Tractor

- 30 hp engine w/ 1,660 hrs
- Hydrostatic transmission
- Stock #38922
- \$15,900



Used Agtec Nursery Cannon Sprayer

- Stock #41487
- \$2,500



NEW 2013 Jacto J-1000

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



NEW 2013 Jacto J-600

- Sprayer
- Stock #40805
- \$15,900



NEW 2013 Gearmore T50S2-1200

- 300 gal sprayer
- Stock #40484
- \$18,900

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



<http://ovs.com/catalog/used-products>