

Upcoming Events

We've moved our **Harvest Celebration** back one week to avoid the conflict with Salud. Please join us for all the festivities!

OVS Aurora
Friday, November 15th
4pm - 7pm

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OVS Pesticide Container Recycling Day

OVS Aurora
Saturday, November 16th
8am - Noon.

Triple rinsed, no labels or caps.

Seed Cover Crops Now

Despite all the recent rains, there's still plenty of time to seed a cover crop. Cover crop seeding is one of the best practices farmers can employ to be good stewards of the land. We have several time-honored seed blends in stock and we'll custom blend for larger orders. We strongly encourage the use of legumes and cereal grains to fix nitrogen, accumulate phosphorous, improve beneficial insect habitat and provide organic matter. Fixing nitrogen from the air is essentially free. Why wouldn't all growers employ this practice? As always, all OVS cover crop seed is Oregon farm-direct to provide the best quality and lowest pricing. We also rent seed drills to those that buy seed from us. Call an Ag Supplies associate for current pricing and availability.

How to Sell a Vineyard?

These past few months have been a frenzy of buying and selling activity in the Oregon wine industry, and there's more to come. Yours truly has been at the center of some of it. In all honesty, what happened in our situation must in some ways be considered luck or, perhaps, providence. But I've always appreciated the notion that luck was defined as preparedness meeting opportunity.

Since we sold Resonance to Jadot, I've fielded several calls from growers who told me they'd like to sell their properties or at least prepare to do so. As such, I thought it would be a worthy effort to host an educational event that discussed the intricacies of selling a vineyard or winery property. So, OVS is going to do exactly that as part of our 16th annual Harvest Celebration on Friday, November 15th at the Aurora store.

We'll begin our celebration as we always do with hearty hors d'oeuvres and fine wines (as well as beers and non-alcoholic beverages) at 4 pm. Many of our best vendors will be present to greet you and answer questions. Then, at 6 pm we'll move to a seating area in the front of the store (those who wish to just keep celebrating can remain back in the shop area with the beverage service). There, we'll have a panel that consists of Josh Grace (**International Wine Associates**, the firm that represented us in our sale), Jesse Lyon (Wine Practice Attorney for **Davis, Wright, Tremaine in Portland**), Adam Beak (**Bank of the West**) and me. We'll do our best to share the positioning, preparation and process of selling a vineyard. We'll focus on getting prepared should opportunity knock.

As a part of our celebration we also try to raise funds for good causes. Most years we've had a food drive for local food banks. This year we've decided to raise funds for local 4H programs in Yamhill, Polk and Marion counties. Please join us for this opportunity to celebrate another year of farming, as well as benefit 4H programs and perhaps learn how you might monetize your vineyard or winery asset. We'll start the party at 4 pm and wrap up the panel discussion at 7 pm. See you there.

Kevin



Need Copies of Invoices?

If you need copies of invoices or have other credit questions, please contact us at accounting@ovs.com

This will assure quicker response. Thanks much.



Fall Trellising and Fencing

We're well stocked and well positioned to be highly competitive on trellis and fencing quotes for delivery over the next few months. We anticipate a steel price increase by early 2014 of somewhere between 8-14%. We've also taken a major position on import steel t-posts for this period, because some import steel prices have dropped well below comparable domestic sources. Finally, if you're wanting to work with wood posts, we anticipate another significant shortage over the next year. We've committed to many truckloads from our mills, but most of the major producers now have production schedules filled into fall of 2014! There's a lot of planting going on, and more being planned, that will require trellising, so if you need materials don't wait to order. We're well positioned, but we may end up short as well. Call OVS today at 800-653-2216 and get your needs in our queue.

Fall Fertilization

We know that most plants run on nutrient reserves from bud break through bloom, and some crops (like blueberries and hazelnuts) bloom before they break leaf buds, which requires even more energy reserves. What's more, modern agriculture demands more from plants than they "naturally" produce, so nutrition reserves are important to avoid collapse. These two factors alone make fall fertilization a wise idea. We can help load plant cells with all the necessary carbohydrates, enzymes and mineral nutrition necessary to get off to a great start the following spring. This also better prepares the plants to deal with winter cold and spring frost events.

Many growers already use fall fertilization to their advantage, but nut and grape growers often do not because their harvests are so late. In grapes, foliar fertilization prior to bloom can do the trick, but it's better to assure they go dormant with a full load of nutrients and carbohydrates. Nut growers could reduce the impact of alternate year bearing through fall fertilization. Grape growers could also achieve more consistent fruit set with fall fertilization. Grape growers have faced weak fruit sets 3 out of the last 4 years. The environmental stresses (drought, disease, frost and cold/wet spring soils) that contributed to poor fruit sets could have been mitigated through fall fertilization. This need not be an expensive exercise, we've developed fall programs for several crops for less than \$40/acre. Contact an OVS agronomist to discuss your soils, tissues and cropping experiences so we can design a custom fertilization strategy for your farm.



OVS Becomes First Distributor for Carbon One

Carbon One is a very unique new fertilizer concept and product produced in Kennewick, WA. We've been studying and trialing these products for several months and we're impressed with the results. I won't attempt a complete explanation here because the concept really requires a classroom or one-on-one explanation. But I'll get the notion started. Carbon, hydrogen and oxygen constitute 96% of dry-weight plant matter. Yet these three elements are not considered fertilizers. Only the 17 "essential" plant nutrients: nitrogen, phosphorous, potassium, calcium, sulfur, magnesium and the micros, are considered nutrients. Yet the "essential" nutrients only make up 4% of dry-weight plant matter!

Doug Dickey, the creator of Carbon One, has learned how to build a highly energized, carbon fertilizer. There is some traditional nutrient analysis, but what does the work in Carbon One is energized carbon. Plants use light energy, water and carbon dioxide to build carbohydrates. Then, those carbohydrates are pumped into the soil to feed microbes. The microbes consume the carbohydrates and excrete acids and exudates that solubilize nutrients from the soil, and the plant then draws up these soluble nutrients in water to build more cells. Carbon One is used to add energy and nutrients to the downward carbohydrate stream, thereby enhancing overall plant performance and capacity. It's a revolutionary new concept and the results are often amazing. OVS is the exclusive dealer for Carbon One in Oregon. You'll be hearing much more about this product and process in the future. Stay tuned!

The Equipment Corner



Equipment Alerts for 2014

If you plan to purchase a Rears flail or sprayer for next growing season, please order this fall to assure delivery next February or March. This year there were many late orders and machines didn't arrive on time. Please plan ahead.

Consignments

- SMH85 Sweeper \$22,500
- Weiss-McNair 836 Harvester, call for pricing
- Weiss-McNair 984 Harvester \$15,000 obo
- Kubota L4240GS 4wd Tractor w/loader \$22,500 obo
- King Kutter 66" Box Scraper \$550
- King Kutter 48" Rotary Mower \$890
- JD6420 4wd, 90hp Tractor w/150G Rears sprayer w/40" coil-shock booms (only 126 hrs!)
- Landpride Post Hole Digger w/9" auger bit \$750
- Rankin 55 gal., 3 pt. Herbicide Sprayer w/40" boom and hand gun, \$400

Newer Used Tractors

- Kubota M8200SDNBC, 80 hp, Narrow Cab Tractor (1111 hrs)
- Landini Rex80 4wd Cab Tractor, very clean and ready to go (800 hrs)
- Yanmar T80 Cab Crawler, 51" wide, clean (1862 hrs)

New Construction Excavators in Stock

- U25 Zero-Turn w/24" bucket (Rental Return)
- Kubota KX057 12,000# class
- Kubota KX121 10,000# class Cabs and Open Stations available
- Kubota KX018 Mini-Excavator w/Q-C 12" bucket

Zero Down, 0% Financing for up to 48 months on most new Kubota Equipment—ACT NOW!

Call Jeff Miller, Bill Mattila, J.O. Anderson, Brian Karcher or Brian Crawford today for all your equipment needs.

16th Annual OVS Harvest Celebration

OVS AURORA
Friday, November 15th
4pm - 7pm

Join us for dinner, beverages and a panel discussion on how best to position your vineyard to sell.

Panelists include:

Josh Grace
International Wine Associates

Jesse Lyon
Davis, Wright, Tremaine

Adam Beak
Bank of the West

Kevin Chambers
OVS



This year we'll also be raising funds for local 4H programs in Marion, Polk and Yamhill Counties!

**Container
Recycling Day**



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