



March 2014

### Upcoming Events

#### OVS Grape Day

McMinnville Community Center - Auditorium

Saturday, March 15th  
9am - 4pm

Register by March 12th!



## Winegrapes

### Still time to jump on weeds this year



Now that we know that the groundhog saw his shadow, we have the pleasure of another six weeks of winter. This means we have a little more time to get caught up on dormant season practices in the vineyard. It appears that most folks are finishing up pruning and now preparing to tie. In the event that you experienced heavy eriophyid mite pressure or severe fungal infections in 2013, you may want to consider a dormant application of Lime Sulfur after pruning and prior to bud break. This is an excellent way to help eliminate over-wintering spores and existing eriophyid mite populations. Vintre at a rate of .25% v/v is an excellent addition to help penetrate bark scale when applying Lime Sulfur to dormant vines.

When developing weed management protocol for the year, don't overlook a pre-emergent herbicide as a tank mix partner with glyphosate. Over the years, an early application of glyphosate and/or oxyfluorfen has been standard practice. With today's increasing populations of glyphosate resistant weeds, it's imperative that we begin utilizing pre-emergent herbicides on the farm. Alion, Prowl, Matrix and Chateau all bear labels for established wine grapes and offer excellent pre-emergent activity on weed species that are typically difficult to control later in the season. At present, Matrix and Chateau are the only pre-emergent herbicides with L.I.V.E. approval; which require a completed weed survey prior to application.

Nick Arnold, OVS Agronomics

### This Year's Featured Speakers

**Dr. Bob Martin**  
USDA Virologist

**Dr. Paul Schreiner**  
USDA Mycologist

**Brian Heinze**  
President/CEO Willowood USA

**Dr. Amy Dreves**  
OSU Entomologist

**Rufus La Lone**  
WeatherCafe

**Glen Foster**  
Gowan

**Barry Duerk**  
Bayer Crop Science

**Dr. Mir Seyedbagheri**  
University of Idaho  
Guest of Actagro

**Dr. Husein Ajwa**  
University of California, Davis  
Guest of Actagro

## OVS Cremate in-stock and

Early this year, OVS capitalized on the opportunity to privately brand a line of high quality products from one of our country's largest manufacturers of adjuvants. When reviewing the choices that we felt were best to compliment our chemicals and fertilizers, the manufacturer gave us a good, better or best option for each formulation. I am proud to say that in every case the OVS team chose the BEST formulation to offer. Offering the highest quality product at the best pricing is what we want to offer our grower partners.

Cremate is our version of a somewhat similarly formulated herbicide adjuvant such as Helfire or Flame. **CREMATE** is engineered to improve the performance of herbicides by facilitating the rapid burn of target weeds and a more complete kill down. **CREMATE** quickly penetrates waxy, wetting-resistant cuticles which enhances herbicide absorption and intracellular transport to the mode of action site. Water conditioners in **CREMATE** promote tank mix carrier stability when combining active ingredients with different modes of action and a nonionic surfactant (NIS) increases effective wetting throughout the canopy layers. An antifoaming agent is included to limit foaming during tank mixing. **CREMATE** significantly reduces the pH of the tank mix. **CREMATE** is currently in stock and is offered at a lower price than other comparable herbicide adjuvants. At 1qt per 100 gallons, **CREMATE** can greatly improve your herbicide's performance and effect for around \$2 an acre.



Wayne Ackermann, OVS Agronomics



# New Software System

## Improves OVS Customer Service!

After many months of preparation, OVS transitioned over to a new software system last month that not only streamlines our invoice and statement processes, but also combines all OVS purchases in one convenient customer statement.

Electronic signature pads are now in place at our counters, offering customers who receive statements the ability to more effectively track their monthly OVS purchasing activity by identifying who signed each invoice.

Another benefit of our new system is that it now enables us to **email statements and signed invoices directly to our customer's accounting departments**. If you are interested in receiving your statements and invoices via email, please submit your request for this service to our accounting department at [accounting@ovs.com](mailto:accounting@ovs.com) and we will set your account up accordingly.



---

## For taking our recent Customer Satisfaction Survey!

Thank  
you

We're thankful for our great customers, and truly appreciate that so many of you took time out of your busy schedules to participate in our anonymous January Customer Satisfaction Survey. Hearing from you about what we're doing right and what we could do better, allows us to constantly look for ways to improve upon the products and services we provide. Being a 100% employee owned company means everyone at OVS is vested in the success of not only our company, but the customers who allow us to earn their business and make this all possible.

Many of you shared positive feedback about interactions you've had with our staff, and for that we thank you again! We love passing along well-deserved kudos, so please let us know when one of our associates has done well and exceeded your expectations in customer service.



We'd really like to hear from you!

[solutions@ovs.com](mailto:solutions@ovs.com)

---

## Rethink Vine Tying This Year



There are many ways to attach vine shoots to a trellis system; however, using a tying gun/jute wire combination increases efficiency and reduces labor costs per acre, while providing high quality vine shoot fastening.

Using the tying jute gun is simple, and thanks to its ergonomically designed handle, very easy and comfortable to use. Even a novice user will feel like a professional after only a few minutes of using this innovative French system.

For more information, a short 20 second online tutorial on how to use this system is available online: <http://dai.ly/xgqdv1>



*As with any other tool, to keep the gun working smoothly, keep the joints and moving parts well lubricated, and do not use the knives to cut anything other than jute wire.*

Ricardo Santiago, OVS Ag Supplies



**Bill Mattila  
RETIRES!**

After twenty years as a familiar face at OVS, Bill Mattila announced "it's time to retire" and was sent off in style by his fellow coworkers on February 28th.

We'd like to thank Bill for his many years with OVS, and are glad to know he'll be stopping by the McMinnville store often to reconnect with associates and customers.

### **Happy Retirement Bill!**

The OVS Equipment Sales Team has expanded and now includes new hires Dennis Bernards in McMinnville and Patrick Reinhart in Outside Sales, as well as the rest of the Wholegoods/Equipment Team!

**OVS Aurora - Brian Karcher & J.O. Anderson**

**OVS McMinnville - Brian Crawford & Dennis Bernards**

**OVS Outsides Sales - Patrick Reinhart**

**OVS Wholegoods Manager - Jeffrey Miller**

## *Winter* **SHOP SPECIALS**

**Ends March 31st!**

**Free pick up & delivery**

**within 25 miles of either store  
(for self propelled/ride on equipment)**

**AND**

**SAVE 10%  
ON PARTS *and* LABOR**

*On Parts and Service repairs if paid in full at the point of sale,  
or when the repairs are complete.*

*No minimum charge, discounts on parts only available to  
OVS parts vendors*

# Equipment Corner

## *Spray & Tillage Season Coming*

### OVS Offers 3 Types of Air-Blast Sprayers

- **Conventional 6-8 Blade Fan**  
Rears/Cararro/Dal Dagen and Air-O-Fan models  
Price Range \$3,250—\$20,000
- **Mister 50 Micron Size Droplets**  
Gearmore/ Cima  
Price Range \$8,500—\$25,000
- **Electro-static**  
Lectro-Blast for orchards, lo-volume capabilities  
(20-30 GPA) to 200GPA  
Price Range \$25,000 and up

*\*\* Efficiency parallels cost: the higher the cost,  
the more efficient the unit. \*\**

### Sprayers in-stock

- P45—Gearmore/CIMA 100 gallon 3PT
- P42—Gearmore/CIMA 75 gallon 3PT
- T50—Gearmore/CIMA 300 gallon w/ 2 row boom
- P50—Gearmore/CIMA 150 gallon 3PT
- APL-200 Rankin 50 gallon 3PT
- AB-220 Dal Dagen 55 gallon 3PT economy sprayer
- J-600 & J1000 Jacto nursery cannon sprayer
- Air-O-Fan 200 gallon vineyard sprayer

### Domries SN narrow series in-stock

- SN 2322 4ft
- SN 3322 5ft

### Used Sweepers

- HS20 Weiss McNair nut sweeper, 7'6" tine bar head SN/95046
- SHM85 specialty harvest machine, 85HP 7'6" tine bar head SN/41365
- HS30 Weiss McNair 7' Auger, rebuilt engine coming