



## 2024 Pre-harvest Package

### Table of Contents

Pre-harvest Letter.....	1
GGO Harvest Contact Information .....	5
Harvest Expectations .....	6
Industry Best Practices 2024.....	7
Grape Harvester Wash Water Best Management Practices .....	8
Grapes for Processing Prices 2024.....	9
2024 Licence Fees per Tonne.....	10
Payment Information Sheet – Grape Crush 2024 .....	11
How to Calculate % of Load to Block .....	13
Wine Grape Testing Manual.....	14
Grape Rejection Dispute Protocol .....	21
eGrape System 2024 Harvest.....	23
eGrape How-To Guide .....	25
Agricorp Grape Adjusters Contact Information.....	40
2024 Plateau Pricing Consent Form.....	41
2024 Plateau Pricing F.A.Q.....	43
GGO Regulations - 2024.....	45
Appendix A – GGO Weighbill Example .....	56
Appendix B – 2024 Licence Fees per Tonne .....	57
Appendix C – Dealer Licence Application Form .....	58
Appendix D – Licence as a Dealer of Grapes .....	59



# Grape Growers of ONTARIO

August 16, 2024

## Re: Pre-Harvest Package - 2024

Dear Grower/Processor:

As harvest approaches, the Grape Growers of Ontario would like to draw your attention to the enclosed 2024 pre-harvest package which contains important information including: industry best practices, grape sampling and brix testing manual, eGrape weigh-bill entry instructions, grape prices, fees and the grape payment information sheet. A few additional reminders for the 2024 Grape Harvest:

### Responsibilities during Grape Sampling Procedures

As outlined in the Vineyard to Harvest Industry Best Practices 2024 enclosed in this package:

- 1) Upon scheduled delivery/arrival (whichever is later), no processor or grower should leave delivered grapes for:
  - **more than 1 hour** before brix sampling
  - an **unreasonable time** before weighing of the grapes.

As outlined in the Wine Grape Testing Manual 2024 enclosed in this package:

- 1) During sampling for testing **under the on-site program**, the grower or the grower's representative will have the right to ensure that the sample is selected in the proper manner outlined under Methods of Sampling.
- 2) During sampling for testing **under the pick-up program**, the grower or the grower's representative will have the right to ensure the two samples are selected in the proper manner as outlined under Methods of Sampling. It shall be the responsibility of the grower or their representative to see that the two samples are taken, marked, sealed, and stored correctly.
- 3) For samples taken for testing **under the pick-up program**, it shall be the responsibility of the processor to ensure that samples are kept in a designated area and kept at a temperature not to exceed 8° Celsius until collected by the tester and taken to the designated testing location. Please contact the tester as soon as the samples are ready for pick-up. For Niagara, please contact the tester before 9am for same-day pick up.

If you have any questions on grape sampling procedures, please contact Ellen Keracher at 289-219-3065 or Keara White at 289-929-7384.

**NOTE: Any grape variety or end use that is to be registered with VQA MUST be tested.**

### *Rooted in Ontario*

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1634 South Service Road, St. Catharines, ON L2R 6P9  
P. 905.688.0990 F. 905.688.3211  
E. [info@grapegrowersofontario.com](mailto:info@grapegrowersofontario.com)  
[grapegrowersofontario.com](http://grapegrowersofontario.com)





# Grape Growers of ONTARIO

**A reminder that any pick-up program sample without a fully completed brix sampling tag will not be picked up.**

WINE GRAPE GRADING PROGRAM	
DATE _____	LOAD # _____
PROCESSOR _____	PROCESSOR # _____
GROWER _____	GROWER # _____
GRAPE VARIETY _____	TEL.: _____
SAMPLE	
<input type="checkbox"/>	<input type="checkbox"/>
1	2
_____	
SAMPLER'S SIGNATURE	

All rejection disputes must be referred to Ellen Keracher at McKibbon Associates Inc. immediately upon notification of a grape rejection dispute to trigger the inspection. (See grape rejection dispute protocol).

It is important to note that for crop insurance any dispute between a processor and grower with regard to grape rejections for VA, TA, pH or brix must be accompanied by a minimum of two rejections slips.

## **Weigh Bill Submission**

To ensure accurate and timely weigh bill submissions we are asking that you follow these steps at harvest time:

1. When grapes are harvested, growers are to indicate grower number, variety, vineyard and block location on the weigh bill (please see example enclosed) using either the eGrape ID's or your own vineyard and block IDs. Additional weigh bills can be obtained by calling Keara White at 905-688-0990 x 221.
2. Please send the weigh bill with the truck to the Winery.
3. Upon delivery to the winery, ensure grapes are weighed and Brix samples are properly collected using the protocol in the Wine Grape Testing Manual (enclosed). Retain a weigh bill carbon copy for your records.
4. Processors are to enter weigh bills into eGrape within 72 hours after delivery by logging into the eGrape system at [www.egrape.ca](http://www.egrape.ca).
5. Growers should review eGrape weigh bills to ensure accuracy of entry.

Go to: [www.egrape.ca](http://www.egrape.ca) and enter the site by using your eGrape login and password.

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E. [info@grapegrowersofontario.com](mailto:info@grapegrowersofontario.com)  
[grapegrowersofontario.com](http://grapegrowersofontario.com)





# Grape Growers of ONTARIO

## Grape Payment

2024 Cheque Pick-up Day will be held November 15<sup>th</sup>, 2024 for all grapes harvested on or before November 7<sup>th</sup>, 2024.

Processors, please be sure to review the Payment Information Sheet included in this package for detailed timelines and protocols for grape payments. Section 15 of the Grape Growers of Ontario Regulations – 2024 outlines necessary compliance for wineries.

## Sustainability Certificates

For those growers who have achieved sustainability certification in 2024 and require proof of certification, the certificate can be downloaded from eGrape. After logging into your grower account in eGrape, click on the 'Sustainability' menu button and then the 'Download Certificate' button.

## Organic and Sustainable Grape Tracking

For those growers and processors looking to track sustainable and organic grape weigh bills, the triplicate forms include a check box option. Additionally, notes can be made within an electronic weigh bill by clicking the notes link on the left-hand panel. There is a limit of 4,000 characters.

## VQAO Grape Documentation Requirements:

VQAO regulations require that documentation be provided from GGO on all grapes used in VQA wines. The only acceptable "weigh bill" for VQA purposes is a print-out from the eGrape system administered by GGO. Records must include the identity of the grower, vineyard location, grape variety, tonnes, brix (as independently tested by McKibbin Associates) and date of harvest.

Please note that handwritten slips or any documentation generated outside of the GGO system will not be accepted. Grapes that are not properly registered in eGrape will not be eligible for use in VQA wines.

Wineries that purchase grape must or wine from a third party (someone other than the grower of the specific grapes) should ensure they are provided with complete and accurate e-Grape records. Purchases from third parties who are not VQA wineries must be completed by and delivered to the recipient VQA winery no later than August 31 of the following year. The entire content and origin of purchased juice, must or wine must be supported by e-Grape records from the original grower(s). In the case of transfers between VQA wineries, the VQA transfer process must be followed. Wine transferred from a grower, agent or manufacturer that does not hold an AGCO Manufacturers Licence and is not subject to regular VQA audits is not eligible for use in a VQA wine.

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E. [info@grapegrowersofontario.com](mailto:info@grapegrowersofontario.com)  
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# Grape Growers of ONTARIO

## Bird Scaring Device Setting

The use of bird bangers are a normal farm practice but grape growers MUST be vigilant and ensure their equipment is in proper working order. This means sensors, timers and setbacks, volume and frequency are set and monitored correctly.

If you are using propane cannons, remember to operate them only when birds are feeding (dawn to dusk) which starts at about 30 minutes before sunrise, and ends about 30 minutes after sunset, when there is enough light for birds to forage.

It is recommended that growers notify neighbours within 175m of your property about when and how your bird bangers will be operated and who to call if there is a problem.

Neglect or unnecessary or malicious use for any other purpose will not be tolerated and action from the Normal Farm Practices Board may be taken which could result in the loss of use of bird bangers.

For more information and resources on bird bangers, please follow the links below:

<http://www.omafra.gov.on.ca/english/engineer/facts/10-053.htm>

<http://www.omafra.gov.on.ca/english/engineer/facts/17-029.htm>

[https://www.youtube.com/watch?v=BQrv-](https://www.youtube.com/watch?v=BQrv-Y6yDU0&index=16&list=PLxmz9ERQIsZuqGYSGZglwIVFW9kV1Vjo2&t=0s)

[Y6yDU0&index=16&list=PLxmz9ERQIsZuqGYSGZglwIVFW9kV1Vjo2&t=0s](https://www.youtube.com/watch?v=BQrv-Y6yDU0&index=16&list=PLxmz9ERQIsZuqGYSGZglwIVFW9kV1Vjo2&t=0s)

Please refer any harvest related questions to Keara White at 289-929-7384.

Yours truly,

Debbie Zimmerman  
CEO, Grape Growers of Ontario  
[d.zimmerman@grapegrowersofontario.com](mailto:d.zimmerman@grapegrowersofontario.com)

cc: Matthias Oppenlaender, Chair, Grape Growers of Ontario

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# Grape Growers of ONTARIO

## **Grape Growers of Ontario Contact Information**

Please contact the following Grape Growers of Ontario staff with questions surrounding the eGrape system, harvest, brix testing, GPS vineyard mapping and grower payment.

### **Keara White**

p. 905-688-0990 x221

c. 289-929-7384

[kwhite@grapegrowersofontario.com](mailto:kwhite@grapegrowersofontario.com)

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## HARVEST REMINDER

We recommend that all wineries provide their growers with detailed expectations for harvest before delivery:

- Required brix levels for each variety
- VA limits
- Lady Beetle (Seven-spotted and MALB) counts
- Delivery schedules
- Plateau Pricing Consent Forms should have been signed and returned to the GGO office by June 1, 2024

# Vineyard to Harvest Industry Best Practices 2024

**\*NOTE: Processors' standards may differ from those presented below. Please contact your processor(s) for specific winery standards.**

1. Communication between grower and the processor is key!
2. Lady Beetle (Seven spotted and/or MALB)
  - 3 Visible Lady Beetles per tonne of grapes
  - check with your processor
3. Volatile Acid (VA) - 0.24 and lower
  - check with your processor
4. Brix Sampling Procedure - Refer to "Wine Grape Testing Manual - 2024". These manuals will be provided to you by the GGO and/or McKibbon Associates Inc. Brix Testing - 2 samples per delivery must be taken.
5. Brix Results - Brix results from McKibbon Associates Pick-up Program should be available in the **eGrape system within 24-36 hours** from the time a sample is taken. Results are emailed to the administrators and primary contacts of the grower and processor accounts. Please call McKibbon Associates Inc., if you do not receive your sample results. McKibbon Associates will continue to enter brix results directly into eGrape weigh bills for processors.
6. Rejections -All growers need a rejection slip from a processor listing the reason for rejection. All **PRODUCTION INSURED** growers need **two rejection slips** from different processors and should contact their adjuster immediately upon a rejection.
7. Grape Rejection Protocol - refer to the "Grape Rejection Dispute Protocol" document to ensure proper steps are followed by all parties if a rejection dispute arises.
8. Upon scheduled delivery/arrival (whichever is later), no processor or grower should leave delivered grapes for:
  - **more than 1 hour** before brix sampling
  - an **unreasonable time** before weighing of the grapes.
9. Refer to the GGO Regulations made under the Farm Products Marketing Act in case of a dispute.
10. Follow and respect winery COVID-19 protocols and policies.

**Always check with your processor prior to harvesting any grapes!**



## **Grape Harvester Wash Water: Best Management Practices**

### **Background**

Ontario grape growers recognize the importance of having access to good quality water to produce high quality grapes. Grapes are grown in close proximity to ditches, lakes, and wetlands. Taking proper precautions when washing down grape harvesters will minimize negative impacts, protect irrigation sources and provide a safe work environment for workers and neighbours.

There are many benefits to cleaning grape harvesters including:

- Preventing accidental spread of pests and weed seeds,
- Preventing the build-up of hard-to-remove debris,
- Reducing offensive odours that may affect fruit quality, and
- Reducing corrosion and preventing mechanical problems.

There are many grape harvesters operating in Ontario, with most harvesters being washed down daily with 500 to 2,000 gallons of water. Using more water during the washing process does not reduce the risk of pollution by dilution.

### **Best Management Practices**

The following Best Management Practices have been developed by Grape Growers of Ontario in consultation with Terra-Dynamics Consulting Inc.

Wherever possible producers should adopt the following practices:

- Growers must use municipal water sources to wash their harvesters.
- All washing must be done more than 30m away from streams and ditches (even if they are dry).
- Ensure that there are no open pipes or drains between the location where you are washing the harvester and nearby streams and ditches (ie. irrigation channels etc.).
- Re-apply solids such as grape skins, leaves and rachides into the vineyard.
- Store and land apply grape harvester wash water
  - through a liquid tank (manure spreader)
  - or through an irrigation system (sprinkler or drip)
- Treat wash water in an approved on-site treatment system
  - Septic system
  - Other
- Store wash water in a holding tank, pump it out and deliver to a municipal wastewater treatment plant.

Following the proper procedures when washing down grape harvesters will reduce the risk of water pollution, and help protect our natural water resources. If you have any questions or concerns please contact the GGO office at 905-688-0990.



## Grapes for Processing Prices 2024

Class	Variety	\$ per Tonne
1	Concord	\$593
2	Niagara, Wiley White	\$593
3	Experimental Labrusca	\$679
5	De Chaunac	\$840
5a	Marechal Foch, Leon Millot	\$994
5b	Baco Noir, Marquette	\$1,100
5c	Castel, Chambourcin, Frontenac, GR7, Villard Noir	\$1,075
5d	Experimental Red Hybrids, Lucy Kuhlmann, Petite Pearl, Red Amurensis, Regent, Sabrevois	\$819
6	New York Muscat	\$663
7	Aurore, S.V. 23-512	\$620
7a	Seyval Blanc, Vidal	\$749
7b	Geisenheim Hybrids, GM 322-58	\$652
7c	Experimental White Hybrids, Frontenac Blanc, Frontenac Gris, l'Acadie Blanc, Traminette	\$573
9	J. Riesling	\$1,680
9	Riesling Plateau	\$1,319
9a	Auxerrois, Kerner	\$1,526
9b	Chardonnay, Chardonnay Musque	\$1,792
9b	Chardonnay Plateau	\$1,374
9c	Gewurztraminer	\$1,915
9d	Pinot Gris, Pinot Blanc	\$2,163
9e	Sauvignon Blanc, Semillon	\$2,105
9f	Muscat Ottonel	\$1,663
9g	Viognier	\$1,630
9h	Experimental White Vinifera, Aligote, Chenin Blanc, Columbard, Gruner Veltliner, Marsanne, Melon de Bourgogne, Morio Muscat, Riesling Traminer, Savagnin	\$1,550
10	Gamay Noir, Zweigeltrebe (Rotburger)	\$1,598
10a	Pinot Noir	\$2,523
10b	Cabernet Sauvignon	\$2,403
10c	Cabernet Franc	\$2,165
10d	Merlot, Petit Verdot	\$2,406
10e	Sirah, Shiraz, Syrah	\$2,770
10f	Dornfelder	\$1,879
10g	Experimental Red Vinifera, Limberger, Malbec, Nebbiolo, Pinot Meunier, Sangiovese, St. Laurent, Tannat, Tempranillo	\$1,685
	Distilling	\$128
	Sherry	\$306

### Late Harvest Juice

Variety	\$ per Litre
<i>Late Harvest Juice at 26° Brix</i>	
Hybrid & Vinifera juice	\$ 4.77
<i>Icewine Juice at 35° Brix</i>	
Hybrid juice	\$ 9.45
Vinifera juice	\$ 19.99

#### Note:

Minimum prices for  
Icewine grapes is 129%  
of the varietal base price.



## 2024 Licence Fees per Tonne

Class	Variety	Board Fees	Grading Fee	R&D Fee
1	Concord	\$7.00	-	-
2	Niagara, Wiley White	\$7.00	-	-
3	Experimental Labrusca	\$7.00	-	-
5	De Chaunac	\$12.90	-	\$ 2.05
5a	Marechal Foch, Leon Millot	\$14.00	-	\$ 2.05
5b	Baco Noir, Marquette	\$14.70	-	\$ 2.05
5c	Castel, Chambourcin, Frontenac, GR7, Villard Noir	\$14.55	-	\$ 2.05
5d	Experimental Red Hybrids, Lucy Kuhlmann, Petite Pearl, Red Amurensis, Regent, Sabrevois	\$12.75	-	\$ 2.05
6	New York Muscat	\$11.65	-	\$ 2.05
7	Aurore, S.V. 23-512	\$11.35	-	\$ 2.05
7a	Seyval Blanc, Vidal	\$12.25	-	\$ 2.05
7b	Geisenheim Hybrids, GM 322-58	\$11.60	-	\$ 2.05
7c	Experimental White Hybrids, Frontenac Blanc, Frontenac Gris, l'Acadie Blanc, Traminette	\$11.05	-	\$ 2.05
9	J. Riesling	\$18.80	\$1.65	\$ 2.05
9a	Auxerrois, Kerner	\$17.70	-	\$ 2.05
9b	Chardonnay, Chardonnay Musque	\$19.55	\$1.65	\$ 2.05
9c	Gewurztraminer	\$20.45	\$1.65	\$ 2.05
9d	Pinot Gris, Pinot Blanc	\$22.15	\$1.65	\$ 2.05
9e	Sauvignon Blanc, Semillon	\$21.75	\$1.65	\$ 2.05
9f	Muscat Ottonel	\$18.65	\$1.65	\$ 2.05
9g	Viognier	\$18.45	\$1.65	\$ 2.05
9h	Experimental White Vinifera, Aligote, Chenin Blanc, Columbard, Gruner Veltliner, Marsanne, Melon de Bourgogne, Morio Muscat, Riesling Traminer, Savagnin	\$17.85	-	\$ 2.05
10	Gamay Noir, Zweigeltrebe (Rotburger)	\$18.20	\$1.65	\$ 2.05
10a	Pinot Noir	\$24.70	\$1.65	\$ 2.05
10b	Cabernet Sauvignon	\$23.85	\$1.65	\$ 2.05
10c	Cabernet Franc	\$22.20	\$1.65	\$ 2.05
10d	Merlot, Petit Verdot	\$23.85	\$1.65	\$ 2.05
10e	Sirah, Shiraz, Syrah	\$26.40	\$1.65	\$ 2.05
10f	Dornfelder	\$20.15	-	\$ 2.05
10g	Experimental Red Vinifera, Limberger, Malbec, Nebbiolo, Pinot Meunier, Sangiovese, St. Laurent, Tannat, Tempranillo	\$18.80	-	\$ 2.05
	Distilling	\$5.50	-	-
	Sherry	\$7.75	-	-

**NOTE: 2024 Vertically Integrated Tonnage licence fee rebate is \$2.00 per tonne.**



**PAYMENT INFORMATION SHEET – GRAPE CRUSH (2024)**

**Grower Payment by Cheque**

Grower cheques (made payable to the growers) must be dated no later than November 15, 2024 and delivered to the Grape Growers of Ontario no later than November 7, 2024. The Grape Growers of Ontario will provide a copy of the grower statement to be enclosed with all cheques. **We ask that you do not submit cheques in individual envelopes, as all payments must be verified prior to the grower receiving them.**

**Grower Payment by Direct Deposit or eTransfer**

Direct deposit or eTransfer payment arrangements between a processor and grower must be made directly on or before November 15, 2024. **Confirmation of the payment must be submitted to the GGO on or before November 15, 2024. The confirmation must include all the following information:**

- Amount
- Reference Number
- Date of deposit or date of payment acceptance
- Full Grower Company Name
- Full Processor Company Name

**Board Fee Payment**

Cheque payment for Board Fees and HST (made payable to the Grape Growers of Ontario) should be dated November 15, 2024. Deliver the cheque along with the grower payment cheques to the Grape Growers of Ontario office by November 7, 2024. Electronic payment is also acceptable for license fees to the GGO. Direct deposits can be made by contacting our office. Interac eTransfers can be sent to [accounting@grapegrowersofontario.com](mailto:accounting@grapegrowersofontario.com).

Payments and/or payment confirmations for any grapes harvested November 8<sup>th</sup> onwards still need to be delivered to the GGO Board Office in a timely manner.

**PLEASE NOTE:**

**Cheques can be DROPPED OFF at or SENT BY COURIER to the address below:**

Grape Growers of Ontario c/o Grape and Tender Fruit (Ontario) Ltd,  
1634 South Service Road,  
St Catharines, ON, L2R 6P9

**Fed Ex, UPS or Purolator are considered courier.**

**Please indicate the following message on your courier package:  
“7<sup>th</sup> Street and South Service Road at the QEW”**

**THE ABOVE INFORMATION IS SUPPORTED BY THE FOLLOWING REGULATIONS:**

Under Regulations - 2024, Section 15

15. (a) Where the buyer of the grapes is a processor, the buyer shall, not later than the 15th of November in the current year in which the grapes were purchased, pay the full purchase price of the grapes.
- (b) Where the buyer of the grapes is a dealer, the dealer shall, not later than the 15th day of November in the year in which the grapes were purchased, pay the full purchase price of the grapes.
- (c) The buyer shall pay for all grapes purchased using either direct deposit or cheque. Verification of the payment amount and payment method is to be registered with the GGO no later than the 7th day of November of 2024, in which the grapes, including grapes left on the vine for late harvest juice, were purchased from the producer.
  - (i) The buyer shall pay for all grapes purchased by cheque payable to the producer and delivered to the local board, no later than the 7th day of November of the current year in which the grapes, including grapes left on the vine for late harvest juice, were purchased from the producer.
  - (ii) Payment by direct deposit will require the purchaser to file with the Grape Growers of Ontario a copy of the electronic statement on November 15th of 2024 as verification of the payment amount, including grapes left on the vine for late harvest juice, were purchased from the producer.
- (d) Payment may be post-dated to the payment date prescribed under subsection (a) or subsection (b) as the case may be.
- (e) Every buyer of late harvest juice from a producer shall pay the producer using either direct deposit or cheque at the option of grower and/or purchaser within 30 days of the delivery of the late harvest juice to the buyer as outlined in sec 15 (c).

# HOW TO CALCULATE...

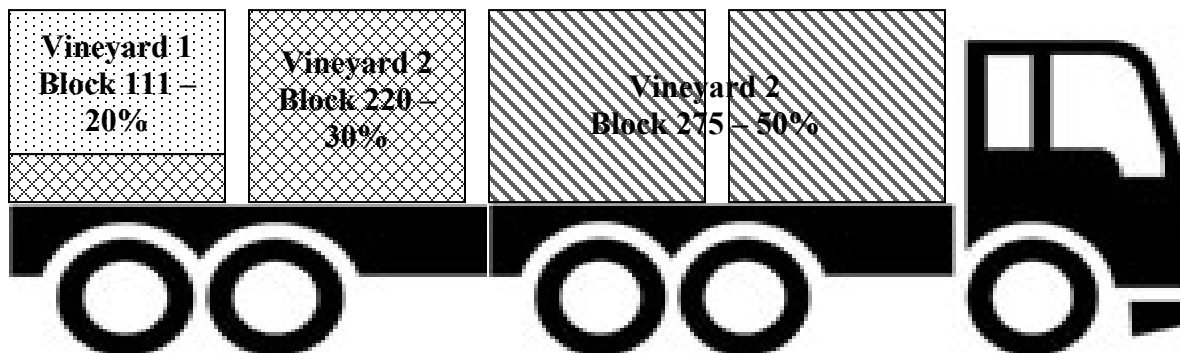
## % OF LOAD TO BLOCK

**% of Load to Block** is calculated by taking the **total weight** of the delivery/load and splitting it over the **number of different blocks** harvested.

- % of load to block is your best estimate of how much tonnage came from each block for any given delivery.

Example:

- John is harvesting 3 blocks of Riesling on one truck
- His Net Weight is 32,000kg
- John fills out the % of Load to Block on weigh bill by estimating how much tonnage on the truck came from each block.



\* Note – if you harvest from one block multiple times, all tonnage values will be totaled at the end of harvest within eGrape, to give you a total block yield

# WINE GRAPE TESTING MANUAL

Updated 2024

Services provided by:

**McKibbon Associates Inc.**

**Contact: Ellen Keracher 289-219-3065**

In cooperation with:



**Contact: Keara White 289-929-7384**

## INTRODUCTION AND APPLICATION

Grape sugar testing was instituted at the request of the industry in the early 1980's as a means of determining each grower's load payment and helping to ensure the quality of grapes delivered for processing. In the 1990's, the Brix reading was used to determine if grapes met VQAO standards. Since this service applies to both the grower and the processor, it is of prime importance that testing staff, as a neutral third party, remain fair and unbiased in all cases. Uniformity of test interpretation and correct implementing of procedures is essential.

The following varieties for which sugar standards have been established must be tested:

Riesling	Chardonnay	Gewurztraminer	Pinot Gris
Pinot Blanc	Sauvignon Blanc	Semillon	Viognier
Muscat Ottonel	Gamay	Zweigeltrebe/Rotburger	Pinot Noir
Cabernet Sauvignon	Cabernet Franc	Merlot	Petit Verdot
Syrah/Shiraz			

**NOTE: Any other variety or end use that is to be registered with VQA MUST be tested.**

In addition, all varieties of grapes used by a distiller for distilling purposes must be tested.

## NEW PROCESSORS AND RANDOM SAMPLING

Prior to harvest McKibbon Associates will provide an overview to all new processors and a random sample of existing processors each year to ensure processors are aware of the correct sampling methods.

## WINE GRAPE TESTING PROGRAM STRUCTURE AND DETAILS

There are two programs in place for wine grape testing in Ontario. The On-Site program is operated at six large winery sites. For all other processors, the Pick-Up program is in place for collecting samples taken for testing.

### 1. SAMPLING FOR TESTING UNDER THE ON-SITE PROGRAM

Growers delivering grapes to be sampled at large processors will have their samples selected by an employee of McKibbon Associates, a third-party independent tester located on-site at the processor. The grower or the grower's representative will have the right to ensure that the sample is selected in the proper manner outlined under Methods of Sampling.



The sample will be tested immediately by the tester and the results given to the processor and the grower. Either party can request a retest at this time. The second sample will then be taken and tested. The results of the two tests will be averaged and this will be the final brix reading for the load. The final result(s) will be written on the triplicate weigh bill and entered into the eGrape system for record. Growers and Processors will both receive a notification from eGrape for each brix result entered. **A copy of the triplicate weigh bill form must be left with McKibbon Associates staff for on-site testing locations.**

The testing equipment for one complete set-up for the on-site program is listed as follows:

#### Ontario Grape Testing Program

1. Plastic bags and pails, bowls, cheesecloth, pipettes
2. Numbered lock seal, blue sample tags
3. Refractometer, distilled water, Kim wipes

#### Processor

1. Probe sampler
2. Personnel for sample selection
3. Sampling platform
4. Refrigeration for sample

Extra supplies can be delivered to a processor by McKibbon Associates upon request.

## **2. SAMPLING FOR TESTING UNDER THE PICK-UP PROGRAM**

Growers delivering grapes to be tested under the pick-up program will have their samples selected by the processor by the described methods.

The grower or the grower's representative will have the right to ensure the two samples are selected in the proper manner as outlined under Methods of Sampling. It shall be the responsibility of the grower or their representative to see that the two samples are taken, marked, sealed, and stored correctly.

The following information shall be written on a tag affixed to each sample by a numbered lock seal. The number from the lock seal will also be written on the blue sample tag for McKibbon Associates and on the weigh bill for grower receipt. **Any sample with an incomplete or unreadable sample tag will not be picked up.**

1. Date
2. Unique Identification Number (Cable Tie #)
3. Processor's Name and Processor Number

4. Grower's Name and Grower Number
5. Variety of Grape
6. Sample Number (#1 or #2)

It shall be the responsibility of the processor to ensure that samples are kept in a designated area and kept at a temperature not to exceed 8° Celsius until collected by the tester and taken to the designated testing location. Please contact the tester as soon as the samples are ready for pick-up. For Niagara, please contact the tester before 9am for same-day pick up.

Results will be entered by McKibbon Associates in the eGrape system at which point a notification will be sent from eGrape to the Processor and Grower. When a weigh bill is entered by a processor and the unique ID from the sugar sample is entered, the result will automatically link the brix sample to the weigh bill.

**The following items will be provided to processors in the pick-up program:**

**1. Numbered Lock Seal**



**2. Blue Sample Tag**

 A blue sample tag with a white circular hole on the left side. The text 'WINE GRAPE GRADING PROGRAM' is centered at the top. Below this, there are several fields for information:
 

DATE \_\_\_\_\_ CABLE TIE # \_\_\_\_\_

PROCESSOR \_\_\_\_\_ PROCESSOR # \_\_\_\_\_

GROWER \_\_\_\_\_ GROWER # \_\_\_\_\_

GRAPE VARIETY \_\_\_\_\_

SAMPLE

1 2

 A red arrow points from the lock seal image above to the 'CABLE TIE #' field on the tag.

In the above example, “96193” is the unique ID to the grape sample. This number must be written on the blue sample tag under “Cable Tie #” for McKibbon Associates and this same number must be written on the weigh bill for grower receipt.

## **METHODS OF SAMPLING**

### **GRAPE SAMPLES**

#### **HAND HARVESTED GRAPES**

1. Randomly collect loose bunches from a number of different containers.
2. Choose these bunches from all available portions of the load.
3. Place bunches in a clean plastic bag.
4. Repeat this procedure for the second sample.

#### **MECHANICALLY HARVESTED GRAPES**

1. A hand-held stainless-steel probe is used to collect samples from the bulk tanks that are used with machine harvesters.
2. One probe should be taken from each bulk container.
3. For the first bin, lower the probe fully into the bin, remove and dump the juice back into the bin to eliminate any water. Then lower the probe fully into the bin to collect a sample.
4. Twist the handle of the probe to open the channel and allow the sample to enter.
5. Close the channel by twisting and lift the probe out of the bin.
6. Place the loaded probe in a bucket lined with a heavy plastic bag trying to keep juice leakage to a minimum.
7. Open the channel and collect the content in the pail - be careful not to puncture the bag with the tip of the probe.
8. Repeat this procedure for each of the bins on the truck.
9. Repeat these procedures to collect the second sample in a separate bag.

#### **For pick up processors only**

1. Follow the outlined steps above to collect the sample based on the relevant type of harvesting.
2. Fill out identification tags and attach to the bag with a numbered lock tie.

3. Both samples shall be kept in the designated area until picked up by the tester.

### **JUICE SAMPLES**

1. After the grapes have been processed, a sample of juice from the tank can be submitted.

NOTE: this sample can only come from one variety from an individual grower.

2. Discard 250mL of juice from the tank valve prior to collecting the sample.

#### **For pick up processors only**

3. Fill out ID tag and attach to the juice container with a numbered lock seal.
4. Only one sample is required if this method is used.

### **RETEST PROVISIONS FOR PICK UP PROGRAM**

If a grower or processor questions the results of the first sample, a request may be made by either party to have the second sample Brix reading averaged with the results of the first sample. NOTE: The second sample is sugar tested at the same time as the first sample is tested and the result is available should either party request a retest. A request for a retest at a pick-up processor location should be made within 72 hours of the time the sample is tested.

### **LOST OR TAMPERED SAMPLES**

When samples have been lost or tampered with, the tester will report all the information to the supervisor. There will be no readings conducted on the tampered sample.

The supervisor shall try to determine:

1. Previous and/or subsequent load readings averaged.  
Or
2. Previous and/or subsequent samples from the same vineyard.  
Or
3. Grower and processor to provide information for the supervisor to arbitrate including records from the same vineyard but sold to another processor, vineyard records and processor records. This option requires mutual agreement by the grower and the processor.  
Or
4. If all else fails, apply the base price that has been established for the variety.

## Viewing Sugar Testing Results – Growers and Processors



Harvest Date	Weigh Bill Number	Internal ID	Grower ID	Grower Name	Varietal	Status
05/11/2014	14244501712300	436	0445	ANDREW PELER LTD - HILLEBRAND ESTATES WINERY	GRYLLSTRAMMER	Rejected
05/11/2014	1424450000000		0445	ANDREW PELER LTD - HILLEBRAND ESTATES WINERY	BACO NOIR	Submitted

You can access your sugar results in eGrape. Those contacts with administrator access will receive an email notification from eGrape whenever a new test result is submitted.

Click on this button to view the results for tests that have been completed and logged by the third-party tester.

Like the Weigh Bill Search grid, you can sort the results by any of the columns in the results table, as well as use the “Search” field to find a specific sample.



Date Created	Grower ID	Grower Name	Varietal	Brix Level
06/11/2014	4436	GRAPE GROWERS OF ONTARIO	CHARDONNAY	22.5

**NOTE: For further information on industry suggested standards please refer to the document titled “Vineyard to Harvest – Industry Best Practices”, and speak with your processors.**



# GRAPE REJECTION DISPUTE PROTOCOL

Outlined below are the various steps to be taken by growers/drivers, on-site processor staff and on-site testers in the event of a grape delivery rejection dispute. The protocol is outlined for grape deliveries for “On-site Tester Processors” and “Pick-up Program Processors”.

## IMPORTANT CONTACTS FOR THIRD PARTY TESTING

**Ellen Keracher, McKibbon Associates Inc.**

**Cell: 289-219-3065**

## PROCESSOR “ON-SITE TESTER” REJECTION DISPUTE PROTOCOL

Upon a dispute arising between a grower/driver and processor over a grape delivery rejection, the following protocol must be followed in the presence of both the grower (or representative) and processor (or representative):

1. McKibbon Associates Inc. is to be contacted **immediately** of the grape delivery rejection and the third-party testing request.
2. Juice from the **original** sample(s)/test(s) **must** be put into a “sample” container provided by the on-site tester.
3. “Sample” containers are sealed by the on-site tester and the container seal taped.
4. The taped seal is signed by the grower/driver, on-site processor staff and the on-site tester to acknowledge the sample(s) and procedure has been agreed to by all parties.
5. McKibbon Associates Inc. transports the sealed container(s) to Brock University’s lab for third party testing.
6. Brock University lab technician signs off on receiving the sealed and untampered “sample” container(s). Only grape rejection dispute samples delivered by McKibbon Associates will be accepted at Brock University’s lab.
7. Brock University lab technician tests the sample(s) and notifies McKibbon Associates Inc. with the results.
8. McKibbon Associates Inc. will contact the grower/driver and processor with the final lab results.

## PROCESSOR “PICK-UP PROGRAM” REJECTION DISPUTE PROTOCOL

Upon a dispute arising between a grower/driver and processor over a rejection the following protocol must be followed in the presence of both the grower (or representative) and processor (or representative):

1. McKibbon Associates Inc. is to be contacted **immediately** of the grape delivery rejection and the third-party testing request.
2. McKibbon Associates Inc. will deliver “sample” containers to the processor for third party testing.
3. Juice from the **original** sample(s)/test(s) **must** be put into “sample” containers by the on-site processor staff in the presence of the grower/driver.
4. “Sample” containers are sealed by the on-site processor staff and the container seal is taped in the presence of the grower/driver.
5. The taped seal is signed by the grower/driver and on-site processor staff to acknowledge the sample(s) and procedure has been agreed to by all parties.
6. McKibbon Associates Inc. transports the sealed container(s) to Brock University’s lab for third party testing.
7. Brock University lab technician signs off on receiving the sealed and untampered “sample” container(s). Only grape rejection dispute samples delivered by McKibbon Associates will be accepted at Brock University’s lab.
8. Brock University lab technician tests the sample(s) and notifies McKibbon Associates Inc. with the results.
9. McKibbon Associates Inc. will immediately contact the grower/driver and processor with the final lab results.



## eGrape System 2024 Harvest

eGrape will continue to be used throughout the 2024 harvest for registering purchased grape tonnage. This system creates a single point of access for users and streamlines data entry during harvest.

### eGrape WEIGH BILL ENTRY INSTRUCTIONS - 2024

An example of a weigh bill is enclosed. Instructions on how to complete and submit the weigh bill are as follows:

**Grower's portion of weigh bill**

- Step #      **\* Fields are mandatory when submitting a weigh bill.**
1.      **Year\*** – The year the grapes were harvested. This has been pre-populated on the online form.
  2.      **Grower No.\*** – Growers can call Keara White at the Grape Growers of Ontario 905-688-0990 x 221 for their grower number.
  3.      Harvest Date – the date the grapes are harvested (provided by the grower).
  4.      Delivery Date – the date the grapes are received by the processor.
  5.      **Variety\***
  6.      **Processor Name and Number\***
  7.      **Vineyard ID\*** – Maximum four characters – provided by the grower.
  8.      **Block ID\*** – Maximum four characters – provided by the grower.
  9.      **% of Load to Block\*** – The % breakdown of the total blocks on the truck compared to total load (ex. If there are two blocks on the truck, the grower must indicate the percent of load. For example, 50% of the total weight of the load is from block 1 and 50% is from block 2 totaling 100% on the weigh bill).
  10.     Block Management – provided by the grower. Choose either controlled yield or regular block mgt.
  11.     Harvest Type – provided by grower. Choose either hand or machine harvest.
  12.     Weigh Station Location
  13.     Driver Name



14. No. of Containers

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15. **Gross Weight (Kg) \***– Container (Truck, Basket etc.) + Grapes  
**Tare Weight (Kg) \***– Container (Truck, Basket etc.)  
**Net Weight (Kg) \***- Grapes  
  
Note: eGrape system will calculate the Net Weight automatically, once gross and tare weights are entered. If you only have net weight, it can be entered directly without gross and tare weights.
16. **Estimated Weight (Kg)\*** – ONLY for Icewine and Late Harvest Grapes
17. **Sugar (BRIX)\*** – Enter the unique ID from the lock seal secured to the grape sample. This section applies only to those grapes that are priced by sugar levels. Please refer to Brix schedule of varieties.
18. Titratable Acids (TA), Volatile Acids (VA) and Acidity (PH) are sections for grape juice parameters that are required by the winery.
19. Rejection – In the case of rejection please select from the list of reasons given or specify other.
20. **End Use\*** – Indicate the proposed purpose of the juice.

For detailed information on how to use the resources in eGrape, please consult the eGrape How-to Guide enclosed in this package. If you have any questions or require any additional information, please do not hesitate to contact Keara White at 905-688-0990 x 221 or by email at [kwhite@grapegrowersofontario.com](mailto:kwhite@grapegrowersofontario.com).

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# eGrape How-To Guide

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# Table of Contents

- Password Reset.....3**
- Weather.....3**
  - Selecting a Different Weather Station ..... 4
  - Weather Alerts ..... 4
  - Monitor Alerts ..... 4
  - Trigger Alerts..... 5
- Profile – Grower and Processor Administrators.....5**
  - Permissions..... 5
  - Contacts ..... 6
- Viewing Sugar Testing Results – Growers and Processors.....6**
- Entering Weigh Bills – Processors Only .....6**
- Request Report – Processor Only.....9**
- Weigh Bill Adjustments – Processors Only .....9**
- Accessing Your Summary Reports – Growers and Processors..... 10**
- Activity Recording – Growers Only ..... 11**
  - Adding Spray Records..... 11
  - Generating a Spray Report..... 12
- Reporting..... 13**

# Password Reset

If you have forgotten your password, click “forgot my password on the login screen at [www.egrape.ca](http://www.egrape.ca).

Users can enter their eGrape username “John Smith” or their email address on their eGrape account [johnsmith@hotmail.com](mailto:johnsmith@hotmail.com)

Click submit and an email will be sent to your email address on file within 24 hours.

### I forgot my password

Please provide your email address or login name to reset your password.

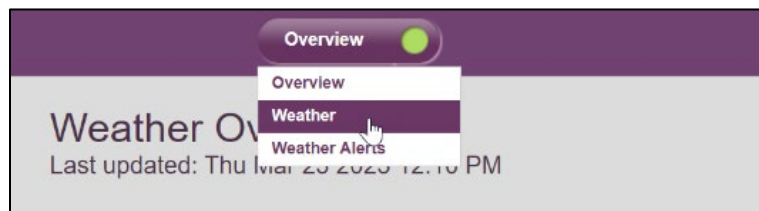
**Username**

- OR -

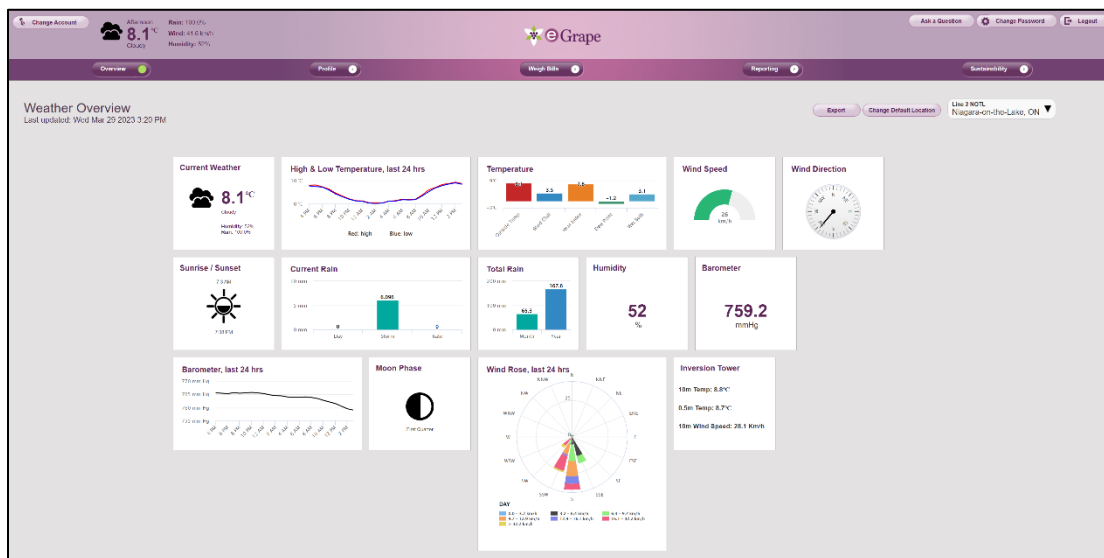
**Email Address**

# Weather

To view the weather overview page, select the “Overview” tab. A drop-down menu will populate, click “Weather.” This page includes near-real time weather information and shows an in-depth analysis of the current weather for the selected

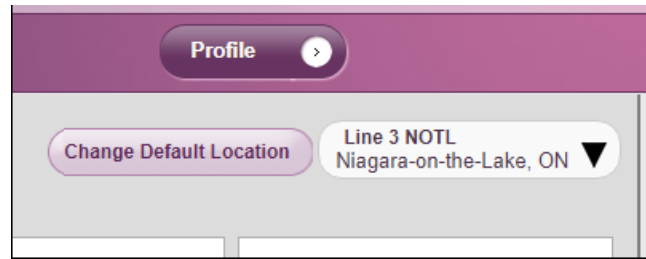
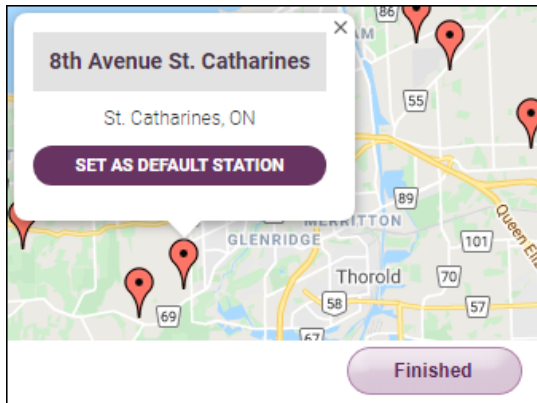


location. The weather overview shows the following datapoints: Current Weather, High & Low Temperature (in the last 24 hours), Temperature, Wind Speed, Wind Direction, Sunrise / Sunset, Current Rain, Total Rain, Humidity, Barometer, Barometer (in the last 24 hours), Moon Phase and Wind Rose (last 24 hours) and Inversion Tower (only populates for locations that have inversion tower data).



## Selecting a Different Weather Station

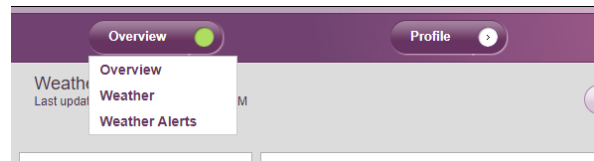
If you are interested in a different station, you can select from the drop-down menu. When you log out, the system will revert to the default station selection. You can set and change the default station so when you log into eGrape it will show your preferred station.



When you click the default station button, it will bring up a map with all accessible stations. You will need to select the preferred station, click on set as default station and click finished.

## Weather Alerts

Growers can set weather alerts through eGrape. There are two types of alerts through the overview tab or dashboard in eGrape. These include monitor alerts and trigger alerts. Both alerts use data collected through the almost 50 weather stations.



## Monitor Alerts

The first is a “Monitor Alert” which allows the growers to receive a 6, 8 or 12-hour summary of up to six different weather variables. Once set, the grower will be emailed at the specific time that was established during setup. These emails will continue until the grower removes the alert through eGrape. Multiple alerts can be setup at once.

In this example, the grower would receive a summary email at 8:00am every day for the previous 12 hours which would include temperature, wind speed, wind direction, humidity, barometer, and rain.

Create Monitor Alert

Station Name	Alert Name	
Line 3 NOTL	Morning Email	
0 Weather Conditions left		
<input type="text"/>		
<input checked="" type="checkbox"/> Outside Temperature (°C)	<input checked="" type="checkbox"/> Wind Speed (km/h)	<input checked="" type="checkbox"/> Humidity (%)
<input checked="" type="checkbox"/> Barometer (mm Hg)	<input checked="" type="checkbox"/> Wind Direction	<input checked="" type="checkbox"/> Rain Day (mm)
Receive Email Alert Daily at:	Weather Data Summary for last:	
8:00 am	12 hours	
<input type="button" value="Cancel"/> <input type="button" value="Add"/>		

## Trigger Alerts

The second type of weather alert is a “Trigger Alert.” This type of alert sets a threshold or trigger to monitor for. If the threshold is passed, the grower will receive an email notifying them of the trigger. A second email, or reset email, is also sent when the trigger is passed in the opposite direction.

Create Trigger Alert

Station Name: Locust Lane Beamsville

Alert Name: Temperature

Conditions to Monitor

Outside Temperature (°C): [dropdown] Is Below: [dropdown] -8

Send me an alert when the weather variable is back within the reset value: -8

The reset value acts opposite to the weather condition above or below.

Cancel Add

In this example, the grower would receive an email when the temperature at the selected weather station drops below -8°C.

A second email will notify the grower when the temperature rises above -8°C. This email effectively, resets the trigger alert to monitor for a temperature below -8°C.

## Profile – Grower and Processor Administrators

Only users set as an Administrator on the account will have access to a Profile button in their top navigation. The ‘Profile’ page has two tabs: ‘Member Profile’ and ‘Contacts.’ On the ‘Member Profile’ tab, you can navigate through all the areas of the user profile. The left-hand menu contains the Business Address and Physical Address where you can change contact information and the business and physical addresses of the business. After you make changes, click the ‘Save’ button at the bottom of the menu to save your changes. ‘Edit History’ will list any changes in the information that have occurred and when the changes happened.

### Permissions

On the left-hand menu of the ‘Member Profile’ you can select Permissions. This is where you can allow your Agricorp adjuster (if you have production insurance) or your processor permission to see certain information on your account. Typically, this is for the ease of filling out accurate weigh bills.

As a grower, you can contact the GGO staff to provide selected processors with access to your Vineyard ID, Block ID, and variety so that it will automatically populate on the weigh bill. Once they have been given permission, those processors will be listed under the ‘Permissions’ menu item in the grower’s Profile.

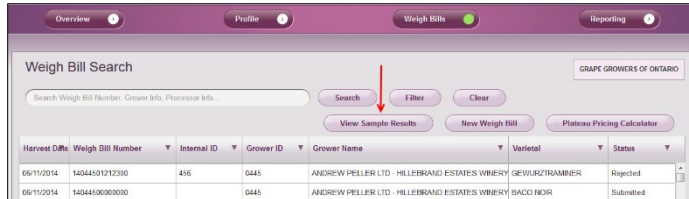
Growers with crop insurance will see a ‘Weigh Bill Access’ section under ‘Permissions.’ Their Agricorp Adjuster will be listed there, and growers can choose to give them access to their weigh bills using a drop down on the right-hand side.

If a Grower has listed a Processor and given them permission to see their Vineyard information, the Grower’s information will appear in the ‘Permissions’ section of a Processor’s Profile.

## Contacts

The 'Contacts' tab in the Profile will list all the contacts and their access level on the Grower or Processor Account. To edit any of the information, just click on the contact you would like to edit and change the information. After you make changes, click the 'Save' button at the bottom of the left-hand menu to save your changes.

## Viewing Sugar Testing Results – Growers and Processors



You can access your sugar results in eGrape. Those contacts with administrator access will receive an email notification from eGrape whenever a new test result is submitted.

Click on this button to view the results for tests that have been completed and logged by the third-party tester.

Like the Weigh Bill Search grid, you can sort the results by any of the columns in the results table, as well as use the "Search" field to find a specific sample.



## Entering Weigh Bills – Processors Only

### Step 1: Ensure you are logged in as a Processor

You should see your Processor account name in a purple box (red arrow) in the top right corner of your screen. If you are seeing your Grower account in a green box, click on "Change Account" (blue arrow) and select a Processor.



### Step 2: Click on Weigh Bill Section



### Step 3: Click on “New Weigh Bill” button

### Step 4: Enter Grower ID #

You will need to know the GGO number for the grower that supplied the grapes. Enter that number and hit either tab or hit “Enter.” The name of the grower will be displayed.

### Step 5: Enter Varietal

As you start to type a varietal, a picklist of options will be displayed with the letter combination you have typed in. Frontenac Gris, Frontenac Blanc, Marquette, Regent, Sabrevois, Petit Pearl and L’Acadie Blanc are now searchable varieties.

If the grower has given you permission to see their vineyard information, you will see a dropdown arrow appear for Varietal. You can select from the pre-populated list or select Other and enter the varietal in the new field.

### Step 6: Enter Vineyard ID and Block ID

Tab to the Crop Traceability screen or click on it in the left-hand navigation bar. If the grower has given you permission to see their vineyard information, you will see a dropdown arrow appear for both the Vineyard ID and Block ID fields.



If you do not have permission, you will see these fields will remain blank – ready for manual data entry.

### Step 7: Enter Percent of Load

For a weigh bill to be submitted, the percent of load field(s) must add up to 100%. You will see an error message if you try to submit a weigh bill that is over 100% and you will not be able to submit a weigh bill where percent of load is less than 100%. If there is more than one load for the weigh bill you are working on, hit tab or enter after entering percent of load on the first row. A second row will appear for you to complete. New rows will appear until percent of load equals 100%.

### Step 8: Enter Weight

Net weight is required for all weigh bills except those with an end use of Late Harvest or Icewine. For these unique weigh bills, an estimated weight is required.

There are two ways to enter Net Weight.

You can enter the Gross Weight and the Tare Weight – the Net Weight will automatically calculate and populate.

You can also simply enter the Net Weight yourself.

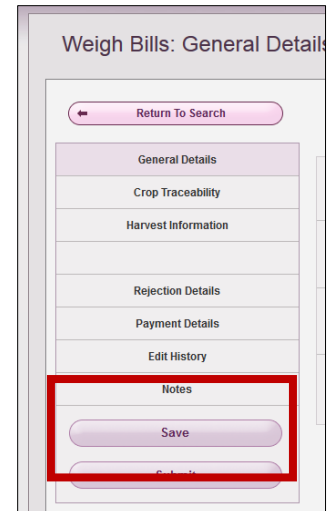
### Step 9: Enter Sugar Scale

This is a number-only field where you will enter the unique ID from the sugar sample provided to McKibbon Associates. They will continue to enter results into eGrape and their result will be automatically uploaded into your weigh bills when you enter a unique sugar testing ID. An error message will appear if you have entered an incorrect unique ID.

## Saving and Submitting your Weigh Bill

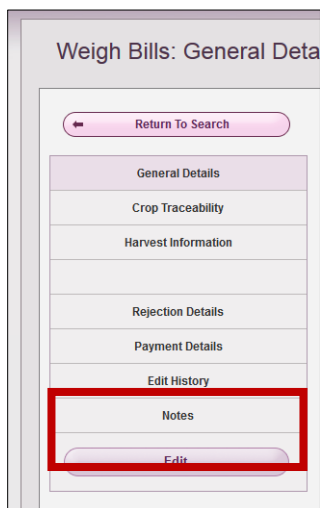
At any time, the weigh bill can be saved – whether all the required fields are completed or not. The weigh bill will go into draft status and the grower will be able to see it in the system when they log in.

The Submit button will be greyed out until all the required fields have been completed. When you are satisfied with the information you have entered, click on “Submit.” The weigh bill will go into “Submitted” status and will be visible to the grower. It will also be pushed to the Vitis system for those growers with crop insurance.



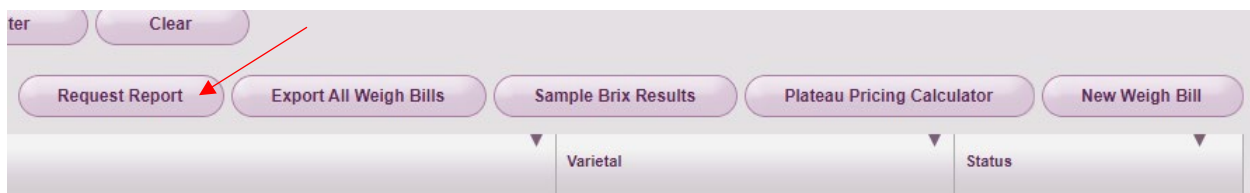
## Editing your Weigh Bill

You will be able to edit your weigh bills when your weigh bills are in Draft or Submitted status. Click the Edit button on the left-hand navigation, make your changes and then hit Submit. If you have changed any of the following five fields, the weigh bill will go into “Pending” status until the changes are reviewed by GGO staff: Processor ID, Grower ID, Varietal, Net Weight, Sugar Scale.



## Request Report – Processor Only

Once a processor has entered all their weigh bills for the season, click the “Request Report” button under the weigh bill search page. This will automatically notify Nick Lemieux at the Grape Growers of Ontario by email that you would like a copy of your harvest summary. If weigh bill edits or additions are required, you may do so and click the “Request Report” button again.



## Weigh Bill Adjustments – Processors Only

Once the GGO’s year-end of January 31<sup>st</sup> has passed all weigh bills are archived and are unable to be edited. To help processors ensure the system remains flexible for audits and record keeping, the GGO has implemented the ability to adjust weigh bills after our year end of January 31<sup>st</sup>.

Step 1: Ensure you are Logged in as the Processor.

You should see your Processor account name in a purple box in the top right corner of your screen. If you are seeing your Grower account in a green box, click on “Change Account” and select a Processor.

**Step 2: Locate the Weigh Bill in Question**

Click on the weigh bill in the weigh bill search screen.

**Step 3: Click Adjust Weigh Bill**

After January 31<sup>st</sup>, the “edit” button in the bottom left corner will disappear and the “adjust weigh bill” button will appear. Click this button and the weight fields will become available again.

**Step 4: Enter Adjusted Field(s)**

When you click submit, the weigh bill will go into “Pending” status until the changes are reviewed by GGO staff.

**Step 5: Re-Run your Summary Report**

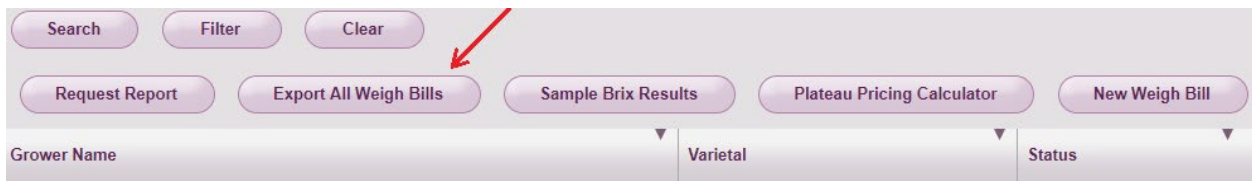
Once the adjusted weigh bill has been submitted and has been approved by the GGO, re-run your processor reconciliation report. You will see your original weigh bill entry plus an additional entry for the adjusted values in orange.

## Accessing Your Summary Reports – Growers and Processors

Under the Reporting Tab in the top right corner, growers and processors can access their harvest summaries. A summary for grape growers is called a “Grower Invoice Summary.” A processor can access their harvest summary through the “Processor Reconciliation” link. Processors will have an additional summary called a “Board Fee Summary” which includes a summary of license fees, sugar testing fees and R&D fees.

Once a grower or processor has selected the report they would like, they just enter in the appropriate date range and select create. The report will be generated in PDF which can be save or printed. Note if pop up blockers are enabled, the report will be generated but not displayed on screen immediately. It can only be accessed through the history button in the reporting page.

**Processors can access their report information in excel by clicking the “export all weigh bills” through the weigh bill page.**



# Activity Recording – Growers Only

The activity reporting tab is available for growers only. The tab has four different pages from the drop down: All Spraying, Mapping, Spray Report, and Irrigation Calculator.

## Adding Spray Records

### Step 1: Ensure you are logged in as a grower

You should see your grower account name in a green box (red arrow) in the top right corner of your screen. If you are seeing your processor account in a purple box, click on “Change Account” (blue arrow) and select a grower account.



### Step 2: Enter Spray Reporting Module

Hover over Activity Recording and select “All Spraying.”



### Step 3: Select Spray Record or Spray Plan

Hover over “New” and select New Plan or New Record. A spray plan is forecasted whereas a spray record has already occurred.

Type	Spray Date	Description	Chemical	Varietal	Vir
PLAN	07/20/2016	P1	ACROBAT 50 WP(450 G/HA)	GAMAY NOIR	15(110)
PLAN	07/20/2016	P2	ACROBAT 50 WP(450 G/HA)	AUXERROIS	16(110)
RECORD	07/20/2016	R1.2	ALLETTE(3.75 KG/HA)	GAMAY NOIR	11(120,130,180), 12(160)
RECORD	07/20/2016	TESTING	KUMULUS DF(12.6 KG/HA)	AUXERROIS	11(110)

The screenshot shows the 'Spray All' page. At the top, there is a search bar with 'All Spraying' selected. To the right of the search bar are buttons for 'Search', 'Filter', 'Clear', and 'New'. A red arrow points to the 'New' button, which has a dropdown menu open showing 'New Plan' and 'New Record' options. Below the search bar is a table with columns: Type, Spray Date, Description, Chemical, Varietal, and Vir. The table contains four rows of data.

### Step 4: Enter a New Record

When entering a spray record, all fields are voluntary to enter. The chemical list and rates are imported directly from Pub360 for convenience. Block IDs and varieties will be available along

with a map of your vineyard(s). A spray record can be saved as a draft or as a final version which can both be edited at any time after saving.

### Step 5: Add Equipment Option

Growers also have the option to add equipment information if they want. Growers can enter specific information into the individual boxes or enter free text into the equipment comment box.

### Generating a Spray Report

Once you have entered spray records into eGrape you are able to generate a spray report. The spray report can be accessed through the activity recording button at the top of the screen or through the reporting section of eGrape.

The date range is defaulted to January 1st of the current year to today's date. Once you enter a date range, select create on the left side of the screen and the report will be generated into a PDF.

Growers can filter their spray records by blocks, chemicals, and varietal to narrow the results of their report.

Overview Profile Weigh Bills

Return to Reports

Create

Select a Date Range: (mm/dd/yyyy)

Start Date: 01/01/2023

End Date: 04/04/2023

Filter Blocks

## Reporting

There are many reporting options available to all users in eGrape.

### 1) Weather Report

This function allows users to generate customized reports from the historical data captured. Users will be able to filter the data generated by selecting Weather Stations, date range, time intervals of data points, as well as each individual data point, they wish to include in the report. Once the filters have been selected, a generated report will export a downloadable Excel file.

Step 1: Select Date/Time Range

Step 2: Select Data Points. If you wish to select all the data points, you can click the box beside 'Select Data Points' and it will automatically check all the options. Please note that data points marked with an asterisk\* may not be available if the selected weather station does not have an inversion tower.

Select Data Points:

Outside Temperature (C)

Wind Chill (C)\*

Heat Index (C)\*

Dew Point (C)\*

Wet Bulb (C)\*

Step 3: Select Weather Stations. Click on the station in the box on the left and it will be added to the box on the right and will be listed on the report. You can select multiple stations at a time.

Step 4: Create the Weather Report by clicking the 'Create' button on the left-hand side to generate the report. Note the report has a maximum capacity of a 3-month date range.

Return to Reports

4 **Create**

1 **Select Date/Time Range** (mm/dd/yyyy hh:mm, 24-hrs time):  
 Start Date & Time: 01/01/2023 00:00  
 End Date & Time: 04/10/2023 16:55

2 **Select Data Points:**

- Outside Temperature (C)
- Wind Chill (C)\*
- Heat Index (C)\*
- Dew Point (C)\*
- Wet Bulb (C)\*
- Temp High (C)\*
- Temp Low (C)\*
- Humidity (%)
- Wind Speed (km/h)
- Wind Direction
- Barometer (mm Hg)
- Rain Day (mm)
- Current Rain Storm (mm)
- Current Rain Rate (mm)
- Total Rain Month (mm)
- Total Rain Year (mm)
- Sunrise
- Sunset
- Moon Phase
- Inversion Tower 10m Temp (C)
- Inversion Tower 0.5m Temp (C)
- Inversion Tower 10m Wind Speed (km/h)

3 **Select Weather Stations:** Selected Stations:

Line 3 NOTL  
 Carlton Street NOTL  
 Lakeshore Road NOTL  
 East Niagara Stone Road NOTL  
 Niagara Parkway NOTL  
 County Road 50 West Harrow

8th Avenue St. Catharines

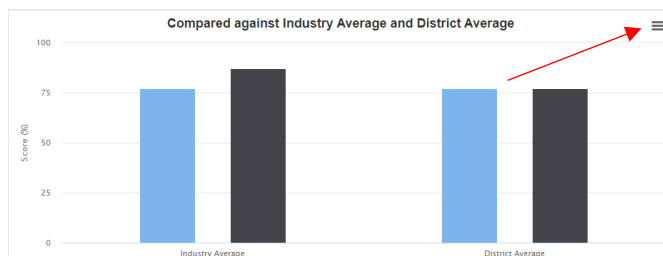
After you make your selections, click the 'Create' button. Then stand by while your report is generated. This may take a few minutes.  
 (\*) Weather data is calculated from measured variables.  
 Note: Not all weather stations have inversion tower capabilities, please ensure the selected station has inversion tower data.

## 2) Seasonal packages

As seasonal packages are developed by the GGO, they will be posted in the Reports section as a reference and resource.

## 3) Sustainability Survey Reports

This report takes your sustainability survey results and creates charts comparing your results to the industry and district average overall and by section. You can download a pdf of all the charts by clicking the button on the right-hand side. You can also download an individual chart by clicking the three lines in the top right corner of each chart.



## 4) Export Guide

This is downloadable pdf guide to export market development. Developed by the GGO, this inventory of resources is designed to assist members in pursuing potential export opportunities and growing the overall market for Ontario wine.

## 5) Transition Planning Webinar Series Link

In 2022 the GGO did a four-part webinar series on Transition Planning. Recordings of the webinars are available on the GGO YouTube profile which can be accessed by clicking 'Open Link.'

## 6) Grower Invoice Summary – Growers Only

This report will provide a summary of the payments paid to the grower within a certain date range. Click 'Create Report' to make a new report. Select the date range you would like the summary to include and click 'Create' on the left. Click 'View Report' to view reports you previously created.

### **7) Spray Report – Growers Only**

This report will generate a pdf of spray records within a certain date range. Click 'View Report' to make a new report. Select the date range you would like the report to include and select the filters you would like to apply. Click 'Create' on the left.

### **8) Spray REI/PHI Report – Growers Only**

This report will pull the Restricted Entry Interval and Preharvest Interval for all the chemicals you have listed in your Spraying Record for the current year. If you have not entered any spray records yet, the report will not show any information. Click 'View Report' to generate the report as a pdf.

### **9) Health and Safety Program – Growers Only**

This is a downloadable pdf of draft Health and Safety policies and procedures for growers to use as a reference when developing such documents for their workplace. Click 'View Report' to see the documents.

### **10) Board Fee Summary – Processors Only**

This report will download a summary of the board fees (licence fees and sugar testing fees) paid during a selected season based on tonnes processed. Click 'Create Report' to make a new report. Select the date range you would like the summary to include and click 'Create' on the left. Click 'View Report' to view reports you previously created.

### **11) Processor Reconciliation – Processors Only**

This report provides a Cheque Summary and detailed breakdown of the processor reconciliation. Click 'Create Report' to make a new report. Select the date range you would like the summary to include and click 'Create' on the left. Click 'View Report' to view reports you previously created.

### **12) Weigh Bills Report – Processors Only**

This report pulls all the weigh bill data based on season. Click 'View Report' and select the season('s') you would like to export the weigh bill data for. Click 'Export' and an excel report will be automatically generated and downloaded.





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Un organisme du gouvernement de l'Ontario

## Agricorp Grape Adjusters – Contact Information

### NIAGARA

Title	Name	Phone Number	Email
Regional Manager	Mark Neufeld	289-407-9846	<a href="mailto:mark.neufeld@agricorp.com">mark.neufeld@agricorp.com</a>
Regional Specialist	Teresa MacNeil	289-407-9845	<a href="mailto:teresa.macneil@agricorp.com">teresa.macneil@agricorp.com</a>
Regional Specialist	Karen Muhl	289-688-8494	<a href="mailto:Karen.Muhl@agricorp.com">Karen.Muhl@agricorp.com</a>
Adjuster	Fred Kauzlaric	289-241-7805	<a href="mailto:Fred.kauzlaric@agricorp.com">Fred.kauzlaric@agricorp.com</a>
Adjuster	Robert Cosby	905-957-0147	<a href="mailto:robert.cosby@agricorp.com">robert.cosby@agricorp.com</a>
Adjuster	Sandra Wiley	905-688-4821	<a href="mailto:sandra.wiley@agricorp.com">sandra.wiley@agricorp.com</a>
Adjuster	Peter van Weerden	519-515-1056	<a href="mailto:peter.vanweerden@agricorp.com">peter.vanweerden@agricorp.com</a>
Adjuster	Bert Ediger	519-515-1009	<a href="mailto:bert.ediger@agricorp.com">bert.ediger@agricorp.com</a>

### SOUTH WEST / CENTRAL

Title	Name	Phone Number	Email
Regional Specialist	Sarah Frankis	519-784-1824	<a href="mailto:sarah.frankis@agricorp.com">sarah.frankis@agricorp.com</a>
Regional Specialist	Doug McCallum	519-532-8599	<a href="mailto:douglas.mccallum@agricorp.com">douglas.mccallum@agricorp.com</a>
Adjuster	Michael Morrison	226-963-1242	<a href="mailto:mike.morrison@agricorp.com">mike.morrison@agricorp.com</a>



## 2024 INTENT TO PURCHASE PLATEAU PRICING CONSENT FORM

I \_\_\_\_\_ (Grower Name), \_\_\_\_\_ (Grower Number) acknowledge that \_\_\_\_\_ (Processor Name), \_\_\_\_\_ (Processor Number) has agreed to purchase grapes at Plateau Pricing. The parties agree to the following parameters\* set forth by the GGO, OCW and WGO under the current “Pricing Agreement” and this “Intent to Purchase Consent Form” is to be filed with the GGO by June 1<sup>st</sup> 2024 for contracted growers:

- Plateau pricing of \$1,374 per tonne for Chardonnay and \$1,319 for Riesling.
- The processor must inform the grower which blocks are to be allocated to Plateau Pricing as soon as possible to allow for appropriate vineyard management shifts.
- Blocks allocated to Plateau Pricing are subject to the following tonnage restrictions:  
Chardonnay and Riesling                      11 tonnes per acre
- The following brix thresholds apply to the Plateau Pricing Company Average:  
Chardonnay – 20.4                              Riesling – 18.4
- The following ranges apply to the plateau pricing program:  
Chardonnay – 18.6 - 21.4                      Riesling – 16.8 - 19.4
- Any tonnage purchased above the plateau brix ranges or any company’s weighted varietal average will be required to be paid at normal brix schedule prices.
- A consent form must be signed and submitted to the Grape Growers of Ontario by June 1, 2024.

**Note\*: Some parameters are subject to change following the 2024 grape price negotiations**

\_\_\_\_\_  
*(Grower Name: Print)*

\_\_\_\_\_  
*(Processor Name: Print)*

\_\_\_\_\_  
*(Grower Signature)*

\_\_\_\_\_  
*(Processor Signature)*

\_\_\_\_\_  
*(Date)*

\_\_\_\_\_  
*(Date)*



**Grape Growers**  
of ONTARIO



**WINE GROWERS**  
ONTARIO

## 2024 INTENT TO PURCHASE PLATEAU PRICING CONSENT FORM

### CHARDONNAY

Vineyard ID	Vineyard Name	Block ID	Block Name

### RIESLING

Vineyard ID	Vineyard Name	Block ID	Block Name

\_\_\_\_\_  
*(Grower Name: Print)*

\_\_\_\_\_  
*(Processor Name: Print)*

\_\_\_\_\_  
*(Grower Signature)*

\_\_\_\_\_  
*(Processor Signature)*

\_\_\_\_\_  
*(Date)*

\_\_\_\_\_  
*(Date)*



ONTARIO  
CRAFT  
WINERIES



Grape Growers  
of ONTARIO



WINE  
GROWERS  
ONTARIO

## 2024 Plateau Pricing Frequently Asked Questions (F.A.Q.)

**Note: Some parameters are subject to change following the 2024 grape price negotiations**

### 1. Do tonnage restrictions apply to Plateau Pricing?

Yes. Blocks allocated to Plateau Pricing are subject to the following tonnage restrictions (subject to change following the 2024 price negotiations):

Chardonnay	11 tonnes per acre for 2024
Riesling	11 tonnes per acre for 2024

### 2. Who is eligible to participate in Plateau Pricing?

All growers and processors are eligible to participate.

### 3. When should a winery contract a grower for plateau priced grapes?

Processors must inform the grower which blocks are to be allocated to Plateau Pricing as soon as possible to allow for appropriate vineyard management decisions. Only those processors and growers with a signed consent form that has been submitted to the GGO can access the plateau pricing program.

### 4. Can “Sparkling” end use tonnage be included under “Plateau Pricing” and go towards company average?

No. “Sparkling” tonnage **must** be entered through eGrape as “Sparkling” and **not** be entered at “Plateau Pricing”.

### 5. What happens if a grower delivers a load of grapes that is slightly over the plateau pricing threshold?

A winery is able to purchase plateau varieties above the plateau threshold at plateau prices as long as the brix are at or below 21.4 for Chardonnay and 19.4 for Riesling and that winery’s company average for that specific variety does not exceed the established brix threshold.

### 6. What happens if the brix are above 21.4 for Chardonnay and 19.4 for Riesling?

The winery must purchase the grapes up to the maximum allowable tonnes/acre at the price per tonne on the regular sugar schedule.

### 7. Is a winery able to remove a grower from plateau pricing end use once contracted there?

A winery is able to remove a grower from plateau pricing end use and pay the grower according to the regular sugar schedule prior to filling out the weigh bill, however once the weigh bill is checked off and submitted under the section “End Use” for “Plateau Pricing”, it **cannot** be changed.

### 8. Is plateau pricing available on all varieties?

Plateau pricing is only available for Chardonnay and Riesling varieties.



## 2024 Plateau Pricing\*

Variety	VQA Minimum Brix	Company Average Threshold	Base Brix	Plateau Brix Range	Maximum Allowable Brix	Price per Tonne
Chardonnay (class 9b)	18.0°	20.4°	21.0°	18.6° to 21.4°	21.4°	\$ 1,374
J. Riesling (class 9)	17.0°	18.4°	19.0°	16.8° to 19.4°	19.4°	\$ 1,319

The above chart outlines the various industry brix values for VQA minimum, company average threshold, 2024 sugar schedule base brix and the plateau pricing brix range. The chart also includes the price per tonne for the 2 plateau pricing varieties. Any grapes above the maximum allowable brix will be paid according to the regular sugar schedule.

**Note\*: Some parameters are subject to change following the 2024 grape price negotiations**



# Grape Growers of ONTARIO

## REGULATIONS – 2024

made under

### THE FARM PRODUCTS MARKETING ACT

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#### Interpretation

1. In this Regulation,

- (a) “Brix” means the measure of sugar in grapes of those varieties of grapes sold under sugar standards;
- (b) “Buyer” means a person who buys grapes and includes a dealer and a processor;
- (c) “Dealer” means a person engaged in buying or selling grapes;
- (d) “Grapes” means grapes produced in Ontario that are used,
  - (i) For processing by a processor, or
  - (ii) For producing late harvest juice.
- (e) “Late harvest juice” means juice that is produced in Ontario by a grape producer from late harvest grapes grown by the producer in Ontario and that is used for processing into icewine, late harvest wine or other wine, beverage spirits, grape products or juice.
- (f) “Local board” means Grape Growers of Ontario;
- (g) “Processing” means,
  - (i) In relation to grapes, the manufacture of grape products or juice, beverage spirits or wine from grapes and includes bottling, distilling or fermenting or processing with sugar or sulphur dioxide or any other chemical, but does not include the production of late harvest juice,
  - (ii) In relation to late harvest juice, the manufacture of icewine, late harvest wine or other wine, beverage spirits, grape products or juice from late harvest juice and includes the bottling, distilling or fermenting or processing with sugar or sulphur dioxide or any other chemical, but does not include the production of late harvest juice;

- (h) “Processor” means a person engaged in the business of processing grapes or late harvest juice,
  - (i) “Producer” means a person engaged in the production of grapes or in the production of late harvest juice,
- 1.1 “Regular business days” for the Grape Growers of Ontario are Monday to Friday inclusive. Should any of the dates set out below fall on a day that is not a regular business day, the date shall be moved to the next regular business day.

#### Application of Regulation

2. This Regulation provides for the control and regulation in any or all respects of the producing and marketing within Ontario of grapes and late harvest juice, including the prohibition of such producing and marketing in whole or in part.

#### Producer Licences

3. (a) No person shall commence or continue to engage in the producing or marketing of grapes or late harvest juice except under the authority of a licence as a producer.
- (b) Every producer who
- (i) Is named on a weigh slip in Appendix A filed by a processor electronically or electronically and by paper with the local board in accordance with section 17;
  - (ii) Has otherwise registered as a producer with the local board;
  - (iii) Has marketed grapes or late harvest juice produced by that producer to a processor or a dealer; and
  - (iv) Has marketed grapes or late harvest juice within the immediate past two years.
- Shall be deemed to be the holder of a licence as a producer.
- (c) Notwithstanding the foregoing, the local board may, upon notice to the producer and after a hearing:
- (i) Refuse to grant a licence where the applicant is not qualified by experience, financial responsibility or equipment to properly engage in the business for which the application was made, or

- (ii) Suspend, revoke or refuse to renew a licence for failure to observe, perform or carry out the Act, the Regulations, the Plan or any Order or Direction of the local board.

#### Producer Licence Fees

- 4. (a) Every producer shall pay the local board licence fees at the rate per tonne or fraction thereof specified in Column 5 (total licence fee) of Appendix B for the class of grapes specified in Column 1 (Class) of Appendix B and variety of grapes specified in Column 2 (variety) of Appendix B for all grapes produced, including grapes left for the production of late harvest juice.
- (b) Every producer of Classes 5-10 grapes, as part of their total licence fee, \$2.05 as specified in Column 4 (R&D Licence Fee) of Appendix B will be dedicated to a research and development fund. The Grape Growers of Ontario has established this fund for Research and Development.
- (c) Every person who receives grapes from a producer shall deduct from the monies payable to the producer, any licence fees under subsection (a and b) and the brix testing fees under section 5 payable by the producer and shall forward same to the local board in accordance with section 6.
- (d) The Grape Growers of Ontario has established a fund for industry research and development. Every winery purchasing Classes 5-10 grapes from a producer shall pay to the local board a research and development fee (R and D) of \$2.65 per tonne. However, every winery which processes 50% or more of the grapes it grows will be entitled to receive an R and D rebate of \$2.05 per tonne.

#### Brix Testing Fees

- 5. (a) Following an annual review, the Grape Growers of Ontario Board of Directors may assess brix testing fees.
- (b) Every producer shall pay to the local board brix testing fees at the rate of \$1.65 per tonne for the 2024 harvest for those varieties of grapes sold under the sugar schedule.
- (c) Every processor or dealer purchasing grapes from a producer shall pay to the local board brix testing fees at the rate of \$1.65 per tonne for the 2024 harvest for all varieties of grapes for which brix testing is done for whatever purposes.
- (d) Subject to (e), every processor that has processed the minimum number of tonnes to cover the testing costs, on average, over the prior 3 years, as



determined by the McKibbon Associates' calculation, must have on-site brix testing.

- (e) On-site testing is not required where, in the opinion of the Grape Growers of Ontario Board of Directors it is impractical, unsafe or otherwise inappropriate to do so.

#### Payment of Licence Fees

- 6. (a) Licence fees deducted from producers under section 4 (a and b) shall be paid by the processor or dealer purchasing grapes from the producer, to the local board on or before the 15th day of November in the current year in which the grapes were purchased.
- (b) Every producer shall pay to the local board, not later than the 15th day of November in the current year in which the grapes were produced, any licence fees payable by the producer to the local board that have not been deducted and paid to the local board pursuant to subsection (a and b) of section 4.
- (c) The local board may recover any licence fees owing to it by suit in a court of competent jurisdiction.
- (d) A delayed payment penalty is fixed in an amount equal to five (5%) per cent of the amount of any licence fees and brix testing fees not paid to the local board in accordance with subsection (a), or (b) as the case may be and is payable to the local board upon demand.
- (e) In addition to the delayed payment penalty fixed under subsection (d), interest at the rate of two (2%) percent per month shall apply to any licence fees and brix testing fees not received by the local board in accordance with subsections (a) and (b) as the case may be and are payable to the local board upon demand.

#### Vertically Integrated Tonnage

- 7. Notwithstanding any other provision of these Regulations, if a winery processes at least 50% of the grapes which it grows, the winery will be entitled to a license fee rebate of \$2.00 per tonne for all grapes which they grow and use in their processing.

#### Dealer Licences

- 8. (a) No person shall commence or continue to engage as a dealer in grapes or late harvest juice except under the authority of a dealer's licence.

- (b) No dealer's licence shall be issued or renewed except upon application therefore in Appendix C.
- (c) A dealer's licence shall be in Appendix D.
- (d) Unless suspended or revoked prior thereto, a dealer's licence expires if no activity occurs over a 2-year period from the date of issuance of the license.
- (f) The local board may refuse to grant a dealer licence where the applicant is not qualified by experience, financial responsibility or equipment to properly engage in the business for which the application was made.
- (g) The local board may suspend or revoke, or refuse to renew a dealer licence for failure to observe, perform or carry out the Act, the Regulations, the Plan or any Order or Direction of the local board.

#### Purchase and Sale

- 9. All grapes and late harvest juice delivered to a buyer shall be sold to the buyer by the producer and bought by the buyer from the producer in accordance with this Regulation.
- 10. The provisions of this Regulation shall apply to and form part of every agreement for the marketing of grapes or late harvest juice.
- 11. Every agreement relating to the marketing of grapes or late harvest juice between a producer and a processor shall be on the terms of a written contract in accordance with this Regulation.
- 12. Where a provision of this Regulation is at variance with a term or condition of an agreement for the marketing of grapes or late harvest juice, the provision of this Regulation shall prevail.
- 13. (a) Every agreement relating to the marketing of grapes or late harvest juice between a producer and a processor shall contain the following provision:
 

The provisions of The Farm Products Marketing Act and the General Regulations 2019 made by Grape Growers of Ontario shall apply to and form part of this agreement.
- (b) Every buyer of grapes or late harvest juice from a producer shall, upon written request from the local board, file with it a copy of such agreement.

### Minimum Prices

14. (a) The prices at which grapes and late harvest juice may be sold by a producer or bought by a buyer shall be not less than the minimum prices as are provided in the applicable Agreement or Award in force.
- (b) No person shall sell or offer for sale and no person shall buy grapes or late harvest juice at a price or prices less than the minimum price or prices as are provided in the applicable Agreement or Award in force.

### Payment

15. (a) Where the buyer of the grapes is a processor, the buyer shall, not later than the 15th of November in the current year in which the grapes were purchased, pay the full purchase price of the grapes.
- (b) Where the buyer of the grapes is a dealer, the dealer shall, not later than the 15th day of November in the year in which the grapes were purchased, pay the full purchase price of the grapes.
- (c) The buyer shall pay for all grapes purchased using either direct deposit or cheque. Verification of the payment amount and payment method is to be registered with the GGO no later than the 7th day of November of 2024, in which the grapes, including grapes left on the vine for late harvest juice, were purchased from the producer.
  - (i) The buyer shall pay for all grapes purchased by cheque payable to the producer and delivered to the local board, no later than the 7th day of November of the current year in which the grapes, including grapes left on the vine for late harvest juice, were purchased from the producer.
  - (ii) Payment by direct deposit will require the purchaser to file with the Grape Growers of Ontario a copy of the electronic statement on November 15th of 2024 as verification of the payment amount, including grapes left on the vine for late harvest juice, were purchased from the producer.
- (d) Payment may be post-dated to the payment date prescribed under subsection (a) or subsection (b) as the case may be.
- (e) Every buyer of late harvest juice from a producer shall pay the producer using either direct deposit or cheque at the option of grower and/or purchaser within 30 days of the delivery of the late harvest juice to the buyer as outlined in sec 15 (c).

16. (a) Each payment under subsection 15 (d) shall be accompanied by a statement provided by the Grape Growers of Ontario of each producer's account in duplicate, including the weight and brix for each variety bought by the buyer.
- (b) Every payment under subsection 15 (e) shall be accompanied by a statement of the producer's account.

#### Weighing and Weigh Slips

17. (a) The buyer shall weigh all grapes received from a producer on government approved scales, complete and sign a weigh slip in Appendix A, furnish the producer with a copy of same at the time of delivery and file the other copy of same electronically OR electronically and by paper for 2024 with the local board by no later than 72 hours from time of grape delivery.
  - (b) Every buyer of late harvest juice shall weigh all late harvest juice received from a producer on government approved scales and based on the conversion formula approved by the local board, show the quantity in litres of late harvest juice purchased on a statement of the producer's account.
18. A producer shall not be required to present a weigh slip in Appendix A to receive payment from a buyer.
19. (a) Appendix A attached hereto or any reasonable facsimile thereof is prescribed as the weigh slip to be completed by each buyer setting out all of the information specified on Appendix A and submit it electronically OR electronically and by paper for 2024.
  - (b) Notwithstanding the foregoing, the provision on Appendix A for setting out the pH and acid content of the grapes, block management, harvest type, weigh station location, driver name and number of containers are optional.
20. (a) A producer or the producer's representative or an officer or an employee of the local board may enter the premises of the buyer for purposes of checking the weighing of grapes or late harvest juice.
  - (b) The buyer shall make available at its offices, for inspection by the local board, through any person designated by the local board, weigh slips in Appendix A showing all of the information required to be completed thereon and such weigh slips shall remain in the possession of the buyer.

#### Basis of Purchase and Sale

21. (a) Subject to subsection (b), every agreement relating to the marketing of grapes between a producer and a buyer shall provide for the purchase and sale of the grapes on a tonnage basis only and no person shall buy or sell grapes on any

other terms. For greater certainty and without limiting the generality of this subsection, no person shall sell or offer to sell or buy grapes on an acreage basis or on the terms that the whole or any part of the crop of grapes, whether growing on the vine or otherwise is bought or sold.

- (b) An agreement between a producer and a processor may provide for the purchase and sale of grapes on an acreage basis, subject to the following conditions:
  - (i) The agreement covers the purchase and sale of no less than 5 consecutive annual crops of grapes;
  - (ii) The processor shall pay the producer for the grapes on a tonnage basis at no less than the minimum prices for grapes as are provided in the agreement or award in force for the marketing of grapes applicable to the crop year in which the grapes are delivered to the processor.
  - (iii) The agreement contains no provision for the purchase, option to purchase, first refusal or leasing of the whole or any part of the producer's lands; and
  - (iv) The agreement contains either of the following provisions,
    - i. That the agreement ensures to the benefit of and is binding upon the processor and the producer and their respective heirs, executors, administrators, successors and assigns; or
    - ii. The agreement is binding only upon the processor and the producer.

#### Quality and Fitness for Processing

- 22. (a) No agreement relating to the marketing of grapes between a producer and a buyer shall contain a provision that the buyer shall be the sole judge of the quality, condition or fitness for processing of the grapes.
- (b) A buyer shall furnish all of their quality parameters prior to harvest to all of their producers.
- (c) No buyer shall reject grapes delivered by a producer without advising the producer of the proposed rejection and indicate the reason for rejection on Appendix A (eGrape Weigh Bill Slip), in which case if there is no agreement as to the rejection, subsection (d) shall apply.
- (d) Where a dispute respecting the quality, condition or fitness for processing of the grapes arises between a producer and a buyer, the dispute shall be referred by either the producer or the buyer, within 48 hours of it first arising, to third

party inspection and determination by the Third Party Inspector appointed from time to time by the Grape Growers of Ontario.

- (e) The Third Party Inspector will have the right to determine how the dispute shall be resolved and the producer and buyer will cooperate fully with the Inspector in this regard. The producer and buyer will share equally any costs associated with the inspection and determination.
- (f) The Third Party Inspection and the dispute resolution provisions of these Regulations will not apply to any dispute which is not referred to third party inspection within the period set out in paragraph (d) above.
- (g) The decision of the Third Party Inspector will be final and binding on the producer and buyer.

#### Delivery

- 23. (a) Every agreement for the marketing of grapes or late harvest juice shall specify the plant or receiving station to which the grapes shall be delivered by the producer.
  - (b) A producer shall provide the processor with the location from which each load of grapes was harvested. This information is to be recorded on Appendix A and submitted electronically OR electronically and by paper for 2024 by the processor.
24. A buyer shall furnish each producer from whom the buyer has purchased grapes with a schedule of delivery of the grapes, allowing a sufficient time before the grapes are ready for processing to give the producer a reasonable opportunity to deliver the grapes in accordance with the schedule.
25. A buyer shall accept delivery of grapes from producers at the time the grapes are ready for processing.

#### Containers

- 26. (a) A processor shall supply containers to producers delivering hand-picked grapes to the processor at no cost to the producer.
- (b) A producer shall provide the bins required for the delivery of mechanically harvested grapes to a processor.

#### Regulation of Marketing

- 27. No buyer shall make any charge for grapes purchased from a producer.

28. No person shall sell, offer to sell, buy or pack grapes on commission or on consignment.
29. No person shall pack grapes as the agent of the producer.
30. No person shall pack grapes for the account of the producer.
31. No person shall sell, offer to sell or buy grapes in combination with any other commodity at a combined price or at prices not applicable to the purchase price of the commodities individually.
32. No person shall sell, offer to sell or buy grapes either contemporaneously with or conditionally upon a gift or sale of any other thing of value.
33. (a) No person shall offer to sell and/or no buyer shall buy grapes on the terms that:
  - (i) The producer will delay cashing the cheque for the purchase price of the grapes or any portion thereof;
  - (ii) The producer will extend the time for payment of the purchase price of the grapes or any portion thereof;
  - (iii) The producer will refund to the buyer any portion of the purchase price of the grapes for any purpose whatsoever;
  - (iv) The producer will loan any money to the buyer; or
  - (v) The producer will accept payment for the grapes or any portion thereof by the issue of shares or other securities of a corporate buyer.
- (b) Without limiting the generality of any of the foregoing provisions, no person shall enter into any other agreement or arrangement by which the minimum prices referred to in section 14 may be reduced or the terms of payment specified in section 15 may be varied, postponed or evaded.
34. No producer shall sell or offer to sell grapes or late harvest juice other than the grapes produced by that producer.
35. No person other than a processor in possession of a valid subsisting licence from the Farm Products Marketing Commission or a dealer in possession of a valid subsisting licence from the local board shall buy grapes or late harvest juice.

Non-performance

36. A buyer or a processor shall be excused for non-performance of any provision of an agreement for the marketing of grapes or late harvest juice caused by an act of God, adverse weather, fire, invasion or order of a civil or military authority, to the extent that performance of the provision was prevented by such cause or causes.

Prohibited Provisions

37. No agreement for the marketing of grapes shall contain any of the following provisions:
- (a) A provision other than section 36 providing that the liability of a party to the agreement is limited or excluded in the event of a breach of any of the provisions of the agreement or of this regulation;
  - (b) A provision for automatic renewal of the agreement in the absence of notice by either party of the agreement to the other party;
  - (c) A provision in an agreement providing for the purchase of grapes on an acreage basis that the agreement is applicable to not only the acreage specified in the agreement but to lands subsequently acquired by the producer.

Payment or Filings

38. All payments or filings required to be made with the local board shall be made at 1634 South Service Road, St. Catharines, Ontario, L2R 6P9.

Effective Date

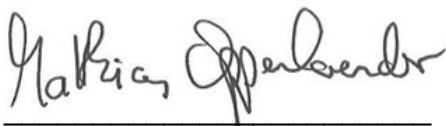
39. This Regulation comes into effect on the 9<sup>th</sup> day of August, 2024.

Revocation

40. Regulations (Grapes) 2022 are hereby replaced with Regulations (Grapes) 2024.

Dated at St. Catharines, Ontario this 9<sup>th</sup> day of August, 2024.

**GRAPE GROWERS OF ONTARIO**



Matthias Oppenlaender, Chair



Debbie Zimmerman, CEO



## Appendix A - Grape Growers of Ontario - Egrape

<b>GROWER NAME</b>		<b>GROWER #</b>	<b>INTERNAL ID</b>
<b>PROCESSOR NAME</b>		<b>PROCESSOR #</b>	<b>VARIETY</b>
Inspection Date:	Harvest Date:	Delivery Date:	

VINEYARD I.D.	BLOCK I.D.	% OF LOAD TO BLOCK	
			CONTROLLED YIELD <input type="checkbox"/>
			REGULAR BLOCK MGMT <input type="checkbox"/>
			HARD HARVEST <input type="checkbox"/>
			MACHINE HARVEST <input type="checkbox"/>
			SUSTAINABILITY <input type="checkbox"/>
			ORGANIC <input type="checkbox"/>
			DESTEMMED GRAPES <input type="checkbox"/>

Weigh Station Location:			
Driver Name:		No. of Containers:	
<b>GROSS WGT</b>	<b>TARE WGT</b>	<b>NET WGT</b>	
Estimated Weight (Icewine/Late Harvest):			<b>REJECTION</b>
			VOLATILE ACIDS <input type="checkbox"/>
			BOTRYTIS <input type="checkbox"/>
BRIX (SUGAR SCALE):		TRACKING #:	POWDERY MILDEW <input type="checkbox"/>
			LADYBUGS <input type="checkbox"/>
		TRACKING #:	BRIX BELOW MIN <input type="checkbox"/>
			OTHER <input type="checkbox"/>
Titratable Acids (TA)	Volatile Acids (VA)	Acidity (pH)	<b>END USE</b>
			WINE <input type="checkbox"/>
			SPARKLING <input type="checkbox"/>
Notes:			HOME WINE <input type="checkbox"/>
			JUICES & JAMS <input type="checkbox"/>
			PREMIUM WINE <input type="checkbox"/>
			ICEWINE <input type="checkbox"/>
			DISTILLING <input type="checkbox"/>
			LATE HARVEST <input type="checkbox"/>
			OTHER <input type="checkbox"/>
Signature: _____			<b>PLATEAU PRICING</b>

**Appendix “B”  
2024 Licence Fees per Tonne**

Class	Variety	Board Fees	R&D Fee	Total Fees
1	Concord	\$7.00	-	\$7.00
2	Niagara, Wiley White	\$7.00	-	\$7.00
3	Experimental Labrusca	\$7.00	-	\$7.00
5	De Chaunac	\$12.90	\$2.05	\$14.95
5a	Marechal Foch, Leon Millot	\$14.00	\$2.05	\$16.05
5b	Baco Noir, Marquette	\$14.70	\$2.05	\$16.75
5c	Castel, Chambourcin, Frontenac, GR7, Villard Noir	\$14.55	\$2.05	\$16.60
5d	Experimental Red Hybrids, Lucy Kuhlmann, Petite Pearl, Red Amurensis, Regent, Sabrevois	\$12.75	\$2.05	\$14.80
6	New York Muscat	\$11.65	\$2.05	\$13.70
7	Aurore, S.V. 23-512	\$11.35	\$2.05	\$13.40
7a	Seyval Blanc, Vidal	\$12.25	\$2.05	\$14.30
7b	Geisenheim Hybrids, GM 322-58	\$11.60	\$2.05	\$13.65
7c	Experimental White Hybrids, Frontenac Blanc, Frontenac Gris, l'Acadie Blanc, Traminette	\$11.05	\$2.05	\$13.10
9	J. Riesling	\$18.80	\$2.05	\$20.85
9a	Auxerrois, Kerner	\$17.70	\$2.05	\$19.75
9b	Chardonnay, Chardonnay Musque	\$19.55	\$2.05	\$21.60
9c	Gewurztraminer	\$20.45	\$2.05	\$22.50
9d	Pinot Gris, Pinot Blanc	\$22.15	\$2.05	\$24.20
9e	Sauvignon Blanc, Semillon	\$21.75	\$2.05	\$23.80
9f	Muscat Ottonel	\$18.65	\$2.05	\$20.70
9g	Viognier	\$18.45	\$2.05	\$20.50
9h	Experimental White Vinifera, Aligote, Chenin Blanc, Columbard, Gruner Veltliner, Marsanne, Melon de Bourgogne, Morio Muscat, Riesling Traminer, Savagnin	\$17.85	\$2.05	\$19.90
10	Gamay Noir, Zweigeltrebe (Rotburger)	\$18.20	\$2.05	\$20.25
10a	Pinot Noir	\$24.70	\$2.05	\$26.75
10b	Cabernet Sauvignon	\$23.85	\$2.05	\$25.90
10c	Cabernet Franc	\$22.20	\$2.05	\$24.25
10d	Merlot, Petit Verdot	\$23.85	\$2.05	\$25.90
10e	Sirah, Shiraz, Syrah	\$26.40	\$2.05	\$28.45
10f	Dornfelder	\$20.15	\$2.05	\$22.20
10g	Experimental Red Vinifera, Limberger, Malbec, Nebbiolo, Pinot Meunier, Sangiovese, St. Laurent, Tannat, Tempranillo	\$18.80	\$2.05	\$20.85
	Distilling	\$5.50	-	\$5.50
	Sherry	\$7.75	-	\$7.75

NOTE: 2024 Vertically Integrated Tonnage licence fee rebate is \$2.00 per tonne.

Staff use only:  
Dealer No.

\_\_\_\_\_

Grape Growers of Ontario  
Dealer Licence  
Application Form

**Company Information:**

Company Name:		
Mailing Address:		
City:	Postal Code:	Phone Number:
Fax:	Website:	Company Email:

**Primary Contact:**

Name:	Title: (ex. Owner, manager etc)
Phone/Cell:	Email:

**Secondary Contacts:**

Name	Title	Phone	Email

Please complete the entire form and return by mail, fax or email. When this information is received, we will contact you with your processor number.

**GRAPE GROWERS OF ONTARIO**

1634 South Service Road,  
St Catharines, ON, L2R 6P9  
Phone: (905) 688-0990  
Fax: (905) 688-3211  
Email: [nlemieux@grapegrowersofontario.com](mailto:nlemieux@grapegrowersofontario.com)

**GRAPE GROWERS OF ONTARIO**  
**LICENCE AS A DEALER OF GRAPES**

Under the Farm Products Marketing act and the Regulations and subject to the limitations thereof, this license is issued

to \_\_\_\_\_  
(Name)

of \_\_\_\_\_  
(ADDRESS)

to engage as a dealer in buying or selling of grapes.

Issued at the City of St. Catharines, Ontario this \_\_\_\_\_ day of \_\_\_\_\_ 2024.

**THE GRAPE GROWERS OF ONTARIO**

\_\_\_\_\_  
Chair

\_\_\_\_\_  
CEO