Cluster thinning is often done with the goal of reducing crop load in order to improve the quality of the remaining fruit at harvest. The practice is generally done sometime between fruit set and veraison, and is based on the idea that if there are fewer clusters and berries on the vine, the vine will concentrate more of the sugars, flavor and aroma compounds that it produces into the remaining fruit, and therefore produce wine of better quality.

In some situations, however, growers will wait to drop fruit until the end of veraison and do what is sometimes called a “green drop” or “green thinning”, where the last 10-20% of clusters that are changing color slower than the others will be removed from the vines, in order to improve the average ripeness of the remaining crop by reducing the number of underripe clusters. Growers may also sometimes thin their crop after veraison simply because they weren’t able to get to it before then because of lack of time or labor. But whatever the reason for doing it, the question should be asked whether the work necessary to do cluster thinning after veraison is ultimately beneficial in terms of quality (because it certainly isn’t beneficial to the grower unless they are compensated for the extra work and loss of yields – just sayin’).

There have been several studies that have looked at the how cluster thinning at different points in the season impacts the fruit. While there are some fairly consistent effects that are found in these studies when thinning is done before veraison – larger berries, heavier clusters (both due to yield compensation by the vines), improved

**Inside this issue:**

<table>
<thead>
<tr>
<th>Title</th>
<th>Page</th>
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<tbody>
<tr>
<td>Lake Erie Vine Damage</td>
<td>3</td>
</tr>
<tr>
<td>You Can’t Manage What You Don’t Measure</td>
<td>6</td>
</tr>
<tr>
<td>Efficient Harvest</td>
<td>7</td>
</tr>
<tr>
<td>2014 Grape Price Survey</td>
<td>10</td>
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</tbody>
</table>
color or sugar accumulation in some cases – the evidence of any significant impacts to the fruit from thinning after veraison is, well – thin.

As I mentioned above, one of the primary reasons that growers will drop fruit at, or after, veraison is to improve the uniformity of the remaining crop by performing a green drop. While the idea of the practice would certainly seem to make some sense, there is very little evidence that it actually accomplishes that goal by the time harvest rolls around.

In some work done on Cabernet Sauvignon in California, the researchers removed 20% of the crop at veraison either by removing the upper clusters on a shoot or those that were lagging in color development. By the time harvest rolled around, there were no differences in Brix levels between either of the thinned treatments and the unthinned vines (Calderon-Orellana et al. 2014). In addition, they also found that the remaining fruit in the thinned vines had just as much variation in Brix levels as that from the unthinned vines. Another California study done several years earlier also found similar results – that while fruit uniformity was greater in the thinned vines about 7 weeks before harvest, there was no difference in ripeness or uniformity of ripeness between the thinned and unthinned vines at harvest (Anderson et al. 2007).

This is not to say that there aren’t certain situations where dropping clusters between now and harvest might be a good thing to do. For example, removing underdeveloped clusters just before mechanical harvesting would help to improve the uniformity of the remaining crop, as the machine doesn’t discriminate between ripe and underripe fruit. This may be especially true in a year like this where there may be a significant number of secondary clusters in some blocks this year due to winter injury to primary buds.

As with any practice in the vineyard, the only way to really know if it works in your situation or not is to set up a small comparison for yourself. If you are going to cluster thin before harvest, I would suggest leaving a few unthinned rows to compare to those that you thin in order to see what impact, if any, that the practice has. Based on what we know about how the vine works and the results from research trials like those mentioned here, though, those impacts might be hard to find in the end.

References:

Lake Erie Region Vine Damage and Crop Reduction Due to Winter Injury 2014


During the summer of 2014, Cornell Cooperative Extension conducted a statewide 30-vine survey to assess the damage and crop loss brought on by extremely low temperatures in early 2014. This report highlights the Lake Erie Region where temperatures ranged from of -7°F in Niagara County to -15°F in Chautauqua County. Now that we are closing in on harvest, the extent of the damage is evident. *V. vinifera* wine grapes received the most vine damage and subsequent crop reduction. There was a variation of damage found in hybrid wine grapes and very minimal damage in ‘Native’ grape cultivars.

The survey was requested by the New York State Department of Agriculture and Markets to provide documentation of potential crop loss for New York Farm Winery licenses. The commissioner of Ag and Markets is directed under NYS law to allow farm wineries to source fruit from out-of-state if projected crop losses exceed 40%. A list of varieties certified by Commissioner Richard Ball and application procedures is provided on the NYS Ag & Markets website.

**Survey Method:** To survey the damage in the Lake Erie Grape Region, we assessed 90 vineyard blocks. The surveyed area encompassed Niagara County, NY (17 blocks); Chautauqua County, NY (46 blocks); and Erie County, PA (27 blocks). Data was collected and recorded from thirty vines within each block. For each vine, we rated them on a 0-4 ‘Dami’ scale (Figure 1-5) according to health/damage, and a 0-5 scale (Table 1) by estimating the number of clusters per vine. We used the two ratings to calculate ‘% Damage’ and ‘% of a Full Crop’. Data collected was averaged for the entire region. The ‘% of a Full Crop’ is based on the assumption that >40 clusters per vine (roughly equal to 8 lb/vine of fruit at 0.2 lb/cluster or 3.2 tons per acre at 6x9 ft spacing) would be the equivalent of a full crop.

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**Table 1. Rating scheme to estimate % crop.**

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<tr>
<td>5</td>
<td>&gt;40</td>
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**Figure 1. Rating 0: Vine is dead, no growth above the graft union.**

**Figure 2. Rating 1: Extensive trunk and cordon damage, likely collapse. Minimal or stunted shoot growth (left). Weak, stunted, or rootstock suckers (right).**
Survey Results:

**Vinifera:** ‘Pinot gris’ received the most damage losing nearly 40% of the vines and 95% of expected crop (Figure 9). Thirty percent of ‘Riesling’ were dead, but retained the highest percentage of expected crop for vinifera cultivars. ‘Gewürztraminer’ received the most trunk and cordon damage as we did not count a single vine that had a viable shoot on the cordon. ‘Merlot’ and ‘Pinot noir’ received the lowest percentage of dead vine. However, the majority of the blocks used for this assessment were taken from Niagara County where the temperatures did not drop as low as other assessed areas. ‘Riesling’, ‘Cabernet Franc’, ‘Chardonnay’, and ‘Pinot noir’ retained 45% to 60% of its canopy and had the best chance of full

recovery for vinifera cultivars. Vinifera had the lowest expected crop of the three groups surveyed.

**Hybrids:**

Of the three wine grape groups, hybrid cultivars had the most variation in damage with ‘Edelweiss’ and ‘Frontenac gris’ receiving no damage and ‘Noiret’ having 90% of its vines show some degree of damage. ‘Traminette’, ‘Vidal’, and ‘Corot noir’ received between 40% and 50% damage and are expected to have approximately 50% of their crop (Figure 9). ‘Vignoles’, ‘Marquette’, and ‘Aurore’ received very minimal damage and are expected to have 80% or higher of an expected crop. Of the hybrid cultivars, ‘Noiret’ received the most damage with 70% of the vine suffering cordon and or bud damage reducing the expected crop by 65%.

**Native:** Native cultivars are shown to be the hardiest of the three groups. Of the blocks

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**Figure 3. Rating 2: Extensive damage, no crop, strong suckers above graft union. Full vine renewal from suckers likely.**

**Figure 4. Rating 3: Some cordon and bud damage, and holds reduced crop. Vine will likely survive.**

**Figure 5. Rating 4: No visible damage, full canopy and crop.**

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assessed there were no vines counted dead or any that received enough damage to call for a full-vine renewal.

**Survey Discussion:**

To effectively cover the number of cultivars, vineyard blocks, and area within the Lake Erie Region this method was used to give us a broad estimate of the winter damage the region received. There may be possible biases in this survey as the estimated percent crop was based on cluster counts with a full crop having a maximum at 40 clusters per vine. Fruit loads vary among cultivars, and 40 clusters may be more or less than the target fruit load for the 24 surveyed cultivars. There also could be the possibility of an increase of cluster and or berry weight when the cluster number decreases per vine.

(Discussion continued): Some of the results do not follow what some readers may have expected. One reason for this may be that the location of vineyard blocks and number of blocks per cultivar varied for certain cultivars within this survey. Location made a difference.

Vineyard blocks surveyed in Chautauqua County, NY and Erie County, PA reached lower temps than the surveyed blocks in Niagara County, NY.

The result was some cultivars may show an increase or decrease in percent of damage or estimated percent crop depending on where they were surveyed. For example, there were 12 blocks of ‘Riesling’ surveyed, two from Niagara County, nine from Chautauqua County, and one for Erie County, PA, showing that Riesling results are strongly representative of Chautauqua County. ‘Aurore’, ‘Catawba’, ‘Deleware’, ‘Diamond’, ‘Elvira’, and ‘Frontenac gris’ only had one survey location each and results may not represent the entire region. Even with these possible biases, we’re confident that our results are consistent and show a strong reflection of the winter damage within the Lake Erie Region.

**Acknowledgments:** We would like to thank the CLEREL staff for helping to collect and process data and the growers who allowed us access to their vineyards. Tim Martinson organized the survey and developed the data collection system. Most of all we want to thank the New York Wine and Grape Foundation who made this report possible by funding the time and travel need to conduct the survey.

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**Figure 8.** 30-vine survey showing ‘Native’ grape cultivars percent vine damage. Cultivars only received partial cordon damage with reduced crop (green), or no visible vine damage (purple).

**Figure 9.** 30-vine survey showing estimated percent crop for cultivars in the Lake Erie Region. Native grape cultivars (Blue), hybrid wine grape cultivars (Red), vinifera cultivars (green).
References:


You Can’t Manage What You Don’t Measure

Tim Weigle, NYSIPM, LERGP Team Leader

This sentence is paraphrasing a poster I have seen from across the aisle as I worked at Empire Farm Days in past years. The general theme for the Dairy Business Management booth was “You Can’t Manage What You Can’t Measure”. As those of you who have worked with me over the years know, I am a big proponent of record keeping and collecting all the information you can (I think this goes back to my college days when my major professor wisely told me that I should collect all the information I could during the growing season, as it is easier to store data that you don’t use than it is to make up for data that you need but don’t have.)

The term manage is a key component of IPM, as the goal of a vineyard integrated pest management strategy is not necessarily the elimination of a pest, but rather management of pest populations to levels that allow for the production of a quality crop that meets the buyer’s specifications. Scouting and vineyard mapping are two ‘tools’ that allow vineyard managers to locate pests and then evaluate the need for control based on the likelihood of loss due to the pest compared to the cost of controlling it. While we are at a point in the season where the value of scouting information will be of limited use in 2014, pre harvest scouting (and the collection of information during harvest) will provide the best information on how well management decisions worked. Scouting for the presence of insects, diseases and weeds on a block-by-block basis will provide critically important information when planning next year’s IPM strategy.

In the grape industry we are very fortunate to have the techniques in place to record any number of production, pest, and weather parameters that are important to our business. Need to know how many tons each block has? – And, yes, you do need to know how many tons each block has – It is as simple as stripping the fruit off a number of randomly selected vines throughout the block starting at 30 days post bloom and using Dr. Terry Bates’ berry weight estimation table to get an idea of how much tonnage could be around at harvest. You can then collect tonnage information on a block-by-block basis at harvest to see how well the estimate correlated to actual harvest. Make sure to collect pest information during the immediate pre bloom period as well, so you are able to determine potential loss from a pest (i.e. late season grape berry moth damage can significantly reduce yield when present) and put that into your calculation. If you did not complete crop estimation for your blocks this year, you should, at a minimum, get harvest weights on a block basis. This will give you a start in developing the long term yield average of a block. Knowing the long term yield average of a block will help when making decisions on whether or not added inputs are economically feasible (extra grape berry moth sprays), as well as, point out
blocks which need either; extra attention to remediate a major limiting factor to production (such as wet feet), or removal of the vineyard if remediation would not be cost effective.

Now is a good time to get your vineyard maps out and walk your vineyards to record what is there and what problems you might have to consider during the harvest period. This is particularly true in vineyards where weeds have become an issue due to the retraining of winter damaged vines. Many vineyards did not get their typical post emergent herbicide program as growers were trying to save suckers for retraining. Get good records on weed populations, and species of weeds for these areas. If we have a fall which allows for late season herbicide applications, knowing where to concentrate your weed management efforts will, put it on your schedule to come in after harvest to get them made. They are still available free to members of the Lake Erie Regional Grape Program.

With the current economics of the grape industry, and the ever increasing costs of inputs, it is more important than ever to spend time managing your resources. The cost/benefit ratio for the time spent collecting the information needed to manage help when time is in short supply. This information should also be used to assist in the preparation of a pre-emergent weed management program for 2015. I suggest that you develop your vineyard maps on a block by block basis as this will help to give you greater detail to assist you in your decision making. If you have not worked with the LERGP to get your GIS maps done effectively makes this one of your most profitable practices.

August has growers looking for ways to increase harvest efficiency. In part, that may be for this year. Mostly, though, they’re looking ahead to implement improvements by 2015. Planning ahead makes a great deal of sense. A capital-spending plan needs to be flexible in order to maximize tax efficiency. As mentioned in the Crop Update, the Congressional plan for 2014 accelerated depreciation will remain unknown until December. Under current law, it makes sense to divide capital investments between two years if such a division keeps total capital expenses under $200,000.

While it makes sense to pick and choose the month equipment is purchased for tax efficiency, tax efficiency rarely justifies an investment by itself. Many grape operations would be more profitable by realizing income, paying taxes, and decreasing the total amount of capital invested in the operation over time. Right sizing the capital investment for harvest depends on an individual’s current and future business plan.

Most capital investments in harvest shift the expense from a labor-based expense to a capital one. Capital investments that reduce labor cost but demand long pay back periods reduce flexibility. Remaining flexible and changing your operation based on yields allows for the economical harvest of lower yielding vineyards. It also allows one to remain competitive when custom harvesting by the acre. However, improvements to a harvest operation with quick pay back periods, or improvements that allow a custom operation to expand often make sense.

Efficient Harvest
Kevin Martin, Extension Educator, Business Management

While the Concord market is struggling, the cash flow of grape growers is a bit more complex. While some growers are struggling others are seeing 2013 crop dividends now. Even with success, investments in the business need to be compared for an expected rate of return, as money unfortunately remains a finite resource.

In many years the goal of the operator is to keep the harvester in motion, to maximize the number of acres that can be harvested with a single machine. Success allows for the justification of additional acreage, decreased labor costs and a narrower harvest window.

It is important to keep in mind we have over 250 harvesters operating in our 30,000-acre region. The average harvester operates over 125 acres, harvesting less than 700 tons. Even with a
condensed schedule, the harvester only needs to complete one load per day. Investing in capacity to increase speed makes little sense for the average grower. These average growers need to continue to use Chisholm Ryder and Mecca type harvesters. Smaller than average harvest operations should continue to analyze the practice as an enterprise business. Switching to custom hire may offer the opportunity to increase efficiency. Some smaller growers struggle with sizeable repair costs, tractor ownership costs, and trucking costs. The ability to harvest grapes at a cost below average custom rates for smaller growers is challenging, but not necessarily impossible. Generally speaking, minimized repair bills and minimal investment in capital are required.

Larger growers, particularly those running custom harvest operations can easily justify the harvest operation. It is not a question of whether or not to do it, merely how to complete it in the least costly way.

Equipment innovations, such as de-MOG units, bulk hauling, and modern harvesters have added additional capacity while reducing labor costs. A MOG makes sense when harvesting between 130 and 150 acres. A 120 acre operation harvesting 715 tons of grapes would require a bin attendant for 90 hours to complete harvest. The cost of that labor would be $1,300 per year. As a result, the cost of the MOG would be recouped within 8 years. The equipment has been shown to be extremely reliable and a long payback period would be acceptable as we can assume maintenance and repairs on a MOG unit to be fairly low. The grower would need to plan on keeping the harvester at least the length of the payback period, as the impact on resale value is debatable. Many growers will be able to recoup this investment much more quickly.

Bulk hauling would be in the same vicinity, except that most processors are not equipped to take bulk deliveries. A MOG’s payback period would be much shorter, as it replaces labor costs. Bulk hauling payback is based on replacing capital expenses (boxes) as well as reduced labor cost. Newer harvesters can harvest more tons per hour. We’ve seen widespread adoption above 200 acres. The payback period on this would be the longest. However, since it is an exchange for one capital investment to another it is easier to plan than bulk hauling.

Labor

In harvest operations the use of labor varies greatly. Harvest operations can efficiently complete 50 tons per day with as few as three people. Most operations harvesting 100 – 125 tons per day use at least four individuals at a time. Others use as many as eight. This is where the amount and type of equipment are balanced by downtime and labor size. One advantage of a smaller workforce is that downtime is considerably less expensive.

Remaining flexible is particularly important. Small crop sizes allow for considerably more downtime. The efficiency of loading and hauling is far less important and justifies far less labor when there are simply fewer loads to be hauled. A typical grower might haul as many as 125 loads in a year. 20 minutes of tying down and an additional 30 minutes of delay in loading translates to an additional 3.5 hours per day. In a poor year, that same harvester may only haul 32 loads. The same inefficiencies in loading and tying down account for only 1.2 hours per day over a shorter season.

In general, custom harvest operations should plan diligently in an effort to minimize the amount of labor required. Paid harvest labor is typically the most expensive labor per hour. Not considered farming, insurance and workers compensation rates may rise. The hours and conditions may also lead to higher rates of pay for reliable temporary help. For a custom harvest operation the reduction of one skilled laborer will result in $15 of gross savings per acre.

While the mindset of the custom harvester is to harvest as many tons as quickly as possible, some accommodation for small crops should be made. Reducing the labor costs balanced with some reasonable delay makes a lot of sense. Gross savings should be as high as $200 per day, per employee. Fewer employees will cause harvest to stop more frequently. Reasonable delays in loading and tying down should cost less than $50. This
reduces acreage cost by nearly $10. When charging by the acre most growers are on the cusp of breaking even. This change in harvest style should push the more efficient growers right to the line of breaking even.

**Brix Testing**

Brix testing before and during harvest can pay large dividends. The primary concern, of course, is to meet minimum quality standards. Not only are growers looking to avoid rejected loads, but also looking to avoid low payments. For some, maximizing average brix may be enough. National grape growers also benefit by avoiding particularly low brix loads. With various payment bands, two loads at 15.5 are typically much more valuable than one load at 15.4 and one at 15.6.

Increasing your average delivered brix by .05 will increase revenue for the 125-acre grower by $11,500. Such a moderate increase can be accomplished simply by harvesting grapes with more ripening potential later. Often this means harvesting the ripest grapes first. One note of caution for the cash market, simply delaying harvest to accumulate brix can result in both scheduling and allocation issues. That should be avoided whenever possible.

Brix testing also avoids cancelled loads. While a harvester may not pass that cost onto a grower, certainty grower owned harvester operations see a substantial cost to cancelled loads. At a minimum, a load cancelled after the crew shows up will cost $60. The cost of cancelled loads has been known to balloon well beyond $60 per acre. If the cancelled load necessitates a relocation of equipment, costs quickly exceed $100. Costs of cancelled loads last year typically ran as high as $2,000. A cancelled load was not rescheduled until after the first frost. A lost load is typically worth $8,000. More brix testing last year would have saved a few growers from a lost load or two.
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2014 Finger Lakes Grape Price Survey

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2014 Finger Lakes Grape Price Survey
### 2014 Finger Lakes Grape Price Survey

| % change | 2013 Avg Price | High | Low | Average | Swedish Hill Vineyard | Spring Ledge (Royal) | Lucas Vineyards | Keuka Spring Vineyards | Hunt Country Vineyards | Heron Hill Winery | Hazlitt 1852 Vineyards | Glenora Wine Cellars | Fullkerson Winery | Fox Run Vineyards | Cott (Cliffside) | Constellation Wine | Casa Larga Vineyards | Bully Hill Vineyards | Anthony Road |
|----------|----------------|------|-----|---------|-----------------------|---------------------|------------------|------------------------|------------------------|----------------|------------------------|---------------------|----------------|----------------|----------------|----------------|----------------|----------------|

Note:

1. The average price listed is the average of the stated prices. It is not weighted based on tons purchased at each price.
2. If in doubt, check with the buyer. We have made every effort to be accurate, but the range of price categories was adjusted.
3. When there are multiple prices for a variety, the high and low prices are listed. Higher prices may have different quality standards, harvesting methods, etc.
4. Some premium prices may not be listed. Some processors may have shifting price scales based on other factors.

**Color Key:**
- Light Green = Average increase more than 5% over previous year
- Medium Green = Average increase within 0.5% of previous year
- Light Red = Average decrease more than 5% over previous year
FRAC Group U6
Highly effective on powdery mildew
No cross-resistance with other fungicides
Protectant / Preventative action

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Controls Powdery Mildew & Black Rot
Preventative + Curative activity
Highly systemic for exceptional protection of new growth

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Dave Pieczarka
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