

***Wine-Grower-News #39***

*April 18, 2008*

Midwest Grape & Wine Industry Institute: <http://www.extension.iastate.edu/Wine>

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*Midwest Grape & Wine Industry Institute* poster display located in the 1<sup>st</sup> floor hallway of the Food Sciences Building at Iowa State University. You can learn more about the ISU department of Food Science & Human Nutrition here:

<http://www.fshn.hs.iastate.edu/>



***4-21-08 - Procrastinators Special Pruning Clinic – Greenfield, IA***

**What:** Procrastinators Special - Hands-on Grape Pruning Workshop

**When:** 8:30AM until done, Monday, April 21, 2008

**Where:** ISU Neely-Kinyon Research Farm, Greenfield, IA (1.5 miles south of Greenfield on east side of Hwy 25): <http://www.ag.iastate.edu/farms/neely.php>

**Speaker:** Dr. Eldon Everhart, ISU Extension Commercial Horticulture Specialist

<http://www.extension.iastate.edu/ag/fshort/hort1.html>

Dr. Everhart will be pruning the small organic research vineyard located on the Neely-

Kinyon Research Farm. This is a fully established producing organic vineyard. The workshop will be over when the pruning is completed. Both hobby and commercial grape growers are welcome to attend.

**Cost:** FREE

**Registration:** Please call the Adair Co. ISU Extension if you plan to attend: 641-743-8412

**Sponsor:** Adair Co. ISU Extension: <http://www.extension.iastate.edu/adair/>

### ***Talented DMACC Enology Students Looking for Work in Iowa***

**What:** 2-DMACC Enology students looking for work in Iowa

**Student #1** has taken numerous courses from Napa Valley Community College and DMACC and is currently doing an internship by working the grape harvest in New Zealand. She has about 3 years of wine marketing experience before transitioning into wine production.

**Student #2** has dual bachelor degrees in French and Anthropology. She has taken multiple courses through DMACC and would like to partake in the international internship program in February 2009. She is familiar with cellar operations, is very well acquainted with wine types and styles, and has completed a wine appreciation course (invaluable for sales/service.) Very intelligent and a very hard worker.

Contact: Paul Gospodarczyk, Instructor of Enology  
Des Moines Area Community College  
2006 S. Ankeny Blvd. Bldg 7  
Ankeny, IA 50023-3993  
515-964-6406 or [ptgospodarczyk@dmacc.edu](mailto:ptgospodarczyk@dmacc.edu)

### ***Mid-American Wine Competition Seeks Iowa Wine Judging Talent***

The Mid-American Wine Competition held on the Des Moines Area Community College's (DMACC's) Ankeny Campus is seeking local judges for the 2008 wine competition. The competition will be held on July 11-13, 2008 to evaluate wines produced in the Midwest. The head judge is Doug Frost. Frost is one of three people in the world to have both qualifications of Master of Wine and Master Sommelier. The director of the Competition is Bob Foster, longtime wine judge and co-founder of the San Diego national Wine Competition and writer for the California Grapevine wine newsletter.

To compliment this accomplished duo, DMACC is seeking local wine talent to help judge the wines. Foster will administer a Judges Qualifying Exam on May 31 at 10:00 am on the DMACC campus to find local judges. The exam will not test wine knowledge but rather an individual's tasting ability, consistency and recognition of wine faults. If you are interested in taking the Judges Qualifying Exam, please contact Bob Foster at [winecompetition@dmacc.edu](mailto:winecompetition@dmacc.edu). or [rfoster2@san.rr.com](mailto:rfoster2@san.rr.com).

Further information: Paul Gospodarczyk (515-964-6406) or [ptgospodarczyk@dmacc.edu](mailto:ptgospodarczyk@dmacc.edu)

## ***Results of Iowa Winery Software Survey***

“What is the best winery management software?” This has been a common question over the past few years. I never had a good answer. It finally occurred to me that our wineries could answer this question best. So,... I sent out a short e-mail survey to our Iowa wineries asking what kind of software they are using and if they liked it. Thirty-two Iowa wineries representing the majority of Iowa’s native wine sales and production replied to this survey. Here is a brief summary of the survey:

1. 26 wineries were not using any special form of winery management software.
2. 8 wineries identified Microsoft Excel software being used.
3. 8 wineries identified Quick Books or Quick Books Pro as their primary accounting and sales software being used.
4. These are the special software packages that were identified:

DMI-AgVision Accounting & Sales:

<http://www.dmi-agvision.com/AgVision%20Software.html>

Amphora Wine Log: <http://www.fermsoft.com/amphora/>

Cash Register Express from WineWare: <http://www.winewaresoftware.com/>

Nexternal: <http://www.nexternal.com/>

Orion Blend (prior name – eSkye): <http://www.eskyesoftware.com/>

PO SX: <http://www.pos-x.com/>

ShipCompliant: <http://shipcompliant.com/>

VinNow: <http://www.vinnow.com/>

5. Several were looking into or had just purchased:

Elypsis: <http://www.elypsis.com>

VinNOW: <http://www.vinnow.com/>

The full 5 page Iowa Winery Software Survey report showing all the replies and links to additional winery and vineyard management software contacts can be found here:

<http://www.extension.iastate.edu/Wine/Resources/marketing.htm>

## ***Weed Control Options in the Vineyard***

Poor weed control is the number one reason people fail to maintain or establish productive vineyards in Iowa. I have heard this same remark from many vineyard professionals. I also agree with them. Weeds are very competitive. There are all kinds of weeds that compete with crops. Most research has shown that the typical summer annual weed that germinates in the spring will consume water and nutrients 3-4 times faster than the crop they are competing with. Another weed many vineyard operators fail to control is grass sod. Deep rooting grasses like smooth brome grass, tall fescue and orchardgrass have no place in a vineyard. I always recommend that people kill these grasses completely before establishing a vineyard. My standard recommendation for seeding the aisles is to broadcast approximately 50lbs/acre of common bluegrass for vineyards in Iowa and keep a strip approximately 3 feet wide under the trellis wire free of any plant growth. I like bluegrass because it is shallow rooted (less competitive), will provide a good winter hardy sod between the trellis rows and goes dormant in July & August when water use becomes critical for the grapes.

Yes, but why do some productive vineyards have sod growing right up the grape plants? This is a common question I often hear. There are instances (not very many) where grass sod is sometimes used to hold back the vigor of mature very vigorous established vineyards.

Here are some common options used for weed control in vineyards?

**Organic Mulch** works well for annual weed control if applied prior to germination. The most common organic mulch products being used in Iowa would include small grain straw, wood chips and old hay. Re-application each year is the norm and typically a 3-inch or greater thickness is needed to provide weed control. Clearing the mulch away from the base of the plants each winter is often advised to keep rodents from setting up house and girdling the plants. These materials should not be incorporated into the soil because of the nitrogen deficit that would occur as the micro-organisms take nitrogen out of the soil to breakdown the high carbon mulch materials.

**Synthetic Mulches** made of a plastic fabric are sometimes used in vineyards. Typically they are installed during the establishment and then taken out later after they start to degrade from ultraviolet light and mechanical damage. Most (maybe all) of the vineyards I have visited that started out with synthetic mulch advised against it. Spending an hour or more removing the fabric out of the underside of a mower deck has been a common story theme.

**Cover Crops** can be used to reduced weed growth, reduce soil erosion and help the grape plants to harden off early in the fall. I normally recommend oats, spring barley, spring rye or spring wheat be planted in mid-August. These spring crops will help suck up excess moisture and nitrogen that may be present and help the plant to harden off prior to winter. These spring small grain crops will get approximately 1-1.5 feet tall and then die over the winter. The remaining residue will cool the soil and dramatically reduce early season weed competition. Additional methods will be needed to maintain weed control through the season. There is also evidence that there are chemicals in the rye residue (alleopathic chemicals) that provide some weed control. Growers can plant winter barely, rye or wheat in late summer, but they will green up again in the spring and tillage or herbicides will be needed to kill them in the spring.

**Smother Crops** (sometimes called living mulch) can be used to out-compete weeds and provide a dense vegetation mat under the trellis wire. Smother crops also compete with the grape plants and should only be used in well established vineyards. Mustard and rape (closely related) are two crops that have been used in some vineyards on the West Coast. Most of their growth occurs early and then they go dormant early in the summer after producing seed. Research at ISU has shown that creeping red fescue can be planted under the wire for excellent weed control without harming yields in established vineyards. Creeping red fescue is a shade tolerant turf grass. You can read the entire research report here: <http://viticulture.hort.iastate.edu/research/pdf/effectofliving07report.pdf>

**Biological Weed Control** via grazing animals has been tried in Iowa and does work. Jeff and Greg Kuntz put a net over their vineyard north of Sigourney, Iowa and used chickens and pheasants for weed control. This was a 3-year successful project as they were getting there vineyard established. “Weeder” geese are also well known for their use in vegetable crops. Researchers at the University of California have also successfully grazed sheep in their vineyards by training them not to eat the grapes. Details here: <http://news.ucanr.org/newsstorymain.cfm?story=977>

**Mechanical Weed Control** would include pulling, hand hoeing, tractor mounted tillage and flaming. I do know several people who thought they could handle the weeds via pulling and hand hoeing. This does not last long! I do not know of anyone using any type of side mounted tractor tillage implements in Iowa, though I do know of several who are using a Weed Badger ® for weed

control. Details here: <http://www.weedbadger.com/> Tillage works fine is the is done very shallow so not to disturb the grape roots. Continuously tilled soil is also more prone to soil erosion.

Several vineyards in Iowa are successfully using both trailer mounted and hand held propane torches for weed control. If done correctly, they provide an economical and safe method of weed control. There is only one manufacturer of agricultural weed flamers in the U.S. that I am aware of, Flame Engineering in LaCrosse, Kansas. They manufacture and distribute the Red Dragon® line of flamers. Details here: <http://www.flameengineering.com/>

**The application of Herbicides** is the most common method being used in Iowa vineyards for weed control. Most people seem to start out using several post directed applications of Roundup® or generic (glyphosate) for seasonal weed control. They then move into using pre-emergence soil applied herbicides that typically provide 5-8 weeks of residual weed control that may be followed up by a mid-season post-emergent application to clean up weed escapes. The primary post-emergent and pre-emergent vineyard herbicides that I see being used in Iowa in their order of prevalence would be:

### **Primary Post-emergent Herbicides Being Used in Iowa Vineyards**

1. Roundup (glyphosate) or generic forms. Grass & broadleaf control.
2. Rely (glufosinate) Grass & broadleaf control.
3. Gramoxone (paraquat) – Grass & broadleaf control. Restricted Use Pesticide
4. Aim (carfentrazone) – primarily annual broadleaf control
5. Poast (Sethoxydim) – primarily annual grass control

### **Primary Pre-emergent Soil Applied Herbicides Being Used In Iowa Vineyards**

1. Prowl (pendimethalin) or generic forms. Primarily grass control.  
Cannot be used on bearing vineyards.
2. Surflan (oryzalin) or generic forms. Primarily grass control.
3. Chateau (flumioxazin) Primarily broadleaf control.
4. Princep (simazine) Primarily broadleaf with some grass control.  
Can only be applied to vineyards 3 years or older.
5. Karmex (diruon) or generic forms. Grass and broadleaf control. Plants must be at least 3 years old and be of 1.5 inches or greater in trunk diameter.
6. Goal (oxyfluorfen) Primarily broadleaf control with some post-emergence broadleaf weed control.

**Note:** Prowl H2O® received a supplemental label for bearing grapes in late 2007. I fully expect it to replace the common Prowl or other generic pendimethalins as the #1 soil applied herbicide in the near future because of this new labeling and its economical cost. The new supplemental label can be seen here: <http://www.cdms.net/LDat/ld6CT064.pdf>

The 2008 Midwest Small Fruit Spray Guide lists 23 herbicides that are labeled for grapes. I would suggest reviewing this guide shown below to review all these options.

### ***Four Excellent Vineyard Weed & Pest Management Online Spray Guides***

1. 2008 Midwest Small Fruit Spray Guide, 76p:  
<http://hort.agriculture.purdue.edu/pdfs/08SprayGuide.pdf>

2. Midwest Small Fruit Pest Mgt. Handbook: <http://ohioline.osu.edu/b861/index.html>
3. 2008 Pest Mgt. Guide for Grapes, Washington State University – EB0762, 44p: <http://cru.cahe.wsu.edu/CEPublications/eb1491/eb1491.pdf>
4. 2007 NY and PA Pest Mgt Guidelines for Grapes: <http://ipmguidelines.org/grapes/>

### ***Weed ID Resources for the Vineyard***

1. Univ. Of IL Weed ID: <http://weedid.aces.uiuc.edu/>
2. Iowa's List of Noxious Weeds: <http://www.weeds.iastate.edu/reference/noxiousimages.shtml>
3. ISU Weed Seedling ID: <http://www.weeds.iastate.edu/weed-id/weedid.htm>
4. Common Weed Seedlings in Michigan: <http://web1.msue.msu.edu/msue/iac/e1363/e1363.htm>
5. Virginia Tech Weed ID: <http://www.ppws.vt.edu/weedindex.htm>
6. Rutgers Univ. Weed Gallery: <http://njaes.rutgers.edu/weeds/>

### ***Where to Purchase Your "Personal Protective Equipment" (PPE)***

Every pesticide label will clearly identify the "Personal Protective Equipment" the user should wear when mixing, loading or spraying. Waterproof gloves, goggles, apron, and sometimes a respirator may be recommended. Often one can purchase these from their local ag-dealer or farm supply store. PPE can also be purchased at many other places via telephone or the WWW. The publication "Personal Protective Equipment For Agriculture - Sources of Protective Apparel and Gear" PAT13 lists 20 different sources of PPE and is available free from ISU Extension here:

<http://www.extension.iastate.edu/Publications/PAT13.pdf>

### ***Two Sources to Find Pesticide Labels and Material Safety Data Sheets (MSDS)***

1. CDMS: <http://www.cdms.net/LabelsMsds/LMDefault.aspx>
2. Greenbook: <http://www.greenbook.net/>

### ***For You Green Folks - A Greenhouse Gas Calculator for Your Winery***

A greenhouse gas protocol and Excel spreadsheet calculator has recently been developed by Provisor Pty Ltd and Yalumba Wines of Australia. The calculator is adapted for winery use in Australia, New Zealand, South Africa and the U.S. The 154 page protocol, 33 page user manual and 3.6mb Excel spreadsheet can be accessed "Free" here: <http://www.wfa.org.au/environment.htm>

### ***California Controls 63% of U.S. Domestic Wine Market***

California wine hit \$18.9 billion, up 6% in 2007 according to the California Wine Institute. Unfortunately, import sales grew faster in 2007. U.S. wine consumers spent \$30 billion in 2007 ( $18.9 / 30 = 63\%$ ) making the U.S. the top wine market in the world in terms of dollar sales.

## U.S. Table Wine Volume Sales Based on Color

Red = 43%  
White = 42%  
Blush = 15%

From U.S. Supermarket data from the Nielsen Company

More data and statistics can be found in this report from The Wine Institute here:

<http://www.wineinstitute.org/resources/statistics/article122>

### ***Cornell University to Build 2,400 Sq. Ft. Teaching Winery***

Cornell University's enology and viticulture program is expanding to meet the demands of New York's growing vine/wine industry. They have recently established an undergraduate program in enology and are working on an undergraduate viticulture program. Over the last year Cornell has hired 3 new faculty members and one enology Extension associate. Of the 53 grapes developed and released since 1906 by Cornell, nine have been wine grapes. They include Cayuga White, Chardonnay, Noiret, Corot noir, Valvin Muscat, Traminette, Melody, Horizon, and GR7. You can learn more about Cornell University's enology and viticulture program here:

1. College Announces Plans for On-Campus Teaching Winery ,4-8-08 Chronicle Online, Cornell University: <http://www.news.cornell.edu/stories/April08/NY.wines.gala.ka.html>
2. Cornell University's Enology & Viticulture Homepage: <http://www.grapesandwine.cals.cornell.edu/index.php>

The New York wine industry has grown from 9 wineries in 1976 to 212 wineries in 2006. New York is the #3 grape producer in the U.S. The wine industry has an enormous impact on the rural and state economy. With the growth in tourism (about 4.1 million visitors) and growth in associated service industries, the economic impact on the state is about \$6 Billion.

### ***Comments from Readers***

1. Concerning Wine Grower News (WGN) #38 article: Pesticide Supplies in Short Supply?  
---- *"That is great news. :-)* IA organic grower
2. Concerning WGN #38 article regarding historic Western Iowa Grape Production:  
---*"It can be shocking to look at old prices that are not much different from today's prices. Lots of our bulk producers don't make any money. Our best juice producers probably don't make much more per acre (eg if they get 8 T @ \$240 per ton, and cost of production is around \$1600, roughly \$300/acre) than you would get for field crops".* – TM ,NY
3. Concerning WGN #8 article: Christmas Tree Shearing Knives for Hedging, Topping & Skirting.  
---*"I am glad to see people talk about the Christmas tree shearing knives & I do sell a lot to vineyards & they are very happy with them. Your paper only showed (3) companies to buy from!"* BS, FL <http://www.treeshearingknives.com>

## ***Quote of the Week***

*“Wine consultants survey the country and find that 21- to 35-year-olds prefer wine to beer. And, while they like wine, they know little about it, and have no strong brand loyalties.”*

- Taken from 3-20-08, Miami Herald, *Generation Y Picks Wine Over Beer* by Fred Tasker  
<http://www.miamiherald.com/284/story/462156.html>

## ***Neeto-Keeno WWW Stuff***

1. Wine Taste TV: <http://www.winetastetv.com>
2. Wine Marketing Blog: <http://winemarketer.com/>

Past issues archived as html: <http://www.extension.iastate.edu/Wine/Resources/winegrowernews.htm>  
Past issues archived as pdf: <http://www.extension.iastate.edu/ag/newsletters/winegrowers.html>

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