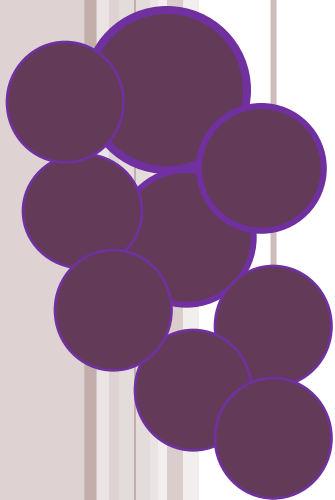




PRACTICAL MECHANIZATION FOR THE PRACTICAL VINEYARD

Stephen Gamet

UNL Viticulture Program



University Of Nebraska Viticulture Program
viticulture.unl.edu



AGRONOMY AND HORTICULTURE

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DEFINE PRACTICAL

- Relating to what is real rather than to what is possible or imagined
- Likely to succeed and reasonable to do or use
- Appropriate or suited for actual use



EVALUATE YOUR SITUATION

- Where is labor needed the most in your operation?
- Where will it be the most beneficial?
- How do you determine if that is where you need extra help?
- What is your bottom line?
- What is your ultimate goal business wise?
 - Size
 - Supplemental
 - Bottom line



OUR STORY



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MY STORY

- 2008 Vignoles Harvest



OUR STORY

- Value-Added Alternative Agricultural Grant from the State of Nebraska Dept. of Agriculture
- Partnered with 3 other area growers
- Total of 22 acres
- Contract with 3 other vineyards for a total of 73 acres
- 2014 harvested 115 tons
- 2015 harvested 86 tons



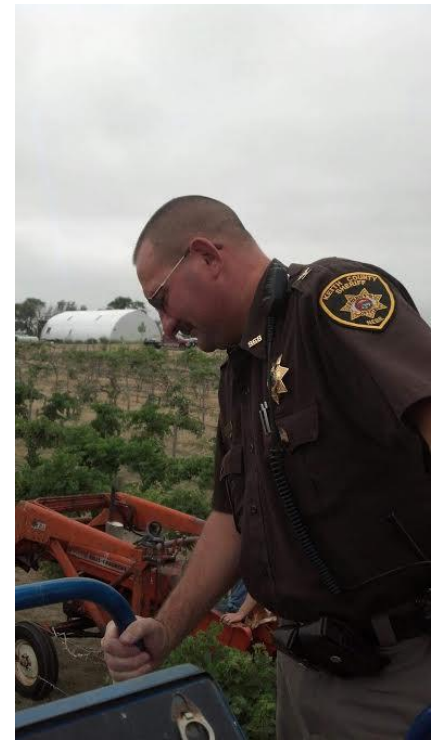
BUT WAIT

- Harvester doesn't fix all problems in fact it comes with its own set of new problems
- Maintenance of the machine
- Storage
- Transporting the machine from vineyard to vineyard
- Who gets to drive it
- How do we pay to run it, maintain it, insurance and all the things that come with ownership.



AND THERE IS MORE

- The I didn't think of that problems
 - Finding a trailer to haul it
 - Finding a truck to pull the trailer to haul it
 - Finding a trailer(s) to hold the fruit in the field
 - Having enough bins
 - Tractors to pull the trailers
 - Forklift to unload and load the bins
 - Cleaning the machine



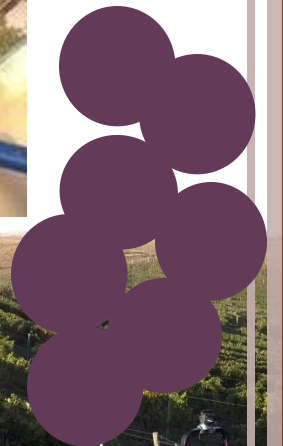
AND THERE IS STILL MORE

- Finding another trailer to haul the grapes plus truck
 - Instead of hauling 3 to 5 tons we are now having to haul 10 to 15 tons
- How coordinate this all into 6 weeks



NOT OUR PROBLEM BUT DOES EFFECT US

- Wineries
 - Getting larger volumes of grapes
 - There is virtually no stems so processing the fruit is different
 - You can get more fruit weight in a bin



OTHER MECHANIZATION WE UTILIZE

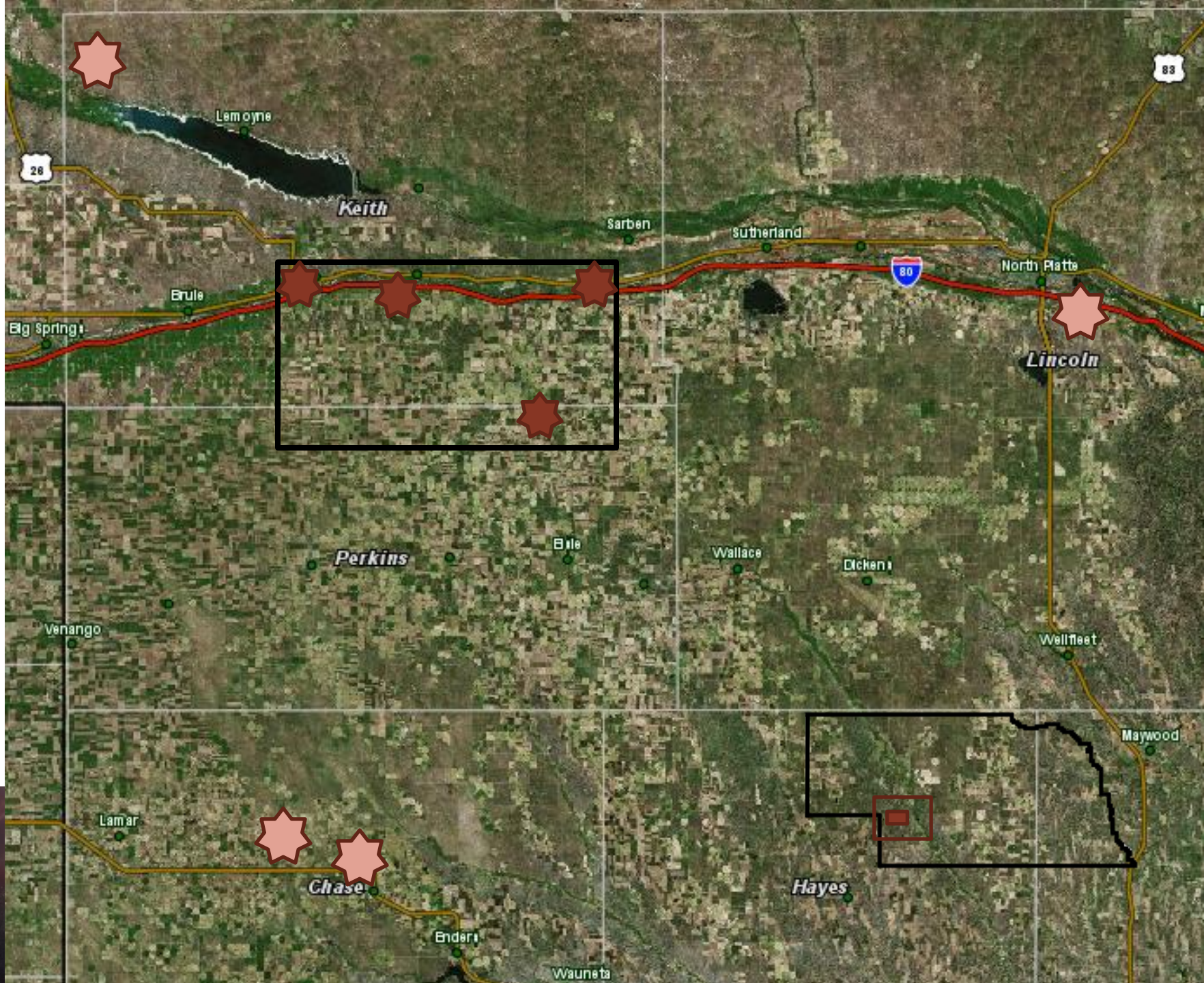
- Most is homemade
- Mist blast sprayer
- Mower
- Net installer/ retrieval
- Weed sprayer
 - cultivator
- Prepruner/hedging



WHAT MAKES IT PRACTICAL

- We are doing it as a group
- We do custom harvest (Grant)
- As a group we are diversified in our expertise
- We are a LLC and run it like a business
- We pay ourselves
- We work to keep expenses down (we don't owe money to anyone, purchased used)
- Our vineyards are setup for mechanization
- We are building a reputation for high quality grapes





THANKS

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- Stephen Gamet, Viticulture Technician
- Ben Loseke, Lab Technician & PhD Student
- Christina Bavougia, PhD Graduate



ALSO THANKS

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- Hunter & Christina Bryan
- Jeff & Stephanie Hillis
- My wife Kimberly and my two daughters
Mikayla and Meredith

