

Ontario Processing Vegetable Growers

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NEWSLETTER

Nº 4 - 2004

March 17, 2004

NEGOTIATION UPDATE

TOMATOES: On March 1st, negotiations with H.J. Heinz Company of Canada Ltd., Kraft Canada Inc. and Sun-Brite Canning Ltd. resulted in arbitration positions as follows:

HEINZ FINAL OFFER	GROWER FINAL OFFER
Paste: - 7% Juice: - 1%	
KRAFT FINAL OFFER	
Paste: - 6% Juice: - 1% Whole Pack: - 2%	Paste: - 3% Juice: - 1% Whole Pack: - 1%
SUN-BRITE FINAL OFFER	
Paste: - 6% Whole Pack: - 2%	

Subsequent to the exchange of final offers, all parties met on March 10th and reached an agreement as follows:

Paste: - 5% Juice: - 1% Whole Pack: - 1%
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PEPPERS: Peppers negotiations with Omstead Foods Ltd. and Bick's, Division of Multifoods Inc. resulted in agreement with no change in price for 2004 as follows:

Minimum Price For Each Ton:

Green Bell Type Peppers: \$289.50
Red Bell Type Peppers: \$393.00
Multicoloured Bell Type: \$253.00

Minimum Price For Each Ton:

Banana Type Peppers: Hot: \$357.75
Sweet: \$357.75

CABBAGE: Agreement was reached with Strub Brothers Ltd. The price of late cabbage for 2004 increased from \$72.83 to \$74.00 per ton delivered in bulk.

LIMA BEANS: Agreement was reached on lima beans with Strathroy Foods Ltd. There is no change in price at \$461.50 per ton.

BUTTERNUT SQUASH: Agreement was reached on butternut squash with Omstead Foods Ltd. and Strathroy Foods Ltd. at the same price as 2003 - \$95.50 bulk price per ton. Note that a tare category for the defect known as "Alligator Skin" was added to the Agreement. Please refer to the Agreement for complete details.

CARROTS: Agreement was reached on March 4th with Campbell Company of Canada Ltd., Family Tradition Foods Inc., Omstead Foods Ltd. and Strathroy Foods Ltd. for a 1% decrease from 2003 prices. Clause 5 (a) pertaining to payment provisions was revised so that payment for carrots delivered from and including the 1st to the 15th day of any month shall be paid for on the 30th of that same month and carrots delivered from and including the 16th day to the last day of the month shall be paid for on the 15th day of the following month.

CAULIFLOWER: Agreement was reached March 10th with Omstead Foods Ltd. and Strathroy Foods Ltd. on tied cauliflower and Omstead Foods Ltd. on untied cauliflower. No. 1 grade for tied and untied cauliflower increased \$2.00 per ton. There was no change to No. 2 grade cauliflower.

Price Per Ton:	2003	2004
Tied - Grade No. 1	\$427.00	\$429.00
Tied - Grade No. 2	\$202.00	\$202.00
Untied - Grade No. 1	\$354.67	\$356.67
Untied - Grade No. 2	\$154.59	\$154.59

BEETS: Agreement was reached with Kraft Canada Inc. There is no change in price or contract provisions for 2004. Prices per ton are outlined below:

Grade Sizes		Minimum Price For Each Ton
1" to 1 1/4"	Nº 1	\$219.00
1 1/4" to 1 3/4"	Nº 2	\$148.00
1 3/4" to 2 1/2"	Nº 3	\$102.00
2 1/2" to 3 3/4"	Nº 4	\$ 44.00
Over 3 3/4"	Over Size	\$ 44.00

QUEBEC NEGOTIATIONS

Negotiations have recently concluded in Quebec. A brief summary of crop outcomes is set out below:

- Sweet corn prices in the A, B and C categories dropped \$1.50 per ton each to \$83.50, \$92.00 and \$97.00 per ton respectively. This price decrease was tempered by a reduction in seed cost of 10¢ per thousand.
- In green peas, the agreement reached reflects a decrease of approximately 1.12% for the four production categories, after taking into account lower seed costs for 2004.
- In green and wax beans, the average decrease is calculated at 1.7%, after taking into account decreased seed costs.
- Lastly, cucumbers settled at + 3%.

GREENHOUSE BACTERIAL DISEASE PREVENTION PROTOCOL

The following resolutions were put forward at this year's Annual Conference:

- 04-05 Whereas bacterial diseases have become more prevalent in processing tomatoes and
Amended whereas, in many instances, there is a co-relation to the local greenhouse where the plants
 have been grown, BE IT RESOLVED that a greenhouse bacterial protocol be developed
 with an auditing system that requires each greenhouse grower to document every
 application of product and to provide the tomato grower with a complete history, prior to or
 at, pickup time upon request.
- 04-06 Whereas the seedling tomato growers have adopted a grower protocol to help prevent the
 spread of bacterial disease, and whereas the published protocol does not mention the water
 volume that should be applied with Kocide Mancozeb, therefore BE IT RESOLVED that
 the OPVG encourage the processors and seedling growers to adopt a recommended water
 volume that should be used when applying fungicides based on the best scientific
 knowledge available.

The Ontario Tomato Seedling Growers have revised their bacterial disease prevention protocol to include the following:

- Greenhouse growers are to record all pesticide applications on each plant lot and provide this information to processors and tomato growers upon request for any specific lot.
- When applying copper, the water volume should be reduced to the point of achieving maximum coverage without having any run off.

The board appreciates the cooperation of the Ontario Tomato Seedling Growers Marketing Board in addressing the aforementioned concerns.

2004 APPROVED RESEARCH PROJECTS

ONTARIO TOMATO RESEARCH INSTITUTE - APPROVED PROJECTS	RESEARCHER	AMOUNT
Ecological/Epidemiological Studies of the Highly Virulent Group C and D Forms of the Bacterial Spot Pathogen	D. Cuppels	\$8,500.00
Agronomic and Environmental Consequences of Applying Fertilizer N and P to Processing Tomatoes and Green Peppers Under Drip Irrigation	T. Zhang	\$10,000.00
Pest Management Strategies in Processing Tomatoes - 2004	R. Pitblado	\$15,000.00
Weed Control and Crop Tolerance Evaluations in Processing Tomatoes	D. Robinson	\$18,000.00
Evaluation of Topaz (Propiconazole) for Transplant Size Control and Earlier Maturity of Processing Tomato Seedlings	J. Zandstra	\$3,500.00
Farm-Scale Processing Tomato Production Using Surface and Subsurface Drip Irrigation and Fertigation	C. Tan	\$16,000.00
Drip Irrigation Water Management Strategies to Enhance Processing Tomato Fruit Solids, Quality and Yield	J. Warner	\$10,000.00

ONTARIO CUCUMBER RESEARCH COMMITTEE - APPROVED PROJECTS	RESEARCHER	AMOUNT
Weed Control Evaluations in Processing Cucumbers	D. Robinson	\$4,000.00
Processing Cucumber Variety Evaluation and Machine Harvest Studies	J. O'Sullivan	\$11,000.00
Weed Management Studies for Processing Cucumbers	J. O'Sullivan	\$5,000.00

This is the first year of jointly funded research projects for cucumbers. The Ontario Cucumber Research Committee is comprised of Ontario cucumber processors and the Ontario Processing Vegetable Growers.