



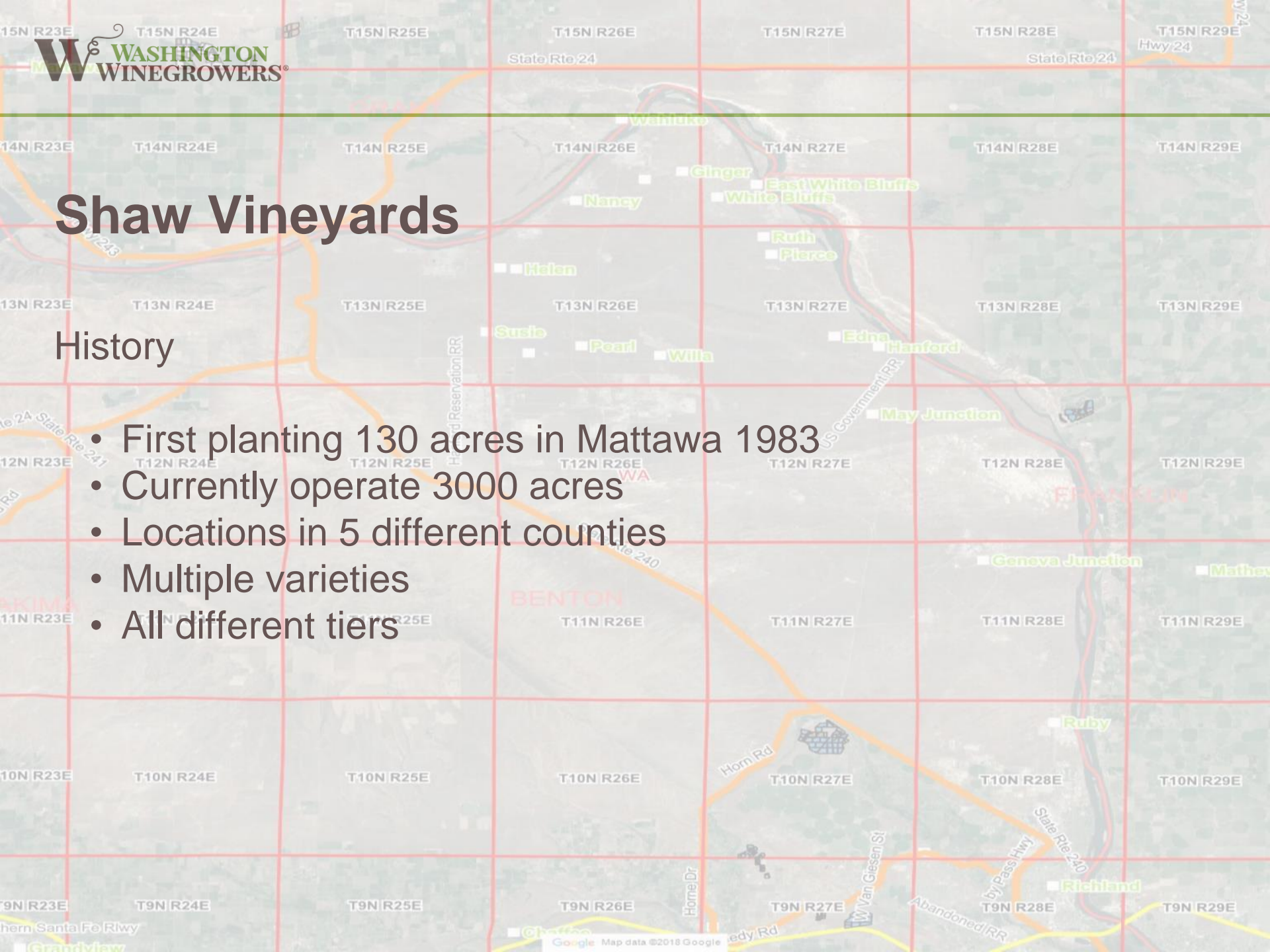
Forging Ahead: Profitability During a Labor Shortage

Bill Dickard
Shaw Vineyards

Shaw Vineyards

History

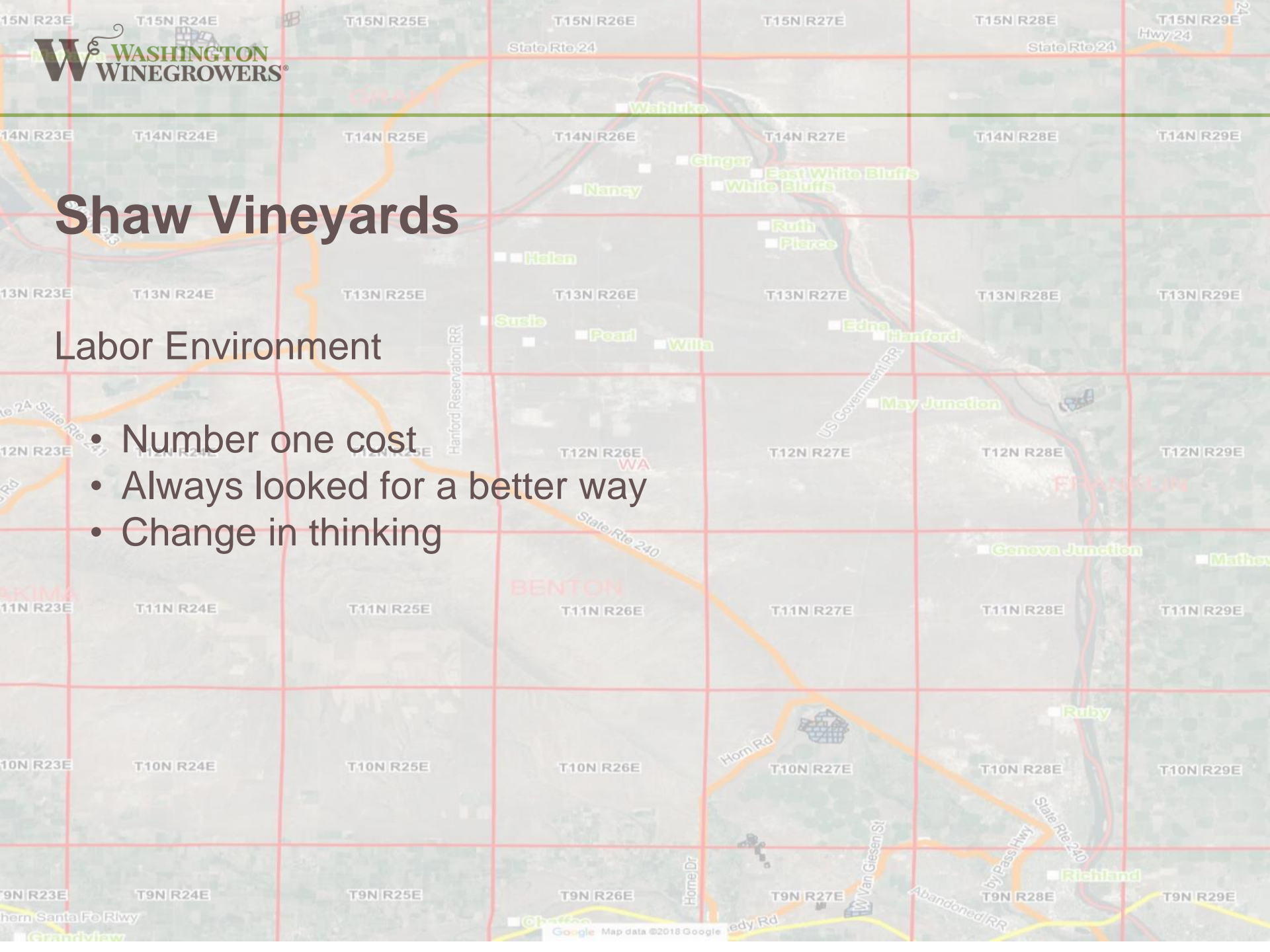
- First planting 130 acres in Mattawa 1983
- Currently operate 3000 acres
- Locations in 5 different counties
- Multiple varieties
- All different tiers



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Labor Environment

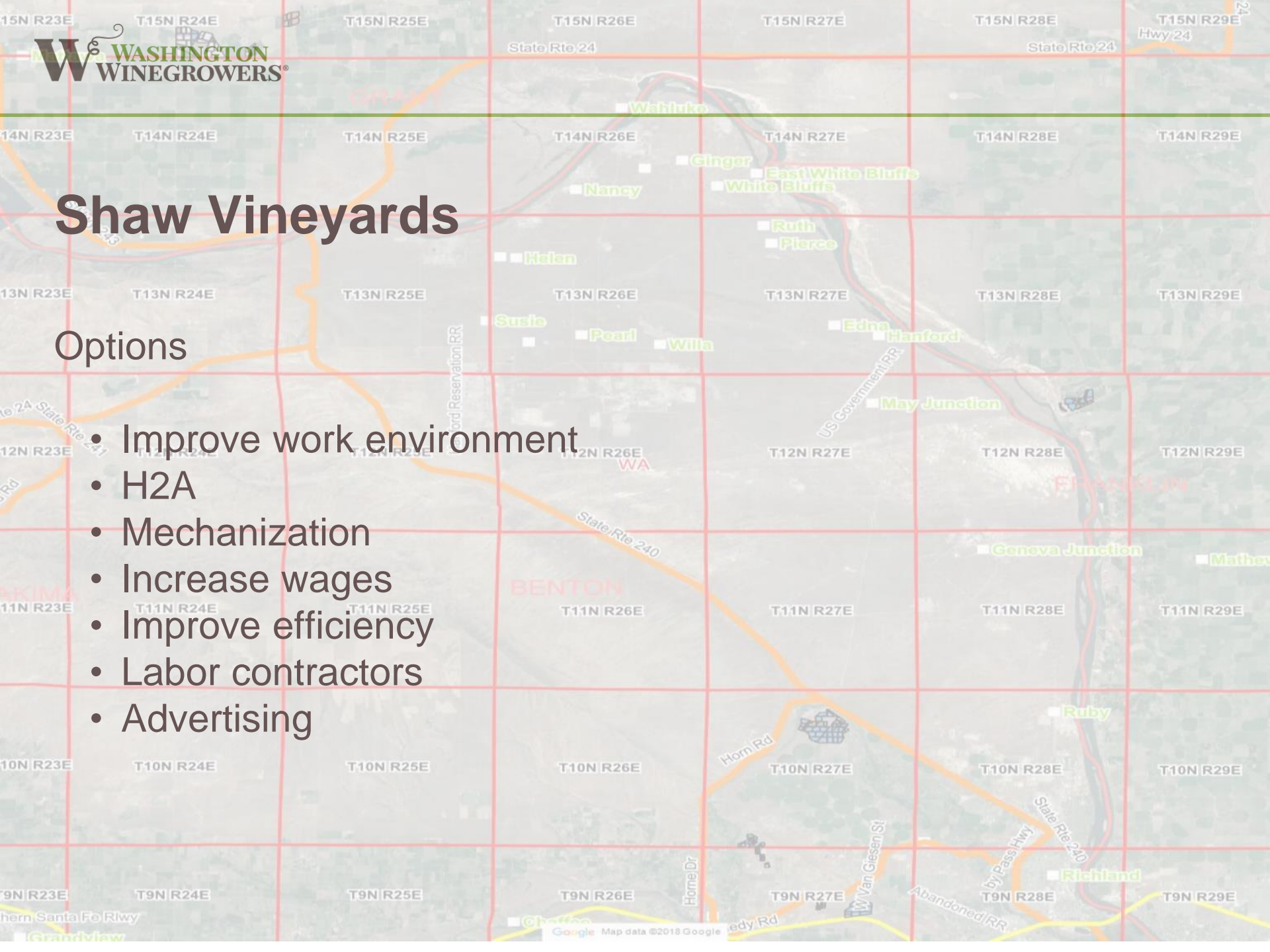
- Number one cost
- Always looked for a better way
- Change in thinking



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Options

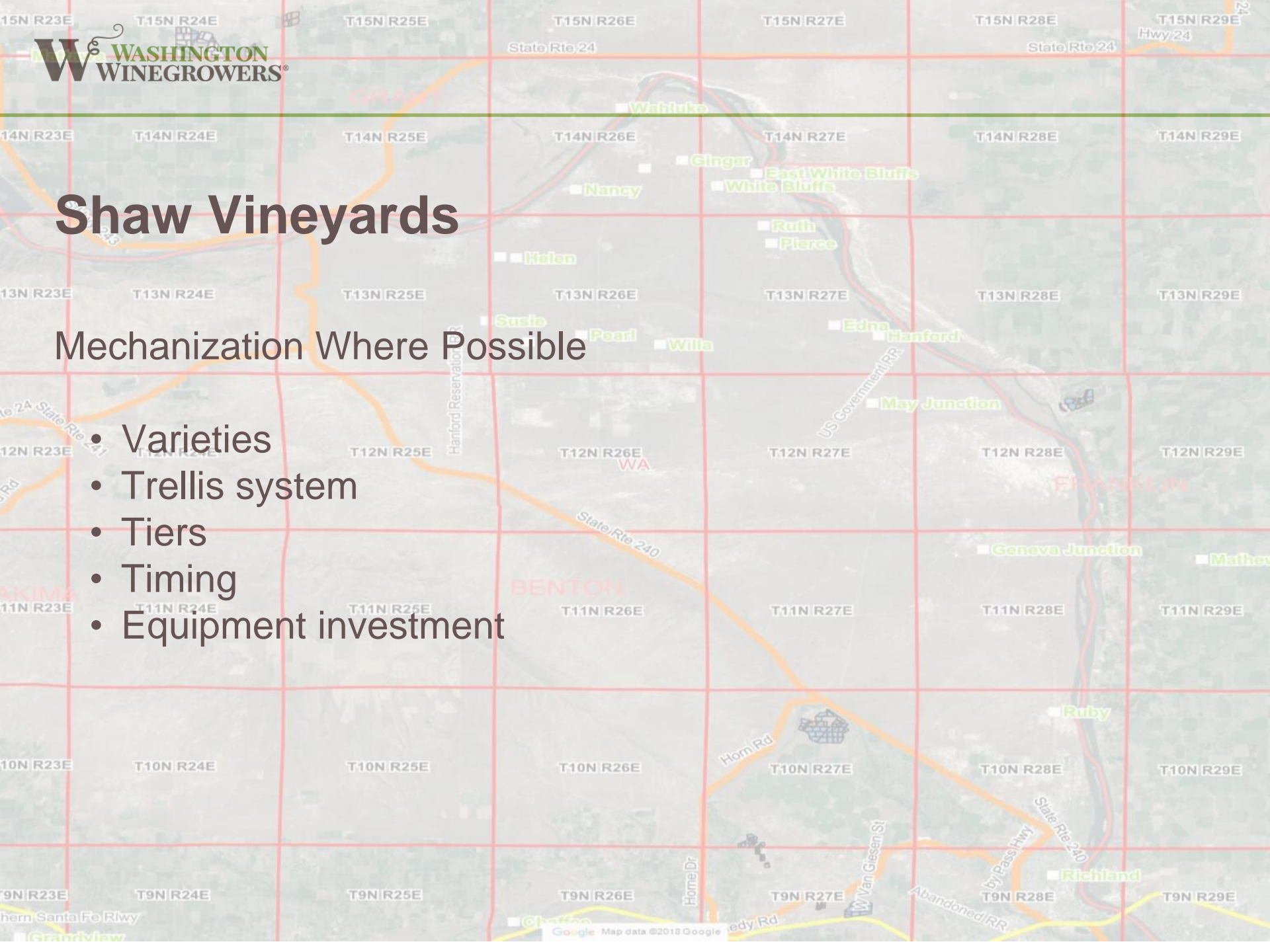
- Improve work environment
- H2A
- Mechanization
- Increase wages
- Improve efficiency
- Labor contractors
- Advertising



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Mechanization Where Possible

- Varieties
- Trellis system
- Tiers
- Timing
- Equipment investment



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Mechanized Operations

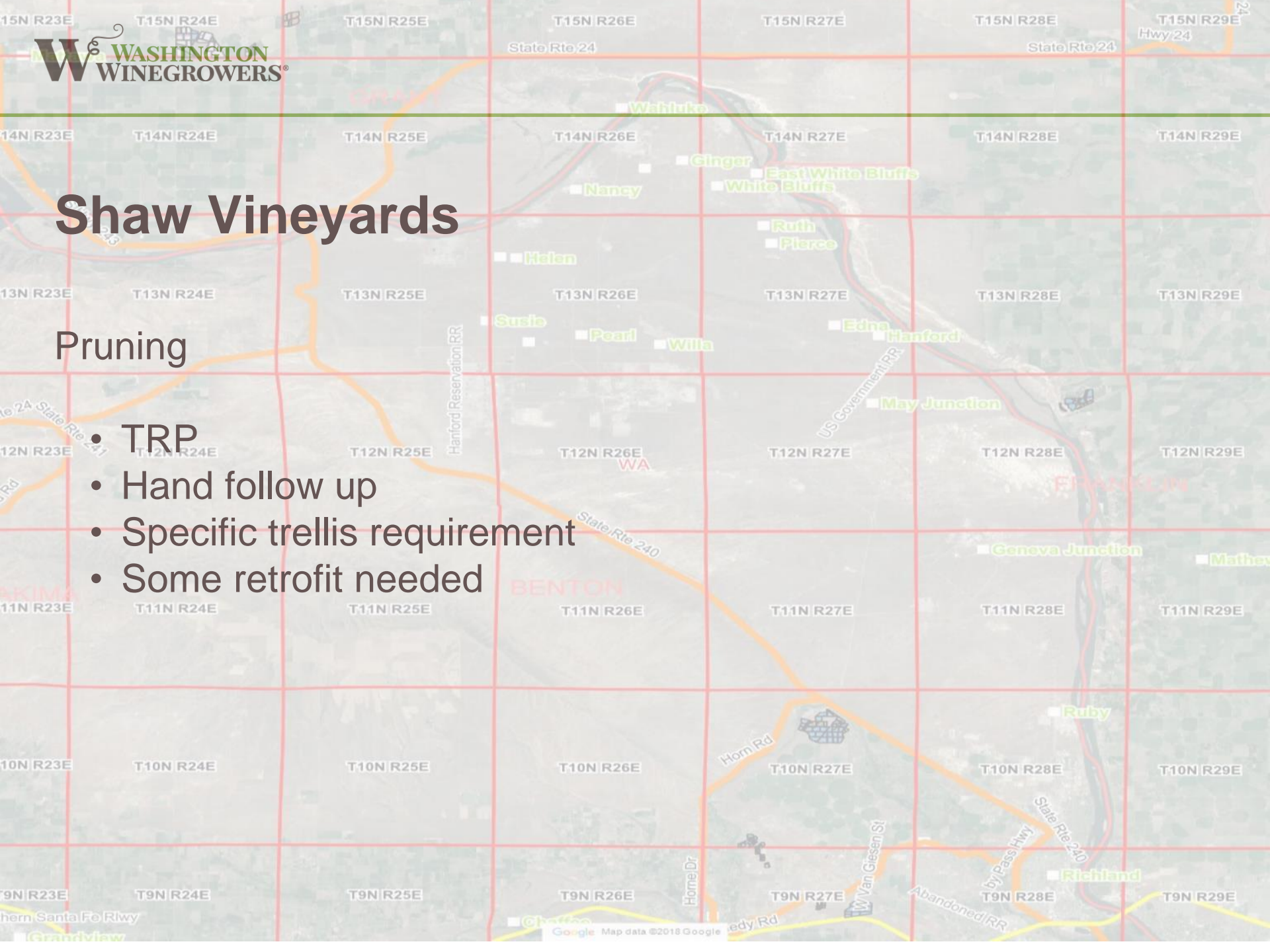
- Pruning
- Shoot thinning/suckering
- Leafing
- Harvest



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Pruning

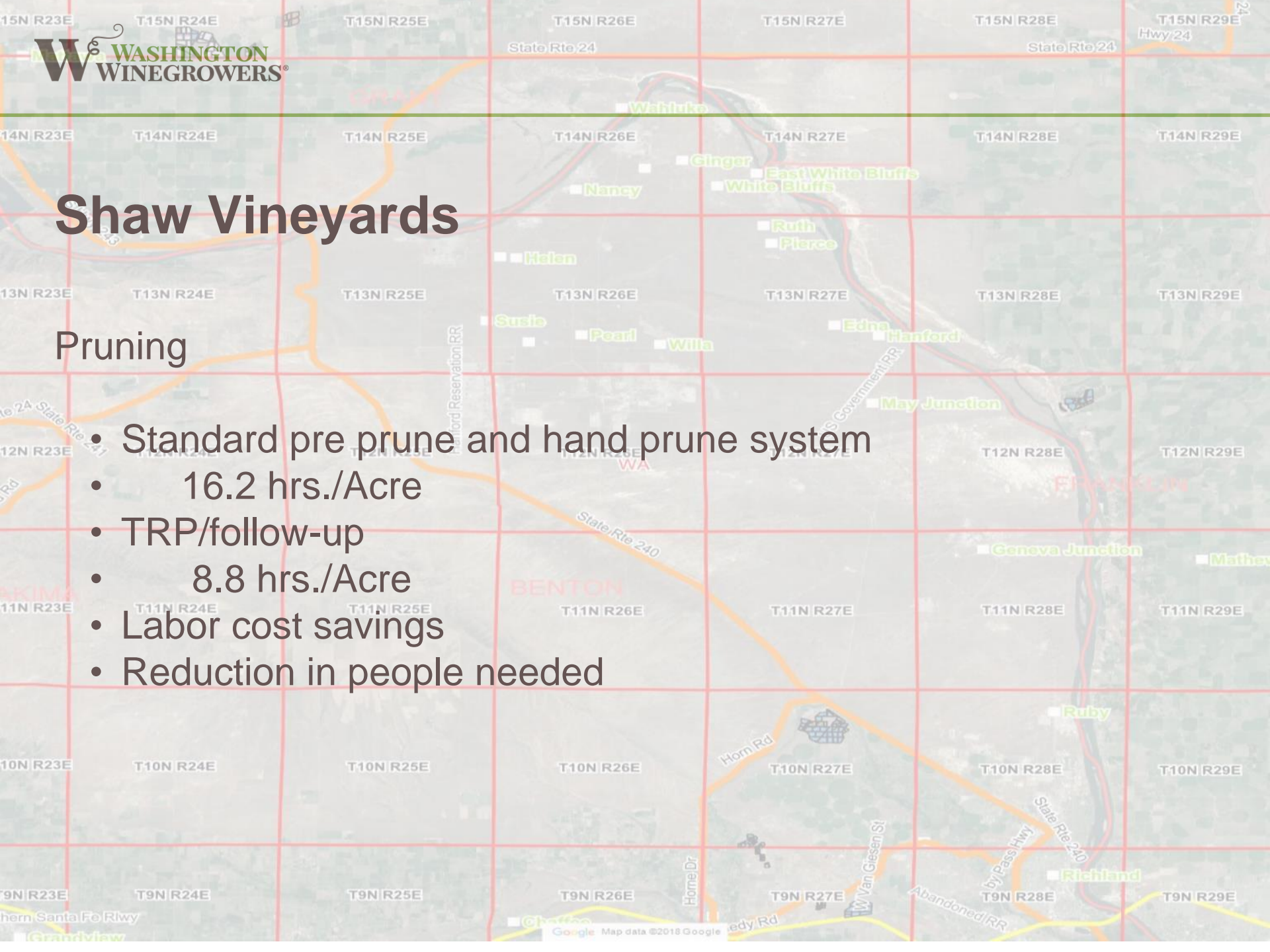
- TRP
- Hand follow up
- Specific trellis requirement
- Some retrofit needed



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Pruning

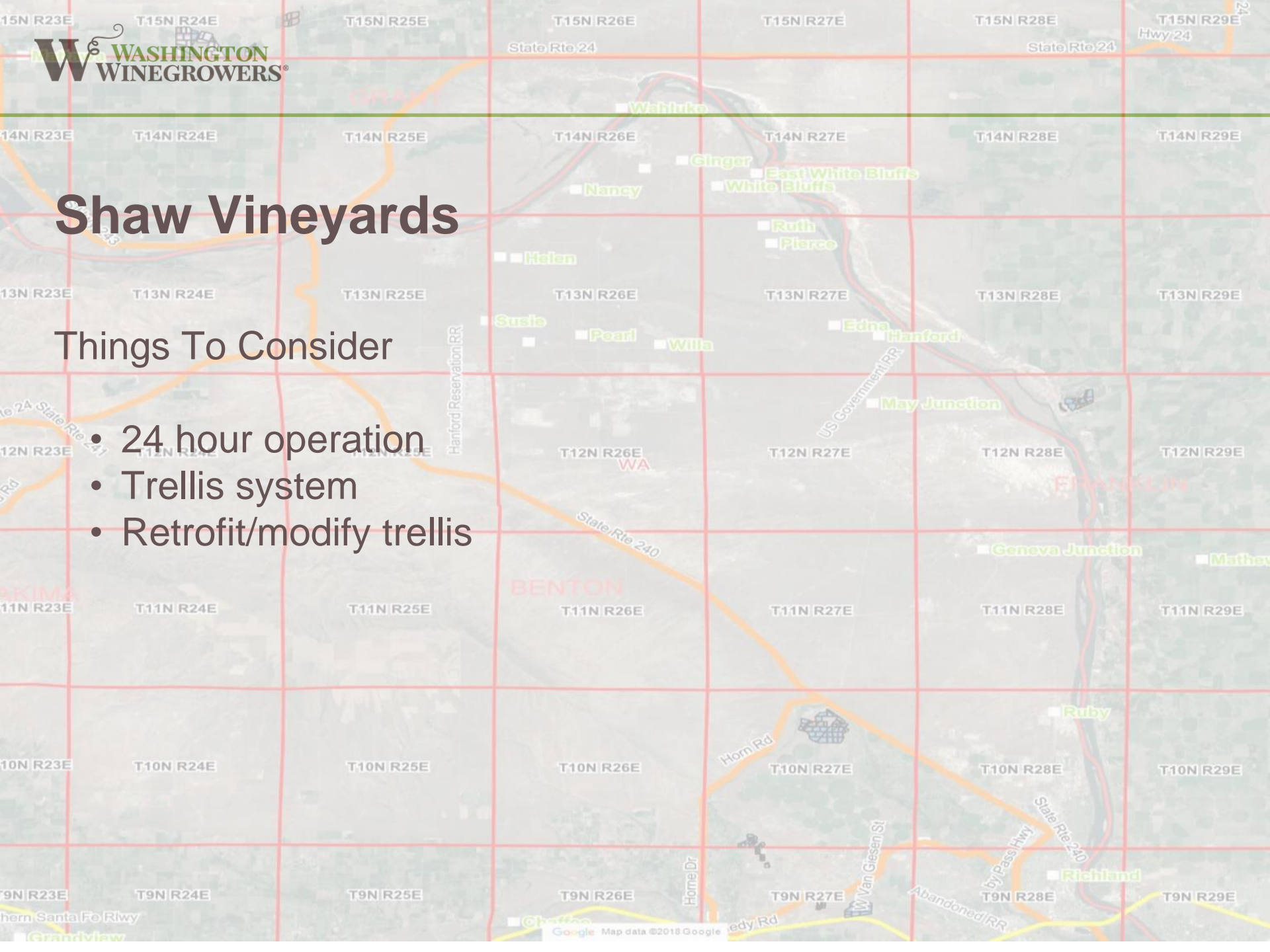
- Standard pre prune and hand prune system
 - 16.2 hrs./Acre
 - TRP/follow-up
 - 8.8 hrs./Acre
 - Labor cost savings
 - Reduction in people needed



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Things To Consider

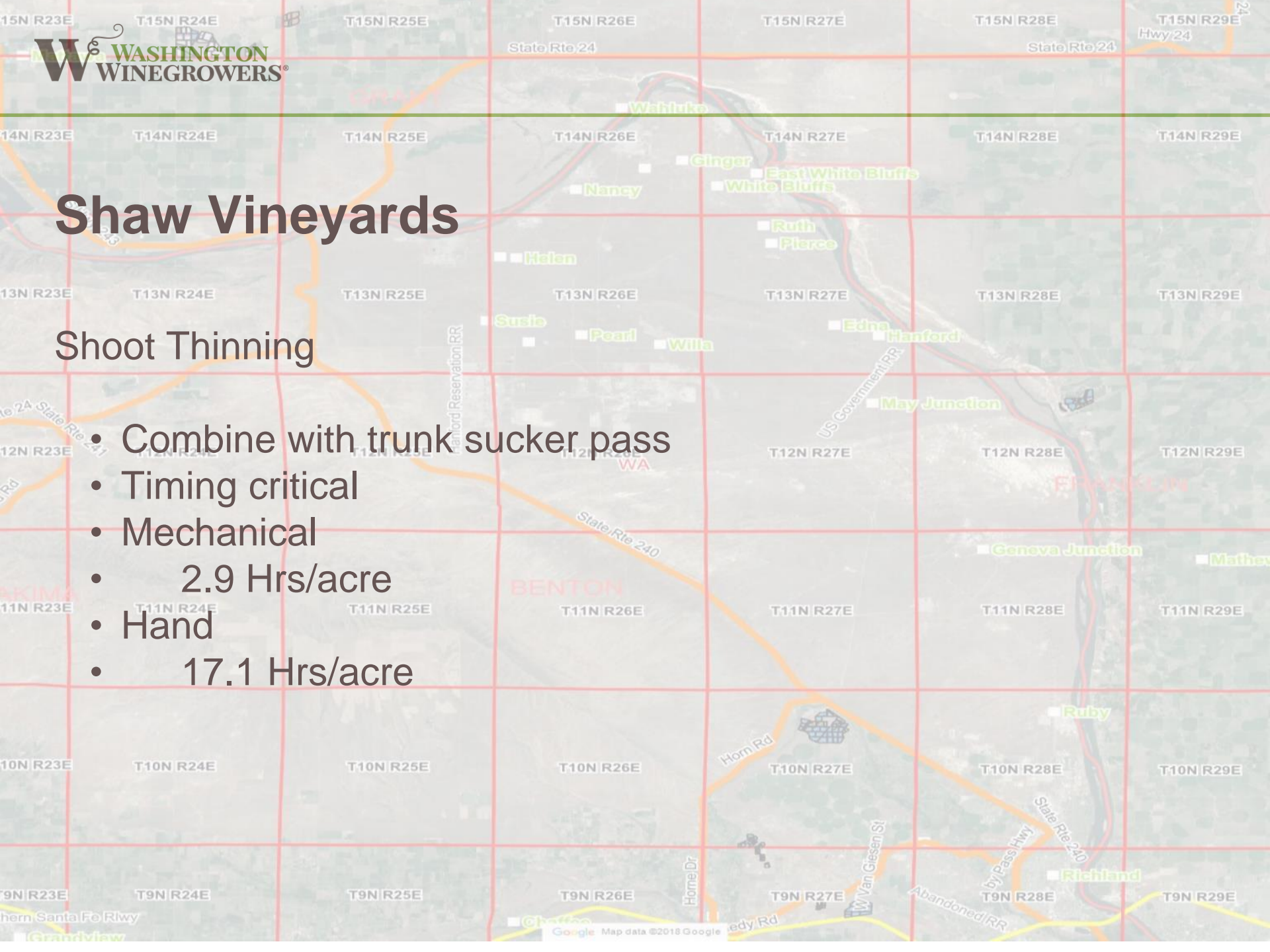
- 24 hour operation
- Trellis system
- Retrofit/modify trellis



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Shoot Thinning

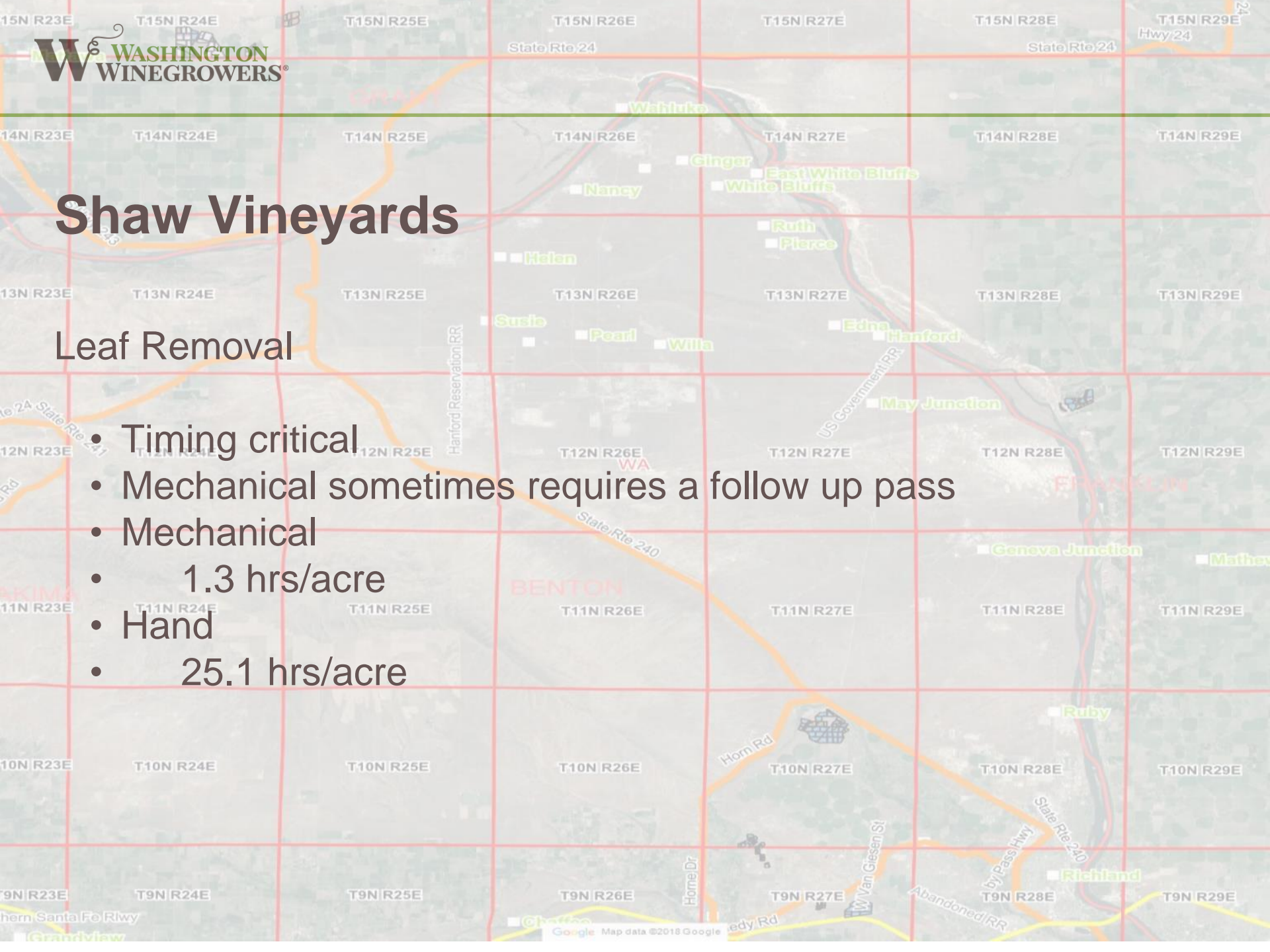
- Combine with trunk sucker pass
- Timing critical
- Mechanical
- 2.9 Hrs/acre
- Hand
- 17.1 Hrs/acre



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Leaf Removal

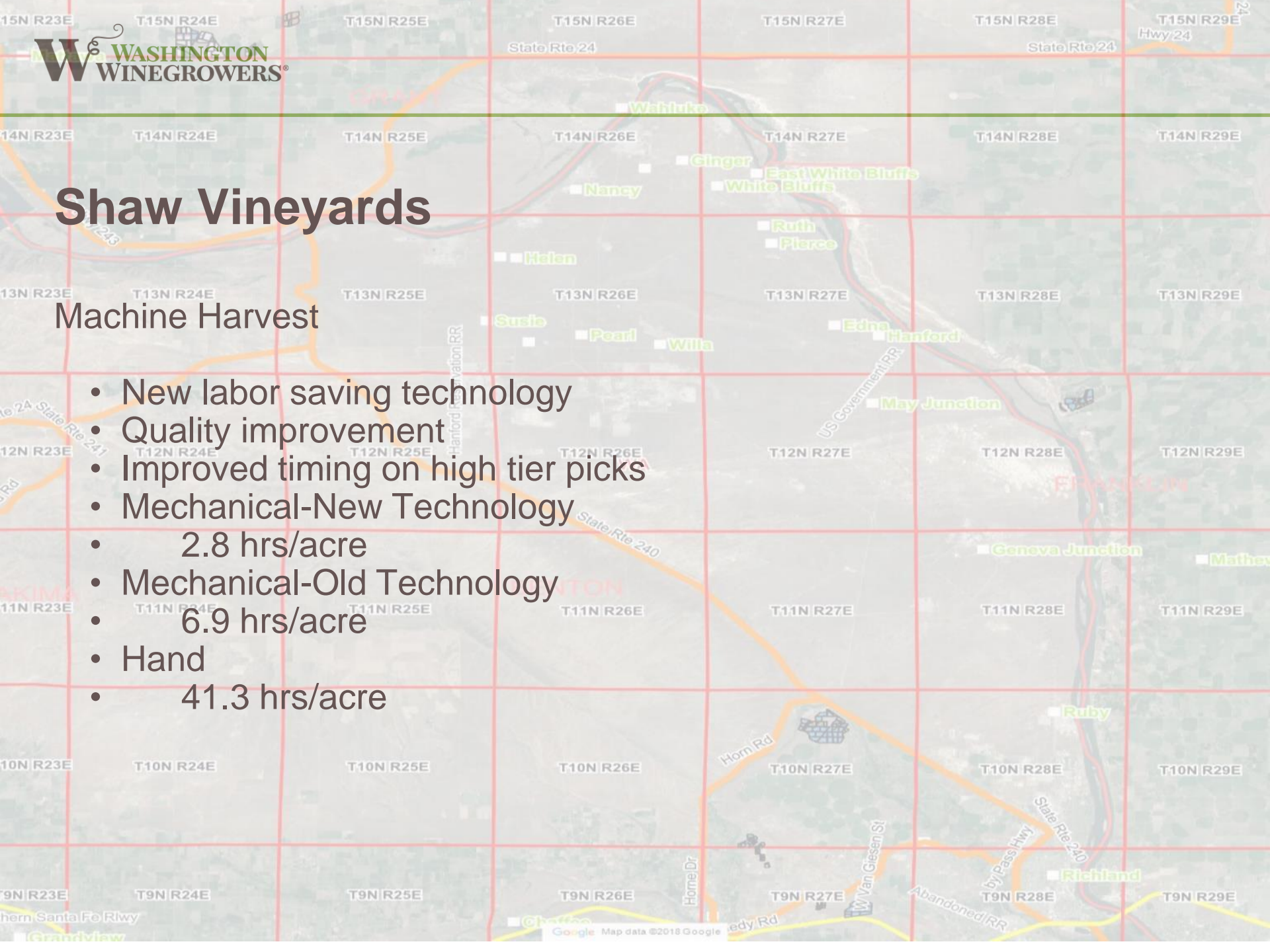
- Timing critical
- Mechanical sometimes requires a follow up pass
- Mechanical
 - 1.3 hrs/acre
- Hand
 - 25.1 hrs/acre



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Machine Harvest

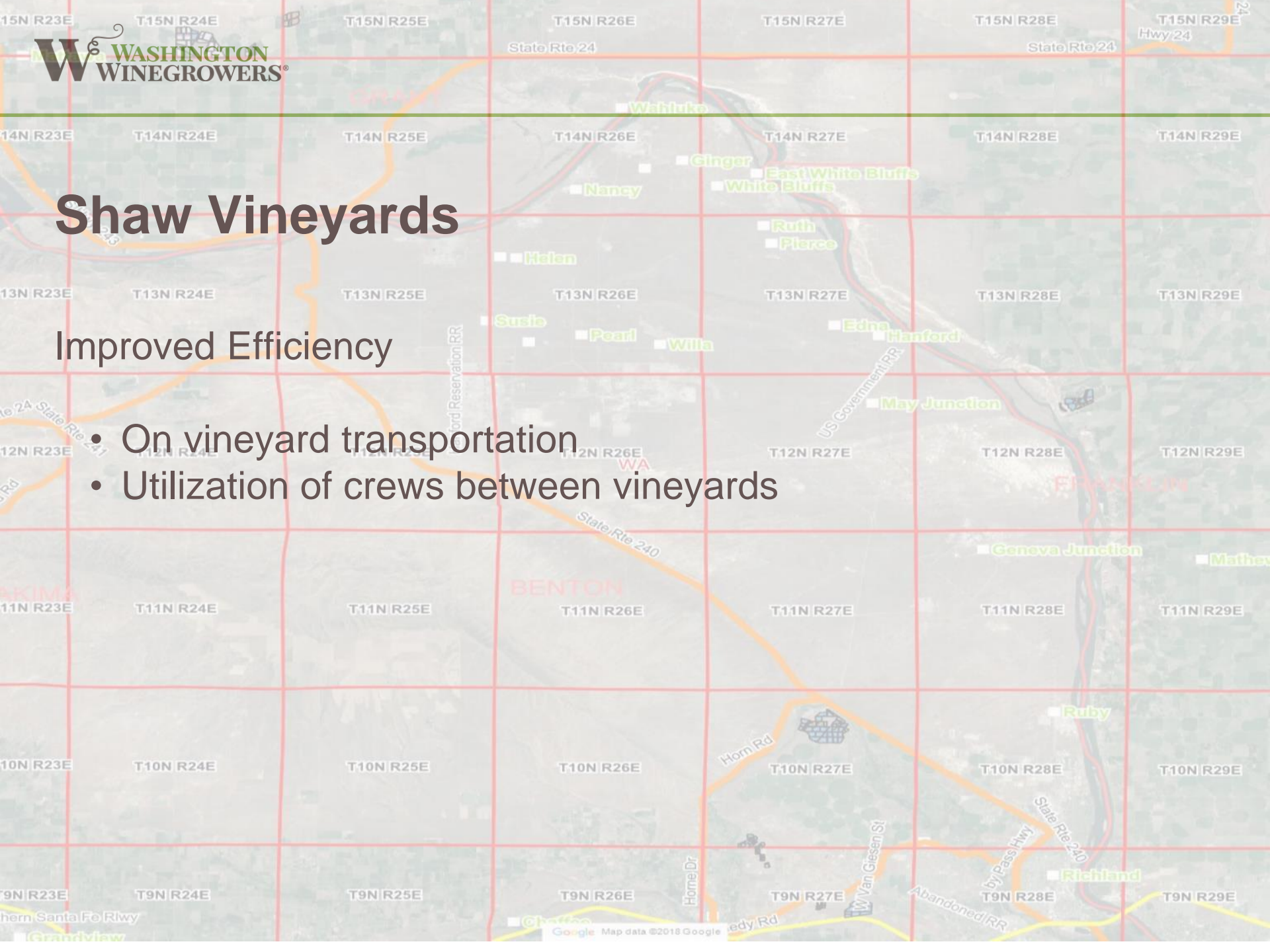
- New labor saving technology
- Quality improvement
- Improved timing on high tier picks
- Mechanical-New Technology
 - 2.8 hrs/acre
- Mechanical-Old Technology
 - 6.9 hrs/acre
- Hand
 - 41.3 hrs/acre



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Improved Efficiency

- On vineyard transportation
- Utilization of crews between vineyards



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Labor Contractors

- There when you need them
- Great for unskilled jobs
- Consistency
- Quality
- Cost

