

Looking Ahead

We established the business back in 1991, to both operate our own vineyards and offer vineyard management and contracting services to grape growers. The company has grown significantly over the years and today employs 16 full time staff; which more than doubles in size over the month of the grape harvest.

After nearly 20- years in business we thought it was timely to provide an update of our services and the staff at Jason Tripe Contracting Limited. We hope that this newsletter will provide you with some information on new and

familiar faces at JTC whilst giving you an update on the changes we have made to the company over the last twenty years. We intend to provide newsletters at relevant points during the season.



**JASON, VANESSA, JACK & GRACE
2009 : THE NEW CLEAN TECH - VARIO
HARVESTER**

What we do!

If the job has anything to do with grapes and wine including spraying for weeds and pests, vine trimming, spreading fertiliser, mulching, vine stripping, harvesting, vineyard site selection and development and virtually every other vineyard operation then we can either do it, or we can organise it on your behalf.

We offer a full vineyard management service tailored to the owners needs, or will work in conjunction with an owner or wine company to produce the best possible result.

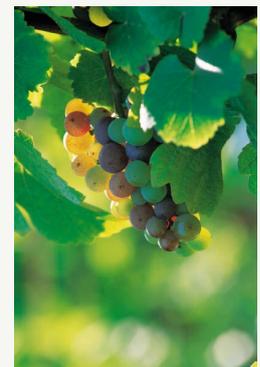
We pride ourselves on being experts and technically innovative. Our machinery is modern and meticulously maintained, plus our staff are well trained, enthusiastic and reliable. Our approach to viticulture is practical, pragmatic and professional, we don't want to waste your money or ours. We fully manage a large area covering many hundreds of hectares and also offer a total contracting and advisory service to growers and wine companies.

Vintage Harvesters Limited, also owned by us, is the harvesting arm of the operation. With five harvesters working 24 hours per day 7 days a week, we harvest vineyards in both the Wairau and Awatere valleys. These past two seasons have seen the introduction of the first Gregoire "Clean Tech Vario" harvester. Vintage Harvesters was fortunate to be offered this machine to operate - the first of it kind in the Southern hemisphere. This produces a de-stemmed whole berry sample and is ideal for quality Pinot noir, Pinot gris and Chardonnay, at machine harvest prices.

Accurate fertiliser spreading is vitally important. We have been quietly working on developing our own four wheel drive spreader for the last three seasons. "Transpread" computer controlled, it can band spread or broadcast solid fertiliser efficiently and precisely. This machine is a proven and reliable asset to our contracting services.

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ANTHONY : VINE STRIPPING

What's happening now?

The grape pruning season is slowly coming to an end. This is the first season we have operated the new double sided Klima vine stripping machine after last year successfully trialing the single unit. It has been an excellent addition to the pruning operation. Andrew and Anthony have shared shifts driving. This has been a very good cost saving measure.

The Langlois Vinestripper has also had a good season, working on a different principal to the Klima it is suited to many of the older vineyards and is complimentary to the overall vine stripping operation.

All our managed vineyards are now machine stripped, plus we contract our services to an increasing number of growers.

Mulching, weed spraying and general trellis and irrigation maintenance are on the agenda for the

balance of this month. As ground conditions permit we are broadcasting and bandspreading fertiliser, lime and gypsum.

Spring is here. With a La Nina weather pattern predicted for this summer we should get more westerly winds and hopefully more warmth than the early part of last summer. Predictions are that we can also expect more rainfall through September, so it is important we get work completed when ground conditions permit.



INNES : SPREADING LIME

WHEN YOU WORK
HERE YOU BECOME
PART OF OUR
FAMILY—THAT'S
JUST HOW WE
OPERATE AND IT'S
WHY WE KEEP
COMING BACK
EVERY DAY."

Who are we?

Jason Tripe: The boss who controls the team with his dry sense of humour and plenty of fun on a good day, keeps a very critical eye on how we perform and look.

Vanessa Tripe: The boss behind the boss, keeps a keen eye on progress and the boss.

Melissa Sutherland: Jason's sister; has the brains with heaps of letters after her name, gives pragmatic, practical viticulture advice and stands no dissention in the ranks.

Hamish Young: Adds some grey hair and 30 plus years of growing grapes and operating machinery.

Denise McIlroy: Keeps the money supply and the boss under control.

Tony Tripe: More grey hair, been growing grapes since 1980; top truck driver and will fill in whenever wanted.

Lance Luke: Been employed for 18 years with Jason, was first on the payroll, keeps reminding us Pakeha's who's really in control, loves his John Deere.

Andrew Duncan: Rolls his R's and his own, with a dry humour that keeps us all guessing; very experienced machine operator.

Tony Neale: Service Manager and a very experienced engineer, he keeps the machinery moving and is an expert with grape harvesters.

Anthony Wraight: Young, keen and enthusiastic, a top machine operator; will work every hour possible.

Keith Barnes: Wires, posts, irrigation and machines, will take everything in his stride with an eye for detail.

Gerald Walsh: Still more grey hair with a heap of stories to tell, will turn his hand to most things, doesn't suffer fools and is a meticulous worker.

Innes Price: Also keen and young, loves spreading fertiliser and will drive anything.

David Price: Younger brother of the above, a self taught mechanic who assists in the workshop, but helps wherever needed; is a bit of a vintage machinery buff.

John Walters: Our only North Islander, quiet and conscientious, keeps his tractor rolling.

Dianne Dunphy: We hardly ever see her, she works away quietly in the vineyards, giving the plants her tender attention.

PLUS : During grape harvest the team swells to over thirty experienced machine operators and support crew, operating five grape harvesters 24/7 in two 12 hour shifts for four weeks.



KEITH : IRRIGATION REPAIRS

Staff News

Melissa was awarded her Masters in Viticulture recently. This qualification followed on from her post graduate work in viticulture. Her masters project focused on the effect of changes in canopy and vine vigour on flavour and aroma development in Sauvignon blanc. Feel free to call or email Melissa to discuss her findings and obtain a copy of her thesis.



MELISSA : PREPARING SAMPLES FOR METHOXYPIRAZINE ANALYSIS

What's happening to the wine industry?

It is very unfortunate that the supply of Marlborough Sauvignon blanc grapes has reached a peak of production at the same time economic recession has hit the major World economies. Despite many markets for wine overseas declining, New Zealand Sauvignon wine sales have increased over 30% this past year. Unfortunately this expansion has been at the expense of wine and consequently grape prices.

Our industry is going through a difficult cash flow period at the moment. This will not change overnight but hopefully over the next 12

to 24 months we will see a steady improvement as markets recover.

As growers of grapes with our own vineyards we fully understand and appreciate the problems growers face. We believe that investment in the most modern and cost efficient machinery is the way forward. As a company we are continuing to invest in new machinery and have embraced all the latest developments in vine stripping, harvesting and spraying.

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The Future

As a valued client of our company we thought it was important that we provide you with an overview of our total operation, as some of you may not be aware of the full range of services we offer.

We are always keen to talk about your business and how we can assist you to save costs, so never hesitate to pick up the phone and give us a call or email.

We all look forward to a good Spring and hope that the coming Summer will produce another fine Marlborough vintage.



VINTAGE HARVESTERS 2009

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**VINTAGE
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