

# Overview of ALDIZ Incorporated and use of PAGASA Climate Forum Data



*Your Crop Protection Plant Nutrition Company  
and Biotechnology Company<sup>®</sup>*

*Dr. Julius Alfonso C. Sabulase*



# Business Profile

**ALDIZ Incorporated was Established in 1977 in  
Davao City**

## **MISSION**

***To prepare the Filipino farmers for the 21<sup>st</sup> century.  
This is in terms of providing new technologies in the  
use of crop protection chemicals, fertilizers and  
integrated pest management techniques for  
improved yield  
and production efficiency***



# Business Profile

## Core Business:

The company is involved in the the importation and of Crop Protection Chemicals and Fertilizers and Bio-Inoculants from various countries around the world and then distributes them through a network of dealers around the country.



# Business Profile

## Head Office :

**ALDIZ Incorporated**  
**Unit 1908,1909 and 1905 Cityland**  
**10 Tower 2**  
**6817 H.V. Dela Costa Street**  
**Ayala Avenue North 1226**  
**Makati City**  
**Tel : ++632-893-2634 or 35**  
**Fax: ++632819-2677**  
**E-mail : [aldiz@vasia.com](mailto:aldiz@vasia.com)**

## BGC Office :

**One World Place**  
**Building**  
**32<sup>nd</sup> Street**  
**Bonifacio Global City**  
**Taguig City Metro Manila**



# Business Profile

## Branch Offices and Repacking Facility:

### ALDIZ Inc. Davao

Door 203 GRDC Building  
J.P. Laurel Avenue Lanang  
Davao City  
Tel : 082-234-2889  
Fax: 082-234-7506  
aldiz\_davao@vasia.com

### ALDIZ Inc. Iloilo City

Door 11 2/F Lopez Commercial  
Arcade E. Lopez Ave.,  
Jaro Iloilo City  
Telefax: 033-320-2305

### Fertilizer Repacking Facility and main Warehouse

Mexico Industrial Estate  
Barangay Panipuan  
Mexico Pampanga



# Business Profile

## Affiliated Companies

### DIZON FARMS



### SWEET BEE FARMS

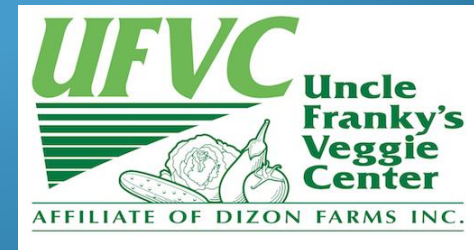
- GAP Certified



### GLOBAL FRESH PRODUCE

### UFVC Farms

- GAP Certified



# Office Locations

Pampanga Warehouse  
and Repacking Facility

Aldiz Inc. Makati  
Head Office

and Bonifacio  
Global City

Aldiz Inc. Iloilo  
Branch Office

Aldiz Inc. Davao  
Branch Office



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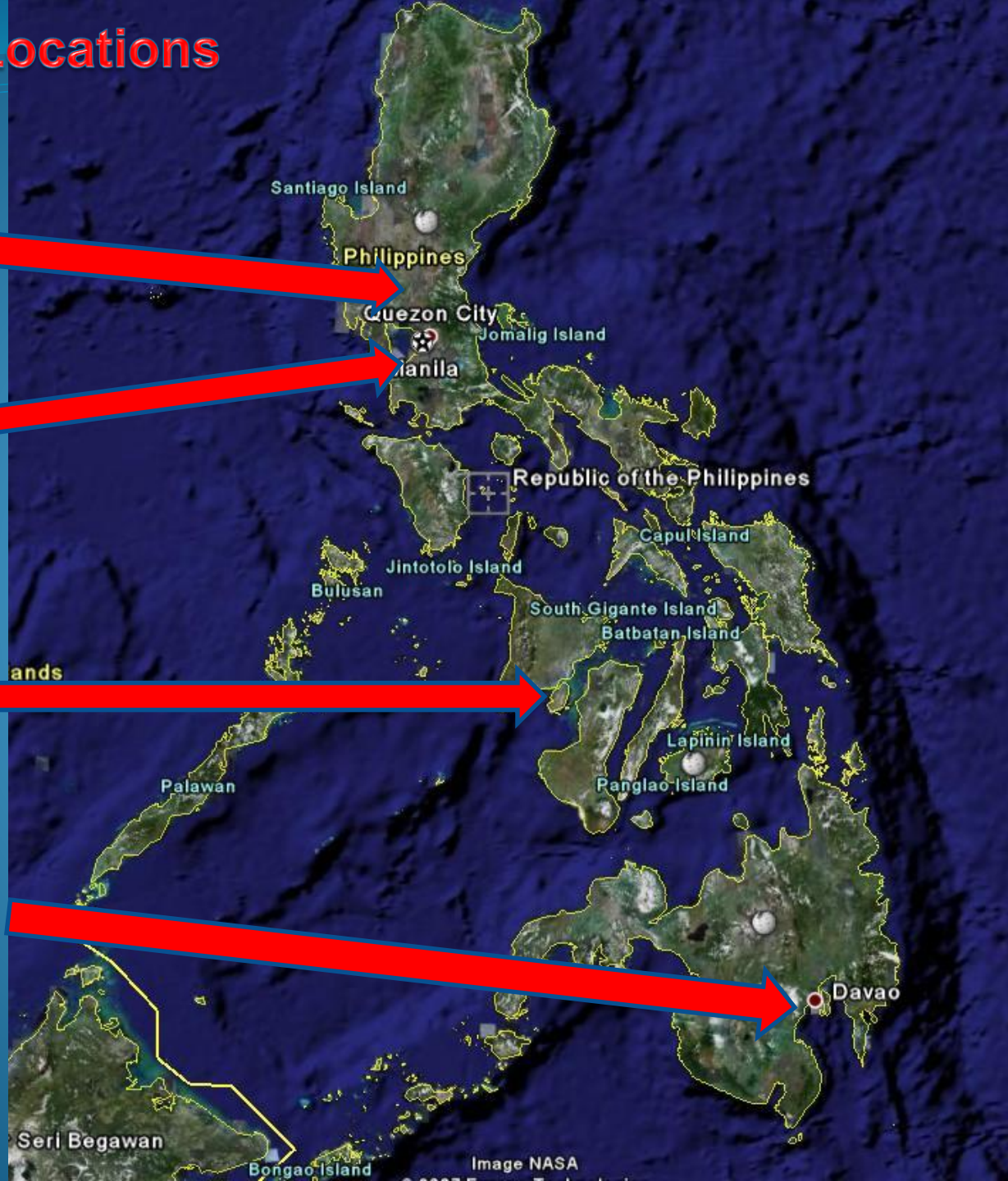
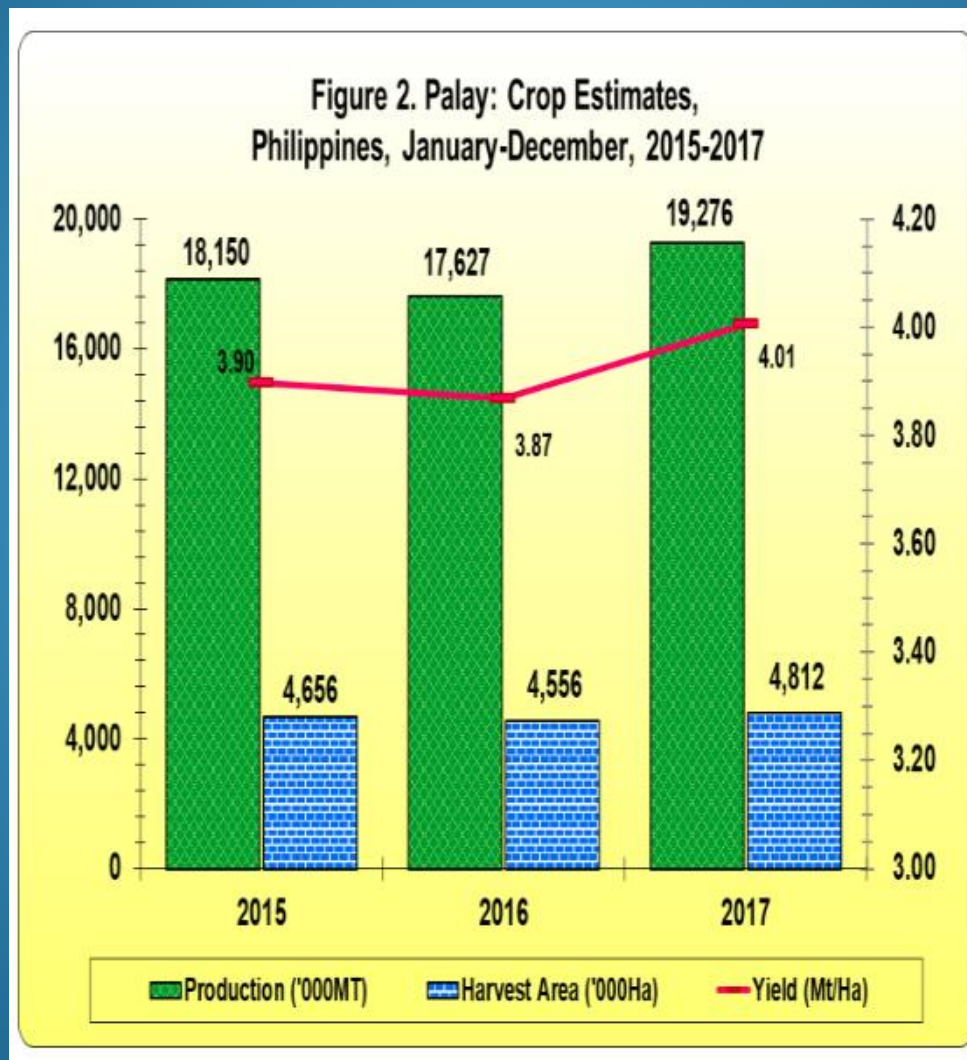


Image NASA

# Rice cultivation area of the Philippines





# Rice cultivation area of the Philippines

ITEM	2010	2011	2012	2013	2014
<b>AREA HARVESTED</b> (million ha)					
<b>TOTAL</b>	<b>4.35</b>	<b>4.54</b>	<b>4.69</b>	<b>4.75</b>	<b>4.74</b>
<i>Irrigated</i>	3.01	3.07	3.16	3.24	3.25
<i>Rainfed</i>	1.35	1.46	1.53	1.51	1.49
<b>JANUARY-JUNE</b>	<b>1.82</b>	<b>1.99</b>	<b>2.04</b>	<b>2.04</b>	<b>2.10</b>
<i>Irrigated</i>	1.37	1.48	1.49	1.53	1.54
<i>Rainfed</i>	0.45	0.52	0.55	0.52	0.56
<b>JULY-DECEMBER</b>	<b>2.54</b>	<b>2.54</b>	<b>2.65</b>	<b>2.70</b>	<b>2.64</b>
<i>Irrigated</i>	1.63	1.60	1.67	1.71	1.72
<i>Rainfed</i>	0.90	0.95	0.98	0.99	0.92



# Business Profile

**EMPLOYEES : 215**

## Vehicle Ownership:

**Motorcycles : 120 units**

*(Off Road Motocross Type)*

**Delivery Trucks : 24 Units**

**Cars and Pick up Trucks : 60 Units**



**ALDIZ**

**YOUR CROP PROTECTION, PLANT NUTRITION AND BIOTECHNOLOGY COMPANY ©**



**Fertilizers • Herbicides • Insecticides • Fungicides • Molluscicides  
For Superior Quality Crops and Higher Production**

**ALDIZ**





Vehicles Updated fleet for 2018  
Promotional Activities Central Luzon Team



2016 PYANCHOR ULTRA Toyota Hilux Pick ups

# FLEET of Field Vehicles For promotion of Crop Protection Chemicals and Fertilizers



# Supplier Locations





# **ALDIZ Core Business Involves**

## **SERVICE DELIVERY**

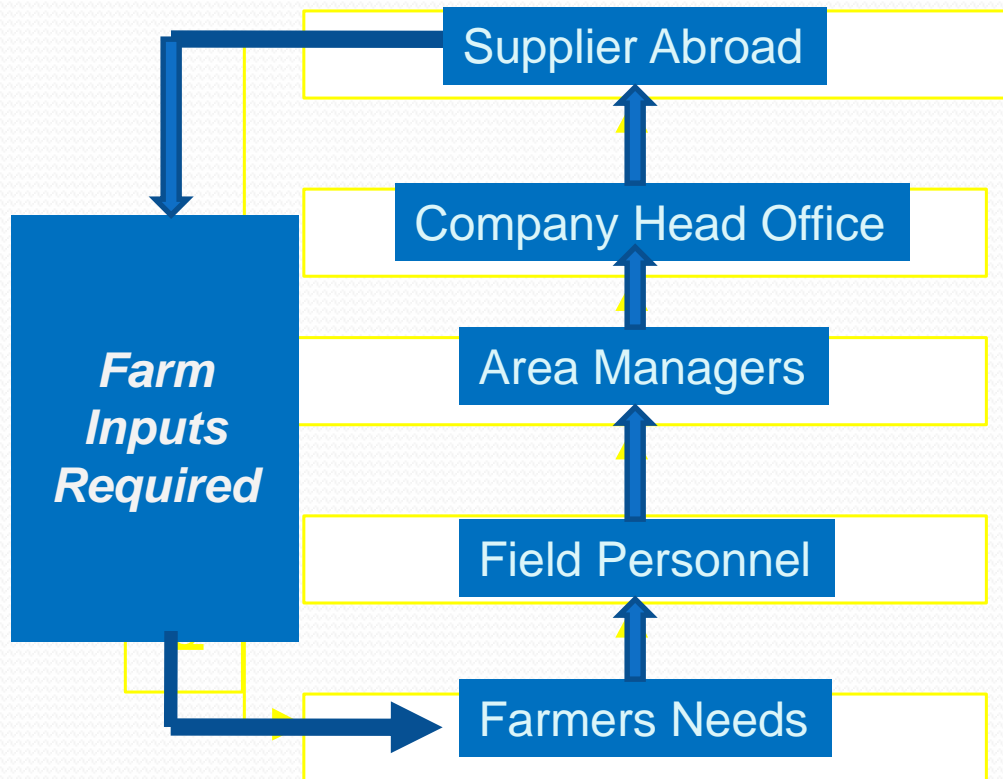
**Identifying Crop Protection Chemicals and  
Fertilizers and making them locally available**

## **TECHNOLOGY TRANSFER**

**Information Dissemination to the end users  
(Farmers, BLO's) on the proper use and benefits  
of using our products**

# SERVICE DELIVERY

Information on goods and services required by the farmers are collected from the field level



**Technology Transfer**

**Farmers Meetings**



**Technology Transfer**

**Farmers Meetings**





Your Crop Protection and Plant Nutrition Company®



**Technology Transfer**

**Sales Coordinators/  
Field Technicians**



Technology Transfer

**Earlier Product Caravans**



Technology Transfer

**Field Visitations backed by  
The technical expertise of our  
Foreign suppliers and University  
Consultants**





Technology Transfer

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Technology Transfer

## Sales Coordinators/ Field Technicians



# Product Caravans

Technology Transfer



Untreated VS. Treated

Avatar on Rice

Technology Transfer

Demonstration Site Visits



Technology Transfer

Demonstration Site Visits



ALDIZ



**BIDA**  
**Montana**



Your Crop Protection and Plant Nutrition Company®



Technology Transfer

Demonstration Site Visits



ALDIZ

Your Crop Protection and Plant Nutrition Company®

Technology Transfer

Product Launchings



ALDIZ



Technology Transfer

Product Launchings



## Technology Transfer



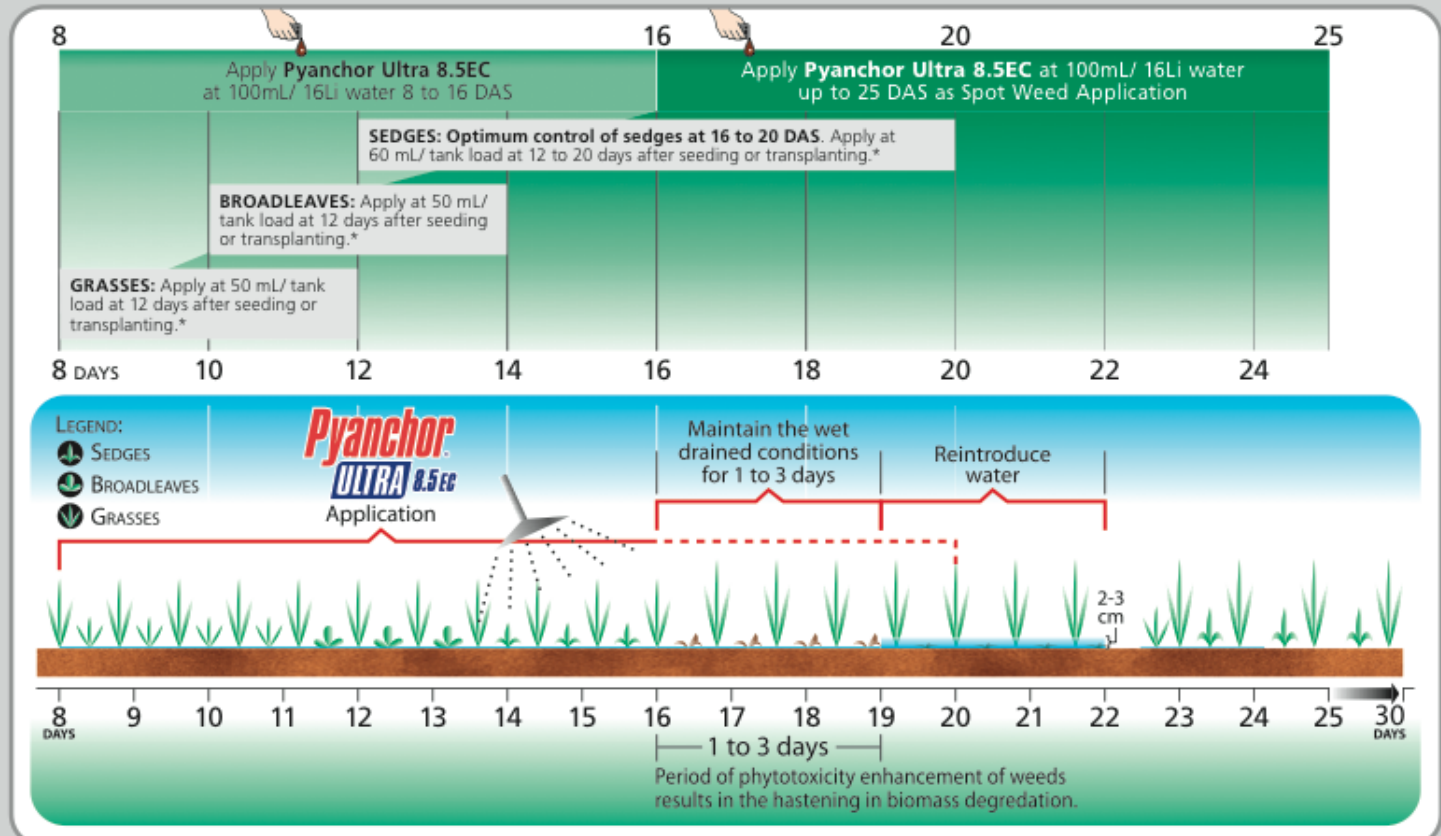
**ALDIZ**

# Technology Transfer

# Pyanchor Ultra Application Timing

*Pyanchor Ultra 8.5EC*

## APPLICATION TIMING OF PYANCHOR ULTRA 8.5EC



# DROP BOX

**HANDOG PASASALAMAT**  
**PROMO 5 NG Pyanchor 5EC**

HERBICIDE FOR THE CONTROL OF GRASSES, SEDGES AND BROADLEAVES IN RICE

**1st Prize 20 winners**  
 LG P44500 106.66 cm (42") Plasma TVs

**2nd Prize 20 winners**  
 LG GR-V232RLK 0.2124 cu.m. (7.5 cu.ft.) Doorchill Refrigerators

**3rd Prize 20 winners**  
 LG WF-T 6560CP Turbo Washing Machines

**4th Prize 50 winners**  
 LG Optimus L3 E400 Touchscreen Dual Band Cell Phones

**NATIONWIDE DRAW**  
**SEE POSTERS FOR DETAILS!**



**LUZON** →



Your Crop Protection and Plant Nutrition Company®





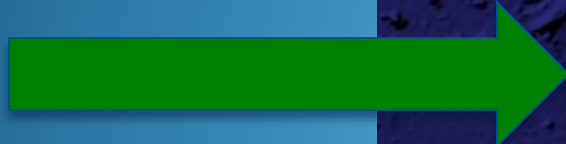
Your Crop Protection and Plant Nutrition Company®



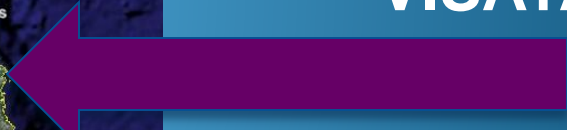
LUZON

# Nationwide Promotional Activities of Crop Protection Chemicals and Fertilizers

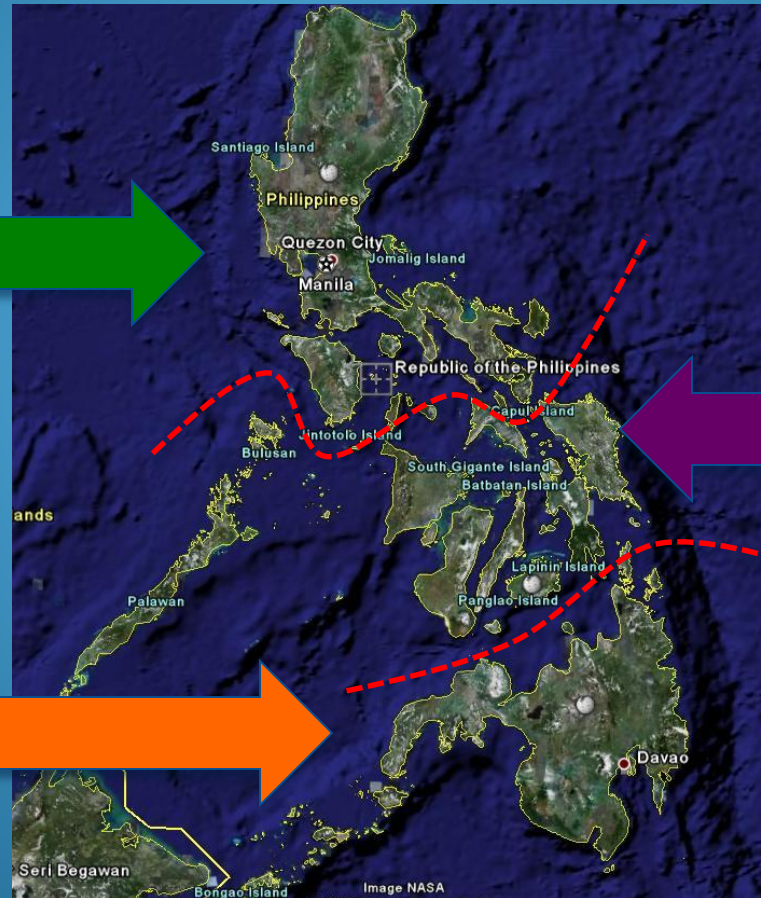
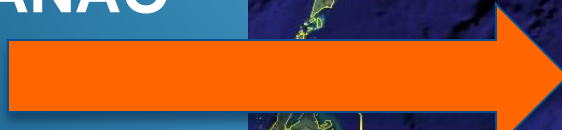
LUZON



VISAYAS



MINDANAO





***ALL FIELD ACTIVITIES  
Promotions and  
Technology Transfer are  
RAIN dependent***

***Water necessary for  
irrigation of rice***

**ALDIZ**



## SWEETBEE/ UFVC Farms

Produce: Lettuce, Bell Pepper, Tomato, Cucumbers, Potato, Culinary Herbs  
For Supermarkets in Metro Manila and Mindanao  
Farm is GAP (Good Agricultural Practice Certified)



## **SWEETBEE/ UFVC Farms**

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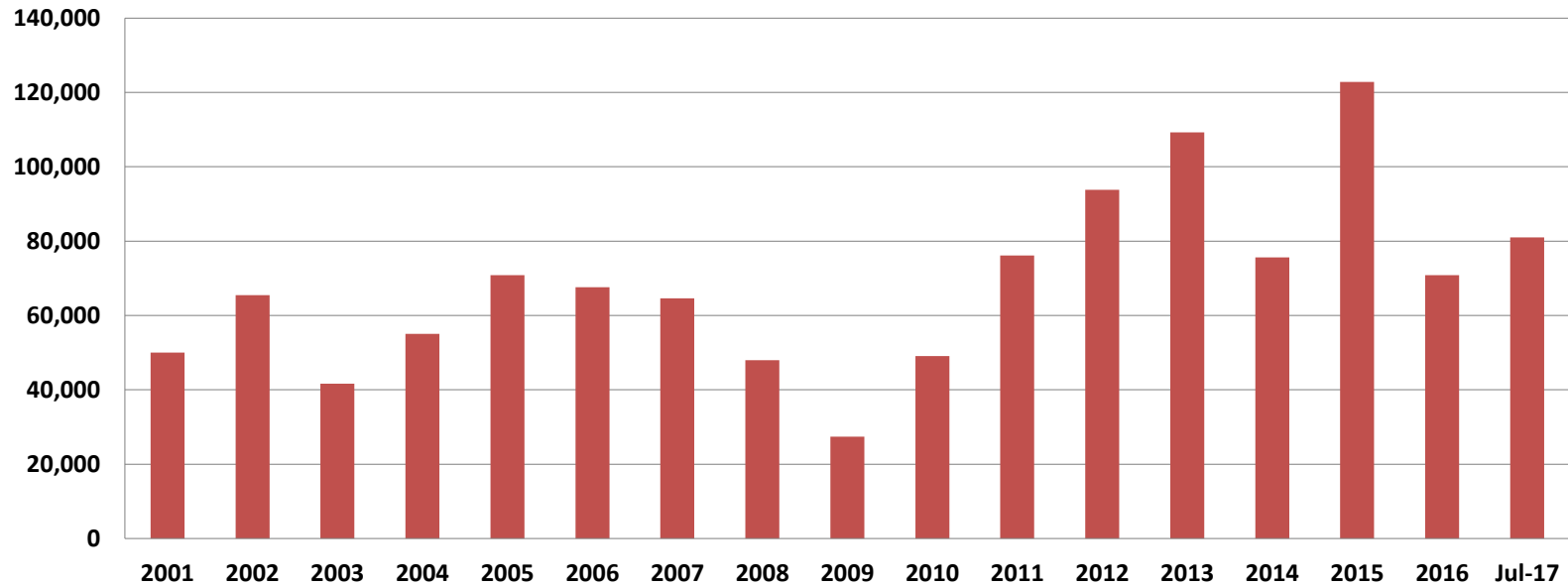
# Summary of Activities

- Product Launchings
- Farm demonstrations with Free Product Samples
- Commercial Farm Demos with actual customers
- BLO (Big Land Owner) meetings
- Farmers meetings
- Product promotion caravans
- Local provincial station radio ads
- Local provincial station TV Ads

# HERBICIDE MARKET SITUATION

## 17 Year Importation History

**POST Emergent Herbicide IMPORTATION**



**Post Emergent Rice Herbicide IMPORTATION**

2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
50,050	65,514	41,699	55,050	70,890	67,610	64,600	48,000	27,378	49,081	76,153	93,840



2013	2014	2015	2016	Jul-17
109,223	75,616	122,780	70,843	80,981

# Historical El Niño and La Niña Episodes Based on the ONI computed using ERSST.v3b

## El Niño

### Highest ONI Value

JJA 1951 - DJF 1951/52	1.2
DJF 1952/53 - JFM 1954	0.8
MAM 1957 - JJA 1958	1.8
OND 1958 - FMA 1959	0.6
MJJ 1963 - JFM 1964	1.4
AMJ 1965 - MAM 1966	1.9
JAS 1968 - DJF 1969/70	1.1
AMJ 1972 - FMA 1973	2.1
ASO 1976 - JFM 1977	0.8
ASO 1977 - JFM 1978	0.8
AMJ 1982 - MJJ 1983	2.2
JAS 1986 - JFM 1988	1.6
AMJ 1991 - MJJ 1992	1.6
ASO 1994 - FMA 1995	1.2
AMJ 1997 - MAM 1998	2.4
AMJ 2002 - JFM 2003	1.3
JJA 2004 - DJF 2004/05	0.7
ASO 2006 - DJF 2006/07	1.0
JJA 2009 - MAM 2010	1.6

## La Niña

### Lowest ONI Value

ASO 1949 - JAS 1950	-1.4
SON 1950 - JFM 1951	-0.8
AMJ 1954 - NDJ 1956/57	-1.7
AMJ 1964 - DJF 1964/65	-0.8
JJA 1970 - DJF 1971/72	-1.3
AMJ 1973 - JJA 1974	-2.0
SON 1974 - MAM 1976	-1.7
ASO 1983 - DJF 1983/84	-0.9
SON 1984 - ASO 1985	-1.1
AMJ 1988 - AMJ 1989	-1.9
ASO 1995 - FMA 1996	-0.9
JJA 1998 - FMA 2001	-1.7
OND 2005 - FMA 2006	-0.9
JAS 2007 - MJJ 2008	-1.5
OND 2008 - FMA 2009	-0.8
JJA 2010 - MAM 2011	-1.5
ASO 2011 - FMA 2012	-1.0

# Historical El Niño and La Niña Episodes Based on the ONI computed using ERSST.v4

Recent Pacific warm (red) and cold (blue) periods based on a threshold of  $\pm 0.5$  °C for the Oceanic Niño Index (ONI) [3 month running mean of ERSST.v4 SST anomalies in the Niño 3.4 region (5N-5S, 120-170W)]. For historical purposes, periods of below and above normal SSTs are colored in blue and red when the threshold is met for a minimum of 5 consecutive over-lapping seasons.

The ONI is one measure of the El Niño-Southern Oscillation, and other indices can confirm whether features consistent with a coupled ocean-atmosphere phenomenon accompanied these periods. The complete table going back to DJF 1950 can be found [here](#).

Year	DJF	JFM	FMA	MAM	AMJ	MJJ	JJA	JAS	ASO	SON	OND	NDJ
2003	0.9	0.6	0.4	0.0	-0.2	-0.1	0.1	0.2	0.3	0.4	0.4	0.4
2004	0.3	0.2	0.1	0.1	0.2	0.3	0.5	0.7	0.7	0.7	0.7	0.7
2005	0.6	0.6	0.5	0.5	0.4	0.2	0.1	0.0	0.0	-0.1	-0.4	-0.7
2006	-0.7	-0.6	-0.4	-0.2	0.0	0.1	0.2	0.3	0.5	0.8	0.9	1.0
2007	0.7	0.3	0.0	-0.1	-0.2	-0.2	-0.3	-0.6	-0.8	-1.1	-1.2	-1.3
2008	-1.4	-1.3	-1.1	-0.9	-0.7	-0.5	-0.3	-0.2	-0.2	-0.3	-0.5	-0.7
2009	-0.8	-0.7	-0.4	-0.1	0.2	0.4	0.5	0.6	0.7	1.0	1.2	1.3
2010	1.3	1.1	0.8	0.5	0.0	-0.4	-0.8	-1.1	-1.3	-1.4	-1.3	-1.4
2011	-1.3	-1.1	-0.8	-0.6	-0.3	-0.2	-0.3	-0.5	-0.7	-0.9	-0.9	-0.8
2012	-0.7	-0.6	-0.5	-0.4	-0.3	-0.1	0.1	0.3	0.4	0.4	0.2	-0.2
2013	-0.4	-0.5	-0.3	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.3
2014	-0.5	-0.6	-0.4	-0.2	0.0	0.0	0.0	0.0	0.2	0.4	0.6	0.6
2015	0.5	0.4	0.5	0.7	0.9	1.0	1.2	1.5	1.8	2.1	2.2	2.3

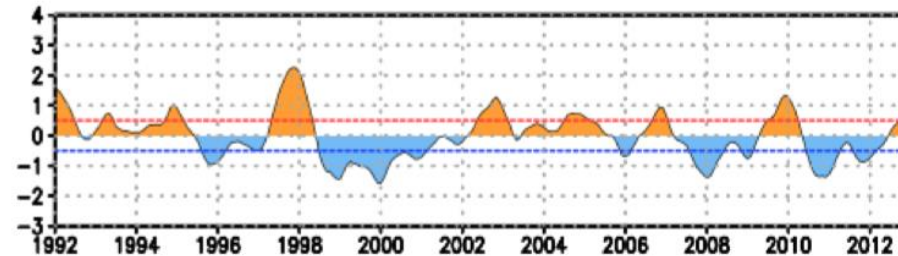
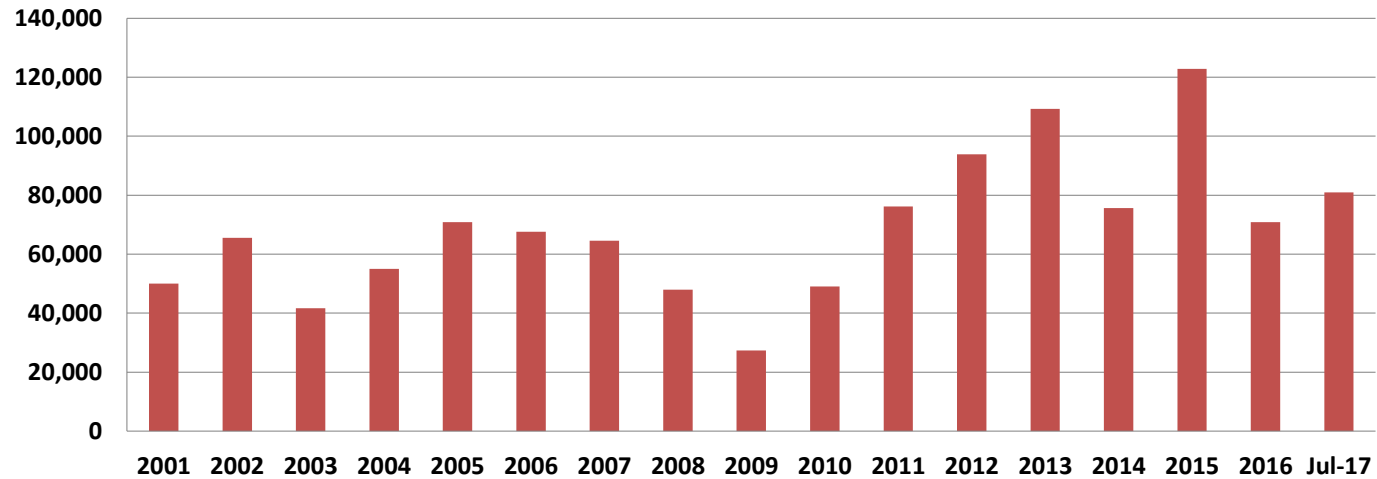


The Weather and Climate Authority

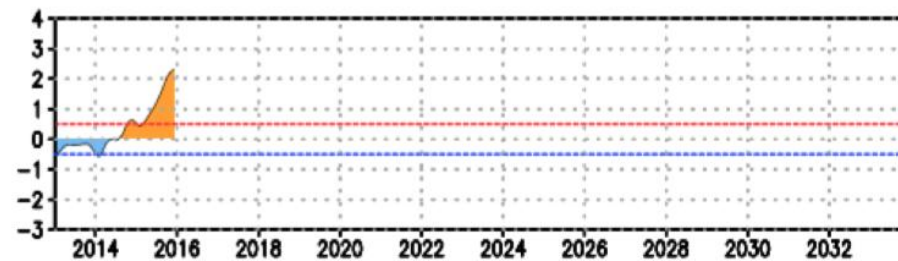


# Relationship of Crop Protection Product Importation and the El Niño phenomenon

## POST Emergent Herbicide IMPORTATION



El Niño ↑  
Neutral  
La Niña ↓



rong  
GASA

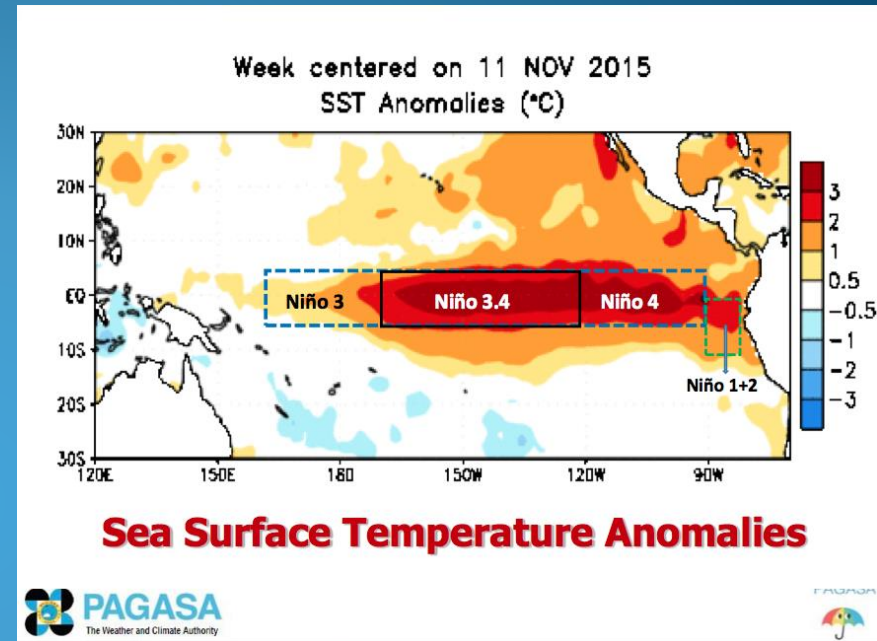


ALDIZ

# Relationship of Crop Protection Product Importation and the El Niño phenomenon

## ***STATUS OF EL NIÑO***

- **Strong El Niño persists in the tropical Pacific**
- **Positive equatorial sea surface temperature (SST) anomalies continue across most of the Pacific Ocean**
- **Expected to gradually weaken through March-April-May 2016 season and ENSO-neutral is favored by May-June-July (MJJ) 2016.**



## Effect on the Crop Protection Industry:

- Reduction in Importation Volumes
- Less field activities of our Sales and Marketing Team
- Reduction in area planted to rice and vegetables
- Lower harvest from rice and corn farmers
- Drop in Sales for that given year

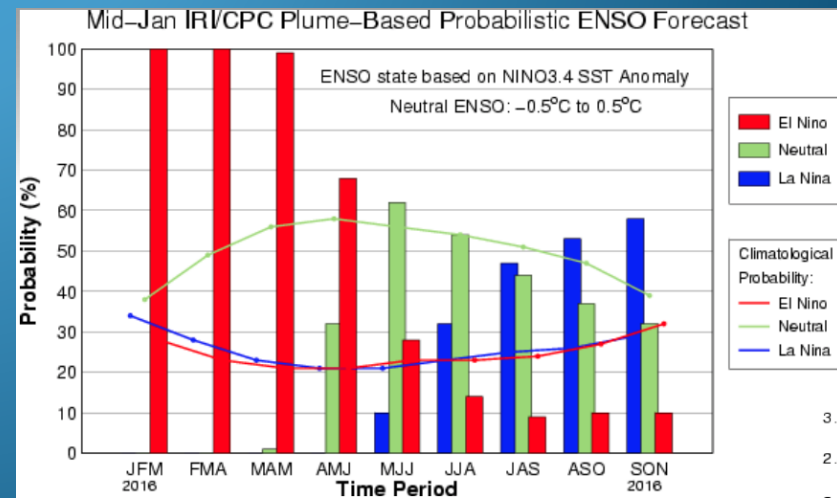
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# Climate Forum Information Application to the Crop Protection and Fertilizer Industry

- Used as a planning tool to project and determine our field Activities from 6 months up to 1 year in advance
- Information allows us to provide more accurate importation forecast to our international product suppliers who require placing of orders and signing of agreements 1 year in advance
- It allows us a proactively react to upcoming weather patterns and events provided by computer models from climate prediction centers

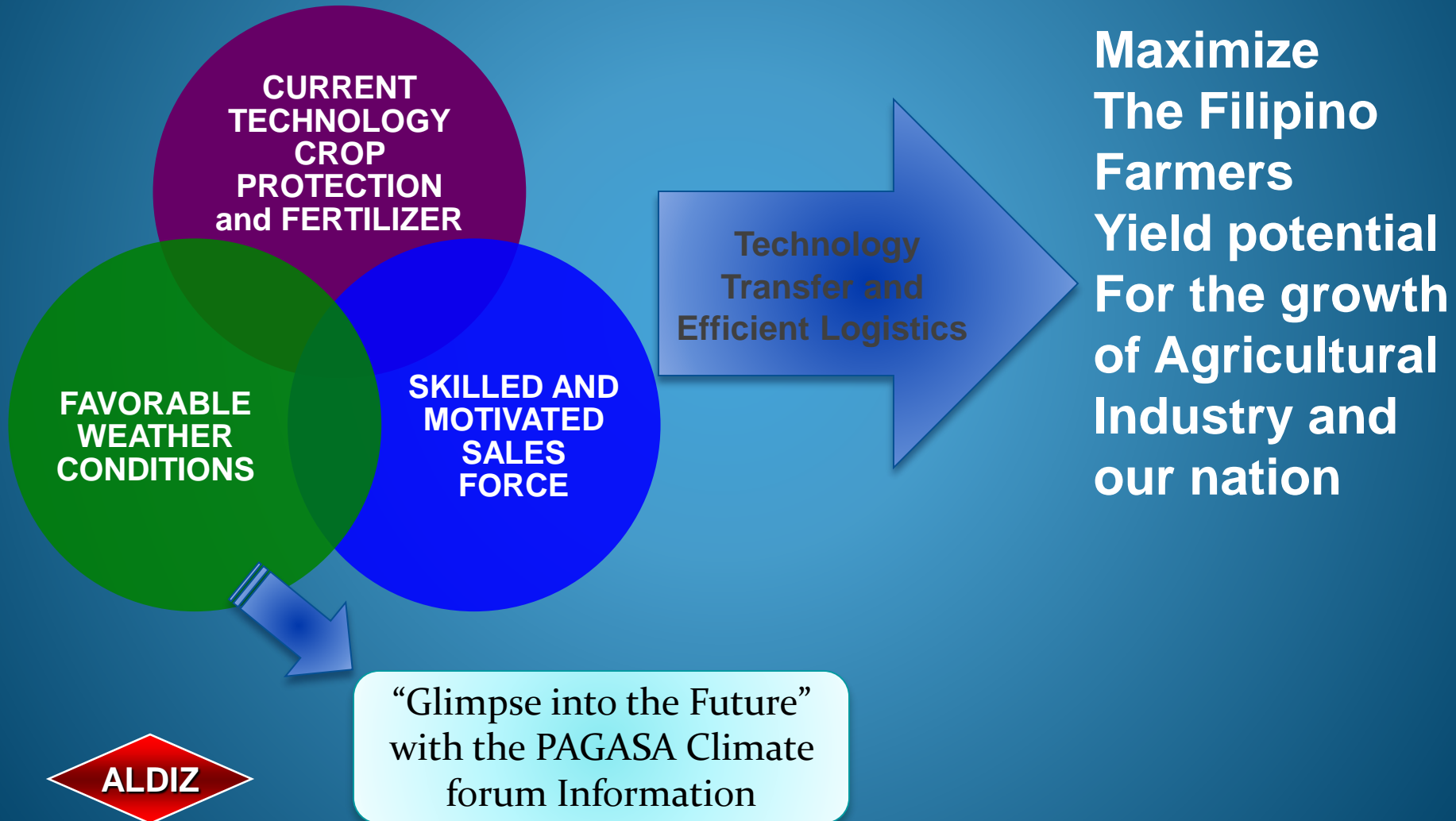
ENSO Forecast  
January to June 2016  
Courtesy of the PAGASA and IRI



**Since 2017 Weather Conditions  
were favorable and product arrival  
forecasting  
had greater accuracy  
ALDIZ achieved  
1.2 Billion in Sales of Crop Protection  
And Fertilizer Products**



# Key Factors in the Crop Protection and Fertilizer Industry to achieve goals



*Thank you for your  
Kind Attention*



*Your Crop Protection, Plant Nutrition and  
Biotechnology Company<sup>®</sup>*