



# AG LINK



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## *Fertilizer Update and Outlook*

Corn acreage has remained the same, around 97 million acres. Much of the Midwest has moisture now. This late season has put more demand on nitrogen. The result of this is the price of nitrogen has begun to rise and will more than likely continue to rise. This will affect the price of AN20, UN32, and CAN-17 as well as any blends that use one of these products as its source of nitrogen. Looking forward the first chance for a break in price will be mid to late summer. The

price of corn has dropped in the last couple of weeks as many farmers are sitting on large inventories. It will be interesting to see how many acres will be planted a year from now. Not the news any of you want to hear, but we are all pretty used to this pattern now. Potassium and phosphorus remain flat, but there could be a minor rise in potassium.

With the exception of some miticides being tight or unavailable, most all products on the chemical side are in good supply. Glyphosate remains some-

what tight. We feel we have forecasted our needs correctly and should not have problems with availability. There may be some modest increases down the road.

If you have any questions about any of these topics please contact your AG RX representative.



Chris Oliva

## *New DuPont™ Fontelis™ Fungicide Helps California Growers Handle Unexpected Conditions*

California fruit and vegetable growers have a new tool to help them produce higher yields with enhanced quality. DuPont™ Fontelis™ fungicide ([fontelis.dupont.com](http://fontelis.dupont.com)) is now available in California. Federal registration for Fontelis™ was granted in 2012.

Fontelis™ is a broad-spectrum fungicide with preventive and curative properties. The new active ingredient in Fontelis™ provides strong, reliable control of diseases including powdery mildew and Botrytis in strawberries, powdery mildew in peppers and tomatoes, and Sclerotinia in leafy vegetables. Fontelis™ works well under disease pressure from heavy to light. With a single mode of action, it fits easily into many crop management programs. Fontelis™ has a short pre-harvest interval and is effective at low use rates so growers can use rates that best fit their target crop and disease concerns.

Fontelis™ delivers the power and flexibility needed to improve odds for high-quality, high-yielding crops. Ask your AgRx PCA for details on the benefits of adding Fontelis™ to your crop production program.

DuPont™ Fontelis™ fungicide is not registered for use in New York. Always read and follow all label directions and precautions for use. Contact your local DuPont sales representative for details and availability.

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**Calendar of Events**

**April 18th—Mission Produce Golf Tournament**  
Moorpark Country Club

**April 18-19th—Santa Maria Produce Tournament**  
Santa Maria Country Club

**April 19th Fumigants & Fumigant Alternatives**  
8-12pm VCCE Conference Room 669 County Square Dr. Ventura

**May 8th –31st Annual CAPCA Golf Classic**  
Elkins Ranch Golf Course, Fillmore -Contact Neale McNutt (805)432-1254

**June 5 - California Avocado Society- Field Fertilization & Herbicide Uses**  
9 -11am 668 County Square Dr. Ventura

## I AM AG RX... RICHARD ORTEGA

Richard Ortega joined us as our in house welder in April 2011. He has been a great addition to the Oxnard Shop.

**What is his background?** Richard was born in Los Angeles and moved to Oxnard in 1998. Richard attended Oxnard High School. He has lived in several states including Colorado, Arizona and Wyoming. He and his wife reside in Oxnard with their two daughters ages nine and one.

**How did he get started in this business?** Richard's interest in welding began while working for his uncle's business. He has worked in different welding fields such as structural, aerospace, constructional and fire sprinkler systems. Richard has 10+ years of experience in welding and received his Welding

Certification from Pacific Coast Trade School.

**What are some of the greatest challenges he face in his job?** A challenge Richard faces in his job is coming up with new builds or additions to current machinery.

**What are his favorite aspects of his job?** Richard enjoys the liberty of being creative on projects and his ability to have input in what is being built.

**What are some of his interests/ hobbies?** Richard enjoys playing softball, football, cycling and mountain biking. Richard participates in the yearly Bike M.S.-Coastal Challenge. A 90 mile bike ride for Multiple Sclerosis in honor of his cousin.

Richard has made some great additions and upgrades to our equipment.

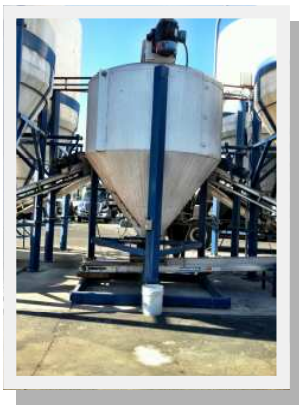
Many of which you have probably seen on the road. Richard worked on the manufacturing of the dry fertilizer/blender set-up. Richard also built the conveyer system for the new bagger that Chris spoke about in last quarter's newsletter.

Richard's current project is the HT-121 which is a modified fertilizer truck that will work well for the company and will be easy to use.

We are very excited to see the outcome of his projects and are extremely fortunate to have such a talented individual working at AG RX.



*"If you can dream it, I can build it"*



*Dry Fertilizer / Blender / Bagger Set- Up*

*Christmas Tree*

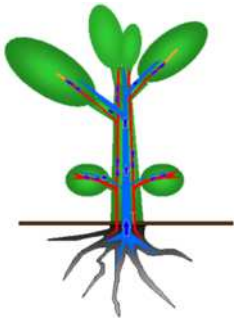


*Forklift upgrade on Dry Delivery Truck*

*New build on HT-121*

# Avocado Focus: Treatment Results and Options

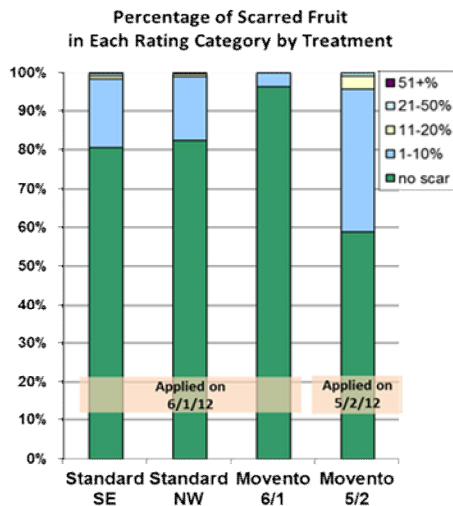
**MOVENTO™**



Avocado thrips and perseas mites are the consistent pests on avocado, yet each year the timing and level of infestation will vary. 2012 had its own challenge of an extended thrips season, while perseas mite started early and persisted into fall.

2012 field trials with Movento and Envidor were established to confirm timing and efficacy under field situations.

**Avocado Thrips:** Bayer CropScience cooperated with UCR to evaluate an early candle (May2) Movento and a later leaf expansion-BB (June1) Movento and the standard treatment for thrips count and to measure fruit scarred by treatment and timing. The Santa Paula treatments were applied at 240 gpa by a speed sprayer with 1.7% NR-415 oil. Percent fruit scarred was evaluated on Sept 19 based on % surface area at 10% increments on 500 random fruit in each of the 4 plots.

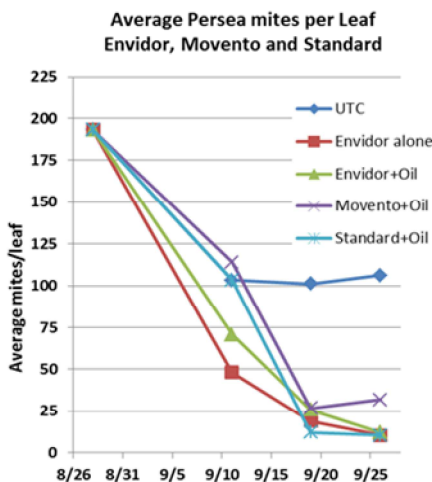


**Treatment and Results:** All treatments reduced the thrips count after treatment, with Movento showing extended control.

Zero scarred fruit (green bars). The 6/12 - Movento treatment had the most zero rated fruit at 96% no scar; the 6/12 - standard treatments was 81.5% no scar. The 5/2 early candle Movento appears to be applied too early with 60% no scar rating.

**Persea Mite:** A commercial trial in Camarillo was conducted with Somis Pacific the first of September, 2012. A combined block count average on 8/28 was used as the precount. Subsequent average mite/leaf was obtained from 50 leaves from each rep on 9/11, 9/19 and 9/26.

**Treatments and Results:** The 400 gpa hand gun treatments included: 2 reps Envidor + oil, 2 reps Movento + oil; 1 rep standard + oil, 1 rep Envidor alone and 1 rep untreated. All treatments brought mite levels to acceptable levels while the untreated remained high.



## Avocado Thrips and Persea Mite Options:

The 2012 results focus the Movento treatment window at early leaf expansion and/or to very early fruit set. The treatment window allows penetration, absorption and systemic movement to provide extended fruit scar protection. Use with crop oil and with full coverage. Allow time for control as on citrus for the scales, mites, mealybugs, ACP, whiteflies and aphids.

Envidor is best timed at the onset of perseas mite, rather than at traditional threshold levels. Crop oil is the preferred tank mix, alone is allowed with full coverage.

Always discuss treatment options with your AG RX PCA, as they know your crop and specific situation.

Study results are available upon request.

Ed Ishida – Bayer CropScience

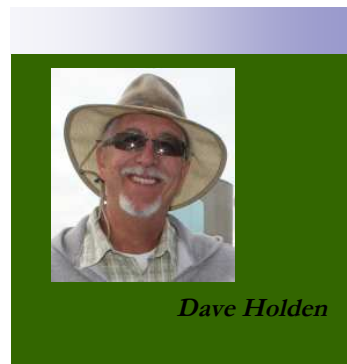


## *Spring is Here!*

And with that knowledge begins the normal spring flurry of activity in Ventura and Santa Barbara counties. We go from the mild roar to the real roar of farming. I think with this newsletter I want to cover some basic concepts that apply no matter what you farm, but in particular this is devoted to the avocado and citrus growers.

First of all, I have to tell you that 95-98% (my estimates only) of what you do to get a quality and bountiful crop to market has to do with you doing the basics and what do I mean by that. You must water, cultivate, fertilize (N-P-K), weed, prune, etc. to the best of your abilities on the land you have. No amount of specialty products or technology can help you more than just doing the basics. As has been said in the past, "A Farmer's Footsteps are the best Fertilizer," and I still believe that is true. But some of these technologies utilized in combination with you doing the basics can give you that 2-4 percentile improvement so that you are farming at 99.9% and I would encourage you to adapt those technologies when they give you a return on investment.

So here are my top three basic things I think you can do: 1. - Water. It is the most basic chemical we use and I dare say over 70-80 percent of the problems I am called out to analyze have to do with water. Generally it is too little or too much, but that is always based on the soil you have been given and the quality of water you have. Even if you have been give poor quality water or soil, there are ways of amending it. I would suggest you look at your water quality at least once every couple of years. 2. - Soil (and this includes nutrients). In general you cannot make big changes to the soil you have received, but there are ways of amending and fertilizing that will improve certain negative soils conditions. An annual soil report is desirable. 3. - Pruning or Pest Control. This is a hard one to decide, particularly for avocados with so many theories on how to prune correctly. Pest control is a matter of timing and getting on pests soon. With the addition of Asian citrus psyllid to our mix of pests in citrus, this area is going to get kind of muddy over the next few years. Timing for thrips spray on the avocados is always difficult with so little aerial equipment to get all the acres sprayed in short amount of time. Remember though that it is generally better to get on thrips in the avocados earlier than later. Once the damage is done, there is no turning back. Also it is always better to knock small populations down than large populations. Knocking out 90% of 1 million bugs per acre in the field leaves you with 100,000. Knocking out 90% of 1 billion bugs leaves you with a million. Earlier is almost always better than later.



*Dave Holden*



## *Ken's Corner— Employee Owned*

AG RX began a journey back in the 90's to be an employee owned company. A trust was established and stock was purchased from the first retiring founder of AG RX and placed in the trust. This trust is the foundation of the AG RX Employee Stock Ownership Plan that has since then acquired additional stock from retiring owners and now is AG RX's majority stock holder. What

this means is that each employee in AG RX is a beneficial owner of the company.

As beneficial owners we hope that each of us is providing you with the information, products and services that you need to produce a quality and marketable crop profitably. If there is anything you see that we could improve on or do better to serve you we would love to hear it.



**Ken Burdullis**

**President**



## QUARTERLY NEWSLETTER



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**Providing our Customers with Information,  
Products and Services for Quality Plant  
Growth in a Safe and Environmentally Sound  
Manner while providing a Safe and  
Productive Work Environment for our  
Employees.**

## Visit us at any one of our locations

### OXNARD -

**Main Office** -751 South Rose Avenue, Oxnard, CA 93030  
Store (805)486-5788 Fax (805)240-1737  
**Store Hours: M-F: 7am -5pm Sat: 7am-12pm**

### FILLMORE -

186 East Telegraph Road, Fillmore, CA 93015  
(805)524-2687 Fax (805)524-1412  
**Store Hours: M-F: 7am-4pm Sat: CLOSED**

### SOMIS -

3250 Somis Road, Somis, CA. 93066  
Store (805)386-2674 Fax (805)386-1234  
**Store Hours: M-F: 7am-4:30pm Sat: 7am-12pm**

### GOLETA -

6150 Francis Botello Road, Goleta, CA. 93117  
Store (805)681-1686 Fax (805)681-1689  
**Store Hours: M-F: 7am-4:30pm Sat: CLOSED**

### SANTA MARIA -

609 South Depot, Santa Maria, CA. 93456  
(805)925-2463 Fax (805)928-5329  
**Store Hours: M-F :7am-5pm Sat: 7am-12pm**



## AG RX Employee Recipes -



### BROCCOLI SALAD

Submitted by Joe Voelker III &

Lonnie Edwards

Serves around 16

4-6 Broccoli crowns

1 Red Onion

1 cup of Raisins /Craisins (dried Cranberries)

8 Slices or 1lb. Bacon

1 cup Sunflower Seeds

1 cup Mayonnaise

2 ½ Tbsp. Wine Vinegar

½ cup Sugar

Wash and drain broccoli. Cut into small pieces to make about eight cups. Feel free to use the stalks, and, if tough peel them before mincing.

Chop onion. Cook, drain and crumble bacon. Combine mayonnaise, vinegar and sugar and mix well to make dressing. (You can add or subtract the vinegar to your de-

sired taste) Combine broccoli, onion, raisins, bacon bits and sunflower seeds.

Just before serving, toss with desired amount of dressing.

Note: To shorten prep time on the day of serving, make the dressing and store in refrigerator. Cook, drain and crumble bacon and store in refrigerator or freezer.

### Skinny Strawberry Chocolate Chip Muffins

Submitted by Sandy Hamlin

1 ¼ cups of all-purpose flour

½ tsp. Baking soda

½ tsp. Ground cinnamon

¼ cup granulated sugar

¼ cup light brown sugar, packed

½ cup + 2 Tablespoons unsweetened applesauce

1 egg white, beaten

2/3 cup diced strawberries

1/3 cup mini chocolate chips

### Instructions

Preheat oven to 350F degrees. Spray 10 muffin tins with nonstick cooking spray. Set aside.

In a large bowl, gently toss the flour, baking soda, and cinnamon. Set aside. In a separate bowl, mix the brown sugar, granulated sugar, and applesauce together until no brown sugar lumps remain – a fork works well to break up the brown sugar here. Add the beaten egg white until fully incorporated. Add the wet ingredients to the dry until just combined – do not over mix. Fold in the strawberries and chocolate chips.

Divide the batter evenly between 10 muffin tins. Bake 15-20 minutes. Muffins will be lightly golden in color and a toothpick inserted in the middle should come out clean. About 17 minutes. Allow to cool and enjoy!

Muffins stay fresh in an airtight container at room temperature for 7 days. Muffins can be frozen.

