

GROWING SMARTER

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NEWS & INFORMATION TO HELP YOU GROW

Promote Crop Yield and Quality with Specialty Fertilizers

Fertizona offers a complete line of customized products and blends

Providing the best nutrients for a particular crop doesn't have to be complicated, but it's also a decision that requires careful thought and planning. Many agricultural professionals

refer to "The Four Rs" of application, meaning the right product at the right place at the right rate at the right time. That's true for chemicals and seed as well as for fertilizer. Following the recommended guidelines for what to use where and when will help assure the success of each crop.

In order to make the most of your fertility program, you have to understand the specific nutritional needs of the crop you're planting, along with the levels of nutrients already available in the soil. It's a smart idea to have a soil test performed, so you'll know exactly which and how much fertilizer you'll need to apply. Not only will that determine the best amounts of nutrients to add, it'll help you avoid the unnecessary expense of overfertilizing.

The need for phosphorus

When people think about the N-P-K macronutrients (Nitrogen-Phosphorus-Potassium), nitrogen often comes to mind first because it's so important to all plant life and growth, and is so widely used. But some crops have an equally vital need for phosphorus and/or potassium. Phosphorus is essential for the process

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The Vital Need for Extension Services


Every smart business person knows the ongoing challenges of balancing revenue and expenses, and the University of Arizona's (UA) Cooperative Extension Service department is a good example. UA Extension offices, staffers and volunteers provide a long list of extremely valuable services to the agricultural industry, but as with any organization, they face increasing costs for salaries and benefits.

The department experienced severe budget reductions from 2002 – 2012, particularly during the recession years of 2008 – 2012. Fortunately, the state legislature has been receptive to the needs of the Cooperative Extension, and a significant funding increase was authorized in 2014. That's a real bonus for all of us. Other important financial support comes from foundation partnerships within the agricultural industry.

The original Cooperative Extension program was established by Congress in 1914, with the goal of conducting applied scientific research to support farmers and ranchers in communities outside of traditional educational networks. For Arizona producers, that research includes such important topics as pest management, fertilizers, animal health, water quality and much more. The scope of their responsibilities has expanded over the years, and today extension researchers are also involved with contemporary issues such as environmental stewardship, weed or pest resistance, food safety and sustainable production systems.

UA operates 20 Extension offices around the state, with staff serving in every county and on five Indian reservations. In a typical year, over 600,000 Arizona residents—almost one out of every ten people in the state—will participate in an Extension program or resource. The department is unquestionably a vital asset that makes a real difference in people's lives.

Please let your state congressional representative know the Arizona agriculture community values the tools, techniques, and information provided by the UA Extension Service. The Cooperative Extension Service would greatly benefit from additional state funding. That would help them to better address the needs of the state and to deliver on their mission of bringing the university to the people of Arizona with science to bear on practical problems. We need to keep their services going.



Jim Compton
President, Fertizona &
Compton Ag Services

“Utilis Phos K has less tie-up and better uptake”

– Ken Narramore, Pest Control Advisor,
Verde Agricultural Service, LLC



Story continued from cover

of photosynthesis to help plants convert energy from the sun. In fact, the name “phosphorus” comes from Greek words meaning “bringer of light.” Phosphorus is also extremely important in young plants’ root growth as well as the development of flowers, fruits and seeds. In addition, phosphorus helps to make nitrogen more readily available to the crop.

Many Arizona crops such as vegetables, melons, cotton and nuts are big consumers of phosphorus. However, high-pH soils negatively affect plants’ ability to absorb phosphates. A deficiency in phosphorus – which is often hard to diagnose – can result in slower plant growth and reduced seed development.

The importance of potassium

Potassium helps plants by stimulating healthy growth and enhancing their resistance to stress and disease.

By increasing plants’ strength and vigor, adequate potassium promotes a crop’s yield and quality.

All plants need potassium, but one crop that especially demands it is alfalfa. An alfalfa stand consumes more potassium than any other nutrient and will quickly deplete existing potassium in the soil. Proper potassium is needed to support alfalfa plants’ ability to use water efficiently, to translocate carbohydrates and to convert soluble nitrogen to protein.

A new way to supply P and K

Utilis Phos is a new high-phosphorus (12-58-0) dry soluble fertilizer now offered by Fertizona, and it provides optimal amounts of phosphorus along with nitrogen.

An additional formulation of Utilis Phos is available with a high level of potassium included. Known as Utilis Phos K, it’s a 0-48-31 blend made for crops that

need high levels of both phosphorus and potassium, such as alfalfa.

“We’ve used Utilis Phos K on alfalfa and seen good results with it,” said Pest Control Advisor Ken Narramore of Verde Agricultural Service, LLC. “Alfalfa on lighter soils needs more potassium, and the Utilis Phos K has less tie-up and better uptake.”

PCA Greg Green, Fertizona—Buckeye, has also had success with Utilis Phos. “It really works for carrots (see related article on page 4), and I’ve used it on cotton and alfalfa,” he said. “I also recommend it as a starter fertilizer for corn.”

To learn more about Utilis Phos, Utilis Phos K, or the importance of phosphorus and potassium in your crops, please contact your local Fertizona or Compton Ag office or visit www.fertizona.com.

Sycamore Farms

Surprise, AZ

Farm Manager David Williams finds new ways to increase yields

The people who have owned and operated Sycamore Farms in the West Phoenix Valley have been through a lot of changes since first breaking ground back in the 1930s. When the farm was established, there wasn't much else around it, but today the surrounding area is full of highways, housing developments and commercial businesses. Yet in spite of the encroachment of suburban sprawl around their land, Sycamore Farms is more than surviving—it's thriving.

The property has been home to four generations of the Moore family. David Williams is the farm manager and in charge of everyday operations. He joined the Sycamore operation about six years ago and has continually worked to make the farm more productive. Williams and his staff of six employees have about 600 acres of owned and rented land planted in vegetables and grain, mostly carrots and parsnips with some barley and wheat.

Last year Williams heard about a new high-phosphorus (12-58-0) fertilizer called Utilis Phos™ Dry Soluble Fertilizer that was offered by Fertizona (See related story on page 3). Because carrots need a lot of phosphate, Williams decided to try Utilis Phos. He got together with his PCA, Greg Green, Fertizona—Buckeye, to do a test on some smaller plots.

"I think we were some of the first people to try Utilis Phos, and I'm glad we did," Williams said. "We started the trial, and soon we saw something happening there. We liked the results we were seeing."

Williams explained that they plant carrots on a 40-inch bed with two lines on each side, but the inside line was always smaller.



"I've always had a great relationship with Fertizona."

– David Williams,
Farm Manager, Sycamore Farms

"With Utilis Phos, our carrots on the inside line were as big as or even bigger than the other ones," Williams added enthusiastically. "It was exactly what we were looking for."

Significantly increased yields

"That inside line was always a big problem for Dave because the fertilizer just wasn't getting to it," agreed Green, "but the Utilis Phos definitely worked for him."

"It was a great success," Williams said. "The Utilis Phos significantly increased our yields. We didn't do anything else differently than what we've done before, so the answer had to be the fertilizer."

"Dave has a reputation for being a very good farmer," said Green. "I'm glad we could help him." Williams has actually worked with Fertizona for much longer than he's been at Sycamore Farms.

"We go back more than twenty years together," he said. "I've always had a great relationship with Fertizona."

Williams pointed out that Sycamore Farms is only about a mile away from the Fertizona—Fennemore location in Waddell, and he definitely appreciates that convenience.

"Whatever we need, we get delivery from them right away," he said, "sometimes within a half hour. We don't worry about downtime while waiting for anything."

Sycamore Farms is truly a success story. That's one aspect of their operation that we hope will never change.

Now Get Big Savings on Corn Seed

John Deere Financing offers great terms and discounts on early purchases

If you're a corn grower, now you have an exciting and convenient way to help contribute to a more profitable 2018, thanks to special new programs from Fertiliza and John Deere Financial. But you have to act quickly, because the offers apply only to purchases made by January 22, 2018.

Eligible growers who purchase a minimum of \$2,500 worth of Asgrow® or DEKALB® corn seed can qualify for financing with 0% interest, with repayment not due until November of 2018. The program also includes valuable discounts: If you submit your purchase to John Deere Financial by November 21, 2017, you receive a discount of 4% on your seed; if you purchase after that date but before January 22, 2018, you get a 2% discount.

Participating in the program even provides opportunities to finance Monsanto herbicides and Seed Applied Solutions products. Additional seed discounts are available if you pre-pay in cash.

To take advantage of these timely offers, growers must obtain a John Deere Financial special terms credit limit account. For more information or to apply, contact Steve Knutson, Division Finance Manager for John Deere Financial, at 515.480.3595. You can also call John Deere's Customer Service Department at 1-800-356-9033, ext. 15610, or go online to deere.com and click on "Finance."



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New Hires

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Wilcox

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TANNER IRIGOYEN
Compton Ag Services

MITCHELL BARTLETT
Casa Grande

FERNANDO YANEZ
Roll

BYRON OLLERTON
Casa Grande

MARTIN CABALLERO
CYC

COLTON POST
Buckeye

ALFONSO TORRES
Casa Grande

MICHEAL KULKA
Buckeye

Keeping the water running

Hydrology Manager Sarah Thielman solves irrigation problems

If an employee is said to be “making waves,” it usually means something bad for a company, but when it comes to creating movement in water, PCA Sarah Thielman, Fertizona—Fennemore, is a real star for us.

As Fertizona’s Hydrology Manager, Sarah is tasked with helping growers improve the quality and effective distribution of their irrigation. That involves many different phases and services.

“We offer complete programs for the cleanup and maintenance of drip irrigation systems,” she said. “It involves a lot more than just selling chemicals. It’s also about using the chemistry correctly.”

After consulting with a concerned grower, pulling water samples, and doing a visual check of the irrigation system, Sarah will recommend

the best chemicals for the specific problem, such as removing biological contaminants or eliminating harmful scaling in drip lines.

Many people in our industry have a background in farming, but Sarah had a different journey. “I was born in Washington and lived in a lot of agricultural areas, like Idaho and Minnesota, but I did not grow up on a farm,” she said.

Eventually, she settled in Arizona and graduated from The University of Arizona with a degree in Soil Sciences. When it was time to start her career, Sarah said she wanted to do something that allowed her to work outside. She started as a plant breeder’s intern for a grain company, but then joined Fertizona in 2013. In March of 2016, Fertizona became the exclusive distributor of Brandt Hydrology’s water-treatment solutions, and Sarah moved into her current position. Along the way, she also earned her Pest Control Advisor license.

In her spare time, Sarah enjoys fishing, hiking, camping, snowboarding, and riding her horses.

“Fertizona is very supportive of its employees, and they really care about us as individuals,” Sarah said. “I’m proud to be a part of the Fertizona family.”

“I’m proud to be a part of the Fertizona family.”

– Sarah Thielman, PCA,
Hydrology Manager, Fertizona



The Importance of Clean Spray Equipment

Contamination and residues can cause real trouble

Effectively managing the use of crop-protection chemicals has always been challenging, but it's an even bigger issue today.

"That's definitely a hot topic right now," said Dennis Osborn, Crop Protection Sales Manager, Fertilzona, "partly because of what we see in the news about dicamba and phenoxy cross-contamination. Everybody needs to remember the importance of keeping their tanks clean."

"We've heard a lot about this, and it can't be taken lightly," agreed Jeff Pacheco, Technical Sales Agronomist at DuPont Crop Protection. "It seems like every year we experience situations where spray tank contamination has caused crop injury. To avoid that, an entire spray system has to be cleaned – tanks, hoses, nozzles, everything."

"You need to thoroughly clean out the system after every spray job."

– Jeff Pacheco,
Technical Sales Agronomist,
DuPont Crop Protection

Part of the problem is the fact that many herbicides are effective on weeds at extremely low rates, sometimes as little as 0.008 pounds of active ingredient per acre. It's a mistake to believe that a small amount of remaining residue in a spray tank or nurse tank couldn't be a concern in non-registered crops.

"When dealing with such low concentrations, guys have to realize that even a tiny amount of AI left in the tank could potentially cause problems," Pacheco said emphatically. "You need to thoroughly clean out the system after every spray job."

Working with different chemicals and different crops can be an additional challenge, such as going from alfalfa to cereals, corn, cotton and vegetables. Even in the same crop, growers have to be cautious any time they are using multiple types of products.

"Let's say, for example, you're spraying malathion, an organophosphate insecticide, for aphid control in wheat, and then you want to spray a different wheat field with an ALS-inhibiting herbicide," Pacheco explained. "Some people might think they don't need to clean the tanks if they're spraying the same crop, but if there is still malathion or any other OP insecticide remaining in the spray tank, crop injury could result, as OP insecticides reduce the metabolism of ALS-inhibiting herbicides in plants."

Because different types of chemicals may have the potential for harmful interactions, it's essential to read and follow label directions prior to each application.

"Knowing that cross-contamination is such a big issue, one solution is to use separate, dedicated tanks for



different kinds of products," Osborn suggested, "but when you don't have that option, it's not worth skipping your clean-out just to get by on the cheap."

Fertilzona offers many excellent tank-cleaning products, such as Tanklean and Nutra Sol®. Nutra Sol effectively and safely removes pesticide residues left by 2,4-Ds, sulfonyleureas and other hard-to-remove chemicals.

"Just start clean and end clean," said Osborn. "That's always the best way to go."





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