

# GROWING SMARTER

SPRING 2021 • Issue No. 62

NEWS & INFORMATION TO HELP YOU GROW

## The Best Alfalfa Depends On The Best Weed Control

### Fertizona products and practices can make all the difference

The Southwest is an ideal place for growing high-quality alfalfa because our climate and soils are so well-suited for it, but that doesn't mean it's easy. Growers still have to face many complex choices and make good decisions, including seed options, planting depth, proper nutrients, and irrigation strategies. One major component is pesticide selection. Naturally, effective control of insects, broadleaf weeds, and grasses will be significant factors in determining the success of any crop.

"There's always going to be a need for good quality hay," said Tom Montoya, Pest Control Advisor (PCA), Fertizona, Casa Grande. "Growers

need to remember that certain steps can help them maximize their yields and profits."

"There are a lot of variables with alfalfa, and everybody's different," said Dennis Osborn, Crop Protection Sales Manager, Fertizona, "but starting out with a clean, well-established stand is critical."

First, you need accurate and early identification of weed threats and potential problems—such as herbicide-resistance issues—to determine your best products for an optimal control program. Your PCA can help with that process.

"You have to know what you're going after," Tom continued. "Once you've identified your weeds, you can formulate a plan to take action."

### A wide range of solutions

Fertizona encourages alfalfa growers to begin with a proven pre-emergent treatment. There are many good options, including Prowl® H2O and Velpar® AlfaMax™ Gold.

"I think your best bang for the buck is a pre-emergence herbicide," Tom said. "You want to keep the first few cuttings as clean as possible."

Fertizona also often recommends Eptam® 7E herbicide from Gowan Company as a good starting point.

"Eptam is one of only two preplant treatments registered on alfalfa," explained Barry Ticks,

*Story continued on page 2*

### IN THIS ISSUE:



3

**Operations Overview**  
Desert Premium Farms; Yuma, Arizona



5

**New Product Spotlight**  
Make your sprays more effective



6

**Performance Profile**  
Proven sorghum hybrids help assure better silage



6

**Tech Update**  
Spreading Some Good News

# Looking on the bright side

A recent issue of *The Brock Report* offered a lot of good, practical advice for all of us, and it's definitely worth sharing. *The Brock Report* is a weekly publication that serves the agribusiness industry with market outlooks, technical analysis, and informative discussions about such critical topics as managing risks, making long-term strategic plans, and other solutions designed to help growers and suppliers identify timely opportunities and be more successful.

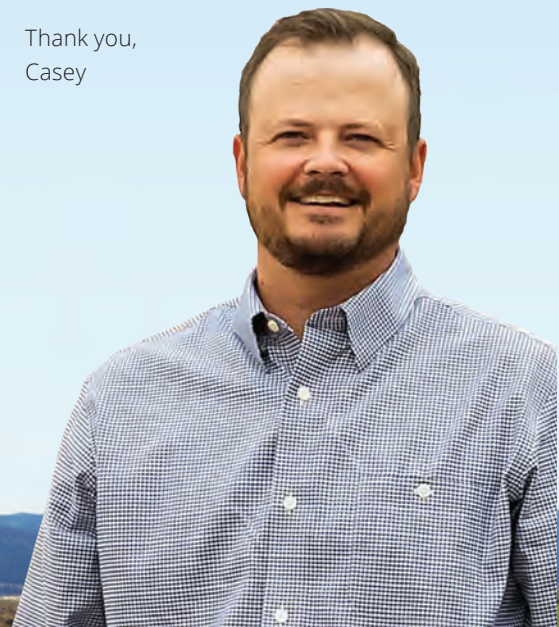
The edition in question focused on the report's comments about how agriculture professionals ought to be thinking about potential changes to government regulations and farm bill policies in the coming years. The short answer: Stop worrying.

The authors of the report emphasized that it's not healthy (psychologically or physically) to lose sleep fretting about things that probably won't be changing too dramatically—at least not anytime soon. They said we should all take emotions out of our decisions, because fear and worry can lead to more volatility in the markets, and we don't want that.

The report addressed a comprehensive list of things on our minds, like trade relations with China, immigration, commodity prices, tax changes, "climate friendly" restrictions, incentive programs, and much more. But in general, the report—based on what they call "in-depth, grounded market intelligence and fact-based expertise"—had a positive, optimistic outlook for the rest of 2021 and beyond. Let's hope they're right. I guess we'll know soon enough.

In any case, please remember that Fertilzona is always here to help you, whether we're going through good times or not, with the support, products, and services you need to be successful.

Thank you,  
Casey



Casey Compton, President,  
Fertilzona & Compton Ag Services

### Story continued from cover

Area Agriculture Agent for Yuma & La Paz counties at the Yuma Agriculture Center. "Eptam is particularly good at suppressing perennial weeds like nutsedge and Bermuda grass that are already established and not controlled by other preplant treatments."

"Eptam is a great way to start off your new alfalfa planting, because it prevents many difficult-to-control grasses and broadleaves we find in Arizona," agreed Gowan's Chris Denning. "It's an effective way to rotate out of other commonly used chemistries."

"Unlike many alfalfa herbicides, Eptam stays in suspension," Barry added, "so it can be conveniently chemigated."

Depending on the situation, another often-recommended program uses Pursuit® and Raptor® herbicides in combination to control a wide spectrum of broadleaves. Butyrac® 200 herbicide (a 2,4-DB product) can also be applied to control certain weeds post-emergence in established alfalfa.

Some stubborn weeds like pigweed (Palmer amaranth) and lambsquarters are becoming bigger problems in many alfalfa crops in Arizona in recent years. Fertilzona has found that Treflan® TR-10® and Chateau® herbicides have worked well on those particular species.

"What we're seeing a lot lately is a split application with the TR-10," Dennis added. "Treflan has been around a long time, but it's still a very good product."

Again, trust your PCA and Fertilzona dealer to help you choose the best products and rates for your fields.

### Weed-and-feed options

Some growers prefer to control weeds in alfalfa as part of their crop's nutritional program, by applying granular fertilizer impregnated with herbicide. It's long been common to mix certain pesticides with liquid fertilizer, but more recently, applicators are developing better ways to add herbicides to dry fertilizers. Herbicide-impregnated fertilizer has been used successfully for weed control in turfgrass for many years.

The actual impregnation is a relatively simple process done at the time the fertilizer is blended. Ask your PCA or Fertilzona dealer if the program may be right for you.

**"Starting out with a clean, well-established stand is critical."**

– Dennis Osborn, Crop Protection Sales Manager, Fertilzona

**For the high-yielding, high-quality alfalfa stands you want, contact your Fertilzona rep or nearby location, or visit [www.fertilzona.com](http://www.fertilzona.com).**



# Desert Premium Farms

## Yuma, Arizona



### Longtime friends become business partners and industry advocates

The personal histories of successful Arizona growers often include stories about growing up on land that's been in their families for generations. For John Boelts and Kent Inglett, the exact opposite is true. Their operation was built with no farms of their own.

John and Kent and their wives are partners in Desert Premium Farms in Yuma, a large contract growing enterprise that currently

farming in Europe over five centuries ago.) But now fast-forward to more recent times.

"Our partnership started back around 2010, when John was approached by a company to do some growing for them," Kent explained. "He then came to me, and I had access to land and financing."

One of their earliest supporters was Fertizona, who trusted the new partners with a line of credit to obtain the many input products they needed to get up and running.

"We were just a couple of kids with no assets,"

From those humble and optimistic beginnings, Desert Premium Farms has grown into an impressive, multi-faceted operation with a highly efficient business model. Every crop they produce is grown on a contract basis on leased ground.

"Companies come to us and tell us what they want," Kent said. "Then we secure the needed acreage and provide everything for that crop. Fortunately, we have great working relationships with our neighbors."

Because Desert Premium's crop requests frequently change, the partners have to be versatile with seasonal planting and harvesting. They also strive to get a second crop out of every field. Head and Romaine lettuce are their main crops, along with spinach, broccoli, wheat, cotton, sudangrass, and more—always with a strict emphasis on food safety. The work is supported by a full-time staff ranging from 20 – 40 employees, depending on the season.

Having a well-run business has also given John opportunities to be an ambassador for American agriculture, partly through the American Farm Bureau Federation's "PALS" program (Partners in Advocacy Leadership). In recognition of his service and achievements, John was even honored as Farm Bureau's "Farmer of the Year" for 2019.

"We have to take the time to talk to people about what we do," he said. "There's a dire need for us to show how important agriculture is to everybody."

Desert Premium is truly a unique success story, and Fertizona is proud to be part of it. The operation continues to rely on us for all of its liquid and granular fertilizer, as well as seed and chemicals.

"We put the company together at my kitchen table," said Kent. "We never could have guessed it would come this far."

**"We couldn't have done this without Fertizona."**

– Kent Inglett, Desert Premium Farms; Yuma, Arizona



encompasses about 2,500 acres of a diverse list of seasonal crops. It's a great story.

John and Kent were high school friends who didn't necessarily plan on agribusiness careers, although John grew up in an agricultural family. (He also points out that his ancestors were

Kent added. "We couldn't have done this without Fertizona."

"A lot of companies wouldn't have taken a risk on us back then," agreed John. "They really came through for us."

# A Recipe For Happiness

## Lisa Curley genuinely loves the work she does

Over the years, our “Meet Your Rep” column has introduced you to dozens of interesting Fertizona people. Although every one of them has been unique, most had something in common: they grew up in or near an agricultural environment, or at least had family roots in Arizona. Our featured employee this time is none of that.

Meet Lisa Curley of Fertizona’s main office in Casa Grande. She’s a New Englander from Massachusetts with a background in accounting, but for the last 35 years, she’s been helping countless Southwestern farmers and ranchers to be more successful. It’s quite a story.

became a vital element in all of our customer service processes.

“I work with the PCAs, sales reps, vendors, and growers to make sure everybody gets what they need – all in a timely manner,” she explained. “I handle incoming orders, check inventories, and assign things to get loaded on a truck for delivery. I’m a ‘yes’ person. If anyone asks me for help, it’s my responsibility to do it, or find somebody who can.”

The Fertizona website officially lists Lisa as “Dispatcher and Order Desk” but she said, “I don’t really have a job title. I wear many hats, and that’s one of the things I love—the variety. Everybody here has their own strengths, and we all work together so the parts can blend perfectly. We’re like an old Grandma’s

and they’ve now been married for four and a half years. Lisa also has two grown sons, Ryan and Seth, and a daughter, Tess.

“My family is my everything,” she said.

In her free time, she enjoys photography, competitive games, puzzles, road trips, bicycle riding, and good books (“not Kindle!”), and Robert has introduced her to dirt bikes, to which she quickly added, “I’m working on it.”

Lisa has no plans to retire anytime soon, partly because she loves her job so much.

“I always look forward to coming to work,” she said. “That’s why I’ve stayed so long. Fertizona has been a blessing to me every day that I have been allowed to be here.”



Lisa (on the right) having fun with her husband Robert, son Seth, and daughter Tess.

“I was twenty-one years old and working as an accountant at Boston College,” she began. “One day some friends of mine said they were driving to Arizona and invited me to go with them. I hate being cold, so I came along.”

After trading in her winter boots for cowboy boots, Lisa was hired at Fertizona. Even though she was admittedly unfamiliar with crop production, she learned quickly and

recipe. We do whatever it takes to keep our customers happy.”

Lisa has been a full-fledged Arizonan for a long time, but she kept her Massachusetts connections intact. Good idea. Several years ago, she rediscovered her old high-school flame, Robert, on Facebook. He was still living in the Northeast, but Lisa convinced him—without much effort—to move to Arizona,

---

**“We do  
whatever it takes  
to keep our  
customers  
happy.”**

– Lisa Curley, Fertizona,  
Casa Grande

---





## Make Your Sprays More Effective

### New SmartLine™ Super 7 improves foliar applications

When you invest in any product, you naturally want it to give you optimal results and not waste your money. In the case of foliar-applied sprays, that means using an adjuvant to make the chemicals you apply go into the target plants more thoroughly, instead of running off onto the ground or evaporating.

That's why Fertizona is excited to be introducing SmartLine™ Super 7 adjuvant to our product portfolio. New Super 7 is a low-foam surfactant that promotes uniform distribution of sprays while enhancing the activity and effectiveness of herbicides, defoliants, and desiccants. Based on a unique lecithin formulation, non-ionic SmartLine Super 7 decreases the surface tension of spray solutions, resulting in faster, more successful penetration of chemicals.

Super 7 works by using special wetting and spreading agents to minimize bouncing and shattering of droplets when they hit the leaf surfaces. That improved dispersion provides better deposition of the spray and more complete delivery of its active ingredients.

In addition, by promoting more efficient spray patterns, SmartLine Super 7 helps to

prevent drift. The lecithin components in Super 7 decrease drift potential by reducing sprayable fines and increasing the percentage of droplets in the optimum range (150-500 microns) for ideal target coverage.

Multi-functional Super 7 is also highly tolerant to hard water and extremely compatible with most oil- and water-soluble pesticides.

"This product has a little bit of everything in it," said Dennis Osborn, Fertizona's Crop Protection Sales Manager. "It's an acidifier, a penetrant, a spreading agent, and drift-reducer. It's going to provide a lot of benefits."

By lowering spray tank water pH, SmartLine Super 7 improves the performance of pesticides sensitive to alkaline hydrolysis. That's important because water throughout the Southwest contains levels of calcium and other minerals that can inhibit the effectiveness of many pesticides.

"The acidifying aspect of Super 7 is a big help with our alkaline water," Dennis explained. "That's especially true with some of the older chemistries being applied."

Fertizona already offers growers a wide range of excellent spray-improving adjuvants, but adding Super 7 to the line is a timely and logical extension.

"It's kind of a niche product because it fits certain needs so well," Dennis added. "It works in a lot of places, but it's really good on tree crops. It should definitely appeal to growers of pecans, pistachios, and other nuts or citrus."

***To learn more about the production benefits of SmartLine Super 7, contact your Fertizona rep or nearby Fertizona or Compton Ag location, or visit [www.fertizona.com](http://www.fertizona.com).***

---

**"It's going to provide a lot of benefits."**

– Dennis Osborn, Crop Protection Sales Manager, Fertizona

---



## Proven sorghum hybrids help assure better silage

### Fertizona offers dependable seed options

Sorghum growers have a number of beneficial seed products to choose from, and now Fertizona recommends two especially good ones: NK300 and SP3904 BD BMR.

"This year we've positioned ourselves to have ample supply of sorghum seed on hand," said Tyke Bennett, Fertizona's Seed Products Sales Manager, "and these are both excellent products for dairy silage."

NK300 is a proven, dependable medium-early hybrid forage sorghum adaptable for a wide range of growing conditions, highlighted by superior ratings for drought and stress tolerance. Large grain heads and a high grain-to-forage ratio give it the potential to produce top-quality dairy silage. NK300 is also desirable due to its low lignin content and outstanding yield potential.

SP3904 BD BMR is a brachytic dwarf/BMR forage sorghum that's ideal for producing high-quality silage. It will reach soft dough in approximately 110 days with impressive levels of starch, resulting in exceptional silage digestibility and energy levels. SP3904 BD BMR also has a high grain-to-forage ratio, low lignin content, and good drought tolerance. Its brachytic dwarf trait reduces plant height and improves standability while maintaining leafiness.

"Either one of these is a great choice," Tyke said, "and they're made to handle all types of ground."

**For more information about sorghum seed or other products, talk to your local Fertizona or Compton Ag office, or visit [www.fertizona.com](http://www.fertizona.com).**

# Spreading Some Good News

## New spreader truck improves fertilizer application

At Fertizona, an important part of our service is the wide range of custom-blended fertilizers—dry and liquid—that we can create to fit the exact nutritional requirements and product specifications of growers, superintendents, facilities managers, and retailers across Arizona. In addition to dry fertilizer manufacturing and bagging, we provide custom application for many customers. And now we can do it even better!

Fertizona recently added an amazing new spreader truck to our equipment fleet. Known by its manufacturer's brand name of GVM Hydra Spread, the unique new unit was developed to deliver more accuracy, versatility, and maneuverability when applying dry fertilizers or broadcasting seed for golf courses and other landscape turf. That means the Hydra Spread enhances our capabilities to support customers in the most timely and efficient ways possible, in more places than ever before.



The truck features a sturdy, reliable spreader body mounted on a 6.7L V8 Power Stroke turbo diesel Ford F-550 chassis. The Hydra Spread is specially designed to allow for a tight turning radius, so it can navigate narrow spaces

and access roads more easily. Because it can move quickly from one area to another without a trailer, our Hydra Spreader is an ideal applicator for fairways, athletic fields, and municipal or commercial landscapes.

What makes the Hydra Spreader even more impressive is its unbeatably effective spread pattern. The "Double Duty" spreader body achieves wider distribution widths due to patented, reverse-rotating spinners, plus a delivery assembly which forces material to fall onto the spinner disc with pinpoint precision.

---

**"We're excited about the performance benefits it will bring to our customers."**

**– John Haggard, Manager,  
Fertizona – Fennemore**

---

Thanks to those impressive features, Fertizona's Hydra Spreader is the most accurate and reliable pick-up spreading truck in the industry. It spreads adjustable patterns of dry fertilizer or seed up to 105 feet at a less than 15 percent coefficient of variation with granular products.

"Having this incredible new truck is really a step up for us," said John Haggard, Manager, Fertizona - Fennemore. "We're excited about the greater application efficiency it provides and the performance benefits it will bring to our customers."

***The new truck is based at the Fertizona office in Fennemore and will be available to serve golf courses and other turf professionals around the area. For more information about the Hydra Spreader or Fertizona's custom-blending and application services, contact the Fertizona Fennemore location at (623) 935.4252 or go to [www.fertizona.com](http://www.fertizona.com).***



# Fertizona bids farewell to some treasured employees

***Fertizona is proud that so many of our employees choose to stay with the company for many years, but as the saying goes, all good things must come to an end. With that in mind, we now honor and thank these longstanding members of the Fertizona family who recently retired and are moving on to the next chapter of their lives.***

## Chuck Boyd

While Chuck was working with Fertizona as an independent PCA, he was featured in one of our "Meet Your Rep" profile articles in 2016. At the time, he talked about how much he enjoyed his job, partly because he loved being outdoors in the fields. Now that Chuck has retired, he evidently plans to keep doing things outside – but without crops to check.

"We want to travel," he said with a tone of excitement in his voice. Chuck and his wife Shari recently bought a new truck and a fifth-wheel trailer, and they're going to take to the open road.



Chuck joined Fertizona in 1992 after being with another fertilizer company. Working out of our office in Casa Grande, he provided consulting services for many large Arizona

growers, who really trusted his vast knowledge and expertise. He'll be a tough act to follow.

"It's been a very rewarding career," he said. "I wouldn't change a thing."

## Lise Chapman

Lise is another transplanted New Englander who moved to Arizona with her husband Dean 25 years ago, partly because they were tired of harsh winters.

"When we first came out here, we took ten days and just zig-zagged around exploring," Lise recalled. "We went to the Grand Canyon, Las Vegas, and all over."



They loved the region and decided to stay. Since January of 1996, she's been part of Fertizona's general accounting staff in Casa Grande, handling a variety of vital responsibilities such as payroll, tracing railcars, and other functions.

The Chapmans still have a house in New Hampshire, and they plan to "bounce back and forth" seasonally between their two homes. Lise also wants to do more hiking, crafting, and gardening after she retires.

"Fertizona has been like a family," she said. "We watch out for each other and there's always somebody there to cheer you up if you need it."

## Pat Cockrill

When asked how long he'd been with Fertizona, Pat replied, "Almost since Day One. I already knew Jimmy Compton back then, so it's been 39 or 40 years."



Working out of his hometown of Coolidge, Pat was a PCA who checked fields and recommended products for countless growers. "I sold a lot of fertilizer over the years," he added. Pat has also been farming his whole life, so his crop knowledge was supported by personal experiences.

For retirement, Pat looks forward to spending more time at a ranch he bought in northern Idaho about 15 years ago, but admitted he hasn't spent a winter there and isn't sure what to expect. As for his career at Fertizona, Pat takes away many fond memories.

"It's been great," he said. "It's just a good outfit to be part of."



## New Hires

**Brian Stewart**  
Willcox

**April Paini**  
Casa Grande

**Ronald Thomson**  
CYC Solutions

**Rafael Jaurequi**  
Compton Ag

**Jacob Ziegler**  
CYC Solutions

**Jared Ellis**  
Willcox

**Hunter Jarvis**  
Thatcher

**Melody Temple**  
Casa Grande

**Bonnie Eismen**  
Willcox



2850 S. PEART RD.  
CASA GRANDE, AZ 85193

PRE-SORTED  
FIRST-CLASS  
U.S. POSTAGE  
PAID  
PHOENIX, AZ  
PERMIT NO. 1273

Return Service  
Requested

## LOCATIONS

Contact Your Local Office For All Your Growing Needs

### CASA GRANDE

Main Office  
2850 South Peart Road  
Casa Grande, AZ 85193  
(520) 836-7477  
  
Dennis Osborn  
Crop Protection  
  
Tyke Bennett  
Seed Products & Fertilizer Bagging  
  
Jimmy Compton  
Crop Nutrition  
  
Shea Nieto  
Credit Manager  
  
Jeffrey Bengé  
Financial Controller

### BUCKEYE

26705 West Baseline Road  
Buckeye, AZ 85326  
(623) 386-4491  
John Haggard, Manager

### FENNEMORE

17102 West Olive Avenue  
Waddell, AZ 85355  
(623) 935-4252  
John Haggard, Manager

### ROLL

4212 South Avenue 39E  
Roll, AZ 85347  
(928) 785-9016  
Jared Osborn, Manager

### THATCHER

4257 US Highway 70  
Thatcher, AZ 85552  
(928) 428-3161  
Shawn Wright, Manager

### WILLCOX

512 East Maley Street  
Willcox, AZ 85643  
(520) 384-2264  
Kent Cleckler, Manager

### YUMA

4290 East County 10½ Street  
Yuma, AZ 85365  
(928) 344-9806  
Brad Brchan, Manager

### COMPTON AG SERVICES

19751 South Defrain Boulevard  
Blythe, CA 92225  
(760) 922-3117  
John Haggard, Manager

### AG EXPRESS

15472 West Jimmie Kerr Boulevard  
Casa Grande, AZ 85122  
(520) 876-9982  
Bernie Vargas, Manager

### CYC SOLUTIONS

3085 North Cessna Way  
Casa Grande, AZ 85122  
(520) 316-3738  
Tanner Nelson, Manager

### FERTIZONA DE MEXICO

Camino al Tazajal No 18 Col. La Victoria  
Hermosillo. Sonora. Mexico. CP. 83304  
  
Casey Compton (U.S.)  
(520) 510-5054  
  
Gilberto Gil (Mexico)  
011-52 (662) 280-0121

*Send address changes to:*

Brian Daley  
2850 South Peart Road  
Casa Grande, AZ 85193-9024  
bdaley@fertizona.com



Fertizona and Compton Ag Services accept  
MasterCard, Visa, Discover and American Express.

© 2021 Fertizona.  
All trademarks are the property of their respective owners.



[www.fertizona.com](http://www.fertizona.com)  
[www.comptonag.com](http://www.comptonag.com)