



# GROWING SMARTER

News & Information To Help You Grow

## Benefits of Corn Seed Keep Stacking Up

Growers Find Yield Benefits In Varieties With Many Traits

It seems like technology keeps improving every day. Companies are packing more and more features into smaller spaces in order to improve the way we live, work and play.

This is not only true for electronic gadgets. For example, seed companies are stacking a multitude of technologies into corn seed—and growers are benefiting.

“The reason we went with the stacked genes was because we



(L) Gene Kempton, Ben Hoyler, Jeremiah Salzman, Joey Salzman

### Corn Seed Traits Available From Fertizona

ROUNDUP READY® CORN 2

YIELDGARD® CORN BORER

YIELDGARD® CORN BORER WITH ROUNDUP READY® CORN 2

YIELDGARD® VT TRIPLE

AGRISURE® GT

wanted to go out there and not have to worry about worms,” says Ben Hoyler, independent pest control advisor. “The corn earworm and armyworm are our biggest pests and now a lot of the growers are switching over to the stacked corn varieties.”

The traits that are being included in these varieties include pesticide tolerance, insect protection and even drought tolerance.

### A Variety Of Benefits

The variety that Hoyler has been using with his growers is GV26B50, a Grand Valley Hybrids variety available from Fertizona. This variety includes Roundup Ready® technology in addition to YieldGard® Corn Borer.

The Roundup Ready trait provides

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### Unpredictable Nitrogen Prices Make Our Partnership Even More Important

Fertilizer prices are on the rise, and it's not just a problem in the Southwest. All around the world, Nitrogen prices are going up and it's due to a variety of factors.

According to John Russnogle of Corn and Soybean Digest, the U.S. now imports half the Nitrogen it uses, up from 15% from less than ten years ago. The ethanol boom is another reason the Nitrogen prices are rising.

Although we can't do anything about the cost of our raw materials, we can certainly help growers get the most out of their fertilizer programs. That includes

recommending the right products and rates for you based on your specific operation. It also means offering value-added services that help contribute to your bottom line. These include having plenty of Nitrogen storage at our plants, reacting 10-34-0 on-site using our mobile reactor and owning our own trucking company, Ag Express.

These are just a few ways that we're helping you keep more money in your pocket as the price of Nitrogen continues to be volatile. Even as prices continue to rise, Fertilzona is committed to have an ample supply of products to ensure your operation is successful.



*Jim Compton Jr., President, Fertilzona and Compton Ag Services.*

**Jim Compton**

### Benefits of Corn Seed Keep Stacking Up

*(Continued from page 1)*

enhanced in-plant tolerance to Roundup agricultural herbicides. The YieldGard Corn Borer trait contains an insecticidal protein from *Bacillus thuringiensis* (Bt) that offers whole plant, full season protection from corn borers and provides intermediate protection for corn earworm and fall armyworm.

#### Higher Yields. Lower Hassles.

One grower that has realized the benefits of the stacked corn varieties is Joey Salzman, a cotton, wheat and alfalfa grower in the Eloy area who grew corn for the first time last year.

"We were able to have a real good yield on it," says Salzman. "We grew it for silage for the dairy and we yielded about 34 and a half tons per acre."

To ensure a successful crop, Salzman explains that he never let the corn dry out and provided a comprehensive fertilizer program. "We put down 250 pounds of 16-20-0 at pre-plant and then we ended up with about 70 to 75 gallons of UN-32 per acre."

Other growers in the area have noticed the success of Salzman's crop, and they are all looking into the stacked varieties.

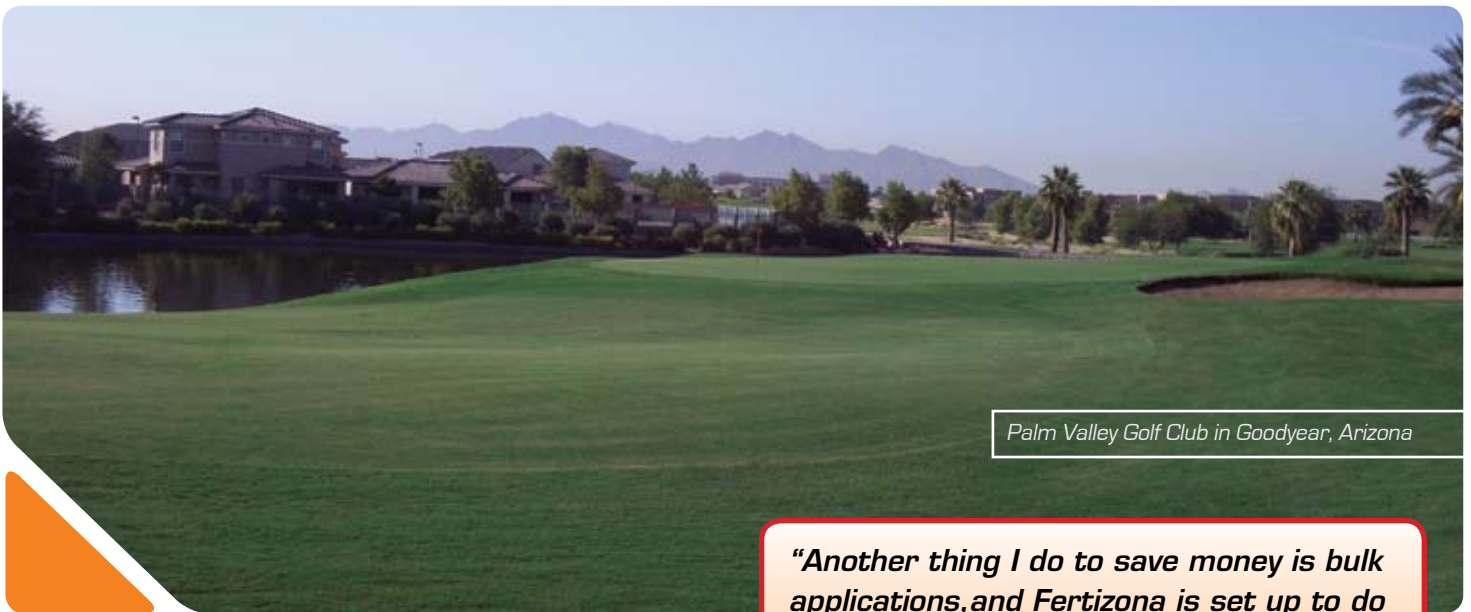
"His corn was about 3 or 4 feet taller than anyone else's around," says Hoyler. "It's done real good for us, it really yielded well."



*(L) Gene Kempton, Ben Hoyler, Jeremiah Salzman, Joey Salzman*



## Palm Valley Golf Club Discovers Benefits of New Quali-Pro T-NEX 1Q PGR



Palm Valley Golf Club in Goodyear, Arizona

Smart superintendents and turfgrass professionals use plant growth regulators (PGRs) for any number of reasons, most commonly to reduce mowing requirements. However, PGRs such as Quali-Pro's T-Nex 1Q product offered by Fertizona bring other valuable benefits including stress tolerance, color enhancement and reduced nitrogen allocation to foliage, as well as improved lateral stem and root mass development.

At the popular, 36-hole Palm Valley Golf Club in Goodyear, Arizona, Superintendent Gari Scherting has even more specific purposes for applying T-NEX growth regulator.

"I use it at overseeding to keep the bermudagrass from competing with the ryegrass," Gari explains. "I'm using it in the dormant season for when it's still too hot to really overseed, and the bermuda wants to continue to grow actively."

Until last year, Gari had been applying another PGR product, but decided to make the switch to Quali-Pro T-NEX because it was a much better value. He was also confident that T-NEX would keep delivering the kind of performance he was used to.

"I saw that it had the same amount of active ingredients, so I knew I was going to get the same control for less money," he says. "T-NEX was considerably lower in price than (his previous product), and it compares equally."

Making efficient use of his budget is important to Gari, and working with Fertizona helps him in ways besides just providing products more affordably.

"Another thing I do to save money is bulk applications," he adds,

*"Another thing I do to save money is bulk applications, and Fertizona is set up to do bulk fertilizer delivery. That convenience is above and beyond for us."*

*– Gari Scherting  
Superintendent, Palm Valley Golf Club*

"and Fertizona is set up to do bulk fertilizer delivery. That convenience is above and beyond for us."

Gari has been doing business with Fertizona for over a dozen years now, and appreciates the responsive attention he gets. With an average of 75,000 rounds a year, Palm Valley is a busy place, so there's not much margin for error.

"Fertizona has excellent service, and I typically get the product on the same day that I order it," Gari says. "I would recommend them to anyone."

To learn more about Quali-Pro T-NEX or other helpful products and services we offer, simply talk to your Fertizona representative. ▲

## OPERATIONS OVERVIEW

### Marco Palmer Gives Wheat A Chance Profitability Encourages Cotton Farmer To Switch



Marco Palmer in front of his Gila Valley crops

There's nothing quite like growing up in agriculture. Learning a strong work ethic while being close to nature and helping things grow is an experience truly like no other.

No one knows this better than Marco Palmer, a fifth generation cotton grower in the Thatcher area. Being raised in and around the agriculture industry instilled many values in Palmer that he carries with him to this day. His involvement with farming started at a very young age.

"By the time I was thirteen I decided I was wasting my time not to be running my own

land, so I started leasing land from others," says Palmer who worked on his father's farm while growing up. "I still helped my dad until I was eighteen and then I told him I'd work for free because he wasn't paying me enough," he laughs.

Palmer started farming his own land at that point. Although they never farmed as partners, Palmer and his father helped each other out when necessary. "I farmed my land

and he farmed his. We would share equipment and all, but we were pretty independent otherwise."

#### A Good Rotation

Traditionally a cotton grower, Palmer has begun to grow wheat and barley this year due to several factors.

"I started farming seriously in the 1970s when there was a lot of grain up here," describes Palmer. "We had cotton and grain and there was a good rotation. Then grain prices dropped so we went strictly to cotton because we couldn't make any money on grain."

Palmer says that because of the recent price increase for durum wheat, coupled with the fact that his fields were in serious need of rotation, growing grain this year was a no-brainer.

"I've waited since the late 70s for a chance to grow grain again and make any money on it and now for the first time, grain prices are up where they can compete with cotton," Palmer says. "I've just been desperately looking for a rotation crops so this is perfect timing. I needed to rest the ground from cotton."

#### Marco Palmer Farms At-A-Glance

**Founded:** 1976

**Location:** Pima, Arizona

**Specialty:** Cotton and Wheat

#### Safety Tip

**Remember to wear your safety goggles and proper Personal Protective Equipment (PPE) when applying pesticides.**



# OPERATIONS OVERVIEW

Marco and his wife, and partner, Elena



Palmer explains that with durum wheat and barley prices being up, he has now converted his entire farm over to these crops for the time being. “I have everything in durum wheat and barley this year,” Palmer describes. “We have about 200 acres of barley and 600 acres of durum wheat in the ground right now.”

### A Convenient Relationship

The durum wheat that Palmer is growing now is being sold through a contract to Barkley Seed.

“Part of the benefit of that is that they’re working with Fertilzona, so our delivery point is right in Thatcher,” says Palmer. “It really makes for an easier harvest since we can deliver it 15 miles away as opposed to running it over to Casa Grande or somewhere else.”

### Packed With Protein

As far as protein levels go, Palmer understands how important it is to properly fertilize durum wheat. “I realize that if I don’t reach certain protein levels, I’ll be penalized when I go to sell it so we’re going to do some extra fertilization this year.”

Palmer has some specific fertility programs that have helped him grow a profitable crop. “I try to put down a lot of dry fertilizer before we plant,” explains Palmer. “We put down about 150 to 300 pounds of both urea and 16-20-0 at pre-plant.”

Having a steady supply of nitrogen throughout the growing season is the key to a successful crop, according to Palmer. He has applied his experience in growing cotton to the new grain crops he’s been growing. “Although I don’t have a whole lot of specific experience with wheat, it’s just like any crop, if you don’t give that plant what it needs when it needs it you’re not going to be happy with the result,” stresses Palmer.

### A Hometown Business

Palmer is counting on Fertilzona to help him though his first full season growing grain crops. He credits Fertilzona staff with providing top-quality products and services for his operation.

“I started working with Fertilzona when they came into this valley about ten years ago and they have been very good to work with,” says

Palmer. “Steve Marshall is my rep and he’s been very responsive. We get just about all our chemicals and fertilizers from them.”

In addition to quality products, Palmer also points out that the personal relationship he has with Fertilzona is just as important to him.

“It’s just a hometown business,” says Palmer “You know the people, they know you and it’s personal. It’s the type of relationship where you work as a team as opposed to some brand name where you don’t know the company on a personal level. It’s nice that Steve’s here. If I have a problem with anything that’s gone wrong, he goes to bat for me and tries to solve the problem and I enjoy that.”

Reflecting on his upbringing in agriculture, Palmer is clearly passionate about the lifestyle. He explains that there really is nothing like growing up on a farm.

“This is the greatest business ever—it’s a way of life,” Palmer concludes. “You just can’t beat agriculture, it’s the best. I wish more people were raised in it, I think it would make the world a better place.”

### New Hires

Rey Reynolds	Buckeye	Driver
Jeremy Amalong	Willcox	Plant Operator
Mario Peña, Jr.	Blythe	Driver
David Gehrts	Buckeye	Assistant Yard Manager
Alberto Sanchez	Fennemore	Driver
Nick Lubich	Fennemore	T&O Salesperson
Dallas Younger	Thatcher	Driver
Rebecca Gaines	Casa Grande	Accounts Payable Assistant
Michael Neblina	Roll	Driver
Dan McDougal	Willcox	PCA/Salesperson
Bert Leal, Jr.	Willcox	Plant Operator
Felipe Ruiz	Ag Express	Driver

### Alfalfa Herbicides Makes Life Easier For Growers Proper Identification and Timing Are Keys To Success

When it comes to alfalfa, it's not if you'll get weed problems, but when. Most growers understand that customers pay less for weedy alfalfa, but what they may not know is weed control can be the key to ensuring a thriving alfalfa crop year after year.

"Alfalfa is a perennial, so it will last three to five years," says Tom Montoya, manager of Fertilzona—San Tan. "The length of time the alfalfa crop lasts will usually depend on weed control programs, in addition to stand and other factors."

#### Identification Please

According to Montoya, identification of weeds will determine the best options for herbicide programs.

"The first thing you need to do is identify your weed," says Montoya. "Once you know what you're going after you can formulate a plan to take action. Your PCA can identify your weeds and recommend treatments for them."

The biggest weed problems for alfalfa growers in the Southwest include winter and summer grasses. In addition, nutsedge and broadleaved weeds like malva and Londonrocket can also cause problems with alfalfa crops.

"In small alfalfa, it will be harder to grow because the weeds will choke out the young alfalfa, shade it from sunlight and rob water from it," stresses Montoya. The weeds will also take your preplant fertilizer away because the weed

will grow a lot faster than the winter alfalfa."

#### Early And Often

"As far as weed control goes, I think your best bang for the buck is a pre-emergence herbicide," says Montoya. "In my opinion, you want to keep the first few cuttings as clean as possible."

Velpar AlfaMax® Gold is a pre-emergence herbicide that Montoya suggests during the cooler temperatures because it has a longer residual. "The best time to put it down is after the sheep eat it to the ground if you sheep eat it, because you want to put it on the bare ground," says Montoya. "Or you can use Solicam®, a pre-emergence herbicide. It does an excellent job on nutsedge and grasses. Solicam is fair on malva."

Montoya recommends herbicides Pursuit and Raptor in combination to control a wide spectrum of broadleaves. Raptor has the additional benefit of giving partial control of winter grasses.

"You can also add Butoxone herbicide, which is a 2,4 DB type product that is real good for your milky composites," adds Montoya. "But if you have more grasses, you may have to add some grass herbicides like Arrow or Select Max."

For best weed control results in alfalfa, Montoya suggests talking to your Fertilzona or Compton Ag Services rep early in the season to plan ahead for weed problems in order to take proactive steps. ▲

#### Alfalfa Herbicide Options For Weed Control

It's always best to talk to your Fertilzona or Compton Ag Services rep to build a customized herbicide program based on your specific needs, but here is a list of products that have demonstrated good results in the Southwest

Product Name	Herbicide Type	Weeds Controlled
Velpar AlfaMax® Gold Herbicide Registered Trademark of Dupont	Pre-Emergence and early Post-Emergence	Winter grasses
Solicam® Herbicide Registered Trademark of Syngenta	Pre-Emergence	Winter grasses, malva and nutsedge
Pursuit® Herbicide Registered Trademark of BASF	Pre-Emergence and Post-Emergence	Broadleaves
Raptor® Herbicide Registered Trademark of BASF	Pre-Emergence	Broadleaves and some winter grasses
Butoxone Herbicide Registered Trademark of BASF	Post-Emergence	Milky composites
Prowl H <sub>2</sub> O Registered Trademark of BASF	Pre-Emergence	Winter grasses and some Broadleaves
Treflan® TR-10 Registered Trademark of Dow Agrosciences	Pre-Emergence	Grasses and some Broadleaves



# John Hume And Rambler, The Dynamic Duo

## When Efficiency And Accuracy Count



*John Hume and Rambler on the farm*

With the recent price hikes and some challenging times in the agriculture industry, John Hume knows that he can't afford to ramble around on the job. As the key contact between the growers and the Fertizona offices in Yuma and Roll, John may not be able to control the bad times, "but I can be efficient and accurate," he says. "And we can always do the best we can with what we've got."

So it should be interesting to discover if his new four-legged companion, Rambler, will live up to his namesake.

Of course, Rambler, a Rottweiler and Labrador Retriever mix, is brand new to the industry. John, on the other hand, has been working in agriculture since he was a young pup. Born and raised in Dateland, Arizona, John worked on dairy farms and vineyards and was part of the weeding crew on his Dad's farm as early as grade school. Staying true to his agricultural roots, he later received a Bachelor's degree in Animal Science with a minor in Ag Economics from the University of Arizona and

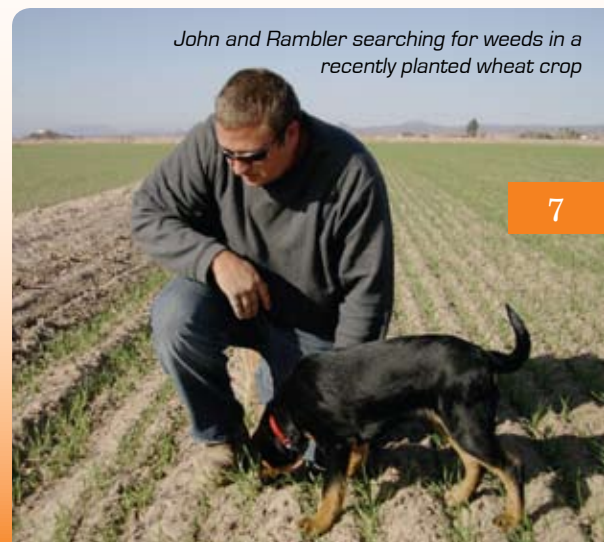
started working with Fertizona two months after graduating.

"The Yuma office had an opening in 2003, so that's when I joined the team," John explains. "So I've been with the company now for four years... and I've been in agriculture almost as long as I can remember."

John's main responsibility with Fertizona is in sales, but he often checks crops and is always willing to pitch in to help – anything to help get the job done and to get it done better, quicker and right. As long as it doesn't require being inside too much.

"I'm not really a sit-inside kind of guy," John says. "I like the outdoors, and I enjoy all the people I work with – from the tractor drivers to our Fertizona team. I'm happy to do whatever it takes to help our growers – even during the tough times. This is a collaboration; we're all in this together."

And now Rambler has become a valued team member. "He rides around with me most days," John explains. "He comes in the office and is part of the crew now." ▲



*John and Rambler searching for weeds in a recently planted wheat crop*

### Quick Tip

**Please contact your local Fertizona or Compton Ag office for assistance obtaining EPA worker protection training.**

## LOCATIONS

### Fertizona—Casa Grande Main Office

2850 South Peart Road  
Casa Grande, AZ 85293  
(520) 836-7477  
Dennis Osborn—Crop Protection  
Gene Kempton—Seed Products  
Jimmy Compton—Crop Nutrition  
Lamont Lacy—Credit Manager  
Larry McGee—Lawn & Garden  
Jeffrey Bengé—Controller  
Keith Hall—Director of Operations

### Fertizona—Buckeye

26705 West Baseline Road  
Buckeye, AZ 85326  
(623) 386-4491  
Tim Walsh—Manager

### Fertizona—Fennemore

17102 West Olive Avenue  
Waddell, AZ 85355  
(623) 935-4252  
Craig Allen—Manager

### Fertizona—Roll

4212 South Avenue 39E  
Roll, AZ 85347  
(928) 785-9016  
Doug Canan—Manager

### Fertizona—San Tan

San Tan Industrial Park  
Sacaton, AZ 85247  
(520) 836-0103  
Tom Montoya—Manager

### Fertizona—Thatcher

4257 US Highway 70  
Thatcher, AZ 85552  
(928) 428-3161  
Steve Marshall—Manager

### Fertizona—Willcox

512 East Maley Street  
Willcox, AZ 85643  
(520) 384-2264  
Lee Walker—Manager

### Fertizona—Yuma

4290 East County 10½ Street  
Yuma, AZ 85365  
(928) 344-9806  
Mike Espil—Manager

### Fertizona De Mexico

KM. 271.6-FN La Victoria  
Hermosillo, Sonora, Mexico  
Call Bill Jarman in the US at  
(520) 281-7388  
Call Jose Muñoz in Mexico at  
011-52 (662) 280-0121

### Compton Ag Services—Blythe

19751 South Defrain Boulevard  
Blythe, CA 92225  
(760) 922-3117  
Tim Walsh—Manager

### Ag Express **New Address**

15472 W. Jimmy Kerr Blvd.  
Casa Grande, AZ 85293  
(623) 935-9438  
Dave Barrett—Manager



Fertizona and Compton Ag Services  
accept Visa and MasterCard.

Ag Express is moving. Please note  
their new address.

Send address changes to:  
Ty Currie, 2850 S. Peart Rd.,  
Casa Grande, AZ 85293  
tcurrie@fertizona.com

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