



GROWING SMARTER

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Timing cotton management to ensure success

Fertizona has the products and advice you need now

With historically high prices in 2011, many growers planted cotton for the first time in years — or for their first time ever. As a result, Fertizona has been getting a lot of questions about management of cotton crops. Growers are asking about cultural practices, product recommendations and much more.

“We’ve seen big increases in cotton, sometimes with guys who haven’t grown it in a while,” says Tyrell Currie, Marketing Director at Fertizona. “A lot of those growers can use some refreshers.”

Fertizona and Compton Ag Services representatives have years of experience in cotton production and can advise you at every phase of your operation. Right now, early-season cotton needs attention for weed

control, plant growth regulation, foliar nutrients and other inputs.

Here are some helpful recommendations for early and mid-season cotton — check out our sidebar on page 2 for specific rates.

Foliar Nutrients

Research shows that adding foliar nutrition to supplement soil-applied fertilizers can increase the yield and quality of cotton crops. Foliar fertilizers support leaf nutrient levels that are drained as the plant shifts growth towards the bolls. Fertizona and Compton Ag Services offer proprietary foliar nutrients including:

Ferti-Gro 4-16-4 + Furst™, a new liquid foliar fertilizer with primary

nutrients and micronutrients, is formulated for rapid assimilation into the plant's system. Ferti-Gro 4-16-4 + Furst promotes plant vigor during critical or high-growth periods and helps to prevent damage due to stress.

Ferti-Gro 10-45-10 is a multipurpose foliar fertilizer with a high phosphate level and complete package of micronutrients. It's an excellent component for a total nutritional program.

Furst Liquid is patented nutritional technology that combines amino acids and proteins to activate biological and environmental responses in plants. It functions as a nutrient uptake enhancer to increase fertilizer efficiency, yield potential, and plant health and quality.

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Making the most of what we can control

In recent months, various parts of the US have been reeling from severe

droughts, flooding and other natural disasters. Many farmers in the affected regions are wondering if they can even plant a crop this year, and that level of growers' uncertainty has led to wild swings in the commodity markets. We here in the Southwest seem to have been blessed with mild weather. Perfect? Not really, but not so bad either. Things could definitely be worse.

Aside from the weather, there are always issues to overcome with any planting season, and many of them are

out of our control. However, there are also some big challenges that we can help alleviate — including your supply concerns.

Supply and pricing are ongoing problems for any business to contend with, but we at Fertizona, along with our nationwide associates at Independent Agribusiness Professionals, have been working diligently these past months to make sure your supply is not interrupted. Fertizona has strong relationships with the same top suppliers we've worked with for years, and that gives us unique abilities to level out those peaks and valleys. At Fertizona we

also try to minimize your supply risks by thinking in advance — forecasting; prebuying and supply placement. We take all of these extra steps for you, so you don't have to.

The bottom line is that high commodity prices look favorable for many growers in the Southwest. We should thank our lucky stars for the good fortune to live in such a great place.

Fertizona and Compton Ag services want to support your ongoing success, and we look forward to serving your growing needs this summer season.

— Jim Compton

President, Fertizona
and Compton Ag Services

Plant Growth Regulators (PGRs)

Regulating the growth of your cotton plants provides many production benefits, such as making sprays more effective, increasing early boll retention and promoting uniform plant maturity. PGR treatments also help cotton plants redirect carbohydrates into boll production instead of vegetative growth. Later in the season, growth regulators improve defoliation and promote harvest efficiency.

MepStar (mepiquat chloride) is a popular foliar-applied PGR that helps you manage cotton plants more effectively. In addition to controlling growth, MepStar reduces the risks of yield or quality loss due to delayed or prolonged harvest.

Pentia (mepiquat pentaborate) is a newer PGR that has been shown to get into the cotton plants quickly, and also offers improved rainfastness. Users of Pentia report that it performs consistently in wet weather and allows earlier harvesting by 3 to 6 days.

For added convenience, foliar nutrients can be applied in a tank mix with PGRs.

Layby Herbicides

Applying herbicide with your final cultivation at layby — when the cotton is still short but starting to close over the furrows — can be very beneficial by protecting your crop from late season weeds. When you layby cotton, you want a herbicide to provide fast burndown plus residual control that will last through the rest of the season.

Drexel Diuron 4L is a great example of versatility for residual broadspectrum weed control. Diuron 4L can be applied either pre- or post-emergence and at layby.

Fertizona and Compton Ag Services offer several other excellent layby products, such as Goal 2XL, GoalTender, Layby Pro, CottonPro, Chateau and Prowl H2O.

"Whatever somebody needs throughout the season, we can provide it," says Dennis Osborn, Crop Protection Sales Manager at Fertizona. "We're here to help, so just ask."

Foliar Nutrient Rates

Ferti-Gro 4-16-4 + Furst™

New in 2010, Ferti-Gro 4-16-4 + Furst produced great results and increased yields last year. Apply at the rate of 1–4 quarts per acre, with 20 gals. of water per acre for conventional sprayers.

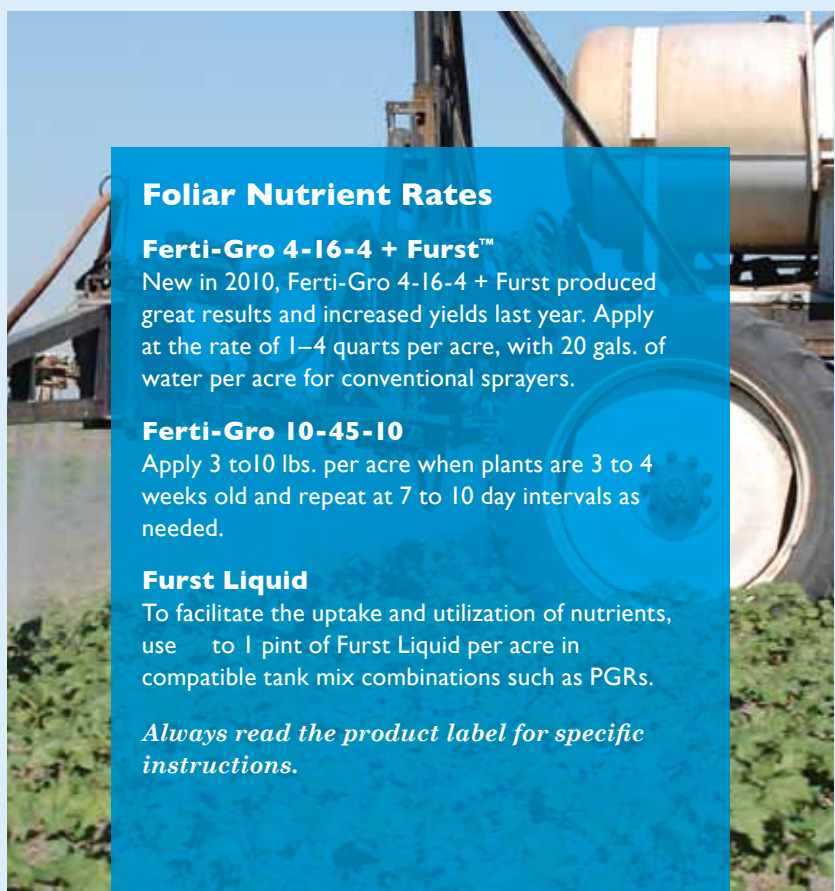
Ferti-Gro 10-45-10

Apply 3 to 10 lbs. per acre when plants are 3 to 4 weeks old and repeat at 7 to 10 day intervals as needed.

Furst Liquid

To facilitate the uptake and utilization of nutrients, use 1 to 1 pint of Furst Liquid per acre in compatible tank mix combinations such as PGRs.

Always read the product label for specific instructions.





Replacing Endosulfan

Fertizona offers alternatives after EPA ruling

For decades, countless Arizona and California growers relied on a popular insecticide containing the active ingredient endosulfan. Sold through Fertizona under the brand name Thionex®, endosulfan has been an effective control option for aphids, whiteflies and many other damaging pests. But in 2010, the Environmental Protection Agency (EPA) announced that it would be implementing a process to stop all uses of endosulfan in the U.S.

“It was a good, versatile product with a huge label,” says Dennis Osborn, Crop Protection Sales Manager at Fertizona. “We sold a lot of it for cotton, melons and other produce, but now we’ll just have to do something else.”

The EPA ruling doesn’t immediately restrict all uses of endosulfan, though. Growers will still be allowed to use the product on certain crops in some states until at least the summer of 2016.

Gradual phasing-out

MANA (Makhteshim Agan of North America), the company which markets

endosulfan as Thionex 3EC and Thionex 50W, negotiated with the EPA to develop a gradual phasing-out process over five years. That compromise provides most growers with an adequate timeframe to find alternative pest control solutions.

According to MANA representative Andy Hampton, there are two Thionex product labels — an older version and the new version with phase-out timelines. Thionex with the older label may be applied on a variety of select crops, including broccoli and cauliflower, in specified states through July 31, 2012. Thionex products with the newer label may be used beyond that date on certain crops, according to the EPA’s scheduled phase-out.

MANA has created a detailed timeline to clarify which crops in which states are still registered, and for how long. Your Fertizona representative can provide those specifics to you.

“It’s more of a traditional chemistry, and a lot of guys have stayed with it

because it’s what they know,” says Lin Evans, an independent PCA in Maricopa County. “But, we’ve found successful alternatives.”

“There are definitely other products that work,” agrees Dennis. “We won’t be able to sell endosulfan soon, but people need to know that won’t be a problem.”

“There are definitely other products that work.”

- Dennis Osborn, Crop Protection Sales Manager, Fertizona

Making good pesticides better

Use WETCIT® to assist, accelerate and improve tank mix sprays

One of the most exciting new products at Fertizona is WETCIT®, a unique orange-oil-based adjuvant that's generating a lot of positive reviews. Its exclusive combination of oil and surfactants makes WETCIT extremely effective in overcoming natural water-repellent properties of insects and plant leaves. As a result, pesticide sprays containing WETCIT are able to penetrate surfaces faster and work better. That includes insecticides, herbicides, fungicides, growth regulators and other liquids. It's an excellent product for spreading coverage across leaves.

WETCIT is especially effective when used with defoliant and systemic products, such as glyphosate, where it gets down to the roots faster.

"I'm really sold on it," says Manuel Pettigrew, a Crop Consultant with Fertizona. He was one of the first people in the region to try WETCIT when it became available last year. Manuel experimented with the new product on a customer's farm, and was amazed by the results.

"I couldn't believe some of the weeds we killed," he says emphatically. "It killed bigger weeds and got faster control of the small ones."

He was also impressed after adding WETCIT to a grower's miticide. "The product he had before just fizzled out on him," Manuel explains. "Then, after an application with WETCIT there were almost no mites at all."

Patented process

"That's exactly what it's made to do, to enhance those sprays," adds Jose Silva of Oro Agri Inc., the company that makes WETCIT. "Our patented OROWET® technology assists, accelerates and improves pesticide performance."

Although new to the U.S., WETCIT has been used on more than 10 million acres across 45 countries. Several major chemical companies actually recommend that WETCIT be added to their products to enhance performance.

Jose says Oro Agri Inc. appointed Fertizona as one of its limited-distribution partners because of their outstanding support to growers and the quality of service they perform.

Less water needed

Another benefit of WETCIT is its ability to reduce the volume of water needed when spraying.

"In application tests, WETCIT had better coverage and better spreading, and used 33 percent less water," Jose says. "That's big."

"WETCIT gave us longer and better control with our insecticides," Manuel says. "And, the defoliation was the best we'd seen in years. I'm just tickled with it."

Talk to your Fertizona or Compton Ag Services representative or visit www.fertizona.com for more specific information. WETCIT® and OROWET® are proprietary trademarks of Oro Agri Inc.

"I couldn't believe some of the weeds we killed."

- Manuel Pettigrew, Fertizona Crop Consultant



Deep Roots

Chase Farms has a long personal history in crop production

You've probably heard a family described by that old expression, "The apple doesn't fall far from the tree." But in the case of Roy Robison of Chase Farms in Willcox, Arizona, that saying would feature a pecan.

Chase Farms operates more than 1,700 acres of pecan trees, and Roy — now the co-General Manager — was literally born and raised on the property. His father started farming here in 1956, and Roy has never left. The address of Chase Farms is even on Robison Road, and Roy's sister works with him as well.

"Things have really changed a lot over the years, though," Roy says. "We started out growing milo and wheat. Then we planted our first pecan

tress in 1979, on 525 acres, and kept planting more of them until 1984."

Starting a pecan orchard demands patience and optimism because you have to wait several years before the trees mature and actually produce nuts.

"We didn't have our first harvest until '86 or '87," Roy adds.

Since then, thousands of other pecan trees have been added, including 640 acres of recently planted new seedlings.

In 1995, the Robison family farm was bought by New Mexico-based Mack Energy Corporation, a multi-industry operation with interests in oil and gas production and other businesses, including Chase Farms in Arizona, New Mexico, Texas and Wyoming.

A long, strong relationship

In a way, Roy's history with Fertiliza goes back almost as far as his connection to the land.

"We've been with Fertiliza for many years, but Kent and I grew up together," he says, referring to Kent Cleckler, now his agronomist at Fertiliza. "I knew his mom and dad."

Kent has been professionally serving Chase Farms since 2003, offering his advice and providing them with a wide range of fertilizers, adjuvants, pesticides and more from Fertiliza. One popular product they use is Admire® Pro systemic insecticide for aphid control.

"I've known the Robisons a long time, and you couldn't ask for nicer people to work with," Kent says.

Asked to describe the service he gets from Fertiliza, Roy quickly says, "That's easy. One word: Excellent! We don't do anything here that's not first-class," he adds. "And that's the way Fertiliza is too."

For more information about Chase Farms, contact Kent Cleckler at 520.508.3991. Admire® Pro is a registered trademark of Bayer CropScience.

"We don't do anything here that's not first-class, and that's the way Fertiliza is too."

- Roy Robison, Chase Farms

Getting higher yields from harsher soils

SmartBlend™ fertilizers promote efficient plant nutrition

Choosing the right fertilizer is obviously an important decision every season, but it doesn't have to be a difficult one. A lot of successful growers simply trust Fertilzona to recommend a SmartBlend™ product to help them maximize crop yields.

Fertilzona SmartBlend™ fertilizers are custom-formulated to fit the specific grower needs and soils of the Southwest. When you apply a SmartBlend™ product that's made for your farm's unique conditions, you provide the critical macronutrients your crops need — especially nitrogen — plus you help the secondary soil nutrients work harder to stimulate plant growth.

"You want a fertilizer blend with sulfur in it to lower the high pH that we have in our soils here," explains

Tim Hudson, Manager of the Fertilzona branch in Willcox, Arizona. "Important micronutrients like zinc, iron and copper are inhibited at high pH levels. By lowering the pH, we make those nutrients more available."

Applying straight sulfur has some risks, because it can burn the root hairs on established crops. Making a liquid application of a SmartBlend™ fertilizer with sulfur in it can be safer and more convenient.

"26-0-0 6S is a really popular fertilizer with a good record of success."

- Tim Hudson, Manager, Fertilzona;
Willcox, Arizona

"It's an easy way to put the fertilizer right down where you want it, in a soil solution," Tim says.

One of Fertilzona's most effective and popular fertilizers is the SmartBlend™ 26-0-0 6S, which provides high levels

of nitrogen with supplemental sulfur. The blend incorporates ammonium thiosulfate (ATS) with UAN-32 liquid fertilizer. Ammonium thiosulfate — branded as Thio-Sul — is a clear, liquid, nitrogen and sulfur solution that helps to solubilize nutrients and promote their uptake into plants. Fertilzona also offers 24-0-0 10S and 28-0-0 5S and many specialty blends.

UAN-32 is an excellent source of nitrogen that's best applied during the warm growing months of the year when it can provide a sustained source of nitrogen within the root zone.

SmartBlend™ fertilizers have been consistently performing for years to help growers increase both the yield and quality of their crops, especially corn, cotton and peppers. SmartBlend™ products are also known for being very economical.

"26-0-0 6S is a really popular fertilizer with a good record of success," Tim says about the blend. "I'd say that half of our customers use it."

Talk to your Fertilzona or Compton Ag Services representative for specific fertilizer recommendations to fit your crops and soils, or visit Fertilzona.com for more information.





“I just love what I do.”

- Danny Hensley,
Independent PCA

Danny Hensley is a real straight-shooter

Danny Hensley is a man who's passionate about what he does, and it shows in both his profession and his hobbies.

Danny is an independent PCA who works with customers of Fertilzona and Compton Ag Services from their office in Blythe, California. He typically logs about 50,000 miles a year calling on his customers. With 34 successful years in the business, Danny has earned a reputation as a dependable and knowledgeable resource.

“I’ve had a lot of loyal growers, some of them for their entire careers,” Danny says with pride. “These people trust me with their livelihoods, and I believe in treating them with honesty and integrity.”

A lifetime in agriculture...mostly

Danny was born on a farm in Missouri, but his family moved to Arizona when he was eight years old. “My brother had asthma,” he explains, talking about the health benefits of dry desert air. “We had to move to save his life. It was that simple.”

Growing up in Peoria, Arizona, Danny always stayed close to farming. He loved working with crops and animals whenever he could, even in his spare time. However, he took a break to go to sea. After high school, Danny spent four years in the Navy, including two combat tours in Vietnam aboard the aircraft carrier, U.S.S. Kitty Hawk.

Following his military service, Danny attended Arizona State University and started his professional career as a Pest Control Advisor the week after graduation in 1977. He’s been an independent PCA since 2004.

When asked if he specializes in any certain aspect of the business, Danny says his strength is “being a full-service PCA,” although he does sell more fertilizers than any other products.

A passion for the outdoors

Danny and his wife (pictured above) Lahonna, who have been married for 32 years, have a son, daughter and two grandchildren, but Danny admits that the other loves of his life are fishing and hunting. His trophies include a huge Canadian moose he shot in northern British Columbia, which made the record books.

“We flew in on a pontoon plane, 150 miles from the nearest road,” Danny says about that remote destination. On the trip they also encountered caribou, grizzly bears and a blizzard with white-out conditions. “It was so bad that day, my guide and I took a rope and tied ourselves together,” he adds.

Back in the warm, sunny Southwest, Danny applies that same level of motivated enthusiasm to his job, and his customers appreciate it.

“I just love what I do,” he says. “I’ve really enjoyed my career.”



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