



# GROWING SMARTER

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NEWS & INFORMATION TO HELP YOU GROW



**70%**  
About **70%** of potassium in cotton is consumed after first bloom

## Include Foliar Sprays in your Summer Nutrition Strategy

### Fight heat stress and disease while promoting yields

Successful crop production naturally depends on good fertilizer management, and that involves more than choosing the products and the amounts of nutrients you apply. Timing is also an essential consideration, especially with summer crops that may suffer from heat stress.

With that in mind, Fertizona representatives and growers have been discovering the economic advantages of a summer foliar fertilizer application, most notably with potassium (K) on cotton. An effective potassium foliar spray in summer goes a long way in helping crops withstand the effects of heat stress.

Adequate potassium is particularly important for mid-season cotton, because it promotes vital functions such as reproductive growth and boll fill.

“About 70 percent of potassium in cotton is consumed after first bloom,” explained Kent Cleckler, Branch Manager of Fertizona — Willcox. “A big benefit of potassium is that it affects fiber properties of cotton, like length and quality.”

A popular Fertizona foliar nutrient is TriSept™ (7-0-7+7 Ca) fertilizer, which contains seven percent nitrogen, potassium, and calcium, all of which are very important for producing maximum yields and quality in a wide range

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# Trying to sort out the cotton seed providers

You've probably seen the Abbott and Costello comedy routine, "Who's on First?". It's a classic exchange between the two comedians, trying to figure out the confusing names of players on a baseball team. In many ways, today's cotton seed business feels like that. With all of the company mergers, buyouts, and new names we've seen, it's hard to know what's what.

The cotton business has been going through some radical changes for a while, such as with the introductions of Bt cotton and herbicide-tolerant varieties. According to USDA

surveys, only about 10 percent of planted cotton acres were herbicide-tolerant in 1997, but by 2014 it grew to 91 percent.

With such wide acceptance of biotech among growers, all the seed companies wanted more of the action. That meant expanding their product lines, licensing somebody else's technology, or joining forces to gain more control. In 2017, Dow and DuPont merged, and in 2018, Monsanto was bought by Bayer, with parts of its seed business going to BASF. Then Dow and DuPont created the combined agriculture business, Corteva. Who's on first?

Now the seed technology is basically controlled by four biotech giants: Bayer/Monsanto, BASF, DowDuPont, and Syngenta, and you need a scorecard to see which brands belong where.

BASF owns and markets FiberMax® and Stoneville® cotton seed; Dow/Corteva has PhytoGen®; and Deltapine® is part of Monsanto/Bayer.

The mergers naturally raise concerns about competition in seed pricing, availability, and even research. The future is full of questions. But despite all the confusion, you can be sure of one thing: Fertiliza will be here to help you get the right seed for your cotton . . . no matter who makes it.



**Jim Compton**  
President, Fertiliza &  
Compton Ag Services

*Story continued from cover*

of crops. The nitrogen component greatly supports stress tolerance for climate conditions, pests, and disease.

"I have personally used Fertiliza's TriSept in cotton during the peak growing season from June through September," said Doyle Stewart, PCA of Gen5 Consulting. "It yields great results when used at the height of fruit set, when our summer temperatures are at their highest and humidity is elevated, which puts the cotton plants under a lot of stress."

TriSept is part of the Fertiliza lineup of patented Furst®-Class enhanced efficiency fertilizers. Furst-Class products uniquely combine amino acids and proteins to activate beneficial biological and environmental responses in plants. As a result, plants fed with Furst-Class can metabolize more of the available nutrients and convert them more efficiently, resulting in better growth for the plants and better return for your fertilizer investment.

Cleckler said other products that work well for supplemental foliar feeding on cotton and peppers are Ferti-Gro 4-16-4 and Ferti-Phite Plus 0-28\*-26, which are also based on Fertiliza's Furst-Class technology.

The 4-16-4 and Ferti-Phite 0-28\*-26 both deliver high levels of phosphorus in addition to their other nutrients. Ferti-Phite has been specially formulated to provide valuable phosphite ions that get taken up directly by the plant foliage. Phosphorus plays a key role in promoting plants' root strength, protein synthesis, cell division, and tissue growth.

Research has shown that adding supplemental foliar nutritional applications to a regular program of soil-applied fertilizers can increase the yield and quality of crops.

## Stop problems before they start

Knowing the risks of potassium deficiency on cotton — such as poor fiber development, fruit shed, tissue death, and more — is important, so you can eliminate those threats as early as possible. Fertiliza's TriSept is specially formulated to prevent plant nutrient deficiency as soon as the first symptoms appear.

"Foliar nutrient applications allow a great deal of flexibility," Stewart said. "Growers are able to identify issues while the crop is growing and then address them rapidly before problems

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**"It yields great results when used at the height of fruit set."**

– Doyle Stewart,  
PCA of Gen5 Consulting

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can develop, without having to wait and apply nutrients to the soil or with irrigation."

As with any questions about nutrient deficiency in a crop, it's always a good idea to conduct soil and tissue tests to confirm exactly what quantities of nutrients are available or missing in a given field. Also, before adding supplemental nutrients, talk to your PCA or an experienced Fertiliza representative about your crops' specific fertilizer recommendations.

"Growers are aware of the need for the foliar sprays," Cleckler added, "and the ones who use these products are happy with them."

**To learn more, contact your local Fertiliza or Compton Ag office or visit [www.fertiliza.com](http://www.fertiliza.com).**

# The Accomazzo Company

## Tolleson, Arizona

### Impressive hay operation raises the bar on excellence

In many aspects of life, people are faced with making the choice of quality or quantity. If the question is about alfalfa hay production, Wade Accomazzo could easily answer “both.”

Wade is the owner of The Accomazzo Company, a sprawling organization that includes crop production facilities with more than 5,000 acres of hay at four locations in Maricopa County. But in addition to being big, the operation has earned a reputation for the exceptional quality of its premium hay products.

“Hay has been our main crop for a long time, and it’s about 80 percent of our acres,” Wade

said. “We actually have 6,700 acres all together, and we also grow corn and cotton.”

Consistently superior hay is what Accomazzo is best known for, though, and that commitment to excellence has been the company’s production goal and philosophy for a long time. The operation was first established by Wade’s father, Jimmy, in Tolleson in 1968, as a cotton farm with alfalfa as a rotational crop. Over the following years, Jimmy recognized the ever-increasing demand for clean, high-quality, baled hay, and the company redirected its focus that way.

Ever since then, the Accomazzo operation has made quality its top priority in all aspects of hay production, harvesting, and marketing. Their

dedication has paid off: the company now has a base of loyal customers across the country who trust Accomazzo hay to be the best.

“They have a great, solid business,” said John Haggard, Branch Manager, Fertilzona — Buckeye. “We’ve worked with Wade and his foreman, Art Gomez, for a long time. They come to us for all kinds of things, and we actually serve them from two different locations: Buckeye and Fennemore.”

“John and I go way back together,” said Wade. “I was with him in FFA and 4-H, and our relationship with Fertilzona is even older than that, because my dad was a friend of Jimmy Compton, Sr.”

Today, that strong business partnership involves Fertilzona supplying many kinds of pesticides, seed, and fertilizer to Wade and the company’s staff, which includes 28 to 35 employees, depending on seasonal demands.

“Fertilzona is a one-stop shop for anything we need,” Wade said, “and they’re good about thinking ahead for us. They even make special blends of fertilizer when we need them.”

For more information about The Accomazzo Company and its premium hay for retail and dairy sales, visit [www.accomazzo.com](http://www.accomazzo.com), where you’ll also find an interactive Hay Buyer’s Guide and a variety of sales promotion opportunities.

“They’re really well known for their local retail hay,” added Haggard, “and they’re very good people to do business with.”

**“Fertilzona is a one-stop shop for anything we need.”**

– Wade Accomazzo,  
The Accomazzo Company,  
Tolleson, Arizona



# Searching for answers



## PCA Jared Osborn watches out for his growers

In a way, it could be said that Jared Osborn is a man on a mission, all the time. As a Pest Control Advisor (PCA) working out of the Fertilzona office in Yuma, he describes the main part of his job responsibility as “going out and finding problems to solve” for the growers he serves — and it’s a challenge he takes very seriously at every opportunity.

“When I’m out in the fields, I’m always looking for the small signs of what could be the next big problem for the grower, like insects or disease,” Jared said. “If I can protect a grower’s field and his bottom line, I call that a good day.”

Jared’s ability to scout for problems and come up with appropriate solutions is a skill he developed at an early age. His father — who was also a PCA — operated a small, family fertilizer business, and Jared spent a great deal of time in the fields while he was growing up, working alongside his dad.

“I walked a lot of crops, starting when I was young,” he said with a chuckle. “I learned all about what’s included in growing cotton. Then I got my first PCA license when I was only 19 . . . and I’m 41 now.”

In 2016, Jared made the move to join the Fertilzona family, and now he uses his deep knowledge base and experience to help a number of our customers around Yuma. He currently spends most of his time working with growers of produce, alfalfa, and cotton.

“And I’m still learning,” he quickly added. “It’s been a good change for me, and I really like being part of Fertilzona. There’s always something new to learn. I’ve been working with (PCA) Scott McKenna, and he’s a big help.”

After Branch Manager Doug Canan’s retirement in May, Jared was also asked to step in and help manage Fertilzona’s location in Roll, Arizona.

“Thankfully,” Jared said, “Doug has set up such a great team in Roll that I am able to still get out in the fields every day and serve my growers. That’s where I really love to be.”

Away from his work commitments, Jared likes spending time with his family out Jeeping, camping, and hiking throughout Arizona. He and his wife Danelle (who also comes from an agricultural background) have three children and another on the way.

When asked what he likes best about his job as a PCA — besides finding effective solutions for growers’ problems — Jared said it was simply the pleasure of working outdoors.

“I really enjoy being out in the fields,” he said. “It’s great when you can feel like you’re part of Nature.”



“If I can protect a grower’s field and his bottom line, I call that a good day.”

– Jared Osborn, PCA  
Fertilzona, Yuma

# Fast, effective new insecticide now available for many crops

## PQZ makes an excellent rotational partner

Last winter, the Environmental Protection Agency (EPA) approved a new insecticide labeled for a variety of piercing and sucking insects in a wide range of Southwestern crops. Known as PQZ®, the unique, new chemistry (active ingredient Pyriproxyfen) from Nichino America, Inc., is registered for control of aphids, citrus thrips, whiteflies, and other insects found on many types of vegetables, cucurbits, citrus, cotton, tree nuts, and more.

New PQZ is a foliar insecticide that works with translaminar movement, meaning it provides control of insects feeding on both sides of the leaf surface. It is effective on nymphs and adults of target pests by quickly stopping their feeding activity. PQZ also has strong residual activity, so it delivers both immediate and long-lasting protection against insects as well as the viruses they transmit.

"PQZ is an excellent new insecticide choice for Arizona growers," said Pedro Hernandez, Product Development Project Manager for Nichino. "And on citrus thrips, it's one of the best products I've ever even seen, hands down."

PCA Gordon Goodwin, Fertizona — Yuma, is among the users who are very pleased with the performance of PQZ on citrus thrips.

"It's worked great for us," he said, "and I like that it's compatible in a tank mix with foliar nutrients."

Independent PCA Don Platt (Barba Rosa Ag) reported that his growers had outstanding results with PQZ on aphids in pecans.

"It's looked really good on the nut trees, and I plan to use it on quite a few more acres," he said. "We're excited to have another effective product for use in rotations. Growers are paying more attention to that."

The rotational aspect is also important to PCA Mike Arbogast of Verde Ag Services, who had good things to say after using PQZ for control of whiteflies on melons.

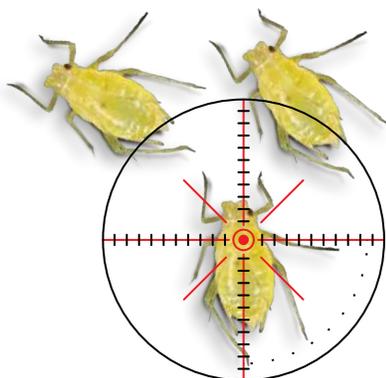
"It gives us another weapon in our arsenal, because we can alternate it with different chemistries," he said. "And growers really appreciate the fact that it's quite affordable."

The timing is just right for PQZ now because whitefly populations peak in late summer, so you need to minimize their colonies early to prevent problems at harvest. Its tank-mix compatibility also fits with summer applications of foliar nutrients (see cover story).

In addition, PQZ has shown selectivity to beneficial insects and has a favorable environmental profile, making it an ideal fit for Integrated Pest Management (IPM).

"It works really well," added Arbogast. "We'll definitely continue to use it."

**For more information about PQZ or other pest control strategies, contact your local Fertizona or Compton Ag office or visit [www.fertizona.com](http://www.fertizona.com).**



**"It's worked great for us."**

- PCA Gordon Goodwin, Fertizona, Yuma

# Maximize the efficiency of drip irrigation

## Preventive treatments help to avoid problems

Anything that negatively impacts your irrigation is obviously a major threat to your crops, so the logical alternative is to keep it from happening. That might sound overly simplified, but with proper care, preventive maintenance, and the right support products, it's definitely easier to keep your water flowing smoothly and efficiently.

"There are three main types of problems we see a lot of in drip irrigation systems at this time of the year," said Sarah Thielman, Hydrology Manager for Fertizona. "There's mineral scale build-up, biological fouling, and root intrusion. They all affect drip uniformity."

Each of those threats has a solution, and sometimes the answer is just to irrigate more often. Frequent irrigation regularly flushes the system to minimize root intrusion or buildup of unwanted materials in the lines.

"In summer, when the water and the soil are warmer, there's more risk of biological fouling, like algae forming in the lines," she explained, "but we can introduce a chemical maintenance program to remove the contaminants. Or with mineral problems, we use an acid treatment to lower the pH and control the scaling."

By incorporating those treatment programs — which work gradually to keep irrigation lines clear — growers can avoid the need for a more intense "shock" treatment. When drip lines reach the point that they need to be shocked to be cleaned out, it typically requires the irrigation system to be shut down, and that's dangerous for the health of the crop.

"Poor drip uniformity due to plugging is always cause for concern," Thielman added emphatically. "When you have problems like pressure differentials or inconsistent water distribution, you need to address them right away."



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**"Poor drip uniformity due to plugging is always cause for concern."**

– Sarah Thielman, Hydrology Manager, Fertizona

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Fertizona offers beneficial diagnostic and maintenance services for irrigation systems, starting with a free, on-site inspection and water sampling. Based on a thorough evaluation of the lines, pumps, and water quality, an appropriate solution will then be recommended.

"We have complete programs for the cleanup and maintenance of drip irrigation systems, and they involve a lot more than just selling chemicals," Thielman said. "Success also means

knowing how to install the equipment at the pump site and using the chemistry correctly."

Water stewardship is a constant challenge, and Fertizona is a leader in new technology that enables users to be more efficient with irrigation.

**For details about how a maintenance program can help you maximize your drip system, contact Hydrology Manager Sarah Thielman at 520-483-4541, or visit your nearest Fertizona or Compton Ag location.**

# Updates in our Casa Grande office

Most Fertizona customers never see what happens in our company headquarters, but it's still important for you to know that things run smoothly "behind the scenes." With that in mind, our Casa Grande office recently completed some physical improvements, all with the goal of helping us to serve our growers and producers more responsively and efficiently.

The improvements include a 3,000 square-foot addition, five new offices, and a large conference room to provide a more comfortable space for large team meetings.

Obviously, the real key to success is how our products perform in the field, but getting them to that point requires a lot of meetings, phone calls, discussions, and number-crunching with suppliers, blenders, PCAs, shippers, and other vendors every day. Our upgraded office facilities make all those communications easier.

The changes also remind us to be grateful for our many loyal customers who have supported Fertizona through the years and made these improvements possible. Thanks!



## New Hires

**DAVID MACIAS**  
CYC

**PAUL WALKER**  
Fennemore

**GERALD SPICER**  
Fennemore

**AURELIO MOLINA**  
Willcox

**BRAD BRCHAN**  
Yuma

**SEAN CLARKE**  
Casa Grande

**ALEJANDRO CONTRERAS**  
Compton Ag Services

**LOGAN OSBORN**  
Buckeye

**STRATON HUNTER**  
Buckeye



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## 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

Craig Allen, Manager

### ROLL

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

Jared Osborn, Manager

### THATCHER

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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

Mike Espil, 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

Dave Barrett, Manager

### CYC SOLUTIONS

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

Tanner Nelson, Manager

### FERTIZONA DE MEXICO

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