



GROWING SMARTER

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News & Information To Help You Grow



Cotton Growers Face New Decisions About Weed Control

Trust Fertizona for good advice about products and treatments

Arizona cotton growers now have more questions to deal with when it comes to maximizing their weed control, but the industry is still figuring out the answers.

A big part of the challenge is weed resistance. Every year, more species of broadleaves and grasses are becoming resistant to many herbicides, including glyphosate, the active ingredient in Roundup® products. At the same

time, agribusiness influencers -- manufacturers as well as suppliers and applicators -- keep looking for effective alternatives. Those solutions frequently represent new technology.

"Resistance has become a huge problem, and it will continue to get worse," said Dr. Bill McCloskey, Extension Weed Specialist at the University of Arizona. "To deal with it, technology is being pushed to the forefront."

"This isn't your father's dicamba."

- Dennis Osborn,
Crop Protection Sales Manager,
Fertizona

Dozens of types of weeds are known to be resistant to glyphosate, with 17 identified species in the U.S. alone. In Arizona, the most common resistance problem is Palmer amaranth, or pigweed. If a Roundup-Ready cotton crop has an infestation of resistant pigweed, that's obviously a serious threat to yields.

In attempts to overcome ineffective glyphosate performance, seed companies have introduced genetically modified cotton that's also tolerant of dicamba herbicide. That means a grower can safely use an approved over-the-top application of certain dicamba products for better weed control. But that's not as simple as it sounds.

Approved new herbicides

"Growers need to understand that this isn't your

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The Importance of Anhydrous Ammonia



Jim Compton
President, Fertizona & Compton Ag Services

Early in the 20th century, two German scientists invented a way to convert atmospheric hydrogen gas into ammonia. This discovery is the reason seven billion people can live on Earth, instead of the only two billion people who could be sustained without the benefits of nitrogen fertilizer. The book "The Alchemy of Air" is a fascinating history about the Haber-Bosch conversion process. It has been said this invention saved the world from starvation.

Anhydrous ammonia is used to produce a large number of other fertilizers. In addition, it is used for cooling processes, treating cotton seed for aflatoxins, and cleaning air emissions from manufacturing facilities. This product is a vital part of our world today.

Anhydrous ammonia is a liquid under pressure, so it requires respectful handling by knowledgeable, well-trained professionals. If not treated properly, it is a dangerous product. Therefore, we educate employees on safe handling procedures. We are always mindful of the care required when using this valuable nutritional ingredient.

Our company strives to handle and transport anhydrous ammonia carefully and responsibly. When joined by our customers in the safe use of this essential resource, we can help minimize the risks of personal injury, increased governmental restrictions, and higher costs.



Story continued from cover

father's dicamba," said Dennis Osborn, Crop Protection Sales Manager, Fertizona. "We're talking about proprietary chemistry, and the new products come with a long list of conditions and special procedures."

Those rules are partly due to product volatility and drift concerns, which have been issues with dicamba for a long time. Two of the new dicamba products for herbicide-tolerant cotton are Engenia™ and XtendiMax™ with VaporGrip™ Technology. (See related article on page 4.) VaporGrip represents formulation improvements designed to reduce drift and minimize the risk of off-target applications. Both products received special EPA (Environmental Protection Agency) registration in the last few months.

"The state approved the 2(ee) labels," said Dr. McCloskey, referring to the EPA's conditional permission to use a pesticide with extra application restrictions, "but they have expiration dates in late 2018, so we may only have them for two seasons."

A complicating factor in the situation is that

government agencies aren't coordinating their efforts. For example, new dicamba-tolerant cotton seed varieties were made available before growers had approved dicamba herbicides to apply on them. In Missouri, several instances of illegal applications of "old" unregistered dicamba caused damage to adjacent fields and orchards as a result of dicamba drift.

"The EPA is understandably concerned about the products being used safely," added McCloskey. "It's a question of application stewardship."

Traditional alternatives

"Sometimes I think we just need to go back to where we were fifteen years ago," said Osborn, referring to proven methods of weed control that growers used before relying so much on herbicide-tolerant crops and repeated use of the same chemicals.

"I agree with that," said McCloskey. "I like to recommend a preplant incorporated application of Prowl® or Treflan®. Because of our soils

in Arizona, they work really well on pigweed here. I've had growers do that successfully and then say to me, 'I'd forgotten how good these products are.'"

"Another key is to apply multiple AIs (active ingredients)," said Osborn. "When you use different modes of action, you'll find the susceptibilities on those weeds."

The changing requirements and new challenges for cotton growers demand some adaptations, but what's the best course of action to take?

"There's no one answer for that, because it's different for everybody," Osborn said. "Each area has its own specific situation based on soils, varieties, weed pressures, and other factors. The best thing to do is work with your field rep to determine the products and rates that are best for you. And Fertizona can help with all of that."

For more information about products for cotton, contact your local Fertizona or Compton Ag office or visit www.fertizona.com.

M-E Productions

Queen Creek, AZ

Max Koepnick has had a full life –
and grown a lot of cotton

Max Koepnick has truly been blessed with a colorful and rewarding life, but it almost didn't happen. Koepnick, now a successful cotton and wheat grower in the San Tan Valley, came close to being killed in a car racing accident when he was in his early 20s. He was very active in racing back then, and he and his associates held five track speed records.

"Then one day I crashed my car into a wall at 160 miles per hour," Max recalled, "and I wasn't expected to live. They had to rebuild my face."

Fortunately, Max survived that scare, and he's accomplished a great deal since then. Originally from Texas, he came to Arizona in the 1950s for Air Force training during the Korean War, and later decided to stay here. In his first career after the service, Max ran a machine shop, but then he married a woman who owned a farm.

"Against the advice of the accountants and lawyers, I tried to manage both businesses," he recalled with a chuckle. "And they were right. It didn't work, so after a few years I decided to focus on the farming."

It was a smart choice. Max had grown up on a farm, and he was already very good with crop production. Today his highly successful operation covers 2,000 acres of cotton and grain.

He's been growing cotton for more than 30 years, and later started rotating to wheat.

In honor of his achievements and contributions, Koepnick was named Cotton Marketer of the Year in 2008 by Calcot, Ltd., and was honored as the 2009 Farmer of the Year by the Arizona Farm Bureau.

Support from Family and Friends

Koepnick's M-E operation includes a staff of about 20 full-time employees and other seasonal workers at harvest. Max also gets management support from his sister, nephew and brother-in-law, along with his wife Elizabeth. Max has been married twice; his first wife, Evalena, passed away in 2002 after forty years of marriage. He and Elizabeth married in 2007, and Max says, "I've had the privilege of sharing my life with two of the finest women who ever lived."

The Koepnicks also rely on help from Fertilzona, and Max has a long-standing relationship with Jimmy Compton.

"Jimmy is an old-school businessman who believes in treating people the way they'd like to be treated themselves," said Max. "He's one

**"I thoroughly
enjoy doing business
with Fertilzona."**

– Max Koepnick,
M-E Productions - Queen Creek, AZ

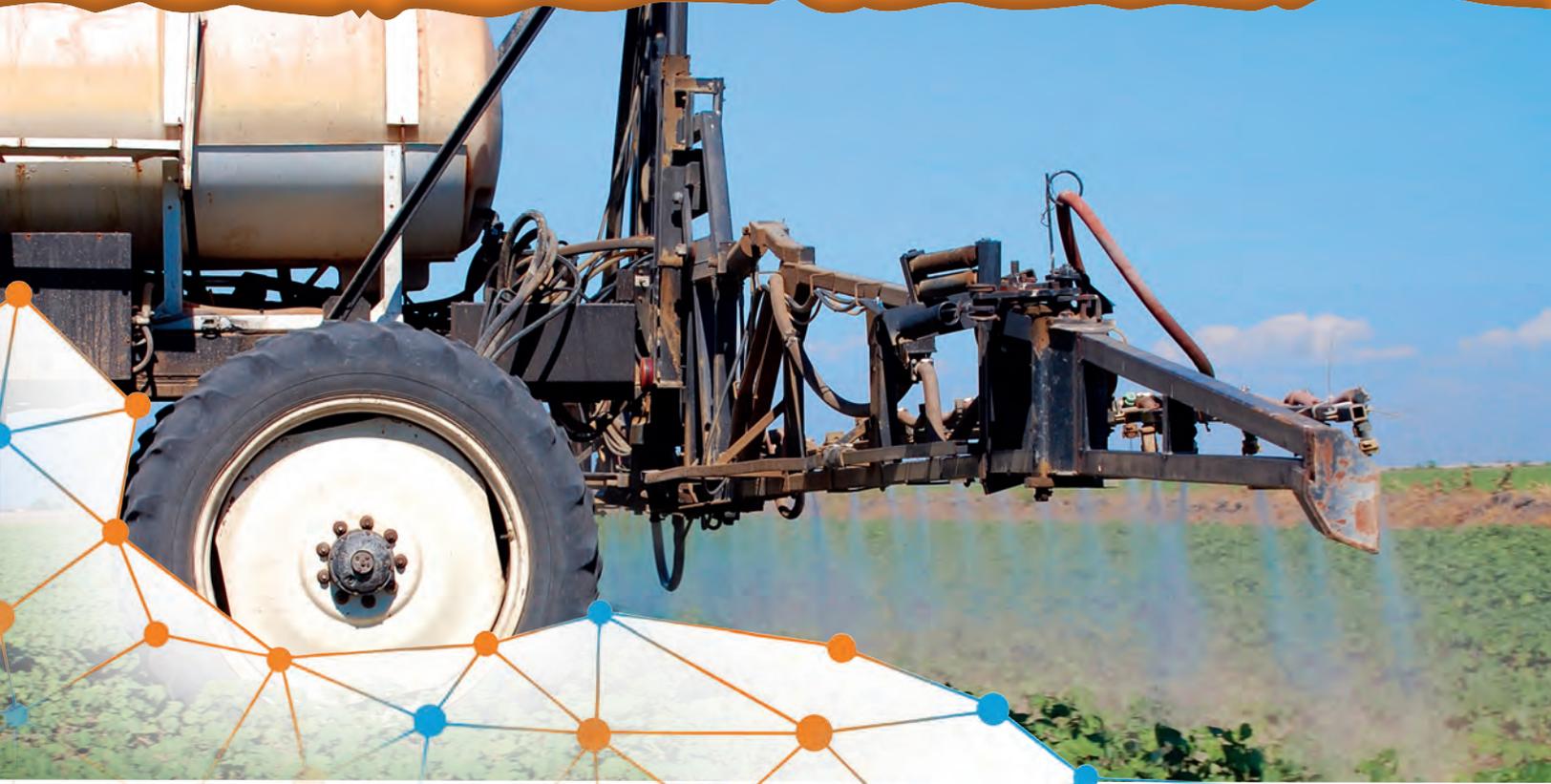
of the few real gentlemen in the business world, and I take my hat off to him."

Max said he counts on Fertilzona to supply much of the fertilizer that his crops use, and he spoke highly of Fertilzona's ability to provide what he needs, when he needs it.

"I've had to call them on Sundays, on holidays and even at night, and they always get the job done," he added. "I thoroughly enjoy doing business with Fertilzona."

Reflecting on the interesting life he's led – he also raised championship horses – Max shared some thoughts on his personal philosophy.

"You make life what you want it to be," he said, "and nobody can ever steal your integrity."



New Dicamba Herbicides Now Approved

Conditional registration comes in time for 2017 cotton

When genetically modified, dicamba-tolerant cotton was introduced in 2016, it seemed like a big step toward better weed control. Unfortunately, there was no dicamba herbicide registered for use in those crops at the time. Some non-approved dicamba products were sprayed illegally and caused problems.

Since then, two new herbicides have been approved for dicamba-tolerant cotton: Engenia™ from BASF and XtendiMax™ with VaporGrip™ Technology from Monsanto. Both products are designed for in-crop use with the Roundup® Ready Xtend System, including XtendFlex® cotton.

These are conditional, time-limited registrations scheduled to expire in late 2018. However, the usage approvals can be extended if the EPA determines there are no significant new

problems with dicamba-resistant weeds, and if off-target incidents are not occurring at an unacceptable rate. Achieving those goals will require extra cooperation from growers and applicators, especially where dicamba drift is still a concern.

“These products come with a long list of conditions and special procedures, like nozzles, adjuvants, buffer zones and application restrictions,” said Dennis Osborn, Crop Protection Sales Manager, Fertizona. “The new dicamba has larger molecules, and it’s a heavier product to reduce drift, but you need low-pressure nozzles and big droplets.”

XtendiMax is a dicamba-only herbicide formulated with the VaporGrip additive, a special formulation developed for lower volatility and less drift. Along with other special instructions,

the product’s current label allows no tank-mixing. Specific application information can be found at www.xtendimaxapplicationrequirements.com.

Engenia is 70% less volatile than old dicamba products such as Clarity®, according to BASF. The company also says Engenia controls more than 200 broadleaf weeds, including glyphosate-resistant species, in dicamba-tolerant cotton. Get more details at agproducts.basf.us/campaigns/engenia.

“Work with your field rep to determine the products and rates that are best for you,” added Osborn, “and Fertizona can help with all of that.”

For more information about products for cotton, contact your local Fertizona or Compton Ag office or visit www.fertizona.com.

Pure Genius: Making Your Water Cleaner

Brandt Hydrology Partnership Gives Fertizona Another Edge

Fertizona is always expanding our services to help you be more productive and profitable, and our partnership with Brandt Hydrology is another big step.

Brandt is a global leader in providing water treatment analysis and solutions for agriculture, and Fertizona is the exclusive distributor for Brandt in the state of Arizona.

"We offer complete programs for the cleanup and maintenance of drip irrigation systems," said Pest Control Adviser Sarah Thielman, who runs Fertizona's Hydrology division. "It involves a lot more than just selling chemicals."

Brandt's cleaning solutions eliminate harmful scaling that builds up in drip lines and can clog or contaminate an irrigation system. An effective biological cleaning will remove bacteria, algae, slime, fungus and mold, while mineral scale solutions soften and remove mineral deposits such as iron, calcium and magnesium.

Thielman, who operates out of Fertizona's Fennemore location in Waddell, Arizona, said the process often begins when a grower sees a problem with his irrigation system, such as inconsistent water delivery within a crop.

"The first thing we do is schedule a consultation where we pull water samples, talk to the irrigator, and do a visual check of the system. That tells us a lot," Thielman explained. "Then we recommend the best chemicals for the cleanup, maintenance and prevention of their system's specific problem. Sometimes we have to 'shock' the system first, just like you would with a swimming pool."

Fertizona's hydrology solutions have produced great results in many crops, including cotton, hay, trees, vines and others.

"Nobody offers the thorough range of products and services Fertizona does," Thielman added. "And the consultation and water samples are free."

**For more information, contact Sarah at 520.483.4541,
see your local Fertizona or Compton Ag office,
or visit www.fertizona.com.**



BRANDT
HYDROLOGY

Up To The Challenge

Marketing Manager/CYC Manager Tanner Nelson likes to get results



One of the newest team members at the Fertizona location in Casa Grande is Tanner Nelson, who was recently promoted to Marketing Manager for the company. He'll often be working "behind the scenes" with his new marketing and communications functions, but Tanner is already a familiar face to many Fertizona customers and suppliers because he is also the Manager of CYC Solutions, across town.

Tanner will continue in that position at CYC, and the Marketing Manager role will be added on to his current responsibilities. He's confident he can handle both jobs at the same time. In fact, Tanner readily admits he prefers having a lot of different things to do, which is something he enjoys about Fertizona.

"They're keeping me busy, but I really like all the challenges we see here, and the opportunities to get immediate results," he said. "It's exciting when we make things happen for our growers."

Even though he didn't grow up on a farm, Tanner always liked being around agriculture and animals, and was very active in 4-H as a young man. He went to the University of Arizona and earned a degree in Agricultural Management Technology, which he described as a mix of science and business practices.

It was through his educational experiences that Tanner also met his wife, Laura, when they were introduced by mutual friends at school. She and Tanner married in 2012, and then later moved to Yuma to finish their undergraduate studies. Through a series of coincidences while in Yuma, Tanner met Casey Compton, which led to him joining CYC in 2015. His success at that location ultimately brought Tanner to his new dual-role status this year.

"I really like everything I'm doing here," Tanner said. "There are a lot of great people to work with at Fertizona."

Farewell to Tim Walsh

Long-time manager heads off to retirement

After 30 years of great service to the organization, Tim Walsh, the manager of Fertizona - Buckeye and Compton Ag Services - Blythe, retired in March.

Despite the responsibilities of overseeing both locations, Tim always found time to meet with his customers and stay in touch with their needs. He earned a well-deserved reputation for knowledge and integrity, and growers knew they could trust him to help them get the best value for their dollar.

When asked about his plans for the future, Tim – a 13 handicapper – said he wants to spend more time playing golf, especially with his grandson, Joey. In fact, his retirement gift from the company was a trip to the Masters Tournament in Augusta, Georgia, in April. He also looks forward to more opportunities for restoring old vehicles and vintage gas pumps. His latest project is a 1961 Dodge pickup.

Reflecting on his career, Tim talked about his many great customers and co-workers, and summed it up by saying, "You couldn't ask for better people to work with."

So long, Tim. You'll be missed!



New Hires



Jeremy Cochran
Fennemore

Daniel Corral
Casa Grande

Richard Dill
Casa Grande

Floyd Pope, Jr.
Willcox

Yvonne Rodriguez
Casa Grande

Thomas Torres (rehired)
Willcox



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Tyke Bennett
Seed Products & Fertilizer Bagging

Jimmy Compton
Crop Nutrition

Lamont Lacy
Credit Manager

Jeffrey Bengé
Financial Controller

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