



GROWING SMARTER

News & Information To Help You Grow

3 Tech Help
Cotton Defoliation

5 Operations Overview
Glenbar Gin thrives on excellence in cotton and beyond

7 Meet Your Rep
Ty Currie covers a lot of ground...from Casa Grande

October 2011
Issue No. 30

Proud owners of:



Chemigating lettuce for optimal growth

Applying pesticides and fertilizers through your irrigation promotes a strong start

As fall lettuce crops are now being planted, a lot of growers are asking about the best products and practices for chemigating their fields. And that conversation includes herbicides.

“The choice of day for applying is critical,” says Scott McKenna, PCA, Fertizona - Yuma. “You’ve only got a window of about 24-72 hours after your first germination sprinkle to maximize your impact.”

A good rule of thumb is to apply your pre-emergent herbicide on the day before lettuce begins to emerge or at the crookneck stage of growth. Field trials have shown that applications made a day late are more effective than when made a day too early.

If you’re planting later in the year, you can delay your herbicide application for a few days, but in October the one–three day time frame is generally ideal, depending on the product.

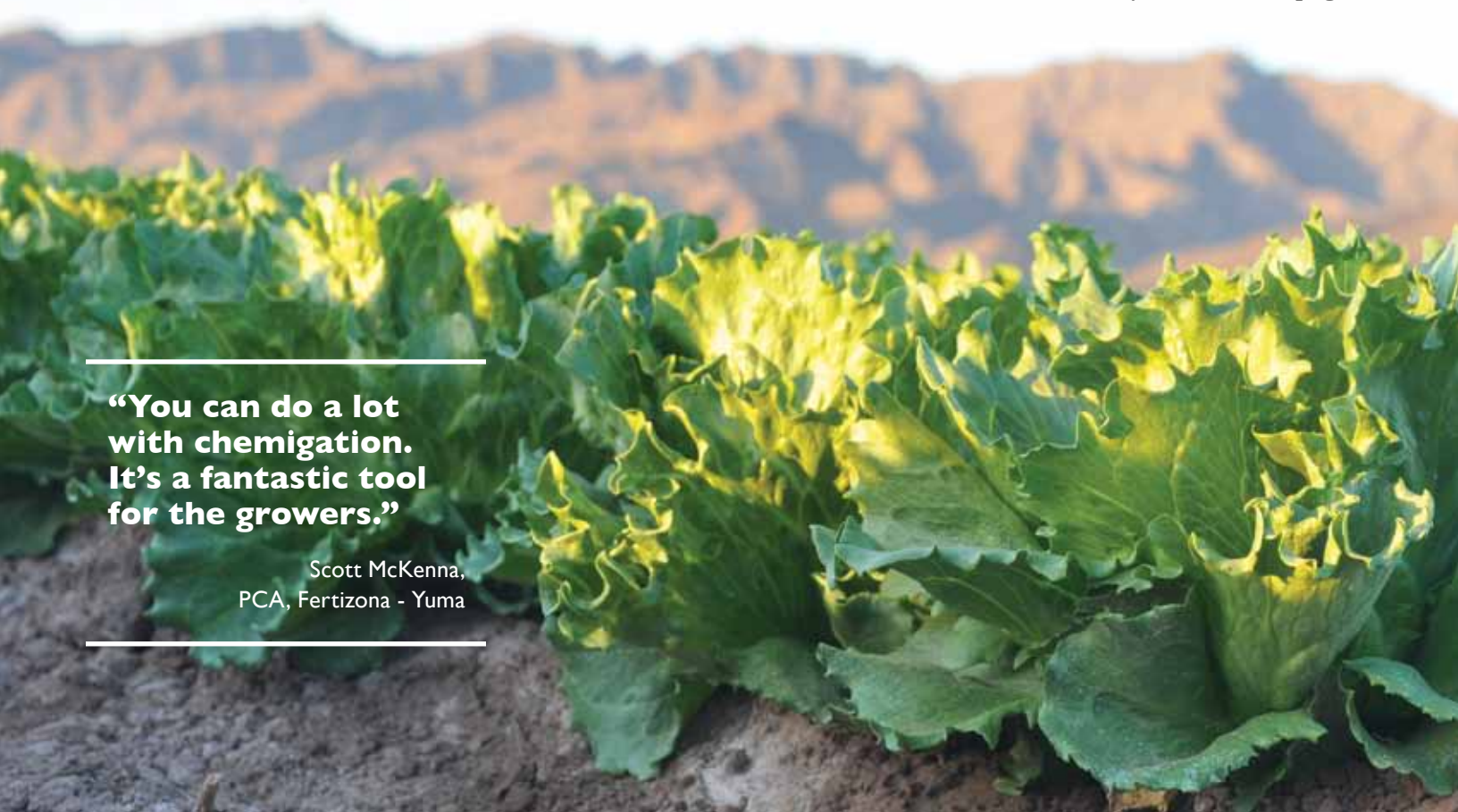
Effective new herbicide formulation

One chemigation product generating a lot of interest this year is Kerb® SC, a new suspension concentrate formulation of the popular pre-emergent herbicide. Earlier this year, Kerb SC was labeled for use in head lettuce (iceberg, endive, escarole and radicchio) in Arizona and California.

Story continued on page 2

“You can do a lot with chemigation. It’s a fantastic tool for the growers.”

Scott McKenna,
PCA, Fertizona - Yuma





There are a lot of things we do in the Agricultural industry that go completely unnoticed. Being good stewards of our industry entails responsibilities that most people don't see, such as the regulations that are required in a business like Ag.

In fact, Agriculture is one of the most highly regulated industries in the world.

We view this not as a burden, but as a responsibility to maintain a healthy business environment for our customers and employees, as well as the general public.

Fertizona takes on many responsibilities. One of which is being a first line of defense for regulations, so you don't have to. Those include such regulations as environmental quality,

transportation safety, chemical safety, and even Homeland Security. There are many instances where we are asked to be vigilant of suspicious activities that could not only harm the environment but also our well-being as a nation.

We do all these things not only to be good citizens in our communities but also to provide you a service so you don't have to think about it. We do them on a daily basis, with every employee working to have safety, environmental responsibility, and accountability in mind. We understand that these are things most people take for granted.

This is probably something you're not thinking about, and if you're not thinking about it, then we've successfully done our job for you.

– Jim Compton

President, Fertizona and Compton Ag Services

Continued from page 1

The new product offers better mixing and application along with excellent control of weeds and grasses in lettuce—including nettleleaf goosefoot, nightshade, purslane and shepherdspurse. Kerb SC has also shown excellent crop safety.

Applying herbicide early through chemigation is a timely, effective way to promote lettuce yield and quality, but it has to be done properly.

“One of the biggest mistakes I've seen is people not incorporating the chemicals with enough water after applying them,” says McKenna. “You really need to run the irrigation for another four to five hours after the herbicide.”

The actual herbicide application takes only about 60-90 minutes. By injecting the chemicals in the middle of an irrigation run cycle and applying several hours of water afterwards, it will distribute the herbicide evenly in the top 1.5" of soil while also flushing the system.

Other recommendations

The labeled rate range for Kerb SC is 1.25-2.5 pt/A, but most growers

will get good results with rates from 1.6-2.1 pt/A. Nozzle pressure should be as close to uniform as possible at all sprinkler heads, with 60-70 psi recommended. Follow the chemical manufacturer's specifications for calibrating your injection-metering pump, and be sure to inject the chemicals on the pump's pressure side.



Sprinklers set in a diamond pattern can provide the most consistent coverage, but avoid applying on windy days. Be sure to fix any leaking pipes and damaged or crooked sprinklers.

In leafy lettuce and cole crops, Fertizona often recommends Prefar® herbicide. Prefar chemigation applications on lettuce should be done one hour after the germination sprinklers have started.

Add fertilizer, insect control

While the sprinklers are in place, it's a great time to add insecticide and fertilizer to your water. Liquid fertilizer applied through fertigation provides consistent, precise dosing and increased nutrient absorption when the new crop needs it most. Ask your Fertizona representative which product is best for you.

Fall-planted lettuce can benefit from a chemigation insecticide treatment at the same time. That's even more important if the lettuce is close to fields of alfalfa or cotton, which often support large beetle populations. Chemigated applications of pyrethroid or diazinon insecticides at stand establishment have shown to be highly effective on ground beetles and flea beetles.

“You can do a lot with chemigation,” adds McKenna. “It's a fantastic tool for the growers.”

Talk to your Fertizona or Compton Ag Services representative or visit www.fertizona.com for more specific information.



“There’s a real art and science to defoliating.”

—Dennis Osborn, Crop Protection Sales Manager, Fertizona

Improve fungal disease control

Fertizona offers many excellent fungicides for lettuce and other produce crops. In cucurbits, we recommend Endura® or Forum® fungicide, depending on the disease challenge. Either product delivers preventive and curative modes of actions for effective control of problems like powdery mildew, late blight, Phytophthora blight and other diseases. To maximize results, add new WETCIT® adjuvant at two-three pts per 100 gallons to improve foliar uptake.

Cotton defoliation

Timing and clean-up are critical elements

Cotton growers have a lot of very important decisions to make at this time of the year, and Fertizona can help. For one thing, correctly timing your defoliation can have a huge impact on the success of your cotton crop, but that timing depends on a list of steps, such as when to stop feeding and watering the crop.

“If you asked five field reps about the best time to defoliate, you’d probably get five different answers,” says Dennis Osborn, Crop Protection Sales Manager, Fertizona. “It depends on the individual situation. There’s a real art and science to defoliating, with emphasis on the art.”

Weighing the factors

“You look at the crop for things like color, plant growth, soil moisture and boll maturity,” says Jim Osborn, PCA, Fertizona – Fennemore. “The plant will talk to you.”

Jim suggests that growers start planning defoliation a month in advance to get the plants ready and set up the bolls.

“You want to be sure your N (nitrogen) levels are down,” Jim explains. “And I recommend going 14 days without watering. But if the plant is too dry, the leaves get leathery and won’t accept the defoliant.”

Among the popular defoliant products at Fertizona and Compton Ag Services are

sodium chlorate, especially for higher elevations and later-season applications, and Ginstar® and/or Redi-Pik™ (thidiazuron plus diuron). Again though, the defoliant depends on the crop.

Tank cleaning

After a defoliant has been applied, it’s extremely important to clean out the spray tank thoroughly.

“You certainly don’t want any cross-contamination between one season and the next,” Dennis emphasizes, “especially if you’re growing grains. Clean-out is a huge issue with defoliants.”

Fertizona also offers many excellent tank-cleaning products, such as Tanklean. By breaking down chemical residues on surfaces inside the tank and its components, the cleaners make your rinse water work harder, resulting in less risk of lingering contaminants.

“Start clean and end clean,” says Dennis. “That’s always the best way to go.”

For more information about defoliants, tank cleaners or other cotton products, contact Dennis Osborn at 520.836.7477, or your Fertizona or Compton Ag Services representative, or visit www.fertizona.com.



**“I’ve recommended it
and it’s worked great,”**

Shawn Wright
Manager, Fertizona - Thatcher

New triticale impressing growers

Pacheco® variety shows increased yields and standability

Southwestern small-grain growers have a promising new option for triticale seed: Pacheco® hybrids. Based on university research and growers’ results, the Pacheco variety is raising the bar on triticale performance.

In more than a dozen trials, Pacheco consistently produced higher yields than other triticale and bearded forage wheat varieties tested—in some cases, as much as seven percent more grain than the second-highest variety.

Although relatively new to the U.S. market, triticale has been grown in Europe for more than a hundred years, usually for pastures. Hybridized to combine the feed quality and yield potential of wheat with the environmental hardiness of rye, triticale should appeal to ranchers and growers in Arizona and New Mexico.

“I’ve recommended it to customers for pasture, and it’s worked great,” says Shawn Wright, Manager, Fertizona–Thatcher. “One of our ranchers in New Mexico is a dryland farmer, and the triticale even worked for him. He said it held up better in the cold, too.”

Pacheco triticale is bred to be tolerant of harsh growing conditions, and its noteworthy traits include disease resistance and excellent standability.

“One grower left the triticale stubble on the field to help protect his cotton from the wind,” adds Wright.

Getting the word out

Many agriculture professionals still aren’t very familiar with triticale or its uses. “It’s definitely new to a lot of people around here,” says Doyle Stewart, Fertizona PCA. “The first time

I even heard of triticale was when I saw the word on a herbicide label.”

As better triticale hybrids are introduced, they’re getting attention from dairy producers as alternative sources of haylage. In tests of lactation rations, Pacheco triticale showed greater feed intake and improved digestibility than competitive varieties, resulting in higher production of milk per acre.

There are hundreds of triticale varieties around the world, representing a wide range of traits and characteristics. It’s important to plant only a variety that’s bred for a specific region and elevation.

“Besides pasture, we also use it as a cover crop,” adds Wright. “I’d say there’s definitely a market for it here.”

For more details, contact Fertizona Seed Products Manager Tyke Bennett at 520.518.0196.



Quality in, quality out

Glenbar Gin thrives on excellence in cotton and beyond

Many seasonal industries have one intense, busy time of year, and Glenbar Gin, Inc., in Pima, AZ, is gearing up for theirs now.

From early- to mid-October—when the first harvested cotton starts arriving—until late December, the staff at Glenbar Gin will be working around the clock, Monday through Saturday, ginning their customers' cotton crops. With the support of added employees to help handle the rush, the company is expected to gin about 30,000 bales of cotton this year.

“Our customers can harvest faster than we can gin, so the cotton does back up,” says Gil Jones, General Manager at Glenbar Gin. “But we always get it all done.”

Fortunately, because cotton isn't a perishable crop, it offers more timing flexibility and allows Glenbar Gin workers to take Sundays off.

An outstanding reputation

One of the reasons why so many customers come to Glenbar Gin is that the company is known for its commitment to delivering a high-quality product. Based on fiber length,

cleanliness and other factors, growers can get paid a premium for their cotton, and an exceptional ginning job makes a difference.

Among Glenbar Gin's specialties is the ginning of Pima cotton, a superior variety which is produced only in arid regions like the Southwest. Glenbar Gin actually maintains a separate gin for its Pima-growing customers, and plans to process as many as 5,000 bales of Pima cotton this year.

A history of service

The CEO and owner of Glenbar Gin, Inc., is Charlie Owen, who first came to the operation in 1985 and purchased it in 1997. Charlie has had a long and colorful career in the cotton business, highlighted earlier this year when he received the 2010 Harry S. Baker Distinguished Service Award. The National Cotton Council presents the honor annually to recognize an individual who has provided extraordinary service, leadership and dedication to the U.S. cotton industry.

“I've known Charlie a long time,” says Shawn Wright, Manager, Fertizona–Thatcher, “and he's always been really involved in the community. Glenbar Gin does things like sponsoring schools and Little League teams, and has been a huge supporter of the Eastern Arizona Museum in Pima, AZ.”

“We have an excellent relationship with Fertizona,” adds Jones. “They provide us with seed for our growers, and they also help us coordinate with our customers to share knowledge about crops. We really work well together.”

For more information about Glenbar Gin, contact them at 928.485.9255.

Congratulations—UP Safety Award

Fertizona has been named as the winner of Union Pacific Railroad's annual Pinnacle Safety Award, which honors companies for their excellence in chemical transportation safety. The award recognizes Fertizona's performance in 2010 for safe-loading techniques, proper securement of shipments and a zero release rate of leaks or splashes. The UP Pinnacle Safety Award further recognizes Fertizona's commitment to safety across the entire organization.

Congratulations to everybody involved!



Charlie Owens and his wife Mary, at the 2011 Glenbar Gin Customer Appreciation BBQ.

Make the most of your durum wheat crop

Furst Liquid and SmartBlend™ fertilizers promote growth and protein

Successful wheat growers do whatever it takes to maximize their crop yield and quality, and that includes using enough fertilizer.

“As a general rule, I recommend 250-320 units of nitrogen over time,” says Ben Hoyler, an independent PCA who works with wheat in Pinal and Pima counties. “This is also a good opportunity to add Furst Liquid at six-eight oz/A, as it mixes well with the nitrogen fertilizer.”

Hoyler is a big believer in the advantages of Furst Liquid fertilizer, especially for its proven ability to stimulate root growth and protein levels.

“Roots develop from Day One,” he explains. “You want to apply Furst early—the stronger those young roots are, the better their intake of water and nutrients will be.”

Hoyler recommends an initial application of Furst Liquid when the grain is two-three inches tall, using a rate of six-eight oz/A with a five lb/A application of L.B. Urea. Then for best results, add a second application of Furst Liquid at the same rate when applying your herbicide.

“That’s generally about two to three weeks later, prior to boot stage,” Hoyler adds.

Scheduled nitrogen

A fertilizer program that has worked well for Arizona wheat growers includes a pre-plant application of Fertizona’s SmartBlend™ 27-27-0 (50% Urea & 50% 11-52-0), followed by a regular nitrogen schedule such as this chart demonstrates:

Date	Days After Planting	Growth Stage	Total Available N
Dec 1	0	Planting	100 lbs
Jan 20	51	Fifth leaf	50 lbs
Feb 11	73	Second node	50 lbs
Mar 4	94	Boot	60 lbs
Mar 25	115	Flowering	60 lbs
Total Nitrogen			320 lbs

Chart shows recommended applications of readily available nitrogen needed to meet a minimum 13 percent protein at an 8,000 lb potential, assuming nutrients such as phosphorus and sulfur are sufficiently available.

Consider yield potential

Because durum wheat is marketed by protein content, a fertilization program should be based on each variety’s yield potential. If your variety has a potential of 6,000 to 8,000 lbs per acre, base your fertility program on a yield potential of 8,000 lbs to maintain a 13 percent protein. Research shows that you need 40 lbs of available nitrogen per 1,000 lbs of expected yield to keep grain protein above 13 percent consistently.

The most critical nitrogen application is after the early flowering stage. Studies prove that applying 40 lbs/A of nitrogen at flowering can increase protein up to one percent, when used as part of an ongoing fertility program. Adding Furst Liquid helps to assure good protein content.

Any successful fertilizer program also has to consider the importance of irrigation timing.

“Fertilizer and water are so closely correlated, and growers need to realize that,” says Hoyler. “If you want the most benefit

from your fertilizer, it is best to apply when you irrigate. Fertilizer and water have to work together to produce the best yields.”

Fertizona offers Furst Liquid and SmartBlend™ fertilizers created for your area and soil. For more details, contact your Fertizona or Compton Ag Services office or visit www.fertizona.com.

New EPA regulations affect Fertizona, customers

In August 2011, the government enacted new rules on the repackaging of pesticides, pertaining to refillable containers and portable mini-bulk tanks. Among the restrictions, each opening (other than a vent) of a portable pesticide container for liquids must now have a one-way valve, a tamper-evident device or both, and stationary containers must have lockable shutoff valves.

The changes are for everybody’s safety and will not affect product performance.

Ty Currie covers a lot of ground... from Casa Grande



The sales reps and PCAs featured in this section usually represent a specific geography, but as Marketing/Safety Director, Tyrell Currie is responsible for Fertizona's whole territory.

"I interact with different people and do a lot of unrelated things in a typical day," Currie explains. "I'm the point person for many areas of the business. If I can't answer someone's question, it's my job to put them in touch with the person who can."

Based at Fertizona's headquarters in Casa Grande, Currie also spends time in the field with customers and PCAs. "I've helped with multiple new-product demos," he says, "and I've sampled cotton bolls, collected silage samples and graded pecans."

Early on-the-job training

Ty grew up in Casa Grande and attended Northern Arizona University in Flagstaff. Not long after graduating with a Business degree, he got a call from Jimmy Compton, asking if he'd be interested in a job as Dispatcher at Fertizona's main office.

"My career was headed towards a cubicle, which didn't interest me," Ty says. "Moving to Ag industry has been great." He joined Fertizona in 2003, eager to learn everything about the company. "I was an empty sponge," he adds.

"We've really made things safer for our customers and employees."

Ty Currie, Marketing/Safety Director, Fertizona

The following year, a business analyst recommended that Fertizona should upgrade its marketing, which was found to be lacking. The new position of Marketing Coordinator was created, and Ty was hired into the job. Later, as needs expanded, Safety Director was included in his title.

Emphasizing safe performance

"Safety is a huge part of what I do now," Ty says. "With new regulatory rules and compliance issues, it's up to

me to educate our staff on safe, careful handling and other steps. We want our growers to be assured that across Fertizona, safety is our number one priority."

As proof of Ty's success, Fertizona has earned national safety honors, including Union Pacific Railroad's Pinnacle Safety Award (see p. 5) and recognition from our insurance company for "excellence in risk management."

"Our team has done a great job," Currie says with pride.

"We've really made things safer for our customers and employees."

In his spare time, Currie likes to hunt and fish, and snowboard in the winter. He's also a newlywed—Ty and his wife Liz (pictured above) got married in June and live in Casa Grande.

"I'm happier than I thought I'd ever be, working for this company," he says. "I'm ready to take on whatever comes along."



2850 S. PEART RD.
CASA GRANDE, AZ 85193

Presorted
First Class Mail
U.S. Postage Paid
Phoenix, AZ
Permit No. 5300

Return Service Requested

LOCATIONS

Contact Your Local Office For All Your Needs.

CASA GRANDE

Main Office

2850 South Peart Road
Casa Grande, AZ 85193
(520) 836-7477

Dennis Osborn, *Crop Protection*
Tyke Bennett, *Seed Products*
Jimmy Compton, *Crop Nutrition*
Lamont Lacy, *Credit Manager*
Larry McGee, *Lawn & Garden*
Jeffrey Bengel, *Controller*

BUCKEYE

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

SANTAN

Santan Industrial Park
Sacaton, AZ 85147
(520) 836-0103
Tom Montoya, *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
Tim Hudson, *Manager*

YUMA

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

FERTIZONA DE MEXICO

Km. 271.6 La Victoria
Hermosillo, Sonora, Mexico 83304
Casey Compton (U.S.)
(805) 310-2941
Gilberto Gil (Mexico)
011-52 (662) 280-0121

COMPTON AG SERVICES, BLYTHE

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

Tim Walsh, *Manager*

AG EXPRESS

15472 West Jimmie Kerr Boulevard
Casa Grande, AZ 85122
(520) 876-9982
Dave Barrett, *Manager*

Send address changes to:

Ty Currie, 2850 South Peart Road
Casa Grande, AZ 85193-9024
tcurrie@fertizona.com



Fertizona and Compton Ag Services
accept Visa and MasterCard.



www.fertizona.com www.comptonag.com

© 2011 Fertizona. All trademarks are the property of their respective owners.

Kerb® is a registered trademark of Dow AgroSciences. Prefar® is a registered trademark under license by Gowan Company, LLC. Endura® and Forum® are registered trademarks of BASF. WETCIT® is a proprietary trademark of Oro Agri Inc. Redi-Pik™ is a registered trademark of Makhteshim Agan of North America, Inc.