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Proud owners of:



Who Are These Men?

And, Why Are They Important to Your Bottom Line?

Growers might be familiar with Independent Agribusiness Professionals (IAP), an organization owned by independent agricultural chemical and fertilizer distributors throughout the country.

Growers might also know that Fertizona is a founding owner of this organization. But, growers might not know that Fertizona's ownership in this organization directly impacts growers' bottom lines.

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Don't Forget to Return Cottonseed

The following cottonseed varieties must be returned to your local Fertizona or Compton Ag Services location by the date listed to avoid penalties.

JUNE 19: Deltapine® (Monsanto)

**JUNE 30: Stoneville®/FiberMax®
(Bayer CropScience)**

JUNE 30: PhytoGen® (Dow AgroSciences)



Keeping It Local

The gentlemen pictured on the front page of this issue are partly responsible for your bottom line. In past issues of *Growing Smarter*, we've referred to IAP without explaining what these letters mean to you.

IAP (Independent Agribusiness Professionals) was founded in 1991 in an effort to level the playing field for independent ag-chem and fertilizer businesses. IAP allows these independent companies to purchase inputs at costs comparable to those of large, national retail chains.

For Fertizona, becoming a founding owner of IAP has been a good decision for our survival in an increasingly

difficult and hostile business environment. For our customers, Fertizona's ownership in IAP gives you the ability to conduct business with a local company you can trust and purchase products and services at fair market prices. There shouldn't be any sacrifices for buying local. IAP helps make that a reality.

You can always count on Fertizona and Compton Ag Services to fulfill your business needs at fair prices. We're your partner and we're here to help you.

— Jim Compton

President, Fertizona
and Compton Ag Services

cover story continued

What is IAP?

IAP, which was formed in 1991, is an alliance of 36 independent agriculture chemical and fertilizer dealers throughout the United States. The owners of IAP have combined agricultural input sales in excess of \$2.4 billion annually.

Led by President Bob Higby and Vice Presidents Jay Yost, Jerry Philipp and Patrick Menagh, IAP helps represent its owner companies, including Fertizona, to suppliers and manufacturers on a national level.

"It's important that independent, family-owned companies, like Fertizona, remain competitive with national agricultural chemical and fertilizer companies," says Bob Higby, President, IAP. "Fertizona's involvement in IAP allows them to do that. They are able to pool resources with the 35 other owner companies and stand together on a national level under the IAP name."

Passing Along Savings

In addition to representing Fertizona on a national level, Fertizona's involvement in IAP puts the company in a better buying position and it helps the company to be more competitive in its local marketplace.

"By giving its owner companies the opportunity to be more efficient in their buying practices, IAP owners can, ultimately, save money on product purchases," explains Dennis Osborn, Crop Protection Sales Manager, Fertizona. "Fertizona passes these savings directly on to its customers, helping decrease their input costs."

Fertizona also has access to the collective knowledge of 35 other agricultural chemical and fertilizer companies that belong to IAP.

"Fertizona has connections with the 35 other IAP companies," adds Dennis. "We are able to use those companies as resources when we need to educate

Fertizona has access to the collective knowledge of 35 other agricultural chemical and fertilizer companies that belong to IAP.

ourselves about an innovation that may come to our local market. And, if we run into a pest, fertilizer or chemical issue that we haven't seen in the Southwest before, we have a huge bank of knowledge to draw from."

For more information, please visit www.iapros.com.



IAP Vice President Patrick Menagh, President Bob Higby, Vice President Jay Yost and Vice President Jerry Philipp.

Water Conditioners Increase Herbicide Effectiveness

Ammonium Sulfate Overcomes Challenges of Hard Water

Quality of water is an important factor when applying pesticide sprays to crops. When a grower uses hard water as a carrier, the effectiveness of certain salt-formulated herbicides, such as Roundup® (glyphosate), is reduced. Many water conditioners have been introduced to protect glyphosate performance, but none are as cost effective as ammonium sulfate (AMS) when hard water is used.

How Ammonium Sulfate Works

Sprayable AMS as an adjuvant helps growers overcome the negative effects that hard water has on herbicide performance. AMS enhances herbicide uptake with certain herbicides, such as Pursuit, Raptor, Select Max and Aim, on a broad spectrum of weed species.

The ammonium ions reduce the pH so that more of the active herbicide moves across the leaf surface and absorbs into the plant. The sulfate ions also bind up with hard water minerals, thereby reducing the propensity for hard water to tie up the salt-based herbicides.

“Hard water ties up herbicides like Roundup and decreases their effectiveness,” says Dennis Osborn, Crop Protection Sales Manager, Fertilzona. “Adding AMS to the tank mix adjusts the pH so that more of the active ingredient reaches the plant.”

While other water conditioners, like nonionic surfactants, will enhance herbicide activity on most weed species, they won't overcome the antagonism between salt-based herbicides and hard water. Many growers use AMS in conjunction with nonionic surfactants to maximize herbicide absorption and coverage.



Proper Use of Water Conditioners

The proper use of AMS water conditioners is critical to good coverage of glyphosate sprays. AMS always should be added to the spray solution prior to the herbicide. Generally, adding 2% AMS by weight or 17 lbs. of dry AMS per 100 gallons of water is sufficient for most applications.

“It's important to always check the label of the pesticide you intend to use for mixing instructions,” adds Dennis. “And, read the label of the water conditioner that you buy. Many AMS surfactants already have a nonionic surfactant added into them.”

Fertilzona offers AMS in both liquid and dry formulations:

- AMS MAXX (2.5 gals)
- AMS Premium Liquid (2.5 gals, 1 pint)
- AMS Premium Blend (51 lb bag)
- Spray Grade AMS (51 lb bag)
- 21-0-0 formulations (20 lb bag, 50 lb bag or bulk)

For more information, please contact your local Fertilzona or Compton Ag Services representative.

WELCOME

WELCOME New Employees

Fertilzona is excited to welcome the following new employees to our team.

EMPLOYEE	LOCATION	POSITION
Brian McEuen	Thatcher	Delivery Staff
Scott McKenna	Yuma	Pest Control Advisor
Rex Nielson	Willcox	Yard Staff
Gari Scherting	Fennemore	T&O Sales Representative
Richard Vargas, Jr.	Casa Grande	Bagging Assistant

A Low-input Crop with High Yields

Tiffany Teff Hay Provides Optimum Nutrition for Horses

When it comes to forage hay, growers are looking for a high-quality product that produces high yields. Tiffany Teff was recently identified as one of the better forage-producing lines of Teff, and rivals many other forage hays.

The biggest advantage of Tiffany Teff is its ability to produce high-quality hay in a relatively short growing season. The seed can be cultivated on a wide range of soils and environments, and can tolerate very dry to very wet conditions.

“Tiffany Teff is very versatile. And because of that, it can be grown in a variety of locations and soil environments,” says Tyke Bennett, Seed Products Manager, Fertizona. “This makes it very well suited for the desert Southwest.”

Tiffany Teff is relatively free of most disease problems when compared to other grain crops that are used

for hay. It is considered a low-input crop because it can be grown in most locations without insecticides or fungicides. However, the warm season annual grass requires a frost-free growing season.

“Seeds should be planted when soil temperatures exceed 65 degrees and after the risk of frost has passed,” adds Tyke.

High Animal Acceptance, Excellent Nutrition

The crop is an excellent food source for horses and other livestock because it is palatable and highly nutritious. Protein content of Tiffany Teff hay ranges from 12% to 17%, depending on growth stage or maturity.

Tiffany Teff is also high in calcium, phosphorus, iron, copper, aluminum, barium and thiamine.

PLANTING TIPS

- Recommended rate is five to seven pounds per acre.
- Recommended planting is 1/8-inch to 1/4-inch in a very firm seedbed.

“The digestibility for most forage crops decreases with maturity,” explains Tyke. “For optimum nutritional value, we recommend a crop-cutting interval of 40 to 60 days.”

The benefits of Tiffany Teff go beyond its versatility and nutritional values. It is also a great interim crop for alfalfa rotations, is suitable for double cropping and can be used as a cover crop for erosion control.

For more information, please contact Tyke Bennett at 520.518.0196 or your local Fertizona or Compton Ag Services location.



Average Nutritional Values of Tiffany Teff Hay

- % Crude Protein 9 to 14
- Acid Detergent Fiber (ADF) 32 to 38
- Neutral Detergent Fiber (NDF) 53 to 65
- Relative Feed Value (RFV) 88 to 120
- Total Digestible Nutrients (TDN) 55 to 64



Technology Takes Avi Kwa' Ame Farms to New Levels

**Tribal-owned Farm Grows
Cotton, Alfalfa and Bermuda**

Settled on 16,000 acres in the remote Mohave Valley, Avi Kwa' Ame Farms could be described as located “in the middle of nowhere.” Its isolated location has necessitated that the farm create ways to move its commodities, including the addition of its own retail outlet and cotton gin. But, being in the middle of nowhere has put Avi Kwa' Ame Farms, which is owned by the Fort Mojave Indian Tribe, on the technology map.

Del Wakimoto, Farm Manager at Avi Kwa' Ame Farms, relies on a proprietary software system, WebFarm, to help him manage the nearly 12,000 acres of cotton, alfalfa, Bermuda and hay that the farm produces each year. Del, who joined Avi Kwa' Ame Farms just eight years after it opened, has seen the farm grow steadily since its humble beginning of 1,920 acres.

“Today, we have a lot of ground to cover that spans three states, and it's impossible for me to visit all fields everyday,” says Del. “WebFarm allows me to check everything from weather and irrigation operations to sales and inventory from anywhere.”

Maximizing Agronomic Data

Avi Kwa' Ame Farms originally implemented WebFarm to utilize the tremendous amount of science and data available. The Web-based software



Del Wakimoto, left, and Bill Dare, owner of Twin Eagle Aviation and Avi Kwa' Ame Farms' chemical applicator.

tracks operational and agronomic data. It allows Del to monitor activities without personally inspecting each field daily.

The software downloads information every morning from the University of Arizona's weather station on the farm and calculates the heat units and evapotranspiration (ET) rates for the fields. Farm staff also gather data from the field and input the operations they complete, such as irrigation and fertilizer and pesticide application. Armed with this information, Del gets a real-time picture of the plant's growth stage and projects what needs to be done.

“There's a lot of science out there and nobody uses it,” adds Del. “WebFarm lets us use this data so we can better schedule our operations.”

Location Presents Challenges

Avi Kwa' Ame Farms' remote location presents challenges in tracking inventory. The WebFarm system automates delivery and inventory processes to create further efficiencies for the farm.

Avi Kwa' Ame Farms at a glance:

Acres farmed: 12,000

Crops grown: cotton, alfalfa, Bermuda grass and hay

Owner: Fort Mojave Indian Tribe

Farm Manager: Del Wakimoto

“We aren't like other farms,” explains Del. “When I order chemicals from Fertilzona, it's delivered to an airstrip and it doesn't leave—the pilot who applies it also has to inventory it.”

Avi Kwa' Ame Farms has been working with Fertilzona since the farm opened more than 20 years ago. Fertilzona supplies the farm with seed, crop protection products and fertilizers.

“Fertilzona is good at getting me what I need, when I need it and at a competitive price,” adds Del. “They keep a good inventory and that's important to me. We're way out here and I know I can always rely on our PCA, Doug Holland, to fly up here and help us.”

“Fertilzona is good at getting me what I need,
when I need it and at a competitive price.”

— Del Wakimoto, Farm Manager,
Avi Kwa' Ame Farms

Control Weeds from the Ground Up

Concep®-treated Seeds Kill Weeds without Harming Sorghum

Weeds cause problems in many crops and can be hard to eliminate. But, grass weeds are particularly difficult to remove from forage sorghum.

“In our forage growing systems, we often use forage sorghum as a rotational crop on ground coming out of alfalfa. As a result, weeds—especially the grassy weed species—are always a major concern,” says Fertizona PCA Doyle Stewart.

Fortunately, Concep-treated sorghum seed provides a solution to this problem. Concep® is a seed-safening treatment that allows growers to use pre-emergent herbicides, such as Cinch® or Cinch® ATZ Lite, on sorghum.

A Weed-free Growing Season

The easy application process provides weed protection for an entire growing season.

Growers simply plant the Concep-treated sorghum seed and either chemigate the Cinch herbicide if planting under overhead irrigation or, in a conventional flood system, plant and

spray Cinch ATZ Lite pre-emergent before the germination irrigation.

“The Concep treatment keeps our fields free of weeds from seeding to harvest,” adds Doyle.

Post-emergent herbicides can be used on sorghum without the use of seed safeners, but the application cannot take place until after the sorghum emerges. And, once the sorghum has come out of the ground, so have the weeds.

“Once the weeds are established, especially the grass weeds, they are almost impossible to control,” explains Doyle.

Fewer Weeds, Higher Yields

While the biggest benefit of Concep-treated seeds is in-crop weed reduction, it can also help growers from battling the same weeds the following year. And, it can lead to higher yields.

“With proper weed control, yields can be significantly increased when using Concep-treated seeds,” adds Doyle.



Doyle recommends that his growers try Concep-treated seeds to control the weeds in their sorghum, especially if they are growing the plant for forage.

“I have been very happy with the results. It is easy to use and it really works,” concludes Doyle.

For more information, contact your local Fertizona or Compton Ag Services location.



Keeping Things Moving

Tim Walsh Contributes to the Success of His Customers and Employees

As the manager of Fertizona-Buckeye and Compton Ag Services-Blythe, Tim Walsh keeps busy overseeing the day-to-day operations of both locations and supervising 19 employees. Tim has been with Fertizona since 1987.

Though inventory, pricing, purchase orders, invoices and sales reports are among his long list of duties, it's the work that's not done behind the desk that Tim really enjoys. While traveling back and forth between the Blythe and Buckeye locations, he makes sure to keep current with growers.

"I like that I don't have to sit behind a desk 10 hours a day," says Tim. "I get out, I get to see the growers and see what's going on."

No Stranger to the Farm

Growing up in Tolleson, Ariz., Tim spent his summers working on farms, took agriculture classes and was involved with Future Farmers of America (FFA) at Tolleson High School.

"I knew at a fairly early age that I wanted to work in the agriculture industry and be involved with farming," adds Tim.

Tim took his passion for farming with him to college, and in 1976 he earned



"At Fertizona, we work with our growers to help them get the best value for their dollar and the products that will give them the most bang for their buck."

– Tim Walsh, Manager of Fertizona-Buckeye and Compton Ag Services-Blythe

a degree in Agronomy from the University of Arizona. Before joining Fertizona, he also worked in farm management and drip irrigation.

Facing Today's Challenges

Tim's customers grow a variety of crops, but one thing these growers have in common is that they are all seeing low revenue from crops and escalating fertilizer prices.

"At Fertizona, we work with our growers to help them get the best value for their dollar and the products that will give them the most bang for their buck," Tim explains.

Tim says that staying on top of fertilizer and input price trends is one of the most important things he can do to contribute to his growers' success.

"We try to keep our growers informed of what fertilizer pricing is doing, so they can plan ahead and purchase products before the prices increase," Tim adds.

When Tim isn't busy keeping things moving in Blythe and Buckeye, he enjoys spending time with his wife, Lora, at their home in Litchfield Park, visiting his daughter, son-in-law and grandson, Joey, in Scottsdale, as well as golfing and restoring cars.

Congratulations Mieke Canan

Congratulations to Mieke Canan, daughter of Doug Canan, Fertizona-Roll Manager. Mieke was one of five recipients of a \$1,000 Arizona Crop Protection Association Scholarship for 2010.





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