



GROWING SMARTER

News & Information To Help You Grow • **Celebrating 30 Years of Service**

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Maintain Healthy Crops

Crop Recommendations for Wheat and Barley

When it comes to small-grain crops, such as wheat and barley, there are numerous seed varieties available to Arizona growers. Selecting the right variety will help growers achieve high yield and high profits. It's also important that growers understand best practices for nutrition and protection of wheat and barley crops.

Wheat

Seed Recommendations

Arizona growers have seen widespread success with Mohawk, Orita, Ocotillo and Havasu wheat varieties. Mohawk is a high-semolina color wheat with good yield potential and tolerance to black point. Orita is a full-season variety with high grain protein content, while Ocotillo is a high-quality variety that is tall and has a large head. Havasu has intermediate yield potential and medium protein.

In general, growers should plant these varieties between November 15 and February 1 at a rate of 120 to 200 pounds per acre, increasing seeding rates as the planting season progresses.

Crop Nutrition

Durum wheat is marketed on protein content; therefore, a structured fertilization program is critical to crop health. Generally, 40 pounds of available nitrogen per 1,000 pounds of expected yield is recommended for maximum health— $\frac{1}{3}$ to $\frac{1}{2}$ of this should be applied at planting.

"To create the best fertilizer program, growers must consider their wheat's yield potential," says Tyke Bennett, Seeds Product Manager, Fertizona. "At Fertizona, we recommend using a SmartBlend™ fertilizer, which is specially created to maximize the success of each grower's crop."

Crop Protection

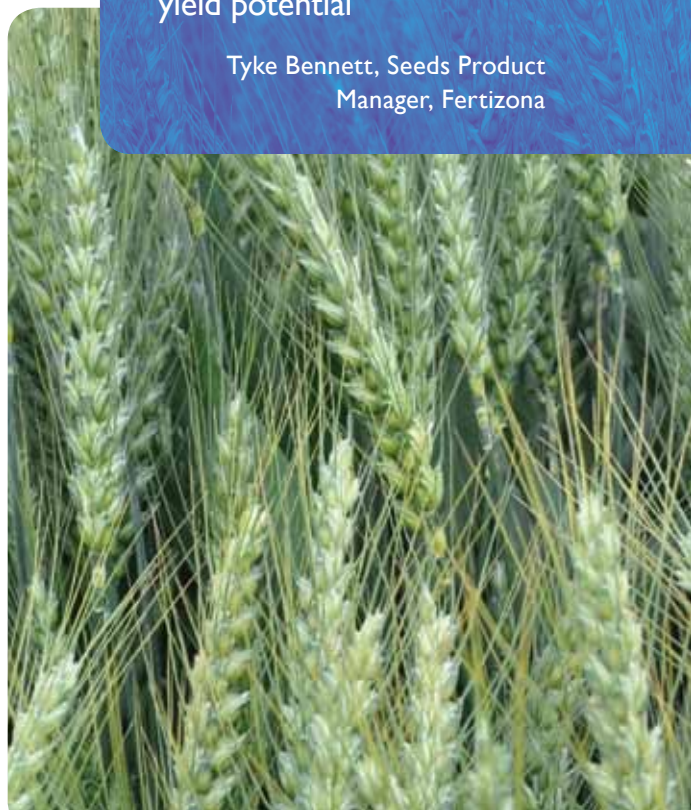
Since aphids are the only pests that feed on wheat, insects do not create much of a problem for wheat growers. However, weeds are a major challenge. To combat weeds, Fertizona recommends using surfactants and adjuvants with pre- or post-emergence herbicides, such as Clarity®, MCPA and Buctril®.

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To create the best fertilizer program, growers must consider their wheat's yield potential

Tyke Bennett, Seeds Product Manager, Fertizona





Thank You for 30 Great Years

As 2010 moves along, cotton season is nearly over and we're progressing into fall produce and grain and peak golf season. The year has passed quickly.

Earlier this year, Fertizona celebrated its 30th anniversary. A lot has happened since an unknown 27-year-old from Buckeye came to Casa Grande in hopes of starting a business. From that time, Fertizona has been with you through thick and thin. Thank you for allowing us to do so.

We opened our doors in May 1980 and, over the years, we've expanded in order to better serve Southwestern agriculture. And, with the growing golf and turf markets, Fertizona has evolved to become a trusted source of inputs for the turf industry as well.

I believe our experienced staff, expansive storage, ability to procure products and our partnerships with IAP and PrimeraTurf® set us apart from others in the industry. We feel this difference allows us to provide you with better value.

Although we don't know what the next 30 years have in store for the Southwest, everybody at Fertizona and Compton Ag Services looks forward to providing you, our customers, with superior service and a proven supply. We strive to continue to be a successful and trusted partner.

— Jim Compton

President, Fertizona
and Compton Ag Services

cover story continued

Maintain Healthy Crops

Barley

Seed Recommendations

Barley is another widely adaptable crop; it can be grown in a variety of conditions, including Arizona's hot temperatures. One of the most commonly grown varieties in Arizona is Nebula, which has high-yield potential.

Barley is generally planted between December 1 and January 30 at a rate of 125 to 150 pounds per acre. The rate increases depending on planting date, soil type and growing conditions.

Crop Nutrition

Barley is a relatively low-maintenance crop. It requires 50 to 75 pounds of nitrogen and 50 to 60 pounds of phosphate at pre-plant to give the crop the initial nutrition it needs.

"As the season progresses, it's important that growers monitor their barley crops and determine if additional nutrients are needed," says Tyke. "It's not uncommon for barley to need an additional 50 to 75 pounds of nitrogen during the growing season."

Fertizona can work with growers to create a custom SmartBlend to help maximize the health of barley crops.

Crop Protection

Much like wheat, aphids are the primary insect pests in barley. But, in barley, aphids don't always require regular treatment. They are only treated as their numbers get high enough to present a problem and jeopardize the health of the crops. When treating aphids, Fertizona recommends using Lorsban®, Dimethoate or Malathion insecticides.

In regards to weeds, treatment is similar to wheat and we recommend Clarity, MCPA or Harmony® herbicides.

"In barley, pests aren't a major problem. We do see aphids from time to time but, they aren't present in large numbers," explains Tyke. "When aphids do present a major problem, Fertizona works with growers to determine the best plan for elimination."

Talk to Fertizona Today

For more information about your wheat and barley crops, please contact your Fertizona representative.





Don't Skimp on the Good Stuff

Ferti-pHite is made with High-quality Phosphorus Acid

Phosphite is an important addition to plant nutrition programs. It helps with nutrient uptake and can be absorbed by plants much quicker than traditional phosphate-based fertilizers. Phosphite is used for its overall nutritional benefits or in conjunction with fungicides to better facilitate plant health. Phosphite quality, however, can vary greatly from product to product. Because of this, it's important that growers select the best phosphite product for their plants.

High-quality Phosphite

Fertizona offers Ferti-pHite 0-29*-26, a phosphite-based product that can be used as a supplemental fertilizer treatment to improve plant health. Ferti-pHite is manufactured by

Custom Agricultural Formulators Inc. and is made with only 100-percent virgin phosphorus acid. Phosphite products made with virgin phosphorus acid offer numerous benefits that aren't provided by products made with lower-quality phosphorus acid.

"Fertizona is committed to using only virgin-grade phosphorus acid in our formulation," says Dennis Osborn, Crop Protection Sales Manager, Fertizona. "The raw ingredient cost in Ferti-pHite is higher than other phosphite products on the market, but this ensures that our growers receive the highest quality product for use on their crops. Ferti-pHite contains no by-products or chlorides."

Seeing Results

Ferti-pHite is a versatile product that can be used on a wide range of crops. It provides increased stress tolerance, strong uptake and improved plant health.

"Ferti-pHite is a premium product that helps contribute to the overall health of plants," adds Dennis. "Upon application, it works with plants to help them increase their ability to fight off diseases."

To learn more about Ferti-pHite, please contact Fertizona or Compton Ag Services.

Coming soon!

Fertizona will soon offer Ferti-pHite 0-29*-26 plus Furst™ Liquid. This product provides all the benefits of Ferti-pHite with the added benefits of Furst Liquid. Preliminary results are positive.

Don't Settle for Lower-quality Alternatives

Some soap manufacturers produce a by-product acid when they manufacture soap. When this by-product is in abundant supply, manufacturers often sell it to some formulators to be incorporated into phosphite products. This less expensive alternative does not provide the same benefits as phosphite products, like Ferti-pHite 0-29*-26, that are made with virgin phosphorus acid. Lower-quality phosphite products can be recognized by their golden brown to dark brown color and strong odor. They also often foam during and after use.

*Primary plant nutrients derived entirely from phosphorus acid and potassium hydroxide.

Fertizona Launches New Website

Site Designed to Benefit Growers

More and more people are using the Internet to find information about a product or service. Because of this, having a user-friendly website with relevant information is a wise business decision for any company.

Fertizona realized this need and launched a new website, www.fertizona.com, that is designed with growers in mind. With its fresh, neat look, simple navigation elements and several new customer-friendly features, the new site includes a full product portfolio and downloadable resources, including product labels and MSDS sheets.

Features and Benefits

Fertizona's new website offers better functionality for growers. It provides important information on Fertizona's complete line of products. The site also allows growers to easily find their local Fertizona or Compton Ag Services location or representative.

"The new site was designed to be easily accessible and to provide the information that our growers most often request from us," says Ty Currie, Marketing Director, Fertizona. "Growers can quickly find product information and anything else that they need to get their jobs done and stay current in their industry."

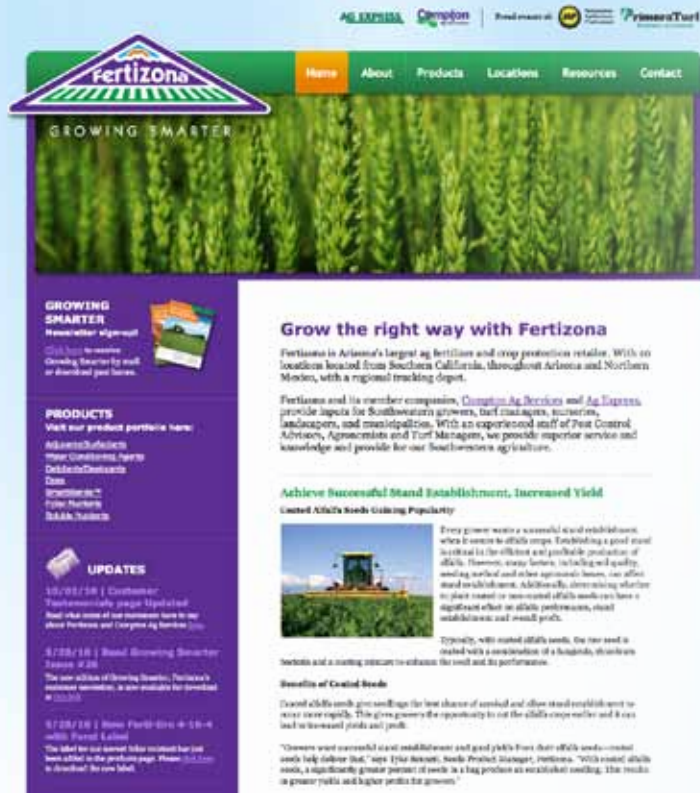


Resources Available

The site has an expanded resources section where growers can access information about current activities at Fertizona and Compton Ag Services, and about updates in the agriculture industry. Growers can also download credit applications and past issues of Fertizona's Growing Smarter and Growing Smarter: Turf Edition newsletters.

"This entire site was designed to be a resource for our growers," adds Ty. "At Fertizona and Compton Ag Services, our goal is to make our growers' jobs easier and to give them resources and information about the products they use everyday and about the agricultural, turf and ornamental industries in general. Our new website helps us to do that."

To learn more, please visit Fertizona's new website at www.fertizona.com or www.comptonag.com.



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Ty Currie, Marketing Director, Fertizona



It Takes a Troop

Cotton Gin Operates as a Co-op

Safford Valley Cotton Growers Co-op, located in Safford, Ariz., is a cooperative cotton gin and is owned by growers. Presently, there are 16 active growers. It processes two kinds of cotton—pima and upland—and gins, on average, 25,000 to 30,000 bales of cotton each year.

Established in 1958, Safford Valley Cotton Growers Co-op is managed by a board of directors. It also has 11 full-time employees and an additional 40 employees during the busy season, which typically runs from October until January.

“Safford Valley Cotton Growers Co-op is unique because we have been operating as a co-op for the past 60 years,” says Cheryl Soto, General Manager, Safford Valley Cotton Growers Co-op. “The gin is owned by growers in the Safford Valley area. This allows growers to save time and money when ginning their cotton.”

Keep on Ginning

During the busy harvest season at Safford Valley Cotton Growers Co-op, the demand for cotton increases and the gin runs around the clock.

“We have two gins on site and we run 24 hours a day during our busy season,” says Cheryl. “It can be challenging to keep things moving during that time. But, we make sure that we’re always working as a team to ensure that our growers are taken care of and that nothing slips through the cracks.”



Meet some of the employees at Safford Valley Cotton Growers Co-op:

Cotton Gin Board President:
J.D. Householder

General Manager:
Cheryl Soto

Gin Supervisor/Consultant:
John Archuleta

Ginners:
Rick Hammond and Joe Laudenslager

Ginners' Helpers:
Greg Hammond and Dennis Quaintance

Shop Foreman:
Jimmy Contreras

Office Manager:
Kay Escobedo

“At Safford Valley Cotton Growers Co-op, it’s important that we help our growers remain profitable”

Cheryl Soto, General Manager, Safford Valley Cotton Growers Co-op

Helping Cotton Growers

Once growers defoliate and pick the cotton, Safford Valley Cotton Growers Co-op collects the cotton, gins the cotton and loads it onto trucks to be shipped to the buyers’ warehouses.

Safford Valley Cotton Growers Co-op also sells cotton seed to its growers at an affordable price.

“At Safford Valley Cotton Growers Co-op, it’s important that we help our growers remain profitable,” says Cheryl. “We work for them so it’s part of our job to help them be successful. One of the ways we do this is by selling seed at a reasonable price.”

An Accommodating Partner

Since 2000, Safford Valley Cotton Growers Co-op has been purchasing cotton seed from Fertilzona.

“Fertilzona gives us everything we need when we need it,” says Cheryl. “We’ve worked with them for many years and we are extremely happy with their products and with the high level of service that they provide to us.”

To learn more about Safford Valley Cotton Growers Co-op, please contact Cheryl at (928) 428-0714.

Maximizing Efficiency

Impregnated Fertilizers Conserve Resources

Growers are always looking for ways to save time, money and labor while maintaining healthy plants. Impregnating fertilizers is one simple way growers can conserve resources, eliminate multiple applications and do more with less.

Impregnating fertilizers is nothing new; growers have been using fertilizers impregnated with pre-emergence herbicides for quite some time. However, Fertizona is now offering fertilizers impregnated with Furst™ Liquid and Transit™ Soil to its growers.

“We already create custom SmartBlend™ fertilizers for our growers,” says Ty Currie, Marketing Director, Fertizona. “Now, we’re taking these SmartBlends one step further by adding Furst Liquid or Transit Soil to the mix. This truly allows growers to receive maximum benefits from a single fertilizer application.”

Furst Liquid Generates Results

Fertilizers impregnated with Furst Liquid, a nutrient-uptake enhancer, are perfect for topdress applications. When impregnated in fertilizers, Furst Liquid works to increase fertilizer efficiency and improve the overall health of plants.

“Furst Liquid-impregnated fertilizers work great for topdress applications,” adds Ty. “The research and technology show that established crops and lawns fertilized with a Furst Liquid-impregnated fertilizer have increased yields and higher quality than those fertilized with standard fertilizer.”

Transit Soil is Perfect for Pre-plant

Transit Soil is a soil-applied product used for root uptake. It is formulated to promote strong plant growth. Fertilizers that are impregnated with Transit Soil help to deliver nutrients directly to the root zone of plants and are perfect for use as pre-plant applications.

“Growers need to make everything as efficient as possible when it comes to plant health,” says Ty. “Using fertilizers impregnated with Transit Soil for pre-plant applications help them do that.”

Talk to Fertizona or Compton Ag Services Today

Fertizona can impregnate most fertilizers with Furst Liquid or Transit Soil. However, urea fertilizers or fertilizers with a high urea content present a challenge, as this results in a gummy, sticky fertilizer.

Contact your local Fertizona or Compton Ag Services representative to learn more.

In the past, fertilizer impregnations were only done at Fertizona’s Buckeye and Fennemore locations. However, in an effort to better serve its customer base, Fertizona recently added this service to its Casa Grade location. Customers now have easier access to impregnated fertilizers.

Taking Care of Growers

Dan Nelson Devotes His Time to the Agriculture Industry

As the yard manager of Fertilzona-Buckeye, Dan Nelson undertakes a wide range of tasks including directing drivers, lining up schedules, monitoring inventory, sales, answering phones and supervising eight employees. He also assists with overall management of the Buckeye location and oversees fertilizer impregnations and product mixing.

A Passion for Agriculture

Born in Van Nuys, Calif., Dan moved to Arizona at a young age and was raised on a farm in Tonopah. While attending Buckeye High School, Dan worked at a local farm loading watermelons. After graduation, he spent 20 years in the construction industry but his passion remained in agriculture. In 1993, he was offered a job at Fertilzona that he gladly accepted. He began in delivery operations and became the yard manager one year later.

"I made the switch to Fertilzona because I've always enjoyed agricultural work and I knew this was a great way for me to get back into the agricultural industry," says Dan. "This was the perfect move for me. I'm very fortunate that I get to work with such great people at Fertilzona and with growers who are also good friends of mine."

Bringing in Business

Aside from his daily tasks as yard manager, Dan is responsible for mixing products, such as Telone®, at Fertilzona. He also manages fertilizer impregnations at the Buckeye location.

"Product mixing and impregnating fertilizers allow us to create products that make our growers' jobs easier," adds Dan. "Growers have seen tremendous success from using these products and I'm happy that I can help contribute to their success."

Dan currently resides in Palo Verde with his wife, Theresa. He has two children, Gayle and Jake, and a granddaughter, Addy. In his free time, he enjoys hunting, fishing and spending time with his family at his cabin in Heber, Ariz.

"This was the perfect move for me. I'm very fortunate that I get to work with such great people at Fertilzona and with growers who are also good friends of mine."

Dan Nelson, Yard Manager, Fertilzona-Buckeye





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