



GROWING SMARTER

News & Information To Help You Grow

3

Tech Help

Introduction to Resistance Management Programs

5

Operations Overview

Fort McDowell Tribal Farm
Flourishes Amid Urban Area

7

Meet Your Rep

Mike Espil Keeps Things
Up and Running

December 2009
Issue No. 23

Proud members of:



In-Plant Control of Corn Earworm Now Available

**Arizona Grain and Silage Corn Growers
See Benefits of New Bt Traits**

Grain and silage corn growers have a new tool for in-plant control of corn earworm. DEKALB® corn seed with Monsanto's Genuity VT Triple PRO™ provides a strong defense against above-ground pests that feed on the ears and can significantly reduce yield potential and damage grain quality.

continued on page 2



Forget About the Market of the Past

Move Forward and Adjust

Grain and livestock markets have been volatile over the past two years and it has been challenging to make a profit in the two industries. We haven't had to make market decisions such as those we currently face. Today demands that we remain flexible and continually evaluate and adjust to the ever-changing economic environment.

It's time to put the past behind us. We aren't going to see \$250 hay or high commodity and fertilizer prices again for a while—the last time this occurred was in 1973 and it was 35 years before it returned. Assuming that this could or should happen again will limit your ability to make logical marketing

decisions in 2010. We need to forget about the bull market of the past and move forward in a positive direction.

As Winston Churchill said, "The pessimist sees difficulty in every opportunity. The optimist sees opportunity in every difficulty." As we look toward 2010, Fertizona and Compton Ag Services remain your trusted partner. We want you to be successful and we're here to help you every step of the way.

— Jim Compton

President, Fertizona
and Compton Ag Services

cover story continued

"Grain growers in particular will see significant benefits in terms of saving tip kernels and increasing quality," says Paul Sawyer, Territory Sales Manager, Monsanto.

Play it Safe

Reducing kernel damage from corn earworm feeding can decrease the incidence of aflatoxin in corn, which has a significant impact on food and feed safety and seriously affects the marketability of the grain. Genuity VT Triple PRO has shown an 87-percent reduction in damaged kernels over Roundup Ready® Corn 2 (non-Bt) and a 72-percent reduction compared to first generation traits.

"It offers more effective protection than the first generation of Bt corn technology products for corn earworm," adds Paul. "And, in the grain corn area of Southeast Arizona, new hybrids containing Genuity VT Triple PRO have performed well."

Genuity VT Triple PRO contains multiple insect protection proteins in the same plant. Each protein independently provides high levels of activity against target insects for

both above- and below-ground insect protection. Genuity VT Triple PRO includes Roundup Ready 2 technology and protects against corn borer, rootworm, armyworm, and now corn earworm.

Increase Yield, Silage Quality

For central Arizona's silage corn growers, Genuity VT Triple PRO can also help increase yield potential and improve silage quality. Crop trials in Arizona City reported the highest yield from the DEKALB corn seed with Genuity VT Triple PRO. Silage corn seed with only the Roundup Ready® gene also performed well and has a long track record of performance in Arizona silage production.

Fertizona offers elite hybrids from DEKALB that contain Monsanto's Genuity VT Triple PRO technology. Fertizona also carries corn seed varieties with similar technologies from Grand Valley Hybrids, NK® and Eureka.

For assistance selecting the best variety for your operation, talk to your Fertizona or Compton Ag Services representative.



Resistance Management Programs

Strategies Can Help Delay or Prevent Resistance

Insecticide resistance management (IRM) programs are an important element in maintaining the efficacy of insecticides. Over time, frequent use of chemical pesticides can lead to the development of resistance. However, implementing an IRM program can help growers delay, or even prevent, the evolution of resistance to insecticides.

There are many strategies growers can use to manage the development of resistance:



Management By SATURATION

This strategy, designed to leave no survivors, involves frequent and excessive use of pesticides. It overwhelms a population's resistance and prevents reproduction by survivors. It is most effective when the resistant gene is dominant and the target population is small or isolated. However, if management by saturation can't be fully carried out, it can turn disastrous.



Management By MODERATION

Management by moderation uses minimum control to reduce a population. It tries to ensure that susceptible genes aren't eliminated. When using this strategy, growers use low rates, short-residual compounds, infrequent applications and incomplete coverage to ensure that some susceptible individuals survive and reproduce. It works best when the susceptible trait is dominant over the resistant trait.



Management By MULTIPLE ATTACKS

This is the most widely used resistance strategy. It involves using several control tactics, each designed to work differently. A pest population is exposed to selective pressures that change from generation to generation by rotating insecticides with different modes of action or by alternating chemical with non-chemical control tactics.

"The objective of successful IRM is to prevent or delay the evolution of resistance to insecticides or to help regain susceptibility in insect populations where resistance has begun," said Dennis Osborn, Crop Protection Sales Manager, Fertifona. "It's important that growers use an effective IRM program to maintain the effectiveness of insecticides."

To learn more, please talk to your Fertifona or Compton Ag Services representative.



Implementing an IRM program can help growers delay, or even prevent, the evolution of resistance to insecticides.

Fertilac 11 Alfalfa Makes Way to Southwest

Growers in the Southwest can now increase production with a newly available Fertilac 11 alfalfa variety. This alfalfa seed has earned a fall dormancy score of 11 and allows growers to continue harvesting excellent yields all year long.

This very non-dormant variety offers superior winter production for grazing or hay.

“Because the Fertilac 11 alfalfa grows in the winter, the February and March cuttings are typically heavier,” says Tyke Bennett, Seed Products Manager, Fertilac. “And that’s when market prices are generally at their highest, so growers can increase profits.”

Pest Resistance

Fertilac 11 alfalfa variety also has a good disease and insect resistance package. It is highly resistant to Fusarium wilt, Phytophthora root rot, pea aphid and stem nematode.

“Pests can cause reduced yield, persistence and cause quality to suffer,” adds Tyke. “Selecting an alfalfa seed that offers higher resistance to pests helps growers launch a pre-emptive strike against these damaging pests and disease.”

Climate Considerations

Fertilac 11 is a hot-climate alfalfa. It has been tested in California and is intended for use in the Southwest region.

Fertilac 11 alfalfa adapts very well to the low, desert areas of Arizona. It has very fast re-growth after cutting, which contributes to higher yields.

“This variety has similar benefits to Fertilac 10, Fertilac’s proprietary 10-dormancy alfalfa seed,” says Tyke. “But, it takes it one step further with the dormancy 11 score.”

For more information on Fertilac 11 and other seed varieties available from Fertilac and Compton Ag Services, please contact your representative.



Fertilac 11 Alfalfa offers superior winter production for grazing or hay and has earned a fall dormancy score of 11.



Roundup Ready® Alfalfa Update

At Fertilac, we are often asked about the status of Roundup Ready Alfalfa. And, like many of our customers, we are disappointed that the trait is currently not available.

Fertilac’s customers frequently mention the benefits Roundup Ready Alfalfa brings or could bring to their operations.

Currently, a draft Environmental Impact Statement (EIS) is in the process of being finalized by the USDA for publication.

Once this happens, our customers and other interested parties will have the opportunity to participate in an open comment period. Fertilac encourages all our customers that are interested in Roundup Ready Alfalfa to do so.

Fertilac will continue to keep our customers posted on the status of Roundup Ready Alfalfa. You also can sign-up at www.roundupreadyalfalfa.com to receive direct communication on the status of Roundup Ready Alfalfa.

Fort McDowell Tribal Farm Flourishes Amid Urban Area

**Community Farm Grows
Pecans, Citrus and Alfalfa**

Running a community-owned farm is very different from the family-owned farm where Harold Payne grew up. Harold is General Manager of Fort McDowell Tribal Farm, which is owned by the Fort McDowell Yavapai Nation. The farm straddles the Verde River to the northeast of Scottsdale, Ariz., and produces 2,000 acres of citrus, alfalfa and pecans each year.

Harold joined Fort McDowell Tribal Farm when it added citrus and pecan orchards. He has been the general manager at the farm for 13 years and has seen the farm grow into the tribe's fourth largest source of revenue.

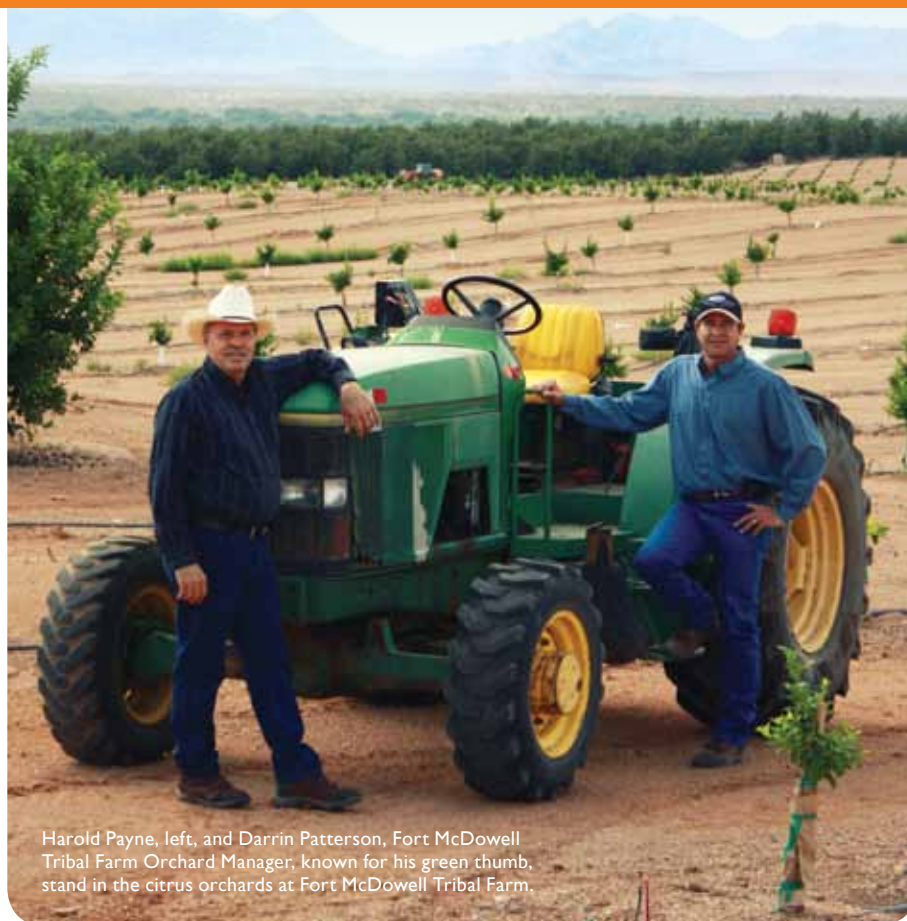
"Because we're a farm that's owned by a larger entity, we don't have some of the struggles that owner-operated farms face with personal finances," says Harold.

Farming Along the Verde River

Fort McDowell Tribal Farm's location along a seven-mile stretch of the Verde River presents many benefits.

"We have one of the most aesthetically pleasing farms because we're right on the river," adds Harold. "We're surrounded by really lush desert and overlook the Four Peaks. Compared to most flat and dusty Arizona farms, it's a nice location to work."

The location also provides access to plentiful water supplies. A 1990s water-rights settlement has allowed the Fort McDowell Tribal Farm to flourish.



Harold Payne, left, and Darrin Patterson, Fort McDowell Tribal Farm Orchard Manager, known for his green thumb, stand in the citrus orchards at Fort McDowell Tribal Farm.

"Before the water-rights, the farm was much smaller and hindered by lack of water," says Harold. "Now, we don't have to worry about being short of water; we have a stable supply."

Challenges Remain

Fort McDowell Tribal Farm's location presents some unique agronomic challenges as well.

"We border an urban area, so we have to be cautious about using chemicals," says Harold. "We are also adjacent to an area inhabited by American bald eagles, so we can't use aerial spraying of any kind. And, we have rocky and gravelly soils in places, so we can't just throw on a bunch of nitrogen."

Fort McDowell Tribal Farm has been working with Fertiliza for more than 20 years. Fertiliza supplies the farm with crop protection products, fertilizer and micronutrients for its citrus and pecan crops.

"The staff at Fertiliza has deep knowledge of the products and labeling, which helps us avoid liability issues from mismanagement of chemicals. Plus, we've had a very high level of service from Fertiliza. Our rep, Don Platt, comes up twice a week during the season and has been great at helping us control pests, particularly aphids in pecan crops," concludes Harold. "We know we can always count on Fertiliza."

"Because we're a farm that's owned by a larger entity, we don't have some of the struggles that owner-operated farms face with personal finances."

— Harold Payne, General Manager,
Fort McDowell Tribal Farm



Weed-Free Hay Means Higher Prices at Market

Alfalfa Growers Achieve Long-Lasting Weed Control with Chateau® Herbicide

Alfalfa growers working to raise quality hay or seed crops are turning to pre-emergence herbicides, like Chateau® Herbicide, to not only control some of the toughest weeds, but to boost their bottom line.

“Sound weed management is critical to the quality and grade of the alfalfa crop and will ultimately lead to higher profits,” says Dennis Osborn, Crop Protection Sales Manager, Fertizona. “The return on investment of a pre-emergence herbicide application is well worth the input costs.”

Chateau Herbicide Maximizes Benefits

A long-lasting pre-emergence residual herbicide, Chateau Herbicide controls a broad spectrum of broadleaf weeds and grasses. It controls more than 30 weeds in alfalfa including common groundsel, cheeseweed/malva, shepherd's purse and pigweed, among others.

“Chateau controls more weeds than any other herbicide,” says Art Anderson, Sales Representative, Valent®. “And, it's a new mode of action for alfalfa so it fights resistance to weeds.”

Chateau Herbicide can be used year round with no temperature restrictions. It is available in two formulations: SW and WDG. Chateau SW is registered for use in Arizona.

In addition, Chateau Herbicide stays where it is put—it won't leach or volatilize, and it allows rotational flexibility. Chateau Herbicide has the shortest rotation interval of any current alfalfa herbicide. It has a short four-month plant-back, which gives growers excellent weed control and crop rotation flexibility.

Chemigation Provides Immediate Activation

Chateau Herbicide can be applied by ground or air and was recently registered for chemigation application in alfalfa in most states.

“Because Chateau needs ¼ inch of rainfall or irrigation for activation, chemigation gives you instant activation and improves overall weed control,” adds Art.

The rate for Chateau Herbicide in alfalfa is 4 ounces per acre with a maximum 8 ounces per acre per year.

Chateau Herbicide can be applied by ground or air and can be used year round with no temperature restrictions.

In Arizona, the recommended spray volume is 20 to 40 gallons per acre.

Chateau Herbicide should be applied after cutting established alfalfa and before six inches of growth occurs.

“With pre-emergence herbicides, timing of application is everything,” adds Dennis. “For summer annual weeds, the best time to apply is early spring. For winter annual weeds, growers should apply in early fall. It's better to be early.”

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

TurfTip

To feed fall and winter turf for up to six weeks, spread six pounds per 1,000 sq. ft (260 pounds per acre) of 23-3-3 + Minors. This ammonium nitrate SmartBlend™ includes iron, magnesium and sulfur, and offers a complete nutritional blend.





“We’ve put regulations in place to ensure that when we are involved we’re doing everything we can to keep crops safe.”

– Mike Espil, Manager of Fertizona-Yuma

Mike Espil Keeps Things Up and Running

Yuma Manager Has Long-standing Career at Fertizona

As the manager at Fertizona-Yuma, Mike Espil is responsible for the day-to-day operations at that site. Everything from ordering supplies, performing crop checks for customers and supervising 25 employees falls under Mike’s responsibilities. In addition to his daily tasks in Yuma, Mike assists Fertizona-Roll with pricing and inventory.

A Long History in Agriculture

Born into a ranching family, Mike is an Arizona native who knew his future would be in agriculture.

“Growing up, my family owned a cattle and sheep ranch,” Mike says. “I spent the first 40 years of my life working on the ranch. We’d spend winters in Litchfield Park and summers in Flagstaff. I enjoyed working on the ranch and I always knew I wanted to work in agriculture.”

Mike attended the University of Arizona College of Agriculture and earned a bachelor’s degree in animal science. After graduation, Mike returned to his family ranch to work. He stayed there until the ranch was sold to the Navajo Nation in 1986.

In 1989, he made the switch to Fertizona to work in the golf course division of Fertizona-Fennemore. And, in 1991, he moved to Yuma to start the new Fertizona-Yuma facility.

Coping with Food Safety Issues

A majority of the lettuce that feeds the United States is grown in Yuma. Mike and his team are constantly working with growers to help them deal with recurring food safety concerns that surround farming in Yuma.

“Helping grow the crops is just one of the many things we do for our growers. Recently, there have been numerous food safety issues that growers face on

a daily basis,” Mike explains.

“These issues range from fertilizer and pesticide purity, to pests, birds, and wild animals in the fields. At Fertizona, we work with our customers to help them deal with these food safety concerns. We’ve put regulations in place to ensure that when we are involved we’re doing everything we can to keep crops safe.”

When Mike isn’t busy keeping things moving at Fertizona’s Yuma location, he enjoys spending time with his wife, Ellen, at their home in Yuma, traveling to visit his two daughters, golfing and roping.



You can view product labels online. Just visit www.fertizona.com and select Product Information from the navigation box on left side. Then, you’ll see links to view product labels for all of the Fertizona and Compton Ag Services labeled products we provide.

www.fertizona.com



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 Bengé, *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-FN La Victoria
Hermosillo, Sonora, Mexico
Bill Jarman (U.S.)
(520) 281-7388

Jose Muñoz (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 Jimmy 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
tcurrie@fertizona.com



Fertizona and Compton Ag Services
accept Visa and MasterCard.



www.fertizona.com www.comptonag.com

© 2009 Fertizona. All trademarks are the property of their respective owners.