



GROWING SMARTER

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News & Information To Help You Grow



Maximize Corn Yields With **SmartBlend™** Fertilizers Throughout The Season

Timing, soil tests and micronutrients make N and P more effective

No two fields are exactly alike, and the same field can even change from year to year. That's why Fertizona offers SmartBlend™ fertilizers and a wide range of customized fertility programs formulated to meet the exact nutritional requirements of a specific crop at a specific location.

"The first step is to do soil testing and see which nutrients are available," said Dan McDougal, Certified Crop Advisor, Fertizona – Willcox. "When you know what's been removed from a field, you can replace it more effectively for what the incoming crop needs."

The previous year's crop naturally depletes nutrients that were there, and the soil test will identify residual levels. Then McDougal relies on published data to recommend the right amounts of fertilizer to compensate for the total need. For example, an expected corn yield of 250 bu/A calls for 280 units of N throughout the season. If the soil test shows that some is already available, you can calculate how much more to add.

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"Growing Smarter" Is More Than Our Title

Jim Compton

**President, Fertizona and
Compton Ag Services**



A newly released Bloomberg report about the state of global agriculture was far from encouraging. Focusing on key issues such as crop trends, production oversupply, currency valuations and corporate consolidations, a panel of industry experts chimed in with their predictions for 2016, which basically went from gloomy to gloomier. The short answer is that we can expect lower crop prices on most commodities next year, and possibly even beyond that.

So what should we do? First, nobody ever chose to go into agriculture because it was predictable. I would say that most growers went in with the idea of potential rewards that hard work and dedication produce. Realistically, we all are aware of the risk and downside that free markets bring. But that said, there's a lot you can do to help tip the scales in your favor.

First and foremost is an informed decision. The Bloomberg report noted that many forward-thinking growers are actively seeking new kinds of opportunities to enhance their profit potential. One step mentioned was to reduce reliance on traditional fertilizers. For instance, among newer technologies are nitrogen stabilizers which act as an insurance policy by keeping nitrogen from leaching out before the plant can fully utilize it. In addition, products like Furst-Class Concentrate enhance nutrient uptake by utilizing certain amino acids and therefore improving the crop's overall health and vigor.

At Fertizona we constantly apply our company's group knowledge and our investment in new technologies to your advantage for better return on your investment. As the name of this publication implies, Growing Smarter is more than a cliché, it's a way of doing business. So let us help you Grow Smarter when you need it the most.

Story continued from cover

McDougal's program is getting great results in southeastern Arizona, where 250 bushel grain corn is common, with some growers yielding 270 or 280.

As this chart shows, the program starts with 300 lbs/A of a granular 16-26-0 SmartBlend (50% ammonium sulfate, 50% MAP) with zinc and boron, applied pre-plant. That application gets followed with a side dress of 10-34-0 (10 gal/A plus one quart of EDTA zinc) in a 2 x 2 application at planting. The rest of the N is applied through the pivot with each irrigation cycle, using UAN 32-0-0 or SmartBlend 28-0-0+5S. Finally, the remaining 50 lbs of N should be applied at the R3 stage.

"We get a lot of good corn here with this program," McDougal said. "Once you provide enough nitrogen and phosphates at the right times, you need the best blend of micronutrients, especially zinc and boron, so the crop can make more efficient use of the N and the P. That's the step to hitting those higher yields."

For more details about a customized SmartBlend program for your crops, visit your nearest Fertizona location or contact us at www.fertizona.com.

Product	Timing	Application Rates
SmartBlend 16-26-0 + Zn & B	Pre-plant	300 lbs/A
10-34-0 + EDTA Zn	At planting	10 gal/A
UAN 32-0-0 or SmartBlend 28-0-0+5S	Throughout season	10-40 gal/A per application
UAN 32-0-0 or SmartBlend 28-0-0+5S	R3 stage	50 lbs of Nitrogen/A

Corn – Yield Goal: 250 Bushels			
Nutrient	Grain	Stover	Total Lbs
Nitrogen (N)	168	112	280
Phosphate (P ₂ O ₅)	88	40	128
Potassium (K ₂ O)	62	275	337
Sulfur (S)	20	18	38
Magnesium (Mg)	8.33	51	59
Calcium (Ca)	3.38	32	35
Copper (Cu)	0.12	0.06	0.18
Manganese (Mn)	0.18	1.88	2.06
Zinc (Zn)	0.27	0.38	0.65
Boron (B)	0.60	0.06	0.66
Iron (Fe)	0.38	0.62	1.00
• N, P, K and S numbers courtesy of International Plant Nutrition Institute			

Colorado River Indian Tribes Farms



Large, historic operation trusts Compton Ag Services with a big crew

Fertizona branch locations serve customers of many sizes, shapes and backgrounds, including some operations that are in the same family after four or five generations. But few can claim to have been farming in the Southwest for a thousand years.

The Colorado River Indian Tribes (CRIT) Farms in the Parker Valley was established in 1973 as a tribal enterprise, and it's the home of many members of four Native American tribes – the Mohave, Chemehuevi, Hopi and Navajo – some of which have been living in the region for countless centuries. The actual reservation was created in 1865, and it encompasses almost 300,000 acres of land along the Colorado River on both the Arizona and California sides.

Today CRIT Farms cultivates 10,826 of those acres to grow their dominant crops of alfalfa, wheat, cotton and dehydrated onions. Throughout time the operation has also grown a wide variety of grain, forage and produce crops, and the reservation's AHAKHAV Preserve grows mesquite and other specialty crops for their own purposes.

In recent years the tribes also incorporated a cotton gin, and they're planning to start an olive tree crop within the next year. Beyond agriculture, the reservation is diversifying into businesses such as real estate, tourism, sand and gravel and retail sales.

CRIT Farms is governed by a Farm Board composed of a chairman and four members appointed by the Colorado River Tribal Council. The Board serves as a technical advisory group to keep the Council fully informed of all farm

operations, including management, planning, budgeting and other financial decisions.

Production Manager Mike Gonzalez oversees CRIT Farms' daily functions with a full-time staff of more than 50 employees. He also relies on Compton Ag Services and Pest Control Advisor Rudy Palma, who performs field checks and other important services.

"CRIT Farms has been conducting business with Compton Ag Services for many years," Gonzalez said. "Throughout that time, Compton Ag has provided CRIT with an exceptional quality of service, from the administrative and accountability standpoint to the technical support in the field."

"I make my best recommendations to them about what products to apply, but everything has to be approved by Mike," Palma said. "We have a good working relationship because of his honesty, integrity and communication skills."

Compton Ag supplies a wide range of products to CRIT Farms, including crop nutrients, seed, insecticides, herbicides and fungicides. The CRIT operation is expanding, and Gonzalez said they hope to be farming closer to 20,000 acres within five to ten years.

"CRIT Farms looks forward to a long-term business relationship with Compton Ag," said Gonzalez.

For more information about CRIT Farms and the colorful history of the Colorado River Indian Tribes, visit www.crit-nsn.gov.



Pictured – Rudy Palma, left and Mike Gonzalez

"Compton Ag has provided CRIT with an exceptional quality of service."

– Mike Gonzalez,
Production Manager, CRIT Farms

Make Your Spray Products More Effective

Specialized “spreaders” improve surface activity

To increase the return on your investment in crop inputs, Fertilzona offers high-quality adjuvants for use with pesticides, defoliants and other spray products. Frequently called “spreaders” or “wetting agents,” these adjuvants help crop protection products work better by spreading them more consistently across the surface of a plant.

“The primary function of adjuvants is to prevent the liquid you’re spraying from beading up on the leaf,” explained Dennis Osborn, Fertilzona’s Crop Protection Sales Manager. “By breaking the water surface tension, you get a sheeting action that allows the product application to spread more evenly and consistently over the plant. You could say it makes the water wetter.”

Water throughout the Southwest contains high levels of calcium, zinc and other compounds that increase its alkalinity, which can reduce the effectiveness of pesticide sprays. Adjuvants condition the water to improve the performance of products you mix it with.

“You want to make sure your chemicals are utilized to their maximum potential,” Osborn said. “If you don’t add anything to your sprays, you run the risk of nullifying the benefits of their active ingredients.”

Fertilzona carries a full range of adjuvants formulated to match particular crop needs. Popular options include SmartLine™ Supr-Spred™, a 90-percent non-ionic spreader, soil penetrant and defoamer. Growers can count on Supr-Spred when a non-ionic surfactant (NIS) is specified. A product that’s non-ionic means it keeps the molecules in the spray from bonding together (ionizing) – in agriculture, that means

disrupting water surface tension for better absorption on the plant.

Another outstanding adjuvant is Fertilzona’s SmartLine Pur-Spred™, which also enhances the effectiveness of post-emergent herbicides, insecticides, fungicides, defoliants, desiccants and foliar nutrients by improving their uniform distribution on the plant surface.

The chart below compares various products. For more specific information, please call Dennis Osborn, Fertilzona – Casa Grande, 520.836.7477, or visit www.fertilzona.com/products for a copy of this chart.



	Supr-Spred™	Rev-It™
Active Ingredient	Alkyl phenol ethoxylate	Modified Seed Oil
Description	90% non-ionic spreader, activator, and defoamer	Modified seed oil-based spreader, activator, and penetrator
Usage	Use for general spreading of crop protection products. For use on all crops, turf and ornamentals. Use also to improve wetting of soil for increased water penetration and dust control.	Use to improve penetration of leaf cuticle and absorption of herbicides. Replaces crop oil concentrates. Use with sulfonfyl ureas, glyphosate, clethodim, etc.
Rates per 100 Gallons¹		
Acaricides & Fungicides	½ - 4 pints	½ - 1 pint
Insecticides	½ - 4 pints	½ - 1 pint
Herbicides	½ - 4 pints	1½ - 2 pint ²
Defoliants & Desiccants	½ - 4 pints	1½ - 2 pint ²
Benefits	Better coverage and penetration of plant surfaces. Greater effectiveness of foliar & soil applied products.	Assists penetration of the spray mix through the plant cuticle.
Package Sizes	1 gal., 1 qt., 1 pint	2.5 gals., 1 pint



Calcium Potassium Nitrate Meets Many Needs

Foliar nutritional supplement safely promotes yields & quality

For the past several years, there have been increasing restrictions on the sale and use of dry potassium nitrate fertilizer. Even though the product was a popular and effective crop nutrient for generations, it finally became too prohibitive to work with.

"The potassium nitrate provided about 32 – 35 percent K and people liked it," said Craig Allen, Branch Manager, Fertizona – Fennemore. "So we needed to come up with an acceptable option to replace it."

Fertizona has developed an exciting new liquid blend of potassium nitrate with calcium. It doesn't present the same regulatory challenges or potential hazards of the dry potassium nitrate, and it's been working extremely well on a variety of crops and soils. The 7-0-7+7Ca calcium potassium nitrate blend is available as Fertizona's Furst®-Class Lucky Seven™ brand.

The foliar-applied product represents a more complete nutritional package that's ideal for maintaining high quality and extending shelf

life in produce crops, and promoting yields and quality in virtually all crops. It's also a very effective turf fertilizer.

"It will be a change for growers to go from a dry product to a liquid version," said Tyrell Currie, Marketing & Safety Director, Fertizona, "but even though their rates, programs, and overall thinking will be different, the performance will be the same, if not improved with the calcium potassium nitrate."

"It absolutely does the job," said Allen. "We're seeing very good results in melons, citrus and cotton."

"This product also provides valuable extra calcium when you need it," added Tim Hudson, Manager, Fertizona – Willcox. "We do have a lot of calcium in our soil, but it's not readily available to the crop."

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

Pur-Spred™	Ferti-Oil	AMS Premium Liquid	AMS MAXX™*	AMS Premium Blend™
1,2,3-trihydroxypropane, diethylene glycol, alkylphenol ethoxyate	Vegetable Seed Oil	Ammonium Sulfate	Ammonium Sulfate	Ammonium Sulfate + Surfactants
Non-ionic surfactant and antifoaming agent	Cottonseed oil-based adjuvant and diluent	Liquid AMS water conditioning agent	Concentrated multi-function spray adjuvant, water conditioner, defoamer, drift retardant	Dry, water soluble blend of AMS, nonionic surfactant, deposition aide & antifoaming agent
Improves the effectiveness of certain post-emergent herbicides, desiccants, defoliant, insecticides, fungicides, acaricides, miticides and nutrients, to enhance activity.	Use wherever an oil-based adjuvant is desired and with low-volume applications.	Use with herbicides, defoliant, and desiccants whose activity is enhanced by the addition of AMS.	Use with herbicides, defoliant, and desiccants whose activity is enhanced by the addition of AMS.	Use with herbicides, defoliant, and desiccants whose activity is enhanced by the addition of AMS.
4 - 8 fl oz				
4 - 8 fl oz	1 - 2 qt. ²			
1 - 4 pints	1 - 2 qt. ²	2½ - 5 gals.	2 - 4 qts.	17 lbs.
1 - 4 pints	1 - 2 qt. ²	2½ - 5 gals.	2 - 4 qts.	17 lbs.
Provides a more uniform distribution and better wetting of the plant surface.	Improves spreading and reduces evaporation of crop protection products.	Improves effectiveness of herbicides sensitive to hard water.	Improves effectiveness of herbicides sensitive to hard water.	Improves effectiveness of herbicides sensitive to hard water.
1 qt.	2.5 gals.	2.5 gals., 1 pint	2.5 gals	51 lb. bag

¹ Pesticide labels have precedence over any other labels. ² Rates per acre.

New Winter Fertilizer Blend Helps Keep Turf Green All Season

Iron and nitrates promote plant health and color

Landscape professionals and turfgrass managers in the Southwest now have an exciting new way to help maintain superior conditions and appearances all year-round: It's Fertilzona's latest granular turf fertilizer, Furst®-Class 21-4-4 with 10% iron. The new blend is a custom winter mix specifically designed to provide optimal seasonal nutrition and better visible results.

"Superintendents are always looking for ways to keep that rich green in their turf throughout the winter," said Craig Allen, Branch Manager, Fertilzona – Fennemore, "and this product will provide exactly what they need."

Furst-Class 21-4-4 is based on an homogeneous NPK fertilizer from Yara, a leading innovator in nutrient ingredients. Known as YaraMila®, it is a precisely balanced, split nitrogen fertilizer formulation that contains the most highly efficient sources of N, P and K available.

Then the added iron in Furst-Class 21-4-4 goes a long way in promoting green color in turf and landscapes. Iron is an important

component to help plants produce enzymes and proteins involved in nitrogen metabolism and chlorophyll synthesis. A telltale sign of iron deficiency in turfgrass is random yellow mottling.

"The ten percent iron and 9.5 percent nitrate nitrogen levels in this product are the real keys to making it more effective," Allen explained, "and the potash supports plants' tolerance of stress and disease."

"The turf response has been excellent, and the color is nothing short of perfect," said Luke Beardmore, Senior Vice President of Agronomy, Construction & Landscape for OB Sports Golf Management. OB Sports is responsible for turf conditions on dozens of golf courses across 14 states.

"The Furst-Class 21-4-4 has been a game-changer at several OB Sports properties," he added. "We are so pleased with this product that it is now part of OB's standard agronomic plan at all of our courses."



Better granules

Another important advantage with the new Furst-Class 21-4-4 blend is its improved product form. It features a smaller (average particle = SGN 280) and more consistent prill size, which enhances its spreadability and general effectiveness. Every homogenous granule contains the same balance of N, P and K, ensuring uniform distribution and no nutrient segregation. Its beneficial handling characteristics include reduced dust.

"The new 21-4-4 blend with iron replaces an earlier version that was a very popular product," said Tyrell Currie, Marketing & Safety Director, Fertilzona, "but the improved blend features a balance of nitrate and ammonium nitrogen to make it more effective."

Patented technology

The Furst-Class 21-4-4 fertilizer also offers the benefits of Fertilzona's own Furst® nutritional technology. Based on a patented, proprietary blend of amino acids and proteins, the Furst Technology helps fertilizers to activate key biological and environmental responses in plants. When fertilizer granules are impregnated as part of the Furst blending process, they become more effective in their ability to deliver nutrients efficiently and enhance plant performance.

On turfgrass and landscapes, that specifically means the Furst-Class 21-4-4 blend will promote stronger root systems, improved fill-in, better green-up and increased overall plant health. The Furst Technology also enables Fertilzona to create a wide range of other custom turf blends that focus on particular regional or seasonal needs.

"This new blend has a lot to offer," added Allen. "It has more uniform prills, it's 80 percent homogenized and the iron helps to keep plants green in the winter. It's definitely a good fertilizer."

"If you are looking at improving your turf health and color," Beardmore said, "you should strongly consider this wonderful product."

Find the turf and landscape products and technical expertise you need this season by calling Craig Allen, Branch Manager, Fertilzona – Fennemore at 623.935.4252, or visit www.fertilzona.com.



Aiming Higher

Dan McDougal knows just what his growers need

Everybody aspires to take their careers to new heights, but sometimes that literally means being in the same height, at a different place. Dan McDougal, Certified Crop Advisor, Fertilzona - Willcox, is proof of that.

"I grew up on a farm in Northern Utah, and then I worked at the same elevation there that we have here in Arizona: 4200 feet," he explained. "So when I joined Fertilzona and started working in this area, I was already very comfortable about making recommendations to my customers and giving them advice."

Specifically, McDougal serves growers who produce mostly corn, alfalfa, oats and barley. Because the area around Fertilzona's Willcox location is so well-suited for forages and winter grasses, McDougal's previous experience with those crops made him a perfect fit for the region when he moved here in 2008.

"I had to learn about a few new things like cotton and pecans, but most of what I deal with was very familiar to me," he said. "I'm also lucky to work with some absolutely wonderful growers who trust me and treat me right."

"I'm lucky to work with some absolutely wonderful growers."

- Dan McDougal, Certified Crop Advisor, Fertilzona - Willcox

When asked why he moved to Arizona after living and working for so many years in Utah, McDougal said with a chuckle, "It's a long story." But the short version is that he and his family felt ready to make a change, and they liked the Southwest. Dan and his wife, Patti, have been married for 26 years, and they have two sons and two daughters.

As for his personal interests, McDougal said he doesn't really pursue any hobbies, although he enjoys hunting and off-road dirt-biking with his sons when he can. "I've got so much business lately, there's not much time for anything else," he said, "but that's a good problem to have."



In Memoriam: Jean Roark

The Fertilzona family lost a dear member earlier this year with the passing of Jean Roark, an accounting clerk at our Fennemore location. Jean, who had been with the company for 26 years, lost her battle with pancreatic cancer at the age

of 59. Among her many acts of kindness, Jean had devoted much of her free time to HopeKids, an organization providing support for children with life-threatening illnesses. She is survived by two daughters, three grandsons, and many loving friends.



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