



Contact your local office to return any unused cottonseed ASAP.

# GROWING SMARTER

News & Information To Help You Grow

## High Energy, Low Water: The New Breed of Forage Sorghum

### Fertizona's Ferti-Graze BMR Technology

With significant increases in palatability, digestibility and efficiency, Fertizona's genetically engineered Ferti-Graze BMR is a new, improved sorghum-sudan hybrid seed product that's sure to get two thumbs up this summer.

#### Something Old, Something New

There's nothing incredibly exciting about sorghum-sudan grass; it's been around as long as cattle, sheep and goats have been eating it. However, there is something innovative about the technology used to produce Fertizona's Ferti-Graze BMR. Thanks to more than 20 years of research, this new hybrid provides high-quality crops that require half as much water as alfalfa, corn or other conventional feed products.

According to Ricky Rice, a technical support associate with Garrison & Townsend Inc., the secret to the new hybrid's success is a gene called brown midrib.

"The addition of brown midrib to the sorghum reduces the lignin content, which is the primary factor limiting the amount of forage fiber digestion," Rice explains. "With the brown midrib trait, the plant offers higher levels of digestibility. Overall, we're able to produce a high-energy, high-quality feed with half the amount of water."

Gene Kempton, Fertizona's Seed Products Manager, agrees, adding, "It also requires half the amount of seed, which means we're getting the same amount of production with fewer input costs."

Sorghum plants naturally require less water than most feed products. "The problem prior to the advent of brown midrib was that although sorghum was drought and heat tolerant, the quality was not as good as



The brown stalk is a high-energy sorghum containing less lignin content, which makes it more digestible.

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### New State, New Name. Same Superior Service.

Maybe you noticed a new logo—Compton Ag Services—featured in our last newsletter. Compton Ag Services is now an affiliate of Fertizona, and it's under that name that we've expanded into the state of California.



In California, we currently have one branch in Blythe. We're also eager to begin construction of a new

facility in Imperial Valley in the near future. Many of you from that area may know the Compton Ag Services facility in Blythe under a previous name. To those of you, we want to say that we sincerely hope the transition has been seamless. We also want to assure you that you can expect the same great service found at any of our locations.

For those of you already familiar with Compton Ag Services, you'll notice many familiar faces, as a number of the employees at our new locations are the same people who have been serving your growing needs for years. We have faith they'll continue to provide you with the best prod-



*Jim Compton is the president of Fertizona and the founder of Compton Ag Services.*

ucts and services for your operations—because that's the promise Fertizona was founded upon.

**Jim Compton**

### High Energy, Low Water: The New Breed of Forage Sorghums

*(Continued from page 1)*

alfalfa or corn silage," Rice says. "Now we have a product that's just as good, and we're saving farmers money, too. With today's high water costs, producing forage on half as much water equals substantial savings."

#### Not Your Father's Sorghum-Sudan Grass

Fertizona's Ferti-Graze BMR sorghum-sudan grass is nothing like the sorghum-sudan grass from years ago. "This premium summer annual hybrid has excellent hay quality, heavy pasturing, superior drought tolerance and broad adaptability," Kempton says. Ferti-Graze BMR also provides increased utilization and effectiveness.

"For years, sorghum was considered a rescue crop during water shortag-

es or used as a supplement because it didn't have enough energy content alone," Rice explains. "For this reason, there were—and still are—a lot of misconceptions about the new hybrid. It's a matter of educating growers that sorghums containing

the brown midrib trait now produce a feed-worthy crop that does not need to be supplemented with corn or alfalfa." ▲

#### Times, Technology Have Changed

*The new sorghum seeds of today require a different planting approach. If you're used to using old sorghum seeds, it's likely you planted 100 pounds or more per acre. Now, with new hybrid sorghum seeds such as Ferti-Graze BMR, you should back that number down to 25 pounds per acre.*

*Kempton explains why. "At higher seeding rates, growers tend to suffer heavy stand loss and quality due to lodging. If the plant lodges, it dies. In one case, we had 95% stand loss with a grower who planted 100 pounds to the acre. Given this, we recommend a lighter seeding rate."*

*This means that planting less sorghum seed helps you save on water, seed, and fertilizer. It prevents stand loss, too!*

## Golf Fertilizers In The Southwest Three Specified Solutions for Golf Applications

To help golf course superintendents in the southwest battle dry-weather problems like poor water quality and deficient soil, Fertilzona and Compton Ag Services offer three distinct fertilizer products.

### Cal-Cite Calcium

Golf course superintendents often struggle to get enough calcium into the soil. And that's where Cal-Cite Calcium can help. Jeff Plotts, golf course superintendent at TPC Scottsdale, has used the product successfully for years. "Cal-Cite Calcium is an extremely available source of calcium that helps overcome the salinity problem in our soil," Plotts says. "The calcium also helps to create a better soil structure."

Jim Montgomery, owner of Greensmiths, agrees, and adds: "Cal-Cite Calcium raises calcium levels without raising the pH, which helps displace built-up sodium levels in the soil."

### General Application Guidelines:

Application rates for each product will vary depending on the golf course; however, the following should serve as a general guideline.

#### Cal-Cite Calcium

For the straight product, use 5-10 pounds per 1,000 square feet. For the blend, use 250-400 pounds per acre

#### pHairway (15-0-0-49)

Work with your Fertilzona rep to test your water to determine an ideal fertigation rate.

#### N-Control (28-0-0-28)

Add about 6 gallons per acre per month.

A dry, granular fertilizer, Cal-Cite Calcium comes in two varieties: a straight formulation (38.8% calcium) that's ideal for greens and a blended version with pasteurized poultry manure (23% calcium) that can be used effectively on all turf terrains.

### pHairway

"pHairway is the closest man-made additive to try to copy rain water," explains Fertilzona-Fennemore's Tim Lowry. "It's a liquid fertilizer that's injected directly into irrigation systems."

Kenny Watkins, golf course superintendent at Firerock Country Club, has experienced great results. "We use almost 100% effluent water, which is high on salt and causes problems," he says. "But pHairway has really opened up the soil and helped in the areas with a lot of salt build-up. We're seeing those white soils disappear. We're also seeing fewer puddles, and it's helping our bunkers drain better, too. I'm really impressed."

Of his experience, Plotts says: "pHairway is a great water treatment product for the high pH levels in the water, and it also benefits the soil."

### N-Control

Watkins has also been impressed with N-Control. "It's a liquid fertilizer that provides the benefits of



Kenny Watkins at Firerock Country Club uses pHairway and N-Control to keep his course green and healthy.

nitrogen and N-pHuric acid with zero volatilization or leaf burn," Lowry says.

Of his experience, Watkins shares: "We're currently transitioning from ryegrass to bermudagrass. With N-Control, we get the slow release of the nitrogen, plus a low pH of 1 is helping buffer the water. Together with pHairway, we're getting a better transition overall."

Gari Scherting, golf course superintendent at Palm Valley Golf Club, has experienced similar success. "Our soil structure has loosened up a bit, helping with water drainage and leaching of salts. It also helped with growth this winter. Everything greened up and grew faster, when ordinarily it's so slow that time of year."

Plotts is a passionate advocate of all three products. "The proof is in the pudding," he says. "When you decide to use these products, you're going to see results."

For more information, please contact your local sales rep. ▲

## These Herbicides May Well Rescue Your Cotton



We offer herbicides that work effectively on morningglory and other invasive weeds.

There's good news for cotton. We offer a number of powerful herbicides to help growers in Arizona, California and New Mexico win the weed battle.

### GoalTender® & Goal® 2XL

GoalTender and Goal 2XL are selective herbicides used for broadleaf control in layby applications for cotton. GoalTender is a 4-pound formulation offering broad-spectrum weed control with no noticeable odor and reduced lift-off potential. Goal 2XL is a 2-pound product.

"GoalTender and Goal 2XL offer great burn-down activity, plus they provide residual activity," says Doyle Stewart from Fertizona-Buckeye. "In particular, GoalTender also is much less volatile and has greater soil activity, too."

GoalTender also can be used for pre-emergence control of annual broadleaves in pre-transplanted cole crops including broccoli, cauliflower and cabbage.

### Roundup® WeatherMAX™

Roundup, which contains the active ingredient glyphosate, is a powerful

and reliable herbicide. "Roundup became an even stronger herbicide choice when Roundup Ready® cottonseed was introduced," says Ben Hoyler, an independent pest control advisor with Fertizona. "It allows cotton growers to apply an over-the-top application of Roundup herbicide without harming the developing cotton plants."

Now a new cotton gene is making Roundup herbicide even more flexible. Roundup Ready Flex® cotton offers even greater tolerance to glyphosate than Roundup Ready cotton, which allows growers to make over-the-top applications without plant-size restrictions and higher use rates of Roundup WeatherMAX. "Now, with Roundup Ready Flex cotton, growers can go over the top within a wider time frame during the growing process," Hoyler says.

In addition to Roundup, we also offer generic glyphosate herbicide products such as Credit, which are also effective in treating broadleaf weeds and grasses.

### Herbicide Rates & Costs

Rates may vary based on soil texture and plant populations. Consult your label or contact your sales rep.

#### GoalTender & Goal 2XL

Rate: 0.37 lbs. a.i./acre

Cost: \$16.65/treated acre

#### Roundup WeatherMAX

Rate: 22 oz./acre

Cost: \$7.90/treated acre

#### Staple LX

Rate: 3.8 oz./acre (by itself)

Cost: \$28.50/treated acre

Rate: 1.7-3.8 oz./acre (when mixed with glyphosate)

Cost: \$12.75-\$28.50/treated acre

#### Direx 4L

Rate: 1.6-3.2 pints/acre

• Cotton must be 12" tall; Pima cotton must be 20" tall

Cost: \$4-\$8/treated acre

#### Chateau

Rate: 2 oz./acre

Cost: \$10.62/treated acre

#### Caparol 4L

Rate: 1-1.3 pints/acre (chemical hoe)

Cost: \$3.75-\$4.88/treated acre

Rate: 2.4-4.8 pints/acre (layby)

Cost: \$9-\$18/treated acre

Rates and costs may vary.

### Staple® LX

Staple LX is a new liquid formulation designed specifically for post-emergent applications with Roundup in Roundup Ready Cotton. Staple LX also can be used on any and all upland cotton varieties including LibertyLink. Containing the same active ingredient as DuPont™

Staple® herbicide, Staple LX provides effective annual morningglory control.

“Staple LX was introduced in spring 2006 and is a liquid product,” says Jeff Pacheco, DuPont’s District Sales Manager for central/eastern Arizona. “The liquid formulation allows growers to measure out the exact amount that they need to get the job done, versus the former water soluble bag packaging. It’s very flexible.”

Fertizona-Fennemore’s Jim Osborn, a pest control adviser, agrees, say-

### **Key Characteristics At-A-Glance**

#### **GoalTender & Goal 2XL**

- Provides excellent burn-down and residual activity.

#### **Staple LX**

- Flexibility—can be used over-the-top in seedling cotton and post-direct in any upland cotton varieties including Roundup Ready and LibertyLink.

#### **Direx 4L**

- Offers good contact and residual morningglory control.

#### **Roundup WeatherMAX**

- Allows for applications during later stages of plant growth on new Roundup Ready Flex cotton.

#### **Chateau**

- Reliable, residual control without lift-off or leaching concerns.

#### **Caparol 4L**

- Economical choice for reliable control in pre-plant, chemical hoe and layby applications.

ing, “Staple is a proven performer. It should be used to treat annual morningglories at the 1 to 2 true leaf stage.”

#### **Direx® 4L**

Direx is a good choice for layby cotton treatments for pre- and post-emergent control of morningglories and other broadleaf weeds. The product’s main benefits include being safe on cotton and providing extended residual control.

“The ideal timing is when growers are applying their last herbicide application before the cotton canopy comes,” Pacheco says. “This will likely be sometime in June. Once the application is made, I recommend that growers irrigate every row within four days to activate the herbicide for pre-emergent control.”

#### **Caparol® 4L**

This selective herbicide is an economical yet effective product that controls a wide spectrum of broadleaf culprits including annual morningglory, pigweed and ground cherry. Available as a liquid, Caparol 4L is easy to mix and apply.

“It can be applied either before or after weeds emerge,” Osborn says. “Perhaps best of all, Caparol 4L can be used effectively on cotton during three different timings: during pre-plant, using a chemical hoe mixed with a contact herbicide and in layby.”

#### **Chateau®**

Chateau Herbicide helps keep cotton fields free of morningglory, spurge, pigweed, purslane and lamsquarters without lift-off or leaching concerns. It contains flumioxazin, which speeds and broadens the weed spectrum of

*We also recommend Supr-Spred and Burn-It with all of these herbicides.*

burn-down herbicides and provides enhanced residual control.

“Chateau should be tank-mixed with MSMA or glyphosate,” says Stewart. “For shielded sprayers, apply the herbicide when the cotton is at least 6 inches tall. For layby, apply it when cotton is at least 18 inches tall and has 4 inches of bark.”

For more information, please contact your sales rep. ▲

### **Interesting Facts**

- The United States is home to 70 percent of the world’s worst weed species.
- Of the 30,000 weed species in existence, about 1,800 lead to substantial economic losses in crop production and approximately 300 species plague cultivated crops throughout the world.
- According to a 1998 study, herbicides represent 58 percent of all pesticide sales in the U.S.

Staple LX is a registered trademark of E.I. DuPont. Direx 4L is a registered trademark of Griffin LLC. GoalTender and Goal 2XL are registered trademarks of Dow AgroSciences LLC. Chateau is a registered trademark of Valent U.S.A. Corporation. Caparol 4L is a registered trademark of Syngenta Group Company. Roundup is a registered trademark of Monsanto Company.

## FINANCIAL HELP

### Fertizona Offers Financing Program

#### Benefits Include Lower Interest Rates, Longer Repayment Terms, Flexible Maturity Dates

Reducing costs in today's farming economy is important to growers. Sometimes growers need their supplier to carry their account beyond the usual 30-day terms due to circumstances beyond their control.

When this happens, it often strains budgets and costs growers additional interest expenses. In the past, most growers would have been at the mercy of the principal lending institution for extensions or credit line increases.

Given all this, Fertizona saw the need to provide short-term financing to help growers make smart choices in times of need.

**A number of our locations also accept Visa and Mastercard, as an alternative to this financing option.**

This is just another way we're putting our 'Smart Options, Smart Choices' initiative into action.

#### Designed As A Supplement

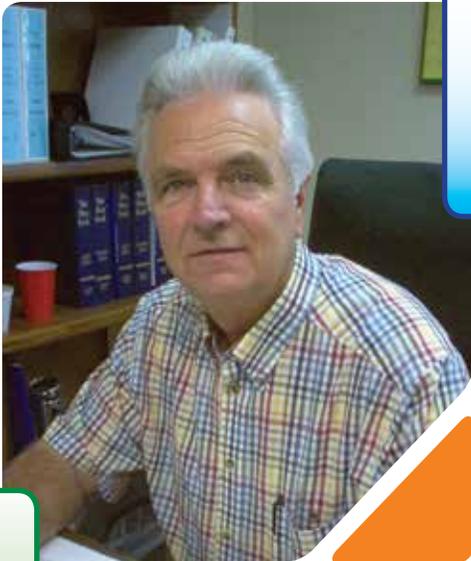
Lamont Lacy, Fertizona's Credit Manager, explains that the company's financing program is designed to function as a supplemental loan program. "Our financing program is not designed to replace the operating loan or line of credit the grower has with his primary lender; rather, it's designed to supplement the existing loan," Lacy says.

The Fertizona finance program is an operating loan with crop terms that allows Fertizona, when necessary, to carry accounts for customers at a reduced

interest rate as opposed to carrying an open account in past-due status.

**Financing Benefits Overview**

- Available for all products
- Longer repayment terms
- Lower interest rates
- Flexible due dates
- Quick, easy application process



Lamont Lacy is Fertizona's Credit Manager.

The program is also flexible, giving growers the ability to work with Fertizona to select the most appropriate maturity date. "We can also help arrange a maturity date that fits your particular situation, if necessary," Lacy adds.

For more information, contact your local Fertizona representative or call Lamont Lacy at 520-836-7477.

### Our New Employees

We would like to welcome the following people to our team.

- |                         |                               |
|-------------------------|-------------------------------|
| Jaime Ramos             | Ag Express, Reactor Assistant |
| Tim Carr                | Ag Express, Driver            |
| Salvador Garcia         | Blythe, Driver                |
| J. Ian John             | Blythe, Ag Salesperson        |
| Shayne Brady            | Brawley, Ag Salesperson       |
| Ricardo Flores Saldivar | Buckeye, Applicator           |
| Francisco Alvarado      | Buckeye, Yard Assistant       |
| Lou Hodge, Jr.          | Buckeye, Driver               |
| Rico Peña               | Casa Grande, Driver           |
| Hector Cervantes        | Fennemore, Yard Assistant     |
| Lynn Coppinger          | Fennemore, Customer Service   |
| Jon Jantzen             | Fennemore, Yard Manager       |
| Wesley Green            | Willcox, Driver               |
| Brian Daley             | Yuma, Ag Salesperson          |

## MEET YOUR REP

### Jim Compton Sr. All In The Family

They say the apple doesn't fall far from the tree. A good example of this statement in action is Jimmy Compton Jr. and his father, Jim Compton Sr. Though his son Jimmy started Fertizona in 1980, Jim Compton Sr. has had an astounding impact on the development of the company over the years.

Born in Texas in 1929, Compton moved to Arizona at an early age. "I came here when I was five years old," he explains. "I grew up in Pinal County around Coolidge. That's where I went through grade school and two years of high school. Then, I finished high school in Buckeye."

*"We do a better job taking care of their needs, keeping the equipment up, getting it delivered on time. What makes any company successful is the service you provide to customers. You have to know what you're doing."*

#### The Great Outdoors

Compton's father owned a grocery store, which moved the family around quite a bit. Although he helped his father at the store while growing up, Compton felt more comfortable outdoors and eventually got a job where he spent most of his time outside.

"I worked on a ranch as a cowboy for three or four years. I couldn't make any money at that though, so then I worked for Arizona Public Service for about 9 years. I was a

truck driver and worked on a line crew."

Seeing great potential in the beef cattle market in the Buckeye area, Compton then started a store that sold supplies to feed lots. He eventually started a fertilizer business shortly thereafter. With a loan for \$1,000 from the First National Bank of Buckeye, he opened Jim Compton's Fertilizers in 1963. After 12 years, Jim Compton sold this business for a sum of \$2 million dollars. Not bad for a \$1,000 investment.

#### Looking To The Future

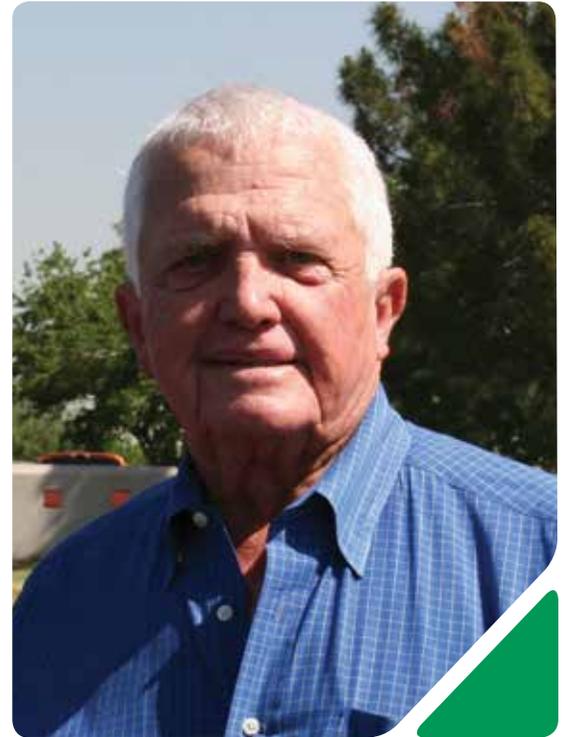
"Several years after selling the fertilizer business, Jimmy had graduated from U of A and I kept asking him what he wanted to do," Compton says. "He said, 'Well, I'll do what you did, dad.'"

At that point, the father and son team began looking around the state for opportunities.

"We bought the AgChem division of Arizona Feeds and started back into fertilizer. That's how it evolved to the Fertilizer Company of Arizona, or Fertizona," Compton explains.

Since then, Fertizona has grown to 10 locations, including one in Blythe, California under the name Compton Ag Services. According to Compton, providing outstanding service to growers has been key to the company's success.

"We do a better job taking care of their needs, keeping the equipment up, getting it delivered on time,"



*Jim Compton Sr. has played an integral role at Fertizona for more than 25 years.*

Compton says. "What makes any company successful is the service you provide to customers. You have to know what you're doing."

These days, Compton worries more about his golf game than the business, which has always been managed skillfully by his son Jimmy. As a member of Wigwam Golf Club, Compton gets out on the course about three times a week and spends a lot of time in San Diego with his wife.

"I've been married about 40 years," Compton says. "Her name is Marjorie. Jimmy is my only son, and he and his wife Cindy have two great kids. My son and his wife are very fortunate." ▲

## LOCATIONS

### Fertizona—Casa Grande Main Office

2850 South Peart Road  
Casa Grande, AZ 85222  
(520) 836-7477

Dennis Osborn—Crop Protection  
Gene Kempton—Seed Products  
Jimmy Compton—Crop Nutrition  
Lamont Lacy—Credit Manager  
Larry McGee—Lawn & Garden  
Jeffrey Benge—Fertizona Controller  
Barb West—Compton Ag Services  
Controller

### Fertizona—Buckeye

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

### Fertizona—Fennemore

17102 West Olive Avenue  
Waddell, AZ 85355  
(623) 935-4252  
Craig Allen—Manager

### Fertizona—Roll\*

4212 South Avenue 39E  
Roll, AZ 85347  
(928) 785-9016  
Doug Canan—Manager

### Fertizona—San Tan

San Tan Industrial Park  
Sacaton, AZ 85247  
(520) 836-0103  
Tom Montoya—Manager

### Fertizona—Thatcher

4257 US Highway 70  
Thatcher, AZ 85552  
(928) 428-3161  
Steve Marshall—Manager

### Fertizona—Willcox

512 East Maley Street  
Willcox, AZ 85643  
(520) 384-2264  
Lee Walker—Manager

### Fertizona—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  
Call Bill Jarman in the US at  
(520) 281-7388  
Call Jose Muñoz in Mexico at  
011-52 (662) 280-0121

### Compton Ag Services— Blythe\*

19751 South Defrain Boulevard  
Blythe, CA 92225  
(760) 922-3117  
Tim Walsh—Manager



Fertizona accepts Visa  
and MasterCard.

\*Unavailable at these locations.

Fertizona now offers competitive  
financing programs with crop terms

Send address changes to: Ty Currie,  
Fertizona, 2850 S. Peart Rd., Casa Grande,  
AZ 85222 or [tcurrie@fertizona.com](mailto:tcurrie@fertizona.com)

[www.fertizona.com](http://www.fertizona.com)

[www.comptonag.com](http://www.comptonag.com)



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