



GROWING SMARTER

SUMMER 2021 • Issue No. 63

NEWS & INFORMATION TO HELP YOU GROW

Supporting Healthy Growth In The Nut Industry

Arizona is a welcoming environment for pistachios

The phrase “health food” conjures up many different ideas for people, but one item that deserves to be on the list is pistachios. Not often thought of as more than a tasty snack, pistachios are packed with nutrients associated with healthy eating. They’re high in fiber, antioxidants, unsaturated “good” fatty acids, potassium, and vitamin B6.

In terms of benefits, that means pistachios can aid in digestion and help to lower blood pressure and other risks of cardiovascular disease. Pistachios also have fewer calories and more protein than most other nuts.

With so many positive attributes, it’s no surprise that pistachio consumption has been

rising steadily for the last few years, as more consumers learn about these healthy nuts.

“Their marketing people are doing a great job,” said PCA Tyler Smith, Fertizona – Willcox. “Pistachios are a very hot commodity right now, especially in Asia.”

The increased demand for the nuts is significant for Tyler, because he calls on a number of growers in Cochise County who represent around 5,000 acres of pistachio trees. The exact current acreage of pistachio orchards in Arizona is hard to gauge, because the last USDA census was in 2017. At that time, it was estimated the state had about 9,000 acres of pistachios, which was triple the number recorded in 2002. The figure today is probably closer to 10,000 acres.

Part of that growth is due to some pistachio operations shifting from California to Arizona in recent years. The conditions in the Willcox area are ideal for the climate-sensitive trees.

“Pistachios are a very hot commodity right now.”

- PCA Tyler Smith, Fertizona - Willcox

“The more the merrier,” Tyler said. “When new growers move here, I get word-of-mouth referrals from my other customers.”

Story continued on page 2

IN THIS ISSUE:



3

Market Update
Fighting on your behalf



4

Operations Overview
Reliable delivery service keeps growers supplied on time



6

Performance Profile
Fertizona adds another smart organic option



7

New Product Spotlight
New Blackout™ naturally increases plant uptake and utilization

Riding the Storm Out

How do you feel when somebody says, "There's good news and bad news"? That's often the set-up to a joke, but it can also apply to our everyday lives.

For example, the Covid pandemic of 2020 is finally winding down, and that's truly good news. Many things are getting back to the way they used to be, like restaurants, ball games, meetings, movies, churches, and stores.

But there's bad news to go with that return to normal: We are now in the land of shortages. Covid shut down factories and mills around the world, while many others ran at partial capacity. Businesses everywhere have experienced shortages of materials, components, finished goods, delivery drivers, and on and on. The effects send ripples throughout the economy.

At Fertiliza, it feels like we get a new surprise every day. We have shortages in basic chemical ingredients, common fertilizers, finished pesticides, plastics for our bottles and bags, trucks to deliver or check fields with, and even wooden pallets.

Almost everything is harder to get. That means demand is outpacing supply, which leads to inflation. The Labor Department recently reported America's inflation rate had surged to 5% over the past year, the biggest 12-month spike since 2008. That trend will continue as buying increases.

Shortages and inflation affect you, as a grower, with higher costs for fuel, pesticides, and fertilizer, scarcity in equipment, and difficulty finding good employees.

Fortunately, Fertiliza is managing to stay ahead of those setbacks to keep our products going out the door, and our proven business strategies help to keep our prices as competitive as possible.

Success in agribusiness requires a special ability to adapt and roll with the punches, so we'll all keep fighting through these latest challenges. And as always, please remember that Fertiliza is here to support you however we can.

Thank you,
Casey



Casey Compton, President
Fertiliza & Compton Ag Services

Story continued from cover

"These growers are breaking new ground here, and they're very calculated in how they farm," said PCA/CCA Vern Johnson of Arizona Agricultural Solutions in Willcox. "Our goal is to help these operations achieve the highest degree of production as soon as possible."

A pistachio orchard is unquestionably a long-term investment. In most cases, peak nut harvests don't come until the trees are several years old, and then they are alternate-bearing, generating strong production one year and little the next.

In general, pistachios are hardy trees, but a lot of inputs are required during those early years of growth, including fertilizers, insecticides, herbicides, fungicides, and more. Customized nutritional programs can be created based on needs determined by soil and tissue samples. Fertiliza is well-equipped to provide all of those products and services.

"One thing I recommend is to use a calendar-based preventive treatment program of

fungicides," Tyler noted. "That way you stay ahead of the game and never get caught off-guard."



One disease problem Tyler sees lately is Septoria leafspot, a common fungus that affects plants around the world. First confirmed in the Southwest in 2008, the disease spreads quickly, and if left untreated, it can lead to defoliation.

"Fortunately, it's a simple pathogen to control," Tyler said, "and Fertiliza has many effective foliar sprays."

When applying chemicals, consider including Fertiliza's new SmartLine® Super 7 adjuvant. Super 7 is a low-foam surfactant that promotes uniform distribution of sprays to increase their effectiveness.

"It's an acidifier, penetrant, spreading agent, and drift-reducer," said Dennis Osborn, Fertiliza's Crop Protection Sales Manager, "and it's really good on tree crops."

Although pistachio trees may have been cultivated in Asia for thousands of years, they're a much newer crop in the U.S. The nuts weren't seriously produced here until the late 20th century, and Fertiliza is proud to be part of pistachios' success since then.

"We're positioned as the industry leader here," added Vern, "and growers count on us for support."

For more information about producing pistachios or any tree crops, talk to your local Fertiliza or Compton Ag office, or visit www.fertiliza.com.

Fighting On Your Behalf

Arizona legislators promote key agricultural supports

In every aspect of life – a family, a team, a business, etc. – it’s always important to have people “on your side” who share your goals and support your efforts. That’s especially vital in government issues, where policy decisions can affect who benefits from which programs or funds.

Our agriculture industry is extremely fortunate to have two such advocates from District 13 in the Arizona legislature: State Senator Sine Kerr from Buckeye and State Representative Tim Dunn of Yuma. Mr. Dunn is a third-generation farmer and owner of Dunn Grain Company, while Senator Kerr is a longtime dairy producer. They both readily emphasize that their backgrounds and awareness of relevant challenges enable them to be better supporters of Arizona agribusiness.

“Thanks to my personal experience and perspective, I have a passion to work to protect agriculture,” said Senator Kerr, “and to help make sure it continues to thrive in Arizona.”



“It helps to have someone on the inside with an ag background.”

**- State Representative
Tim Dunn, Yuma**

There’s a long list of important issues facing state lawmakers, but some of the most pressing are immigration and water. As the levels in Lake Mead continue to drop and the state faces mandatory water cutbacks, politicians and other stakeholders are diligently pursuing new strategies and contingencies.



“We’re always working on water issues, and it helps to have someone on the inside with an ag background,” said Representative Dunn. “We want to educate people on how to work smarter and harder (with water efficiency).”

“We’re looking at all aspects of water usage, and some of the greatest minds in the world are working to come up with solutions for the future,” added Senator Kerr. “We’re national leaders in water management, and ag technology is pioneering new levels of efficiency.”

Among the ambitious water-use innovations currently being pursued are pipelines to divert spring floodwaters from the Midwest, desalination facilities, better use of reclaimed water, and more.

Immigration is another constant challenge demanding Southwest politicians’ attention and energy.

“It’s actually two separate issues, and it can get confusing,” explained Dunn. “We need the workers with H-2A visas during the winter harvest, but then we also have to deal with the illegals.”

“It’s definitely a crisis, and it’s frustrating,” agreed Senator Kerr. “We’ve passed legislation to support border security, but we need immigration reform that reflects our specific crops and state needs. There’s no one-size-fits-all program.”

While many vital situations facing Arizona growers and lawmakers seem to be far from solved, our state legislators can be proud of several impressive legislative wins in recent years, such as funding for a “healthy forests” initiative to reduce fire risks, a new bill to increase broadband access to rural areas, and other beneficial achievements.

For example, Representative Dunn noted the success of a “nuisance” bill designed to discourage frivolous lawsuits against agriculture, plus his 2019 bill which eliminated sales tax on fertilizer and pesticide. (“We want to keep our farmers competitive,” he added.)

As Senator Kerr summed up, “There’s always something rolling through.” But whatever the issue, it’s a great comfort to know you have someone fighting for your interests. Somebody on your side.

AG EXPRESS



Reliable delivery service keeps growers supplied on time

The Covid pandemic of 2020 affected everybody somehow, often indirectly. Many ripple effects were felt throughout the economy because of "supply chain disruptions" – in other words, people couldn't get the products or raw materials they needed in an effective, timely manner. Some everyday items that we never suspected would be in short supply were suddenly very hard to obtain, and many businesses suffered as a result.

Thanks to Ag Express Trucking in Casa Grande, Fertizona helps to assure those hang-ups don't impact the growers we serve.

"Our job is to handle logistics for our customers in a timely manner," said Bernie Vargas, manager of Ag Express. "We go where we're needed, and whatever the request is, we make it work."

The company has a fleet of eight trucks – tanks, flats, and a van – and about 20 trailers. Ag Express can handle both liquid and dry fertilizers in bulk as well as pallets of bagged and packaged products, including chemicals, seed, and fertilizer.

"By taking over the transport of our crop protection products and fertilizers, it allows us the ability to get things where they need

to be, when they need to be there," agreed Brian Daley, Director of Marketing at Fertizona, "and then we're not at the mercy of other freight companies."

In addition to versatility and a broad range of hauling capabilities, Ag Express prides itself on keeping its equipment up-to-date and well-maintained, which provides a greater level of reliability for any delivery services.

"The communications aspect of our business is critical," Bernie explained. "We work with Fertizona sales reps to match our products and deliveries to customer locations on specific dates, and then we schedule the deliveries to arrive as soon as possible."

"Whatever the request is, we make it work."

**– Bernie Vargas
Manager, Ag Express**

Ag Express has a team of eight full-time drivers, which makes it easier for Bernie to coordinate complex scheduling and assign the many various shipments as needed by priority.

"It changes every day," he added, "but it's not unusual for us to deliver over to California, down to Mexico, and to farms far up north

and east in Fertizona's territory."

Ag Express was founded about 30 years ago, evolving from an idea first conceived in 1991. Its main purpose has always been to provide dependable delivery services for Fertizona customers, and transportation is still its only business.

Bernie has been with the company for three years -- starting out as a driver – and now handles a variety of management and dispatching responsibilities. ("It's kind of hard to describe my role," he admitted). Over the years, Ag Express has naturally expanded its fleet and staff a number of times, and it's become a valuable go-to service for Fertizona and our customers.

"It's a great company, and we have a lot of good co-workers," Bernie said in conclusion. "I'm really happy to be here."

For more information about the capabilities and services of Ag Express Trucking, talk to your local Fertizona representative, or visit www.fertizona.com.

Mastering A Smooth Transition

Armando Jáuregui proves his adaptability

There's an old expression about someone being "a tough act to follow," meaning the next person in line after an impressive performance has more pressure to be really good. That's sort of the case with Armando Jáuregui. He has taken over the responsibilities of Joann Sowers, who retired from our Yuma office after many long years with the company.

The transition has worked well, but it didn't exactly go as planned. When Joann originally announced her intention to retire in 2020, she personally recommended Armando to take her place.

"I've always liked computers and I'm good with math, so Joann picked me to train for the position," he recalled. "She said it would probably take about a year or more to teach me everything."

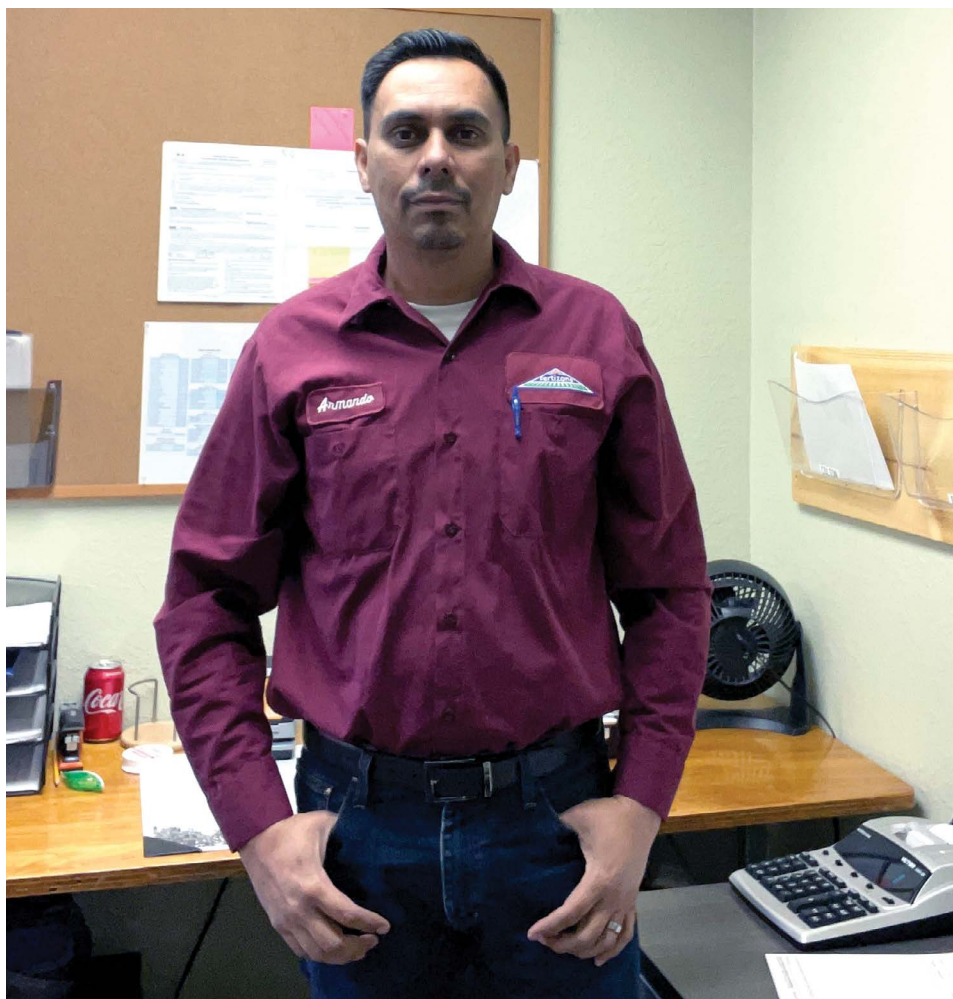
However, as the Covid-19 outbreak began, Joann decided to start her retirement early and said good-bye to Fertilzona. That left Armando to step into the job without the benefit of a full training period.

"I'm lucky that I catch on quick and have a good memory," he said. "Joann taught me a lot, but I'm still learning."

Although his title technically is "Office Clerk," it doesn't come close to describing the many key functions Armando provides every day.

"I do quite a lot of things," he explained. "I coordinate deliveries of fertilizer and chemicals, process accounts receivable, do tonnage reports, handle cash deposits, and I meet with growers and managers."

That versatility means he's an essential factor in providing our customers great products and service. Armando actually began working at Fertilzona as a driver four years ago, but his other abilities and motivation made him a great candidate to replace Joann.



"I love it here."

- Armando Jáuregui; Office Clerk, Fertilzona - Yuma

"I was raised to be a hard worker," he said, "and in my old job, I got a lot of comments about my good people skills."

Armando was born in California but raised in Mexico. His father was from Texas, and he made sure his children were comfortable speaking and writing in both English and Spanish. When he was 23, Armando and his family moved to Arizona. It was here that he met his wife, Nuvia Cordero Lopez, and they've now been married for 18 years. Armando and Nuvia have three children: Armando, Jr., Monserrat, and Mia Isabella.

As for his spare time away from the job, Armando admits he doesn't like to sit still.

"I'm always working on projects around my house," he said. "Right now, my son and I are building a gazebo in our yard, and I'm installing an outdoor sound system."

Obviously a man of many talents, Armando enjoys using his high energy level to support Fertilzona. We're grateful to have him, and we wish him continued success.

"I love it here," he said. And when asked about the transition to his current position, he added with a chuckle, "Well, there are no complaints yet."

Fertizona Adds Another Smart Organic Option

“Organic growers need more good fertilizers that comply.”

– Casey Compton, Fertizona



New PBO Soy 6.25-0-0 avoids common risks

The demand for organic products keeps increasing, and growers are always looking for new certified, compliant options to support and enhance their operations. Fertizona continues to address those demands with our latest effective product choice: new PBO Soy 6.25-0-0 fertilizer.

Using a high level of nitrogen derived from soy protein hydrolysate, and containing only other plant-based ingredients, PBO Soy 6.25-0-0 fits a special need in the nutrition programs of organic operations that put extra emphasis on food safety.

“Many organic growers use animal-based fertilizers such as manure, blood meal, or fish meal, but they can pose certain health risks for problems like Listeria and E. coli,” said Casey Compton of Fertizona. “Our PBO products — which stands for Plant-Based Organic — are formulated specifically to avoid those problems.”

Also containing beneficial amino acids, PBO Soy 6.25-0-0 is certified by OMRI (Organic Materials Review Institute), meaning it has been independently evaluated and deemed appropriate for organic uses. The USDA requires that processors of organic products be certified by an accredited agency.

Another advantage is that PBO Soy 6.25-0-0 provides the convenience of being applied through sprinklers or drip irrigation systems.

Based on USDA census data, there were approximately 5.5 million acres of certified organic farmland in America in 2019, and some estimates say that number is growing about 14 percent every year.

“Organic growers need more good fertilizers that comply,” noted Compton, “and PBO Soy 6.25-0-0 is an excellent option.”

To learn more about our beneficial organic fertilizers, contact your nearby Fertizona or Compton Ag location, or visit www.fertizona.com.

PBO Soy 6.25-0-0

6.25-0-0
GUARANTEED ANALYSIS
Total Nitrogen (N) 6.25%
6.17% Water Soluble Nitrogen
0.08% Water Insoluble Nitrogen



Derived from soy protein hydrolysate.

Information regarding the contents and levels of metals in this product is available on the internet at <http://www.aapfco.org/metals.html>

Improve The Performance of Your Fertilizers and Chemicals



New Blackout™ naturally increases plant uptake and utilization

Sometimes the agriculture industry benefits from a discovery that literally comes right up out of the ground. That's essentially the story behind Fertilzona's amazing new Blackout premium humic acid products.

Blackout is a unique blend of humic acid, fulvic acid, and freshwater carbons, which are naturally occurring compounds that result from decomposing organic matter and protein hydrolysates in the soil. As natural chelators that keep nutrients available to plant roots, the rich humic and fulvic acid molecules in Blackout increase the efficiency and efficacy of fertilizers and crop protection products by making them more absorbable and mobile, while the freshwater carbon stimulates soil microorganism activity in the soil.

In other words, Blackout helps nutrients and chemicals to penetrate into your crops more readily and more thoroughly. With that enhanced uptake and efficiency, Blackout promotes crop growth benefits such as buffering salts in the soil, minimizing plant stress, and improving the soil structure, which helps with water-holding capacity in soils.

Maximizing the ways that plants utilize whatever you apply on them will help you produce crops with both higher yields and quality.

"We've already had great results on different crops across the state, in some substantial operations," said Brian Daley, Director of Marketing at Fertilzona, "particularly in alfalfa, corn and cotton."

Blackout is available in several convenient forms. Blackout liquid is a special humic acid solution which works as a stand-alone product or blended with fertilizer as part of a standard fertility program; microbial-stimulating Blackout Dry is a granular formulation which can be spread with granular fertilizer; and Blackout+ is a combination of Blackout humic acid and *Ascophyllum nodosum* seaweed.

"These products are great for our desert crops and soils."

**- Brian Daley,
Director of Marketing, Fertilzona**

"The synergy we see by combining humic and seaweed is really impressive," added Brian. "Blackout+ is the Cadillac in the product line, and quickly becoming the top performer."

Fertilzona has a depth of experience with similar products, as shown by our well-known Ful-Proof® uptake enhancers. Fulvic and humic acid have always occurred naturally in soils and plants,

but their tremendous value in crop production has only been recognized and appreciated in recent years.

Although Fertilzona is confident and enthusiastic about new Blackout, Brian said a few growers might be skeptical at first.

"Some people had bad experiences before with insoluble humic solutions that settled into a gel," he explained. "There was kind of a 'snake oil' feeling after certain companies overpromised how their humic products would perform."

Fertilzona's exclusive formulations have eliminated those problems.

"There aren't any insolubles in Blackout," Brian added. "It should run through drip or spray irrigation lines with no problem."

Since humic and fulvic acids are all-natural and come right from the ground itself, they're compatible with most fertilizers and crop protection products, although a jar test is always recommended.

"Blackout fits in a lot of places," concluded Brian. "Whether a grower wants to give the crop a boost with Blackout Liquid or remediate the soil with Blackout Dry, these products are great for our desert crops and soils."

For more information about Blackout products and their benefits, contact your Fertilzona rep or nearby location, or visit www.fertilzona.com.

© 2020 Fertilizer Company of Arizona, Inc. All rights reserved. Blackout™ is a registered trademark of Fertilizer Company of Arizona, Inc. Always read and follow label directions.



New Hires

Armando Jimenez Jr.
Casa Grande

Gilberto Alcalá
Roll

Armando Acosta
Yuma

Isaiah Vanausdal
Buckeye

Michael Cole
Fennemore

Sean Clarke Jr.
Casa Grande

Taylor Terry
CYC Solutions

Katie Feenstra
Casa Grande

Jack Dodge
Thatcher

Marcela Ortiz
Casa Grande



2850 S. PEART RD.
CASA GRANDE, AZ 85193

PRE-SORTED
FIRST-CLASS
U.S. POSTAGE
PAID
PHOENIX, AZ
PERMIT NO. 1273

Return Service
Requested

LOCATIONS

Contact Your Local Office For All Your Growing Needs

CASA GRANDE

Main Office
2850 South Peart Road
Casa Grande, AZ 85193
(520) 836-7477

Dennis Osborn
Crop Protection

Tyke Bennett
Seed Products & Fertilizer Bagging

Jimmy Compton
Crop Nutrition

Shea Nieto
Credit Manager

Jeffrey Bengé
Financial Controller

BUCKEYE

26705 West Baseline Road
Buckeye, AZ 85326
(623) 386-4491

John Haggard, Manager

FENNEMORE

17102 West Olive Avenue
Waddell, AZ 85355
(623) 935-4252

John Haggard, Manager

ROLL

4212 South Avenue 39E
Roll, AZ 85347
(928) 785-9016

Jared Osborn, 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

Kent Cleckler, Manager

YUMA

4290 East County 10½ Street
Yuma, AZ 85365
(928) 344-9806

Brad Brchan, Manager

COMPTON AG SERVICES

19751 South Defrain Boulevard
Blythe, CA 92225
(760) 922-3117

John Haggard, Manager

AG EXPRESS

15472 West Jimmie Kerr Boulevard
Casa Grande, AZ 85122
(520) 876-9982

Bernie Vargas, Manager

CYC SOLUTIONS

3085 North Cessna Way
Casa Grande, AZ 85122
(520) 316-3738

Tanner Nelson, Manager

FERTIZONA DE MEXICO

Camino al Tazajal No 18 Col. La Victoria
Hermosillo. Sonora. Mexico. CP. 83304

Casey Compton (U.S.)
(520) 510-5054

Gilberto Gil (Mexico)
011-52 (662) 280-0121

Send address changes to:

Brian Daley
2850 South Peart Road
Casa Grande, AZ 85193-9024
bdaley@fertizona.com



Fertizona and Compton Ag Services accept MasterCard, Visa, Discover and American Express.

© 2021 Fertizona.
All trademarks are the property of their respective owners.



www.fertizona.com
www.comptonag.com