

Fertrell Notes & Quotes

1946-2006

The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks

In the past newsletters, we have focused on the life in the soil. We tried to illustrate the importance of each specie to the total soil life community. In this newsletter, we want to discuss some issues designed to affect the organic world.

For many years it seemed like an impossible dream. The dream of successful, profitable farming, a time when farmers could feel good about their profession.

When their income was more then their out go. Profit was not an illusionary term.

Natural and organic production is rapidly coming of age. Like a beautiful flower that moves toward maturity, this method of production continues toward adulthood. Of most excitement are the benefits being accumulated in our soils. The improvement to our environment, and the products offered for consumers is reward enough for early advocates of these concepts.

There is a downside to this spectacular growth in volume and profit. We have attracted the giants in industry by the profits generated. The lure of money has created some serious threats to the dedicated pioneers of natural and organic production. Convictions to produce top quality produce, meat and eggs are being compromised.

All this is being done under the desire of cheap food, purport rated by huge industrial giants who boast of big profits. Profits that are put out of reach of the grower.

Cheap food has for years been the theme song of big government. Cheap at the expense of hard working Americans. Cheap in quality, cheap in production, but not so cheap in health and well being. Obesity rages out of control as our bodies crave good nutrition.

But it must be cheap.

When Kraft foods, Dean Foods, Dole, Wal-Mart and many others want into the fray, can it be for anything but money? Organic dairy farmers are being urged to form big marketing groups ----- is it in their best interest? Marketing strategies are beneficial, but the original producer can tell the true story.

Benefits of good nutrition will last a life time. Profits may not. Dedication to the well being of my neighbor must be our highest goal.



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This months product special

Nutri-sil: \$5.00 per bag off through end of September.

Dave Mattocks

Knowing when to harvest corn silage and preserve it properly.

It's that time of the year again. The question asked is, when do I harvest my corn for silage? This year we have had many challenges to deal with. Sometimes we had too much rain and sometimes the temperature was too high for the animals comfort, and ours for that matter. The protein and the energy in pastures were not what they should have been.

As you look to your corn silage harvest this year lets get the best possible product in your silo, bag, or trench. As you take time to walk your fields and monitor the growth and as it starts the dry down process, you need to look at two areas on the corn plant that being the stalk and the ear. The stalk is a good visual from a distance but I feel is the least accurate. I recommend pulling some ears off, snapping them in half, and checking if the kernel is fully dented, and if the milk line is a third of the way down the kernel, it is time to start harvesting. You should be done harvesting by the time the milk line is at the half way point.

This year with all the hard rains we had, I would recommend cutting the corn stalk at 12 to 14 inches high. You might say that is leaving to much stalk in the field. But how much good feed value is in that part of the stalk? This years' first crop of hay already has plenty of fiber in it and you don't need any more. What's the cost of molds and toxins to the performance of your herd's health and the loss of milk in the tank? When it rains hard, any bacteria that are on the surface of the soil will splash up on the stalk and will stay there and get into your silage.

The quality of your silage—and how much of feed that you put into the silo will be preserved, depends mainly on what kind and how many bacteria are present. These bacteria — some desirable, some not — start converting carbohydrates into various substances as soon as forage is chopped. The desirable bacteria include those that produce lactic, acetic and propionic acids that preserve silage. Unfortunately, other bacteria are also at work turning out such products as butyric acid, carbon dioxide and runoff water. In the process, these bacteria as well as fungi consume much of the energy value in the forage. NUTRI-SIL is a probiotic forage inoculant containing selected live micro-organisms. NUTRI-SIL directs and controls the fermentation process by providing these selected bacteria that produce lactic, acetic and propionic acids. These organisms are viable (live) and become active when exposed to the warmth and moisture of the forage. They are present in overwhelming numbers

(91,000,000,000 CFU's per lb.) assuring fast and controlled silage fermentation. When added at either the chopper or silo-filling stage of the harvesting operation, NUTRI-SIL "seeds" or inoculates the forage with millions of live, beneficial organisms. These organisms naturally perform the fermenting process. The bacteria rapidly convert nutrients in plant juices to lactic, acetic and propionic acids. As the acids form, the pH level of the silage lowers to about 4.0 in 7 to 10 days. At this point, all bacterial growth stops and the process stabilizes. Normally, this process takes about 21 days, without NUTRI-SIL use. Because the action of an inoculant is multiplied many thousands of times by natural reproduction of the bacteria, NUTRI-SIL is the most effective and efficient aid to fermentation. As you can see there are many benefits to getting the corn silage in on time and preserving it properly.

For more information contact your Fertrell dealer or your local sales representative. Always remember happy healthy cows equal a happy farm family and a profitable farm enterprise.

Don Brubaker



NUTRI-SIL
Forage Inoculant
Special on Nutri-
Sil \$5.00 off per
bag through end

Mineral Needs for Dairy Farming by Jeff Mattocks

There are many variables to feeding dairy cows. Each breed, Jersey, Holstein, Belted, Shorthorn, etc., have slightly different nutritional needs due to their production combined with milk components. Beside these variables you also have the farmer variable as well. Each farmer has slightly different goals, expectations, limitations and attitude. Some wish to maximize production, some don't, and some just want healthy animals; but all would agree they wish to be profitable to some degree.

Dairy Farmers need to honestly establish production and profitability goals based on the willingness of 3 things, Personal Efforts/Labor, Feed Input Cost, Soil Input Cost. These 3 things will determine the overall success of an operation. If you are interested you can do a self-evaluation to determine your desired level of profitability. Evaluate yourself in each of the 3 categories:

- Personal efforts/labor** 2-20 scale as efforts weigh twice as much as the other inputs.
-How much extra are you willing to do over the required basics of Milking and feeding?
- Feed input expense** 1-10 scale-How much money are you willing to spend to correct possible imbalances in the diet?
- Soil input expense** 1-10 scale- How much are you willing to spend to make corrections in your soils for more and healthier crops?

<u>Personal Effort</u>	<u>Feed Input Cost</u>	<u>Soil Input Cost</u>	<u>Profitability</u>

Fill in your values under each category and add them across. In the profitability category divide your total by 3 to achieve overall profitability or success. This too would be measured from a scale of 1-10. 1 being very low profitability or success rate and 10 being the highest possible profitability.

I illustrate this simple exercise to point out that you can't get more out of what your doing than what you are putting into it. Example, an empty bucket will remain empty until someone puts something into it. Remember, $0 + 0 = 0$ or anything multiplied by 0 still equals 0. I would also like to point out that input costs, most of the time are directly connected to quality of the ingredients or inputs. Beware, this is not always the case; there are slick salesmen who would tell anything to sell their products.

Nutritionists, place a great deal of emphasis on correct mineral balance and how the mineral requirements change throughout the growing season and stage of production. That is why a nutritionist likes to make rations or specific diets for young animals, developing animals, bred non-producing animals and production animals. The younger and non-producing animal diets don't change as frequently as production animals, but they should have a summer/grazing diet and a stored feed winter diet. Milk-producing animals should have at least 4 rations during the year. Winter stored feed, early spring pasture ration, mid summer pasture/stored feed ration, fall flush pasture ration (much like early spring ration) and back to the winter stored feed ration after forage samples are taken so the ration can be balanced.

Free choice minerals are important. I refer to free choice minerals as my accuracy thermometer. If my balanced ration is fairly correct or close to the needs of the animals they will not eat or eat very little free choice minerals. Robert Patton, PhD- Dairy Nutrition, has told me the University of Michigan did a study on the usage of free choice minerals. He said that 12% of the test herd of 100 animals ate 80% free choice minerals. They also discovered the 12% that ate the free choice minerals were the lowest producing group of the 100 studied animals Which all of this would make sense as they do not have the Dry Matter intake demand of higher producing animals thus having more time to goof off.

All of a cow's minerals realistically cannot be supplied through free choice methods. Some of the dietary requirements should be included into the supplied diet or daily supplement mix. This allows more time for foraging and the filling of the dry matter requirement.

Everything in a dairy cows diet has a balance proportionate to something else in her diet. Much of which is very in depth for most farmers to manage. They are usually busy trying to grow and harvest crops while maintaining healthy and happy animals. But as with any living creature balanced nutrition is very important for optimum health. We should all keep in mind the best health input is healthy soils making healthy food. It all starts at the soil level.

To illustrate the average mineral requirements for a farm, I have developed a spreadsheet to show the amount of minerals that leave the average 50 cow dairy farm per year. This farm would already have perfectly balanced and healthy soil, so the only need would be to replace what has left the farm. You can figure out where you fit in. My point is if you take without returning the bank gets empty. It takes a while and maybe you won't see it in your time but mining the soil has been occurring since the pilgrims landed at Plymouth Rock.

Jeff Mattocks

Average Mineral Exports

Milk Production	50 Cow Herd	Milk Mineral Content	Annual Per Cow Milk Minerals	Total Milk Minerals	Average Fat	Total Fat	Average Protein	Total Protein
15000	50	0.70%	105	5250	3.70%	555	3.0%	450
16000	50	0.70%	112	5600	3.70%	592	3.0%	480
17000	50	0.70%	119	5950	3.70%	629	3.0%	510
18000	50	0.70%	126	6300	3.70%	666	3.0%	540
19000	50	0.70%	133	6650	3.70%	703	3.0%	570
20000	50	0.70%	140	7000	3.70%	740	3.0%	600
21000	50	0.70%	147	7350	3.70%	777	3.0%	630
Cow Body Weight	Cull Cows, 25%	Total Weight Cull Cow	Mineral content	Total Minerals	Total Mineral Exported from 50 Cow Dairy per Year- 7271 lbs			
1350	12.50	16875	1%	168.75				
Calves weight	Bull Calves sold	Total Sold Calf	Mineral content	Total Minerals				
100	25	2500	4%	102.5				

Upcoming Events:

- **Annual NODPA Field Days August 18 & 19, 2006**
Organic Dairy Research Farm,
University of New Hampshire, Durham, NH
- **Central New York Farm Progress Show Sept 13 - 14th, 2006, Mohawk, NY**
- **2006 Northeast Small Farm & Rural Living Exposition and Trade Show—Sept 16, 17th 2006** Sussex County Fairgrounds, Augusta, NJ
- **14th National Small Farm Trade Show & Conference November 2-4, 2006,** Boone County Fairgrounds, Columbia, MO
- **PA Energy Fest—Sept. 22-23rd, 2006,** Kempton Community Center, Community Drive, Kempton, Berks County, PA
- **2007 Winter Conference & Eco-Marketplace March 1-3, 2007,** Is moving to Springfield, MA
- **Pennsylvania Association for Sustainable Agriculture (PASA) February 1, 2, 3rd 2007,** State College PA
- **Midwest Organic & Sustainable Education Service (Moses), February 22-24, 2007,** LaCrosse WI

Fall Lawn Special

Coming in August

- * Fall Lawn Treatment to help reduce weeds in the Spring
- * New economical blend with added calcium benefit
- * Easy application—less dusty
- * Natural product—no special application license needed
- * Great for residential application, as well as in and around pools, parks, athletic fields, schools, nursing homes, day care centers etc, without the worry of chemical odors and side effects
- Won't burn grass

For more information, please contact:
Your Local Fertrell Service
Representative.



Tips from the Front



The most effective way to place orders!

When placing orders for Fertrell Products the following will be the most effective ways to place orders. Orders should be placed as follows:

- 1st - Your Fertrell Service Representative
- 2nd - Direct orders are best placed by Fax or Email
- 3rd - Verbal or Phone orders are best given to Beth or Theresia

Faxed or Emailed orders are absolutely the best, this provides a hard copy record of the original order. In the event of an incorrect order shipment, this provides proof or documentation of the original order. Verbal or Phone orders tend to have higher error rates than any other form of ordering. The errors occur due to either office personnel being distracted by other office functions or the customer forgetting to order the item. Order errors are most often caused by changes to order after the initial order has been placed, as this creates multiple pieces of paper for one order. Please try to have all items that you wish to order ready at the same time to minimize confusion and errors.

The most effective way to obtain pricing!

Along similar lines of thinking whenever requesting a price for products, the best source of pricing will be:

- 1st - Your Local Fertrell Service Representative.
- 2nd - Beth or Theresia at the main office.

Support and Technical staff individuals will not have all of the appropriate pricing available to quote product pricing accurately and most likely will transfer you back to Beth or Theresia. Our technical support team is specialized in answering and resolving technical difficulties only and are not the best for product pricing or ordering.

Lets talk Shipping!!!

Drop Shipments:

Our shipping department processes UPS/Fed Ex shipments by 8 am EST each morning. We need your order by close of the previous day. You may also fax your order to 717-367-9319.

This also applies for UPS/Fed Ex quotes: they are being processed while the shipping department is sending the orders for the day. Quotes requested during the day will be answered next business day. We thank you for your understanding in this matter.

In order for all of our employees to have the opportunity for a lunch break, the office and plant are closed from 12:00 - 12:30 PM EST. We Apologize for any inconvenience.

Dealer's News from the Field:

This section will include news from the field. Deadline for submission will be the 10th of the month. Please keep your information brief and to the point. Fax into the office at 717-367-9319 att: News from the Field. Or e-mail news@fertrell.com Note: Please see our website for dealer addresses and phone numbers of a dealer near you.

Congratulations to the following new dealer:

DELAWARE: Grizzlie's
Landscape Supply 20144
John J Williams Hwy, Lewis.
DE 19958 (800) 355-4544



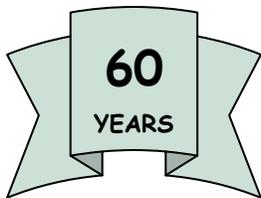


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FAX 717-367-9319

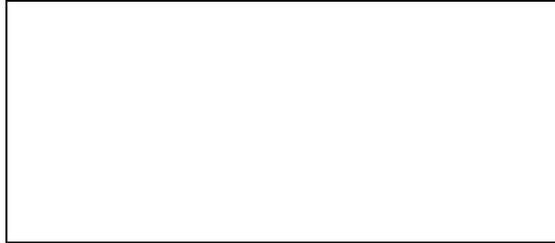
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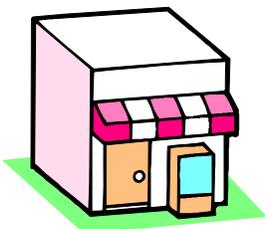
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The Farmer-to-Farmer Market Place:

Connecting farmers to farmers for products they have to sell or need to buy. **You must be a Fertrell customer and any crops or animals must have been fertilized or fed with Fertrell products.** We will not get involved in any monetary transactions. The ad may contain grains, forages, cows, equipment, Include name, address, email, phone #, type of product, and any information that is pertinent to the ad. First come first served. **The ad will be run one time and then you will need to resubmit if you wish it to be included again.** Email jeffmat-tocks@fertrell.com or don@fertrell.com or call the office at 717-367-1566 by 10th of month before publication.



ORGANIC, FINISHED PIGS, BROILERS AND STEWING HENS. Call Benuel M. Stoltzfus, Honeybrook, Pennsylvania (717) 768-3437 for Pricing.

NATURAL PRODUCE FOR SALE: Donald C. Merritt & Son, 2919 Harford Road, Hydes, MD 21082 (410) 592-2467.

ORGANIC BALAGE FOR SALE. Call Tom and Sally Brown at Shiprah Farm, Groton, New York (607) 898-4401 for Pricing.

CERTIFIED ORGANIC HAY FOR SALE: 1st cut alfalfa, small square bales, contact Pete Fake at (717) 244-3641, PA. Also first year transitional oats and beans

CERTIFIED ORGANIC HAY FOR SALE 1st and 2nd cutting, small square bales, Call Gordon Dodson Lafayette, Indiana 765 742-5111

ORGANIC STRAW FOR SALE Call Vaughn Sherman at Jerry Dell Farm, Dryden, New York (607) 844-8289 for Pricing.

Transitional Hay, Straw and Corn Fodder for sale. Small bales, quantities available. Call Howard Deshong (717)587-9450

Poultry Processing Equipment. Ashley, Pickwick, Featherman, Poultryman pickers and scalders. Vacuum packing machines, shrink bags, knives, kill cones and any equipment for poultry processing. We ship anywhere; Jim McLaughlin Cornerstone Farm Ventures 1-800-249-1585 or on the web at www.chickenpickers.com