



Fertrell Notes & Quotes

The Fertrell Company:
A Friend of Nature Since 1946

Luann Brubaker, Editor

Notes from the President's Desk: Dave Mattocks

Time waits for no one and farming is not an exception. Agriculture is persistent in completing it's mission of reproduction.

Crops in much of our sales area are growing well. Our customers continue to display encouraging enthusiasm as some markets begin to fall. We have continued to make growth into new markets. New product development comes with these new markets.

Our direction continues to include the improvement of soil biology, continuity of soil life, and harmony within soils. When our soil performs with good production, life is good....Happiness cannot be far away for any and all growers. Whether we have lawns, gardens or large farm enterprises, beauty is always in the eyes of the beholder. May your efforts be richly rewarding this year.

Dave Mattocks



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SPECIAL NOTICE TO OUR CUSTOMERS: please CALL your certification group to see if products are approved by them for certification, do NOT call the Fertrell office for this information.

Fertrell Rep Hits Local TV Station for Gardening Program:

In May, TV channel WYOU, Wilkes Barre, PA, ran the final drawing for a riding lawn mower. The contest had been running for one month, sponsored by Jonal's Lawn and Garden, Carbondale, PA. **Jonal's is a Fertrell dealer.** Each night after the weather segment, a NE PA town was featured with the temperature for that town and the date. Viewers were invited to send in a postcard with that information on it for a chance to win the lawn mower. Two days before the end of the contest, the news hour producer decided to add a panel to the news program for viewers to call in and ask their lawn and garden questions. The panel consisted of the owner of Jonal's, Dan White, the Forester for the city of Scranton, and our own **Fertrell distributor for NE PA, Richard Tregidgo, North Slope Farm in Pleasant Mount.** The viewer call in session lasted for one and a half hours. The phone never stopped ringing. All this activity occurred in the news "studio" during the broadcast. The studio was actually more like a warehouse—the walls were painted black, wiring, cameras, other sets were all around. Promptly at 4:45 pm, the studio came to life. The weatherman came in straightening his tie, asked for us to pronounce our names and at 5:00 pm the producer counted down 10-9-8-----3-2-1, lights for the news set came up and we were on the airways. What a "hoot"—we had a chance to meet our local TV personalities and talk to hundreds of viewers about organic lawns and gardens.

Upcoming Events:

NOFA SUMMER CONFERENCE: 32nd annual Summer Conference from August 10-13, 2006, Amherst, MA, for more information call 978-355-2853 or email at nofa@nofamass.org.

Organic Vegetable Production under Tunnels using Fertrell Fertilizer July 14, 6pm at Aaron Zook, 284 Zooks Lane, Leola, PA 17540, for more information call 717-656-2469. A Fertrell Rep will be at this activity.

NEW PRODUCT:

Crab Meal in 5# bags:

Per request from our dealer, Lou Caperoon in Linglestown, PA, we are now bagging crab meal in 5# heat-sealed bags for use on your tomato crop to prevent blossom end rot, because Crab Meal raises the calcium level in your soil without changing the pH of your soil.



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 jeffmattocks@fertrell.com or don@fertrell.com or call the office at 717-367-1566 by 10th of month before publication.

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: Luann. Note: Please see our website for dealer addresses and phone numbers of a dealer near you. **Congratulations to the following new dealers:**

ALABAMA: An Environmental General Store Amy Vickers, 2805 18th Street South, Homewood, All 35209 205-862-6206 Store 205-871-9282

KENTUCKY: Lothar Bauman 209 Fee St, Berea, KY 40403 859-986-7627
Eden Organic Trading 6655 Delaney Ferry Road Ext, Versailles, KY 40383 859-979-0543

Robin Verson 8707 Breeding Road, Edmonton, KY 42129 270-437-0576 Hhcsa@scrtc.com

NEW YORK: Homestead Pet & Farm Supply 3 Railroad Street, New Berlin, NY 13411 607-847-6174

NORTH & SOUTH CAROLINA: Deep Roots Mkt 3728 Spring Garden St, Greensboro, NC 336-292-9216 Ext 14
Madison Farms 258 Carolina Lane, Marshall, NC 28753 828-649-2411
Aiken Organics 930 Springfield Church Rd, Trenton, SC 29847 803-643-8667

SEMEN FOR SALE: Osborn dale Ivanhoe Sire X 94 Excellent Dam, 14 yr old, still producing. Bull is Plus Fat and Type, average Milk production. Daughters are extra long with outstanding udders. \$5.00 per straw, contact Levi G. Fisher, (Lancaster County, PA) 717-786-3601, leave message.

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.

10 JERSEY-CROSS HEIFERS FOR SALE: contact Daniel Allgyer, Kinzers, PA at 717-442-0132.

NORTH DAKOTA: Benjamin Dagley 3329 29th Street, New Salem, ND 58563 701-663-8958 msdscqr@juno.com

PENNSYLVANIA: Brandt's Farm Supply 601 E. High Street, Elizabethtown, PA 17022 717-367-1221

Joe A. Byler RD4, Box 241, Sugar Grove, PA 16350, 814-757-9253.

Dayton Feed Mill 213 Main Street, Dayton, PA 16222 814-257-8812

McCartney's Feed & Hardware 1683 Airport Road, Fedonia, PA 16124 724-475-3215

White Barn Garden Store 991 Warm Spring Road, Chambersburg, PA 17201 717-261-1010

TENNESSEE: Bountiful Blessings Farm 654 Dry Prong Road, Williamsport, TN 38487 931-583-2701

VIRGINIA: Peter Barthelson BGE 9317 Green Meadows Road, Warrenton, VA 20187 540-347-4740
Eilwood Thompson's Natural Foods Leigh Jackson 4 North Thompson St, Richmond, VA 23221 804-359-7525
Fancy Hill Plants LLC, David Frazier 3211 S. Lee Highway, Glasgow, VA 24555 540-463-9108 / 463-4556 (H)
Merci Farm 155 Granville Meadows Dr, Lebanon, VA 24266 276-889-3438

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

Special Notice to Dealers:

Inventory Management of Fertrell Products By Don Brubaker: From time to time the question is asked about the date on the bag and the shelf life of our products. Our Animal nutritional products have been tested and are 100% till 6 months of age. Our fertilizer line is good for 12 to 18 months depending on the levels of nitrogen in the product. This being since nitrogen will oxidize and become unavailable; most other ingredients are of the mineral type and do not oxidize.

At The Fertrell Company we are making products every day of the week and sending them out to you, our dealers, throughout the country. The sale and inventory management of those products becomes the responsibility of you, the dealer, at the time you take possession. The quality and freshness of the products are also your responsibility including the cost of vitamin booster packs. The dealers responsibilities are: Sales, Inventory, Freshness, Quality, Damage at your sight, and Returns. As a dealer of Fertrell products you can help by warehousing the products in a clean, dry, rodent-free environment this will ensure a clean, saleable product and a happy customer.

When you are placing an order with us, you can mix a skid or two to give you a larger product line to sell. I would encourage you to communicate with your customers to know how much and when they will be using a given product so you can have it there for them and keep it fresh also.

I would encourage you to build your business by having a booth at your local fair, by putting ads in local farm publications, by visiting farmers in your area, by making contact with stores that carry fertilizers, by making contact with feed mills in your area, and by having a store at your farm with preset hours.

Please feel free to contact me at the Fertrell office to discuss any questions and concerns you have in regards to this letter.

The Truth about Grit or "True Grit"

By Jeff Mattocks

During my time at the Fertrell Company and with APPPA, I have had the pleasure of talking to hundreds of different pastured poultry producers. Many of the conversations tend to have similar questions asked. A couple of which are: Why do my birds only grow to 3.5lb carcass weight? Why do I get Necrotic Enteritis? Why is my feed conversion so high?

These questions or problems tend to have a couple of possible common denominators. One of which is *Grit!* For quite sometime I took the use of *Grit* for granted until I started asking the question "Are you using *Grit*?" The responses I got from that question were absolutely amazing to me. I would hear "They get it from the ground" or "I feed Oyster shells" or "Do they need *Grit*?" or "They eat the gravel out of the driveway." After a few of these responses I soon realized that smaller scale poultry producers really didn't understand what *Grit* really is or what *Grit* is actually for.

With my wonderment I looked around for information regarding the use of *Grit*. There really wasn't any presented or easily available for the small backyard type producer. All of the larger scale producer technical manuals all recognized the need for *Grit* and for the need for different sizes of *Grit* for the different stages of development. One reference I found was Morrison's Feeds and Feeding, 22nd edition, copyright 1956, Page 941, paragraph 1514 and it says "*Grit* aids in the grinding of whole grain or other coarse feed in the gizzard. Also, crushed oyster shell or limestone grit furnishes calcium as it dissolves. Some limestone is too soft to be an effective grinding agent. Insoluble *Grit*, such as granite or quartz *Grit*, serves as grinding material, but not as a calcium supplement.

Experiments have shown that *Grit* should be supplied to laying hens, and that it is best to furnish hard *Grit* in addition to limestone grit or oyster shell. In Ohio Experiments, supplying layers with hard *Grit* in addition to limestone *Grit* or oyster shell increased the egg production 9.6 percent and reduced the feed requirement per dozen eggs 7.1 percent."

In Scott's, Nutrition of the Chicken, 4th Edition, by S. Leeson and J.D. Summers, copyright 2001, page 8, paragraph 2, says "*Grit* provides additional surface for grinding as acting to stimulate motility in the gizzard. The digestibility of coarse feed particles, such as whole grains, grain with minimal amount of processing, or pelleted feed, is improved by addition of *Grit* in the diet." Traditional Feeding of Farm Animals, by F.W. Woll, Ph.D., Original copyright 1915, page 338, paragraph 1, states "...the partially digested feed is passed on to the gizzard, an extremely powerful grinding organ having a tough and convoluted lining, where it is ground to a very fine state by means of the abrasive action of the stones or *Grit* which the fowl swallows. Pieces of glass have been taken from the gizzard of the chicken that were rounded on the edges and worn as smooth as though ground and polished by hand, and pieces of iron have been removed that had been bent double. Such instances give an idea of the toughness of the gizzard lining and the enormous muscular power of this natural grist mill."

Those references pretty well cover the need for grit. So let's tie in how not using grit applies to the producer questions I referred to previously.

1st "Why do my broilers only get to 3.5 lb carcass weight at 8 weeks?" Well there are several possibilities. Access to feed and water, I have been finding that the broilers are slightly over crowded and do not have enough feeder and water space. A good rule of thumb is to take the manufacturer's maximum recommendation and cut it in half. This will ensure enough feeder and water space for each season and growing condition. Inadequate feed will also cause the same results of low carcass weights.

Crowding at any stage of development will cause reduced growth rates. I have seen the addition of grit to a broiler diet contribute as much as $\frac{3}{4}$ - 1 lb of additional growth with no other significant changes to the growing environment. Stimulation to eat: if you haven't taken notice that every time you visit your chickens or add feed your chickens eat. Well if this is the case then why not fiddle with those feeders more often. The more you shake down or add feed the more often your chickens will eat. The more they eat the more they will gain, shortening the grow out period significantly. I now of Pasture Poultry Producer, growing broilers to 4.5 carcass weights by 6.5 weeks of age. (WOW) All because of more space—more feeder space, more water space and more per bird space.

2nd "Why do I have a problem with Necrotic Enteritis?" Necrotic Enteritis is generally caused from poultry eating feed from the bedding or floor, where it has been contaminated with pathogenic bacteria. It is then ingested causing a bacteria imbalance in the gut. Also a contributing factor to Enteritis is feeds that are ground too fine, particularly those containing wheat. Feeds ground too fine tends to slow down the digestive tract causing an impaction. This impaction area in the digestive tract will be an anaerobic fermentation region providing optimum environment for pathogenic bacteria already living in the digestive tract. These bacteria take over the majority of the overall gut population causing illness and gut wall lesions. Spoiled feed can also lead to Necrotic Enteritis, as it is already contaminated with pathogenic bacteria. Which increases the population of harmful bacteria in the digestive tract allowing a *hostile take over*. *Grit*, is extremely beneficial in keeping the digestive tract moving forward. Which reduces the possibility of impaction. Even the effects of enteritis can be reduced when grit is part of the diet.

3rd "Why is my feed conversion too high?" There are several potential reasons for poor feed conversions. Improper feed nutrient levels. Keep in mind that a chicken always eats for it's energy need, ONLY! It doesn't eat for protein or vitamins or minerals. When the bird's metabolism reaches the desired level of energy for the days activities it will stop eating. Balanced feed formulas are a must for good feed conversions. Incorrect feeder and water height can cause wasted feed. The edge lip of the feeder and water should be level/even with the average birds back, the area just at the base of the neck. Poor digestion, which is were *Grit* comes into play, going back to the reasons used under

necrotic enteritis. *Grit* keeps the digestive tract moving. *Grit* also aids in proper grinding of the feed to absorption size for better utilization. *Grit* is available in several sizes for different species at different stages of growth. You can get: pigeon grit, quail grit, broiler starter, grower, finisher grit, layer grit, turkey starter, grower #1, grower #2, and finisher grit. I am sure I missed a couple but you get my meaning—there is a grit for everything. All of the grits available that I am aware of are granite grits, one of the hardest stones that we know of. The hardness lends to the durability and how long it will last in the gizzard and how effective it is in grinding food particles. I feel that grit should be started at day 2 or 3 of life and be offered continuously throughout the life cycle. I have discovered that the more effective of a forager the bird is the more they require grit. Turkeys for example will eat nearly 1/5th of their entire diet as grit and turkeys are great foragers. Whereas a modern breed broiler may only consume 1/20th of their diets as grit, which are poorer foragers compared to turkeys. So depending on the instinct to forage will help you determine how much grit to expect your poultry to eat. Please never limit grit intake, they (your poultry) know what they are doing. Why else would they eat stones?

Unfortunately I have heard stories that the feed mill doesn't have grit or only has one size or wants to offer a substitute. Don't settle for something that is not right, keep looking or be insistent about grit.

Another fallacy that I am often privileged to hear is "they get all the grit they need from the pasture/dirt". For arguments sake, please go dig up the surface soil from 4 square feet, 1 inch deep. Then screen this topsoil for the stone particles in the soil. Then grade the different size particle to achieve the desired size for your poultry stage of growth. Let me know how much grit you find at the appropriate size. The exception to this would be if you were grazing a gravel pit, in which case there wouldn't be much grass growing. Point being I haven't seen too many soils that have enough of the right size stones to supply a pasture flock of poultry. I am sure someone will prove me wrong but it will only be one or two.

Lastly something to consider, is offering whole wheat in a separate feeder mixed with grit. Ratio of 4 parts wheat to 1 part appropriate sized grit. The reason being this will encourage more appetite, increase feed availability and cut down on your prepared feed expense. You should not see any decrease in weight gains or feed efficiency. Mostly the birds Love it! This can be started with turkeys at age 8 weeks, broiler starting in week 5 of grow out and layers throughout the summer when on good range as they will all balance their own diets pretty well.

Summation—*Grit* is very necessary, the ground doesn't supply enough of the correct size grit and other coarse material inputs like limestone and oyster shells are not hard enough to perform the grinding required.

Bottom line—Buy *Grit*, good hard Granite *Grit*, it doesn't spoil or go bad so buy a few years supply have Happy Chickens!

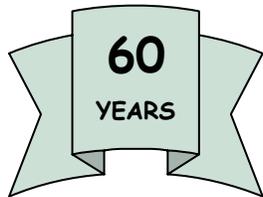


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Summer heat stress for all...notes from the editor

Summer is here at last, hot sticky days that make us wish we never wished for summer, but ahh the cool taste of homemade lemonade or some sun-tea with just the right amount of sweetness...these are reminders we all remember from childhood and try to pass onto our children when summer comes. How can Fertrell help you with heat stress on those hot sticky days?

For drought and heat tolerance, be sure you have on hand some liquid kelp and/or Liquid #3. For your small around the house and garden application, use 1 T per gallon of water, every 3 weeks applied as a foliar feed in the evening after the heat of the day is off of the plants. Pick your produce in the early mornings or later in the day. It not only is better for the produce, but better for you. And please remember to drink plenty of wa-

ter, not only do your plants need water to survive, but your body needs half your body weight in ounces of water per day in order to flush out the impurities and provide your blood with the fluid it needs to replenish the supply. Caffeine dehydrates, you need to drink twice as much water to make up for every cup of caffeinated drink that you have.

For your animals, always, always remember that you don't like to drink hot water and that you need to make sure all your farm animals as well as pets, have plenty of cool water. If you use black pipe for running water to your animals, bury it or cover it with straw. Black draws heat, white reflects heat, do what you need to provide them with quality cool water, as this also helps with feed intake and feed conversion. An ounce of vinegar per gallon of water

helps to thin the blood and keep animals cooler. When grazing your animals make sure your paddocks have shade from morning sun and shade from afternoon sun.

Now here's a breath of fresh air—mow high, and fewer times. When the grass is cut short it grows amazingly fast so it can produce more blades because blades convert sunshine into sugar. The fast growth uses a lot of energy and weakens the plant making it vulnerable to disease and pests. Tall grass is healthier and uses the extra sugar to make more grass plants and thicken the turf—the reason we see brown patches. Weeds also compete for sunlight. So set your mower high and have a cool glass of lemonade!

