

Fertrell Notes & Quotes

The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks

In many areas, the growing season is coming to a close. Vegetation will give way to weather designed to dispose of unwanted residues. While thoughts of harvest will be foremost in many farmers' minds, some will reflect on the season past. These reflections will result in determination to make some adjustments in plans for the coming season.

In the scheme of things, little thinking will be attributed to the farmer's greatest allies, the soil organisms. The members of the soil society continue to working and improving the environment in which they live. These improvements will ultimately benefit the farmer. The stronger the microbial network becomes the greater the efficiency of residue digestion and a reduction in predatorial pathogen survival.

Disease and many insects survive the winter (dormant) season in plant residues. When the spring season opens these insects and diseases become very aggressive, if they have not been digested and eliminated. Residue and pathogen digestion can be enhanced using liquid fish and molasses sprayed on the residue.

Some things to consider would include foodstuffs for these soil inhabitants. Cover crops using cereal grains has for many years given natural and organic growers extra benefits. They provide our friends of the soil some much needed protection as well as winter nutrition.

If you want to reach new goals in your farming, *enlist* the assistance of these soil microbes. Give them some incentives to produce and reproduce.



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This Months Specials This issue's special's are good through October 31st

Blue Label 1-1-1 Is a unique blend of rock powders and activators. Major emphasis is placed on time released phosphorus and potassium. The rock powders in Blue Label contain secondary nutrients (calcium, magnesium and sulfur) plus many trace minerals. An excellent soil builder where soil fertility is low or when nutrient maintenance is needed. Set the standard for lawn quality in your neighborhood - by using Fertrell Blue Label in the fall. - Disease, insect damage and Fungal problems go away when using Blue Label 1-1-1. **\$1.50 off per 50# bag**



RC Gold 4X is a concentrated formula that has all of the ingredients of Rumi Cult 40 at 4 times the strength. The 12.5 lb bag was developed to help fight rising transportation cost. A 12.5 lb bag replaces a 50 lb bag of Rumi Cult and the feeding rate of RC Gold 4X is 1/4 that of Rumi Cult.



Feed-N-Gro Plant Growth Stimulant made from fresh organic kelp seaweed, It is an excellent product to help grow healthier, greener plants faster. Will not burn your plants, and is environmentally safe. Great on house plants, when they need the extra boost, or when you want to increase flowering of the plant. F-N-G Plant Stimulant Be the envy of your friends and neighbors when you use Feed-N-Gro product. **\$1.00 off, 12 oz ready to use spray bottle.**



More About Minerals by Jeff Mattocks

Last time we addressed the need for minerals to balance livestock diets and methods for supplying minerals. I didn't address mineral quality factors, such as:

Bio-Availability or Absorption, Purity of source or where it comes from, and Associated Cost of mineral quality

A couple of times per year I will encounter customers who stops or quit using our products because a slick salesman offers something they say "is exactly the same" or "Just as good" as our Fertrell product. And when you are reading a tag comparing Calcium, Phosphorus, or other it may appear to equal in values. Is It?

-Did you know that Calcium Carbonate (feeding limestone) is believed to be 25-40% absorbable? We don't use any Calcium Carbonate (limestone) in any of our mineral formulas or fertilizer blends (unless customer requested) since the return of Aragonite.

-Did you also know that Aragonite (sea shell flour) appears to have a 60% plus level of absorption? Fertrell struggled for 2 years to import Aragonite again into the U.S. because we knew the value to both animals and soils.

-Did you know that not all Phosphorus sources come from the same Phosphate mine? Some mines have higher levels of impurities than others. These impurities are usually referred to as Heavy Metals.

-Did you know that Fertrell puts beneficial bacteria (probiotics) into most of our mineral formulas? We have been adding these since 1974, over 30 years of bacteria experience. 25 years ago, most other nutritionists said we were crazy, now everybody offers beneficial bacteria. So who's crazy now?

-Did you know that Fertrell uses Kelp Meal in most of our mineral formulas? We have known the affects and been using kelp meal for over 20 years. We supplied the kelp company with the benefit information regarding feeding Kelp Meal.

-Did you know that Fertrell uses Certified Organic sources of processed grain products and alfalfa meal for our mineral formulas? Most of you know what organic grains cost compared to regular *GMO* sources.

-Did you know that the Trace minerals that Fertrell uses are Polysaccharide complexes that yield the highest absorption level available? These trace minerals are only made by one company in Minnesota, so we pay more for freight to get a better product.

I just wanted you to know, that we work very diligently to source the highest quality ingredients available to ensure you have fewer problems and better production. This level of quality generally cost The Fertrell Company 10-20% more than what I could make at the cheapest level.

The Nutri-Balancer line of minerals is made to highest quality level that we can make and still be cost competitive. If you choose to spend as little as possible that is your choice. Let me know and I will formulate you a mineral to meet your financial needs.

I would like to ask the general customer opinion on the use of Organic Selenium. Half of you say yes and half say no because of cost. The use of Organic Selenium in all of Fertrell's mineral mixes will raise cost and estimated \$1.50 per bag. Thanks, Jeff

Production News by Paul Douglass

The Fertrell Company continues to increase production capabilities and additional product lines in an effort to meet the growing needs of our customers. With this growth we are identifying limitations. Storage space in our warehouse is becoming one of our most limiting factors and will cause some changes to the way we are accustomed to doing business. Stock levels of seldom used or custom items and storage time of gathered orders are going to have to be closely monitored for use to maximize use of the existing storage space.

The addition of Fertrell's new granulator has given us incredible capabilities to produce new product lines. The new products occupy a large portion of our warehouse. Existing products have been consolidated but there will be limited storage space for assembled orders. We will do our best to move orders as fast as we can and ask that those who choose to arrange trucking for themselves or pick up their orders do so in a timely fashion. We ask that orders be picked up within three business days of scheduled pick up. If you are unsure of when you will be able to pick up your order give us an approximation so we can ensure sufficient stock levels exist and call us when you're sure of a pick up date so we can assemble your order. Orders that sit on our warehouse floor for unreasonable amount of time will be put back in stock or trucking will be arranged by Fertrell.

Orders requiring custom blends or large numbers of slower moving products may require more preparation time. We strive to keep sufficient stock levels to support customers' needs but some items may be unavailable for short notice requirements due to limited sales and lack of storage space. Before driving long distances for an over the counter purchase it may be wise to call our office and verify availability of items. Custom orders must be scheduled into production regardless of quantity. We require a one ton minimum for custom fertilizer orders due to production limitations that will be addressed in future news letters. We would also appreciate at least a five business day notice so we can fit them into our schedule. Small quantities of custom mixes will be unavailable and all custom blends must be picked up in their entirety. We will blend fertilizer for your specific needs but it then becomes your fertilizer.

The Fertrell Company will do our best to increase efficiency and decrease the impact of storage limitations to our customers but we will need your help. Planning and patience on all of our part will see us through these challenging times and lead us to a brighter future. We look forward to doing business with you.

Fall Specials



Feed -N-Gro 2-4-2, Feed -N-Gro 4-2-4, Blue Label, Blue K, Blue N, Gold SS, Super, Super N

\$15.00 off per ton when paid and received by December 31st, 2006. Ton quantities only, no other discounts apply.



Winterization of Equipment And Supplies by Don Brubaker

Remember how frustrating it was in the spring when you got a piece of equipment out and it was broke because it was not winterized properly. I remember how important it was for my dad to get things winterized. We would always put sprayer pumps, water pumps, and the high pressure washer in the basement of the farm house. Any equipment like a field sprayer that has water lines on it should be blown out and the lowest point taken apart—such as the filter basin--and leave it off. My dad always took off all of the nozzles and put them in a mason jar. Always remember to put all parts in a safe place so you have them in the spring again. If we had water lines in the ground or above the ground like lines that fed pasture stock tanks that we knew would freeze, we always would blow them out with an air compressor so they would not freeze.

There are many supplies around the farm that will freeze and need to be put in the basement and or on a heated porch.

Farm equipment should be cleaned and properly winterized before being stored for the winter. All dirt and vegetation should be removed from the equipment; they hold moisture and aid in equipment starting to rust. If there is enough vegetation, rodents can make a nest in it and cause other problems like fluid lines being eaten and insulation being eaten off of wires. I would recommend checking all gear boxes and add oil if needed. Greasing the piece of equipment will help to keep it from seizing up. Covering the molebores with old motor oil will keep them from rusting. Some people will even mix old motor oil and kerosene together and put it in a nap sac sprayer and spray equipment with it to keep it from rusting. When you are doing all this, make a note of any repairs that are needed so they can be done in the winter before the spring rush. This all may save you a lot of time and money in the spring.

The Farmer-to-Farmer Market Place:

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, Maryland 21082 (410) 592-2467.

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

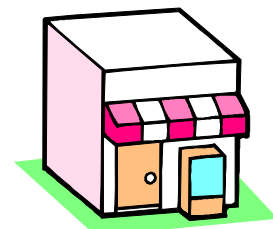
CERTIFIED ORGANIC HAY FOR SALE: 1st cut alfalfa, small square bales, contact Pete Fake at (717) 244-3641, Pennsylvania. Also first year transitional oats and beans.

CERTIFIED ORGANIC HAY FOR SALE: 1st and 2nd cutting, small square bales, also 10' **Airway Aerator**, with dolly wheels, hydraulic, available with or without weights. Has been used on approximately 200 acres total and always kept indoors, like new Contact Gordon Dotson 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 Norwich, New York (800) 249-1585 or on the web at www.chickenpickers.com



The Farmer-to-Farmer Market Place continued:

HAY & STRAW: Just Fertrellized!!!! Limited amounts of small square bales, also available limited amounts **Oats, Rye, Spelt, and Ear Corn**. Contact Warren Nolt, 34 Clugston Rd, Newville Pennsylvania (717) 776-6240 No Chemicals were used - NOT Certified

100% GRASS FED BEEF: Angus or Hereford, by the piece, quarter, or half. Katahdin grass fed **LAMBS**. Thanksgiving **TURKEYS**. References available. Miller Livestock Kinsman, Ohio (330) 876-5655 or kins3yr@aol.com for prices.

PULLETS-Ready for laying 2nd week on October - raised on Fertrell minerals (not organic) - they have full beaks and no vaccinations have been given. Contact David King (717) 768-7848 Miller Lane, Bird-in-Hand Pennsylvania

COWS FOR SALE: 20-30 head certified organic dairy cows and heifers. Excellent herd health. Bred for good disposition, udders, longevity and sound feet and legs. Sired and bred to New Zealand and Danish grazing sires. Ed Arnold, Lebanon Pennsylvania (717) 272-9973

RAW COW'S MILK PRODUCTS: Grass-Fed Whole Milk - \$5/gallon - \$3/half-gallon, Table Cream - \$3.25/pint, Heavy Cream - \$4/pint, Buttermilk - \$2.50/pint, Whey - \$2.50/pint, Yogurt - \$4/quart **ALL-NATURAL GRASS-FED PRODUCTS** - fresh beef, lamb, pork, chicken and veal to accompany our nationally acclaimed raw milk cheeses. Open Monday thru Friday 10am-6pm; Saturday 9am-4pm; Closed Sundays 202 Green Hill Road, Telford, Pennsylvania, 18969. Contact Trent Hendricks - (267)718-0219, Rachel Hendricks - (267) 718-0204, Phil Falsone - (610) 704-4720

Tips from the Front

Certified Organic Growers



- When placing an order, it is most important to specify whether you are an organic grower. Every customer is very important to us; however our staff is unable to remember the critical details about each account. Please make sure to order according to your certification requirement. Unfortunately, product exchanges and returns due to unspecified ordering will be made at the customer's expense.
- When interested in our new products, please contact your certification group to verify the product is accepted for organic use. We are here to assist you in choosing the products, and will provide you (your certifier) with the proper documentation for final decision.

Trucking

As in the past, we are happy to make trucking arrangements for you. Please note the following:

- When calling for a trucking quote, please be very specific. Special loading / delivery instructions must be given at the time you are requesting a quote, e.g. residential delivery, pallet jack, lift gate, notification phone call, multiple stops, hand unload etc. These special requests are all costly. We do not like bad "surprises" at the time the freight bill arrives. These charges will be passed on to you.
- Many of our customers who do not have unloading equipment or truck access available, have chosen to have the shipment delivered to a nearby business where they are picking it up.
- With the fluctuation of the fuel, rates can not be *guaranteed, but estimated only*. We have had some unpleasant surprises when the fuel surcharges changed.



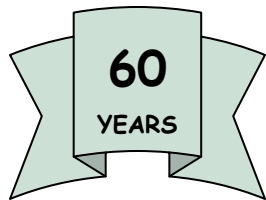


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We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2006

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Upcoming Events:

- **Western Organic Dairy Producers Alliance Conference October 10th - 11th, 2006** Ramada Inn, Santa Nella, CA
- **14th National Small Farm Trade Show & Conference November 2nd-4th, 2006**, Boone County Fairgrounds, Columbia, MO
- **SSAWG 16th annual Conference & Trade Show January 25th-28th, 2007**, Galt House Hotel & Suites, Louisville KY, (502)589-5200
www.ssawg.org, caitmac@qx.net
- **2007 Winter Conference & Eco-Marketplace March 1st-3rd, 2007**, Is moving to Springfield, MA
- **Pennsylvania Association for Sustainable Agriculture (PASA) February 1st - 3rd 2007**, State College PA



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:

Wendall Martin - Kodic, 2095 C 416,
Lake Panasoffkee FL 33538