

Fertrell Notes & Quotes

The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk:

The year 2006 is now forever a part of history. The opportunity to change some things has passed us by. At any rate we can still wish you and yours a Happy New Year.

The year of 2007 is beginning with some very unusual weather patterns and may present us with significantly different challenges. Without our natural winter weather we experience higher incidents of insect pressure and weed pressure. This will be true when our ratios of magnesium to calcium and potassium to calcium are not balanced. Consideration to the availability of these nutrients can reduce some of this pressure. This also is particularly important in deciding which crops to plant and where to plant them.

Many growers, regardless of size, will need calcium for the growing season. This calcium is often supplied with limestone. Rock powders inherently require a longer time to become available and should be applied well ahead of the growing season. Aragonite is an excellent source of readily available Calcium. Some other products to consider would be Surround WP and Pure Spray Green as precautionary measures against freezing and insect activity.

There are many producers large and small making the transitioning from conventional methods to natural and organic growing. Admittedly, the challenges for those moving from conventional methods to natural or organic can be overwhelming. But in my years of experiences there never have been as many incentives for the producers to make their move.

The acceptance of organic production is without comparison, to any other methods of growing. As we move into the year 2007 the expectations are for continual growth and profitability to those who accept this challenge.

There are many resources available to assist transitioning from conventional growing to organic. We might also add that there are many who may not have your best interest when offering advice. Your best approach is to ask questions. The certifier can also be a source of guidance if you inquire about acceptable inputs. The Fertrell staff is highly qualified to assist you in making wise choices and can help you make the transition with products of integrity.

Dave



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Tips from the Front



Just as a reminder, with the upcoming busy season, our call volume has been increasing. Please make use of our voice mail systems, as it will help us to support all customers in a timely manner.

In the upcoming months, our sales staff will be out of the office at tradeshows and out on the road more often. We will appreciate your patience if you are not able to reach just the person you called for. Someone else may be able to assist you. (Or you may leave a voice message).

If you have a fax available, please fax your orders to (717)367-9319. Our fax machine is on 24 hours, 7 days a week and this may be the most convenient way for you to place your orders, as it can be done before and after hours at your convenience.

Please be sure to include ship to address if it is different from your billing address. We also need to know if you are picking up, arranging pick up, or if we are arranging it for you.

Job Description for Your Most Important Asset: by Don Brubaker

In most companies there is a job description or an expectation for each employee. This concept may be in written form or may be just an idea. Let's use this concept for the employees on the farm that really pay the bills, your farm animals.

In your dairy herd the cow performance is based on her potential, your expectations of her, and the quality of the feed stuffs you have available for her. This applies to all the "employee" animals on your farm from laying hens, broilers, and turkeys, to the swine, beef, and the sheep—all contribute to the financial stability of your farm; thus all of them need to have individual job descriptions. This will help in fulfilling their particular roles on the farm and establishing appropriate goals towards producing income for your farm that ultimately pay the bills.

In future news letters I will be going into more detail with guidelines and production goals that you should be thinking about for your most important asset--"The animals that pay the bills."

Question Corner???

1) What mineral do you have when I put my cows (dairy) out on pasture?

When on pasture you should use *Grazier's Choice*, and when on stored or dormant forages use *Cattle Choice*.

2) What should I do for bugs on radishes?

Mix Diatomaceous Earth with CalPhos and dust the plants

3) Should I take a soil test - why?

Yes, you will get your best bang for your buck. A soil test will help you get a base line established. This applies to homeowners, landscape professionals, produce growers, farmers, etc. We are using A&L Lab in Richmond VA for soil testing. The kits are available at no charge to you by calling your local dealer or our office.

(Fertrell will be billing you for the lab fee). Instructions on how to take the soil tests, will be included with the kits.

4) How can I treat lice on cows naturally?

Brush animal with oil and dust with D.E. One application should do it. If needed, repeat after 1 week.

Molds and Toxins: By Jeff Mattocks

I don't see any Molds!

Something of interest that comes to mind every year at this time is molds and toxins in forages. During the spring, summer and early fall I don't need to think about these because the availability of pasture and fresh forages seem to negate the affects of stored feed molds and toxins. However during the winter months when feeding all stored or fermented feeds the affects of molds and toxins become much more prevalent because that is all that is being fed.

Often when I ask farmers if they would like to do the mold and toxin test the common response is "No, it looks fine" or " I don't see any so it should be OK". Visual or smelling of the forages often leads us to believe there are no molds or toxins present. Surprisingly enough I have seen samples submitted to the lab that look and smell Great! When the test comes back the samples have tested positive for mold growth and toxin formation. I am talking about 2nd cutting Dry Alfalfa Hay. It didn't have any dust, mold or off smell. This year I saw a test of 3rd cutting Alfalfa-Grass Mixed dry hay tested positive for toxin formation.

I am not suggesting you should test all forage every year. What I am suggesting is if you see one or more of the following symptoms you should get your forages tested.

- Decreased Appetite or Feed Refusal
- Ketosis
- Displaced Abomasums
- Elevated Somatic Cell counts
- Increased Mastitis
- Poor Reproduction
- Suppressed Immune system
- Retained placentas
- Stillbirths or Abortions
- Respiratory infection

What do you figure these illnesses cost you in treatment or lost production? Below is figures published by Cornell Cooperative Extension in 2002. These values are calculated based on Conventional production values. What would the cost of Organic be? Double of course!

Cost related to	Conventional	Organic
<u>Health Problems</u>	<u>Cost Estimate</u>	<u>Cost Estimate</u>
Milk Fever	\$334	\$600
Ketosis	\$145	\$300
Retained Placenta	\$285	\$500
Displace Abomasums	\$340	\$700

Cornell Extension, Newsletter 2002

Do you know what a Mold and Toxin test cost? \$40! I know most of the readers can do math cause everybody is trying to save a nickel. But if you test 4 samples for Mold and Toxin it will cost you \$160 and if you have 1 ketosis case you will spend that money anyway. Or you can choose to feed supplements anticipating the mold and toxins. A herd of 50 animals being fed Bentonite at 4 oz per day will cost \$2.00 per day and if you feed it most of the winter (120 days) you will have spent \$240.00 for insurance. Did you know that if you feed Bentonite or clay products when molds and toxins are not present the clay particles will bind to beneficial nutrients rendering them useless and become very expensive fertilizer. I chose Bentonite because it is the cheapest mold and toxin binder on the market. The cost above are only associated with common health problems. What about Milk Loss, reduced Butterfat, and increased Somatic Cell Counts? How many premiums are you missing? How many leave the herd because of mold side affects? Add up all your cost connected to Mold and Toxin. Then do yourself, your animals and your checkbook a favor check for molds and toxins! And don't just check the wet or ensiled feeds but check the dry hays as well. Jeff

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 3 issues and then you will need to resubmit if you wish it to be included again. Please e-mail or call if you would like you add removed earlier. Email jeffmattocks@fertrell.com or don@fertrell.com or call the office at 717-367-1566 by 10th of month before publication.

Hay, Forages, Grains and Livestock

ORGANIC BALAGE AND DRY HAY: 4 X 4 net wrapped, dairy or dry cow quality, tested, delivery available, \$120-\$250 per ton. Contact Dave Johnson, Providence Farm, 1254 Blacks Creek Road, Liberty PA 16930 (570)324-2285 before 9 pm.

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

CERTIFIED ORGANIC HAY: 1st cut alfalfa, small square bales, contact Pete Fake at (717) 244-3641, Pennsylvania

CERTIFIED ORGANIC HAY: 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

CONVENTIONAL HAY, STRAW AND CORN FODDER: Small bales, quantities available. Call Howard Deshong (717) 587-9450

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.

ORGANIC & NON-GMO ROASTED SOYBEANS & CORN

Bags, Totes, Bulk --- Ground, Rolled, Whole
Picked Up --- Freight Arranged
Nutritional Blending, Inc.
800-285-0785 nbisoybean.com

Equipment

John Deere 2630 Tractor with or without loader, RB/canopy, 2 remotes, R & P wheels w/weights, very good condition, well maintained, strong original utility tractor. Contact Dave Johnson, Providence Farm, 1254 Blacks Creek Road, Liberty PA 16930 (570)324-2285 before 9 pm.

ROSKAMP OAT HULLER: as-is, this huller is in poor condition it could be used for parts, or rebuilt to operable condition. The hulling chamber suffered rock damage at some point. It was welded and has been in service since. Some of the sheet metal is worn through (fan housing). We bought this to rebuild for

use in on farm feed milling, but have decided we no longer need it. Included are 2 ten horsepower Century electric motors that appear to be relatively new. The motors are single phase, 220V, 40A. These motors normally sell for over \$600 ea. Located in Madawaska, Maine 04756. The buyer is responsible for shipping. We can load on your truck. Contact: Ben Albert (207)728-3150

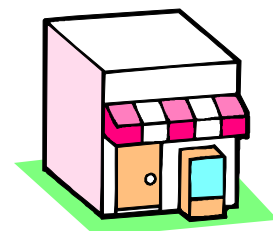
POULTRY PROCESSING EQUIPMENT: Ashley, Pickwick, Featherman, Poultryman pickers and scalders. Vacuum packing machines, shrink bags, knives, kill cones and any equipment for poultry processing. We ship anywhere; Jim McLaughlin Cornerstone Farm Ventures Norwich, New York (800) 249-1585 or on the web at www.chickenpickers.com

Greenhouse for sale, like new, located in SW. VA. Presently set up as a 30' W. by 60' L. at 6' centers. The perlins are 1 5/16ths" OD. Priced at \$2300.00 Call Ron at 800-540-9181 or go to www.7springsfarm.com/forsalepage.html for more details.

Edible Processed Products

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.

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



Production News: By Paul Douglass

Spring approaches with needs for fertilization and planting which are going to reach their peak periods. I would like to explain some of Fertrells policies on minimum sizes for custom fertilizer orders and delivery restrictions. I would also like to re-iterate some of the storage limitations and policies that result from them.

Here at Fertrell we pride ourselves in the ability to customize fertilizer formulations to address specific soil and crop requirements. Through use of soil analysis and crop nutrient requirements we have achieved great successes in developing formulas for individual customer needs. However, production equipment limitations place restrictions on the size of custom orders we can mix and still maintain the quality of our products. There is a one ton minimum on custom fertilizer mixes. Orders of smaller amounts are not mixed properly in equipment designed for large scale production. Our equipment uses a process of flow redirection and restriction from diversion plates, totter paddles and bin baffles. The material flows away from and back into itself and is drawn through the bagging equipment in a way that ensures consistent mixes on quantities of 2000# or larger. Smaller mixes tend to flow quickly through the system without proper redistribution of the material resulting in an uneven and inconsistent mix. In order to provide a quality product we require that all custom mixes be in quantities one ton or larger.

“An order that has been scheduled for pickup and is not picked up after four business days will be charged \$7.00 per skid.”

Space limitations in the Fertrell production plant have caused us to implement new policies for orders that are not picked up in a timely manner. An order that has been scheduled for pickup and is not picked up after four business days will be charged \$7.00 per skid. This is a one time fee that is the same for one day or one week and is the same amount we have to pay for warehousing to store the products we cannot fit in our plant. Orders may be projected so we can ensure sufficient stock levels (example; 160 50# Super N and 150 44# Azomite granular 7 skids some time in early April) and still have the projection modified prior to scheduling a specific pickup day. Once the order is finalized a pick up day should be scheduled so the order will be available (example 120 50# Super N 40 50# Blue K and 150 44# Azomite 7 skids for pick up April 9, 2007. Products will be produced and/or gathered within two business days prior to the scheduled pickup day. An order scheduled for pick up that has not been picked up after four business days will be charged a \$7.00 per skid fee (example; 7 skid order scheduled for April 9 2007 not picked up by close of business April 13, 2007 will be assessed \$ 49.00 fee.)

We regret the need to place limitations on our ability to produce, store, and ship products to cover specific customer needs. We have to make prudent use of our facilities and equipment in order to make production capabilities meet production requirements. With proper planning and communication I feel confident we can continue to meet the specific needs of all of our customers regardless of size.

Paul Douglass
Production Manager

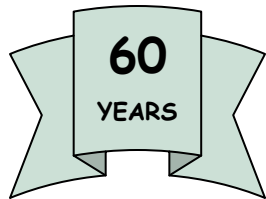


PO Box 265
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717-367-1566
FAX 717-367-9319

We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2006

Upcoming Events:

- 6th Annual Texas Conference on Organic Production Systems, Mesquite TX January 24-27, 2007 for more information www.tofga.org or (877)326-5175
- Nofa NY 25th Annual Conference, Syracuse NY January 26 - 27, 2007 for more information conference@nofany.org or (585)271-1979
- 2007 Mid-Atlantic Fruit and Vegetable Convention, Hershey Lodge & Convention Center in Hershey PA January 30 - February 1, 2007 for more information www.pvga.org or (717)677-4184
- Pennsylvania Association for Sustainable Agriculture (PASA) February 1, 2, 3rd 2007, State College PA
- Organic Livestock Health and Management Conference, Alfred NY February 14-16, 2007 for more information lmccrory@together.net or (802)434-4122
- Midwest Organic & Sustainable Education Service (Moses), February 22-24, 2007, LaCrosse WI
- 2007 Long Island Organic Turf Trade Show, Old Bethpage NY February 27, 2007 for more information (631)963-5454
- 2007 Winter Conference & Eco-Marketplace March 1-3, 2007, MassMutual Center, 1277 Main Street, Springfield, MA 01103

