

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*

Soil Testing in September is best

Soil testing is the agronomists map to supplying the best blended fertilizer for your soil type and for specific crops.

The best time for sampling is after the crop is mature or harvested for row crops, but in any case when the temperature is above 40 degrees F. This will give you the most accurate reading.

By taking the samples in the fall, you will also beat the spring rush. You will have time over the winter to review your results and recommendations and plan ahead on purchasing your seed and fertilizers.

Soil Samples should be taken from the top 6" of the field.

Samples should be taken from several areas of a field. These samples should represent the good and poor areas in that field. The larger field determines number of samples.

Samples should be mixed in a clean plastic pail with a wooden stick and poured into a plastic bag or the bag provided by suppliers.

We recommend that samples not be touched by hands without gloves.

Test kits are available from Fertrell or your Fertrell dealer at no charge, the lab fee will be billed at the end of the month, when we receive the invoice from the lab.

Please send completed white test form with sample directly to A&L Lab.

This will help expedite the process.

Return the yellow copy of the form to Fertrell in the envelope provided.

Please allow 2 weeks for the report.



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Product special:

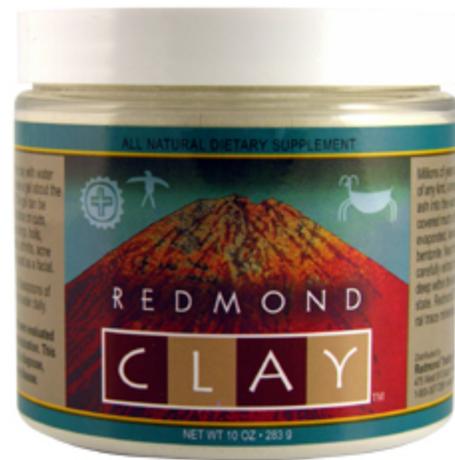
Fertrell Nitrell is a specifically blended general purpose fertilizer for Lawns, ornamental trees and shrubs. it is a high nutrient organic blend that provides rapid and sustained growth, making it a very popular blend to nurserymen, landscapers and ground maintenance crews.

Application rate: 20# per 1000 sq. ft. Nitrell is **\$2.00 off per 50# bag till the end of summer.**

Featured Product! Redmond Clay

Redmond Clay is an old "Home Remedy" that generations of people have used for a variety of ailments. Geologically, Redmond Clay is volcanic ash that was deposited in sea water approximately 150 million years ago. Technically, Redmond Clay is a swelling-type sodium bentonite. Redmond Minerals brings this "clay of a thousand uses" to market in its natural state with no additives, chemicals or preservatives. From the Desk of de Ode Farm Gal - Redmond Clay there is nothing I can think of that this product can't do. A real must have for the farm and farm house.

Things we have used it on the farm for. Tramped teats-make a runny liquid of the clay and use as teat dip, it will prevent swelling and take the soreness out. I have had many cows wrap the neck chain around their leg and create such a deep cut in their leg. I make a heavy paste with the clay and water and spread it on the open wound-no swelling, no infection. Udder sores - mix up a paste they disappear within days Any cuts, swelling or infection use often. In the house: There is not one person with a bee sting that has not gotten relief immediately with a paste of Redmond clay. My husband ran a torch over his hand I immediately ran for the clay the swelling had already started and much pain, when I applied the paste to his hand he immediately had instant relief. The pain stopped and the swelling went down and he was back to work the next day! If you get poison Ivy you won't want to be without Redmond clay. It is best to get a small jar (baby food jar) Whip up a batch of clay paste and apply when you need it. It works every time. This stuff makes the best facial cream, it won't make you look younger but it makes your face feel wonderful. It sure is less costly than the beauty spa. My absolute favorite use for Redmond clay. I have a very poor stomach and have been on expensive medication (Prilosec)+ others forever. Now, I use Redmond clay every morning and whenever my stomach is upset. I use it for all the stomach ailments. I definitely would not leave home without my clay. Start with a 1/2 teaspoon in yogurt or sprinkle on your cereal. If you don't like the taste remember there are far more benefits to this product than flavor big one is price, compared to Prilosec. *Pick up your Redmond clay from any of our Fertrell Dealers.*



Featured Product! Perma-Guard—DE

Diatomaceous Earth Fossil Shell Flour. Through the history of man's existence, uses have been found for D.E. and today there are 1500 ways for man to benefit from this material. The Diatom Earth used in Perma-guard products are from fresh water deposits, and the purity is exceptional. In fact, it is so pure that the Food and Drug Department has given it a FOOD-GRADE designation (Source Perma-guard Inc.).

Farmers have had great success in using the D.E. as a natural wormer for their livestock. It can be fed at 2% of the total ration.

As a gain protectant, D.E. will also help the feed / grain flow easier.

Perma-guard also offers D.E. with Pyrethrum as pet and animal as well as garden and plant powder. Since it does kill slowly, and is not guaranteed to kill every kind of insect, it was considered necessary to add other ingredients. DE, together with the other ingredients have made Perma-guard Insecticides among the most effective on the market today.

(Pyrethrum is an extract from a variety of chrysanthemum flowers. It is probably one of the oldest insecticides known to man. It is deadly to insects and other cold blooded life.

Although it kills slowly, the DE is highly effective in repelling incoming bugs as long as it is on the surface.

The uses range from in and around the home, ticks, fleas and lice, and for a large number of field and orchard insects.



Featured Product! Perma-Guard—DE, continued

From the desk of De Ode Farm Gal — Uses on our farm for Perma Guard-DE, I would not be without DE to feed calve- one small handful in a bottle of milk prevents scours and cleans the stomach of worms. My calves are much healthier and have nicer coats. Sprinkle DE under young calves before bedding, this will cut down on wetness and fly larva. Feed cattle 1/2 bag of DE mixed with grain when cattle go out on pasture, or change feed-it will slow the manure down. (This is definitely a plus when milking!) DE goes directly through the cattle making the manure a great fly trap, larva cannot survive when coming in contact with DE. After cleaning feed bunks, line with DE it cuts down on the fly infestation. I use DE instead of barn grip, it is nice and white (inspectors love it) cuts down on the flies, prevents slipping, and does not drag grit into the milkhouse. Make sure you use in all grains to prevent weevil. Always wear a mask and gloves when spreading DE. This is a product farmers should have on hand at all times. If you can prevent a calves death from scours, you have already made your first dollar for the day!

Lighting Hens by Jeff Mattocks

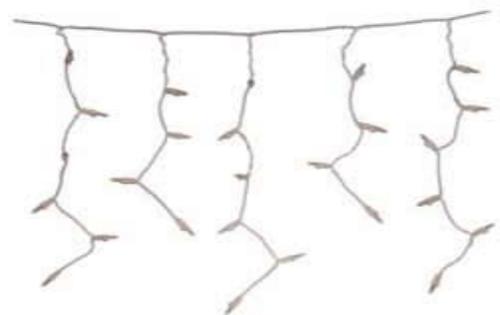
It's Just around the corner, Fall!

I know it's only mid summer and I haven't lost my mind, but it is time to start considering and preparing for what's just around the corner, the Fall. It is time to consider providing supplemental lighting for hens. You should start adding light to your laying hens in late August or first week of September. Why? So they will continue to lay at an acceptable rate. If you allow the natural light to descend below 12 hours without supplemental lighting you will suffer some production losses. It may not matter for folks just raising them for personal consumption but if you need the income every possible egg counts. Optimum lighting is 14 hours per day. There are several ways to do this, I use an electric timer with a string of Christmas icicle lights and set the timer to come on at 5 am to 9 am and again at 4:30 pm to 8 pm. Once I set the timer it doesn't change and will get me through the winter with one setting. Another method is to use a Coleman lantern which will burn for 6 hours on 8 oz of fuel. Using those values you can say 1.25 oz per hour and measure how much fuel you will need for light supplementing. If your hens are in a remote area you will want to use this method. It will also provide some heat for temperature buffering during winter months. I would only recommend this in the afternoon around 4:30 pm till 9 pm. Even on the shortest day for most of us you will still have 14 hrs of light.



The bigger challenge is how to supplement light for broiler during this time of year. Yes, I said broiler. It is fairly well known that modern broiler breeds have the best rate of gain and feed conversions with 18-20 hours of light. I have not heard of any good ideas how to service multiple pens with lighting. Day ranging would allow for the same methods as used for the layers. Any good ideas out there for lighting multi-pen broilers, I would really like to hear.

Don't forget the cattle and other grazing livestock. During late August and September grazing cattle will be more susceptible to bloat due to the metabolic changes occurring in the plant tissue. This time of year the plants are storing energy for the upcoming dormant season. Therefore the nutritional value and digestibility of the pastures is not the same as Spring and Summer. Adjustments should be made to avoid bloat and other digestive upset, for instance the re-introduction of Magnesium into the diet to maintain small intestinal passage and nitrogen buffering. Also, offering free choice dry hay to mat the stomach and disperse fresh vegetation will minimize digestive upset. Try to keep in mind that your pastures go through seasonal changes that affects the metabolism of the grass as well as the animal. Stay ahead of the changes and keep those animals alive and well.





Serving Farmers for 60 years!

Nutri-Sil
Forage Inoculant

Making your forages go further!

With a custom blend of live beneficial bacteria Nutri-Sil will control and direct the fermentation of ensiled feeds.

Bacteria strains included are: Dried Lactobacillus plantarum Fermentation Product, Dried Pediococcus acidilactici Fermentation Product, Dried Enterococcus faecium Fermentation Product, Dried Bacillus subtilis Fermentation Product, Dried Aspergillus oryzae Fermentation Extract.

Delivering over 90 billion cfu/lb total bacteria. Application rate of 1 lb per ton for forages with moistures over 50%. Compare and Save!

Summer Special \$5.00 off per bag now till August 15th!

This is a 10% saving! Treat silages for \$.90 per ton.

Same Secret Recipe for over 25 years!

Special

Tips from the Front



Drop ship quotes: for our customer who have internet access, if you need a UPS quote right away, please go to www.ups.com . it will give you a pretty accurate quote. Please don't forget to add the \$5.00 handling fee (Fertrell) and any special handling fee UPS may charge for unboxed items (5 gal container etc.). The origin zip code is 17502.

Since the spring rush is over, please remember, our loading hours are now:

Monday - Friday 8 AM - 3 PM . We are closed over the lunch hour from 12:00 - 12:30.

Please keep this in mind if you are planning on picking up product or arranging your own trucking. ---- Thank you!

Upcoming Events:

Fertrell will be attending PASA Field days, visit <http://www.pasafarming.org> for registration to these events.

- July 17th Kress Simpson's Farm, Tioga County, Organic Grass based Milk production.
- July 26th, Green Haven Farm, Brian and Holly Moyer, Fleetwood, PA-Pastured Poultry

Field Day at Aaron Zook's farm July 27th 284 Zook Lane Leola, PA 17540, 9am to 3 pm, bring your own chairs, lunch will be provided by the sponsors. Aaron has many people lined up to speak on topics from Hoop Houses, Fertilization, Pest Management, etc. Bring lots of questions. Call 1-717-656-2469 to register.

Missouri Fertrell Conference August 14, 2007 at The Peachtree in Columbia, Mo 65205. Dealers, customers and potential customers are invited. Registration begins at 7:30am luncheon will be served. Free with RSVP to Frank at Troque Farms 816-215-9925 Non reservation \$15.00 fee

Grazing Pasture Fertility Field Day August 23rd, 2007, 10 am till 3 pm, Aaron & Melissa Miller, Miller Live-stock Company, Kinsman, Ohio 330-876-5655 Dave Mattocks and Jeff Mattocks will be attending.

Open discussion about grazing multiple species of livestock and poultry including Beef, Sheep, Layers, Broilers and Turkeys. Also Open discussion about Soil Fertility, Compost Tea and Beneficial plant species. Light Lunch and Soft Drinks will be provided. Reservations would be appreciated but not required.

APLD Symposium on Environmental Landscape Design September 12, 2007, Morristown NJ

For Information: 973-455-3094 or email: shs@gti.net

2007 CNY Farm Progress Show, September 12 & 13, 2007 Leonard Gilbert Farm, Robinson Road , Mohawk NY 13407, For information: 315/724-1504 or email: ohlbaumb@adlephia.net

Giant Pumpkin Weigh off October 6th, 2007, Sam's Club, Plank Road, Altoona PA . 10 AM - ?????

2007 NE Small Farm Expo October 13th -14th, 2007 Ulster County Fairgrounds, New Paltz, New York . For information call 845/292-6180 or email: Jjw11@cornell.edu or www.smallfarmexpo.org

Question Corner???

Do you have anything to give my cows relief from flies? Can it be sprayed in their face? We have seen great results with Pyganic and Pure Spray Green mixed together. Use 1 oz Pyganic 5.0 and 4 oz Pure spray Green to 1 gallon of water. Can be sprayed direct on face. It is accepted by most certifiers for organic use.

Do you have something for pink eye in cows? Kelp Meal offered free choice or force fed 2-4oz per day to livestock will normally prevent or cure most cases of pink eye.



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.

Hay, Forages, Grains and Livestock

PUREBRED BEEFALO HERD for sale 6 cows, 1 bull, some are bred. Contact Jim Hole Norwich, NY 607-334-8305

BRED FULL-BLOOD LIMOUSIN HEIFERS AND STARTER BULL Start afresh with these clean beef genetics. Great for grass-fed beef operation. Contact Sam Yoder at 610-683-3882 or yoder4@enter.net

ORGANIC & NON-GMO ROASTED SOYBEANS & CORN

Bags, Totes, Bulk --- Ground, Rolled, Whole Picked Up --- Freight Arranged, Nutritional Blending, Inc.

800-285-0796 nbisoybean.com

Equipment:

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

FAN for sale (Juniata County). Large 4 ft ventilating fan with 1 hp electric 110/220 motor for sale (\$200 o.b.o). Contact Village Acres Farm: 717-436-9477 or villageacres@pa.net www.villageacresfarm.com

100 case per hour egg grader, ready to go with air hook up. "can change to electric" (\$13,000 machine) used approx. 3 years, will sell for \$2500.00 If interested please call (717)656-6151

1463 Farmall tractor in very good condition, PCO certified (runs only on certified organic biodiesel) \$9,000.00 If interested please call (717)656-6151

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

RHUBARB, ASPARAGUS, STRAWBERRY PLANTS for sale (Juniata County). Rhubarb divisions from our own PCO-certified plants (10-25 @ \$1.50 ea; 26 or more @ \$1.25 ea). Extra asparagus (1 & 2 yr old roots) and strawberry plants, all Michigan grown. Call or email for prices, varieties, etc. Contact Village Acres Farm: 717-436-9477 or villageacres@pa.net www.villageacresfarm.com

Wanted:

SMALL STYLE BAGGING MACHINE WANTED: used hand held bag closer, thread type. Seven Springs Farm, Check VA phone # 800-540-9181 Email 7springs@swva.net contact: Ron Juftus

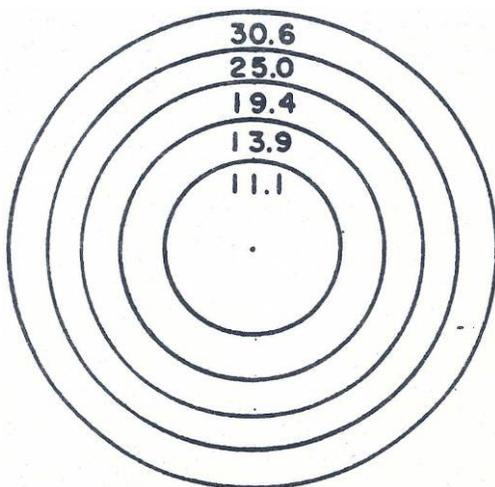


Storage losses of round bales - By Don Brubaker

Many producers of forages have gone to round bales over the years, as it greatly reduces the labor to get the crop out of the field. It is my observation that when we come up with a labor saving ideas, there is always a down fall to the idea that we are trying to fix. When you put forages in a round bale all the stems are going in a circle and the forages can't breathe. This may hinder proper curing of the hay.

The thing that really bothers me, is when I see hay being stored on the edge of a field. In these conditions with no protection from the ground below and the elements from above there can be some serious crop losses from molds and toxins. There is no reason to see round bales sitting on the edge of a field rotting away and never to be used!

In the drawing below from Bob Schultbeis from the University of Missouri, he illustrates the potential loss in volume of hay in a round bale if not stored correctly. Percentage of hay in six-inch layers around a bale six-feet in diameter by five-feet long, weighing 1500 pounds



This shows that approximately:

1/3 of hay is in outer 6 inches

1/2 of hay is in outer 12 inches

3/4 of hay is in outer 18 inches

1/4 of hay is in inside 18 inches

Penn State University researchers stored round bales of a grass-legume mixture by four methods. After six months, dry matter losses were as follows:

<u>Storage Method</u>	<u>Six Months Dry Matter Loss</u>
On the ground	40%
On old car tires	36%
On wooden pallets with plastic over tops	12.5%
In barn	8%

Digestibility. also suffered from the weather. 45%, 49%, 52% and 54% respectively.

If a 1000 pound bale, valued at \$70.00 per ton, suffered the above dry matter percentage losses, economic loss per bale would be \$14.00, \$12.60, \$4.38 and \$2.80 respectively for the four storage methods.

Just some food for thought

Don Brubaker



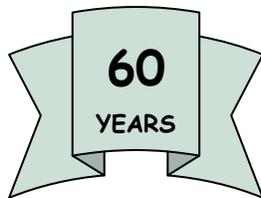
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We're on the web
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1946-2006

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 dealers:

Outside Matters at Beck & Associates, 6900 Blue Ridge Avenue, Harrisburg, PA 17112
(717)545- 9478 outsidematters@becklandscape.com

Brown Family Farm, 8963 E State Road 18, Montpelier IN 47539, (765)728-2133