

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

The Excitement of the new spring season fills the air. The telephone is like the alarm clock we use to start the new day.

The phone ringing and the excited voice, inquiring about their soil programs and / or their deliveries, is enough to brighten even the darkest day.

Perhaps the most exciting conversation is that of a person wanting to change their agricultural practices.

The spring of 2007 has been a most inspiring season. We have had so many producers making moves to organic and natural programs for their farms. Many just call and ask for a representative to visit and show them the way to change.

It has been a great challenge to hear the reasons for this desired change. Not all these farmers are changing for the premiums paid for organic production. Many are fascinated by the possibility of lower inputs and the hope of further reductions. Several have expressed major concerns for the environment when they call.

The age group exploring organic and natural programs is also very encouraging. With the right guidance, the progression of farming is much brighter in many areas today. There is reason to hope!!

While there remains a great amount of misunderstandings and some misinformed journalism, the new farming concepts are moving ahead. Sometimes negative coverage of meeting only serves to strengthen the resolve to succeed.

Curiosity has long been good for people with a vision for betterment. Agricultural projects are not exempt.



Inside this issue:

Notes from the President's desk	1
Product Special	
Chickens on Grass and What's wrong with their legs!	2
Growing crops under cover	3
Local Farmers grow Organic	4
Question Corner	
Tips from the front Dealer News from the field	5
Congratulations to the following new dealers:	
The Farmer-to-Farmer Market Place:	6
Nutri-Sil Sspecial	7
Thank You	8
Upcoming events	

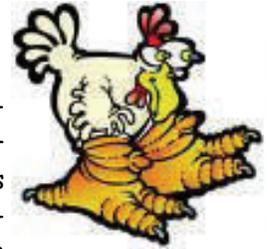
Product special:

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 all summer.

Chickens on Grass and What's wrong with their legs! By Jeff Mattocks

Well for most Spring has sprung with the cows and other ruminants munching on grass. Now it's time to get those chickens grazing too!



Many pastured poultry folks have chicks in the brooder that will soon see their first blade of grass. During this time of year I will receive a fairly high number of calls about what pasture is best for chickens or how much pasture they will eat. 2 very good questions that don't have a standard answer and here is why; the broiler chicks and even high production layers have never seen grass nor have their parent stock. The breeder flocks have been maintained in confinement for their entire lives and this practice has gone on for 30 or more chicken generations. So you turn out commercially developed chickens into what should be part of the normal environment and they don't know what to do. You can help this situation by fresh harvest small amounts of grass/clover or whatever they will be eating and offer it to them daily in the brooder. Be careful not to over feed them that there is some leftover. They should consume your offering within an hour or so. The remaining grass clippings will ferment and promote undesirable bacteria growth. This practice will give them a mental head-start for what lies ahead in life.

Now, what kind of pasture and how much will they eat. The absolute best reports I have ever seen (from a farmer) indicates that immature growth legumes, clovers, alfalfa, peas, etc. are the favored species for chickens. I also know that they very much like new growth/young starts of wheat and other cereal grains. This is at the 4-8 inch stage of growth. As for how much will they eat? I can safely say that a chicken is not an herbivore and will consume between 5-15% of its total diet from pasture. This variation is based on quality of forage and insect population. People will call wanting a grazing ration for chickens and I have to break the bad news that the chicken feed doesn't change with pasture. Look at it this way, the chicken feed is balanced daily nutrition for the every day dietary needs. The pasture is the Dessert! We can't count on what nutrition the pasture has from day to day or the amount of insects that will live there. So we can't count on it for a consistent nutritional input.

OK before I run out of space let's talk about what you might see while the chickens are on pasture. I gratefully don't get many calls from Fertrell's customers regarding leg problems but I do get calls regarding leg problems. So if you are going to have a friend or associate call us about leg problems please tell them to give us as many symptoms as they can. There are many different leg problems each from a different cause. Here we go:

Curly toes- affecting more than 5% of the flock and affecting both feet is - Riboflavin deficiency! Add riboflavin, feed liver or brewers yeast to increase B vitamins.

Spraddle Leg- one leg looks broken and sticks out to the side of the body line again affecting 5% or more of the flock is - Manganese deficiency. No treatment for affected birds that I know of. Change supplements to ensure manganese is sufficient.

Marek's disease- right leg paralyzed straight or toes curled (right leg only) - is a tumor growth on the sciatic nerve in the leg causing paralysis. This is most likely transmitted from the breeder flock. It tends to be a genetic weakness and can be prevented with vaccination. The only assistance I know of is increased Vitamin E that can be applied to the water.

Viral Arthritis-when the chicken sits back on its butt with legs extended forward and will not be willing to move unless forced to. - caused by bacteria/viral infection that has entered through the skin of the hock joint (where the shank connects to the drumstick). The infection is due to poor bedding conditions. Birds are lying around on heavily manure bedding that is damp and contaminated. For the chickens affected there is no corrective action. For those not immobilized from the infection change bedding and move more regularly.

Those are the 4 most common leg problems asked about. Please remember Every symptom matters, make notes before you call, count the number affected, and don't wait till half of them are DEAD!

Jeff Mattocks

Growing crops under cover. By Don Brubaker

Spring is here and many of you are growing fruits and vegetables under cover. This is a good way to add value to your crops by getting an early start on them. When growing under cover it takes a whole new style of management to be successful at doing this type of growing.

When using plastic as a ground cover the water will not evaporate as fast so you will not need to water as much. You may want to invest in a moisture tester for the soil. This can be a good tool to help you judge the moisture in the soil. Too little water and too much water can be as detrimental to the growth and fruiting of the plant. With too little water the plant will become dehydrated and it will go into a survival mode. And that will affect the crop today and in the future. Over watering can be more harmful to a plant than under watering. To start with the soil needs to be able to breathe. If you were to take a cup and fill it with sand there would still be air in the cup, if you were to add water to the cup the air would be removed. At this point your plant will start to drown and it will begin to shut down.

In good soil structure with proper moisture, the feeder roots are white and have little hairs all over them, this is what you want to see. When these conditions exist the plant will be able to take up the nutrients that you have provided in a proper amount.

Plant diseases like blights; bacteria's funguses need to be managed also. In a structure that the plants are under cover you will need to have air movement to keep the plants dry. If it is a closed green house you will need to install circulating fans to keep the foliage dry. If it is a high tunnel it will need to be built in a location where there is a good cross wind this will help to keep the plant foliage dry naturally. The more plants you put in a structure the more air movement that is needed.

You will need to pollinate the plants that you are growing. This can be done by hand by shaking the plant or the blossoms. You can buy a mechanical pollination wand or you can buy bumble bees and let them do that work for you.

The Fertrell Company has a full line of natural and organic Fertilizers, Bactericides, Fungicides, Insecticides, Herbicides and Plant stimulates to help you manage your green house. And don't forget we are here to help you with any questions you may have.

Spring Garden Tips:

Making the right choice on fertilizer is not as restricting perhaps as the commercial fertilizers. We do suggest the use of soil test when possible.

Some general recommendations are as follows:

Root crops do well with potassium and phosphorus blends, with potassium being most influential. Fertrell recommends Blue K.

Crops fruiting above the ground will use nitrogen and phosphorus, with phosphorus being most influential. Fertrell recommends Gold SS.

Vine crops will most often favor similar blends to those fruiting above ground.

When large amounts of **manures** are used, we would suggest our Gold SS to be used.

For newcomers to gardening and lawncare, or as a **general purpose blend**, we would recommend the Super N 4-2-4. This blend will meet a broader list of plant needs.



Local Farmers Grow Organic

By LOREN KENT

KENNEDY — Farmers from throughout southern Chautauque County are looking into sustainable organic agriculture with hopes of producing certified organic crops and milk products in the area.

More than a dozen local residents met Wednesday with Dave Mattocks, president of the Fertrell Company, an organics supplier from Bainbridge, Pa.

Fertrell is a biological plant food and soil conditioner product supplier to organic farming interests based in the northeastern United States. Fertrell plant foods are composed of a unique combination of products which feed both plants and soil microorganisms.

"I really push farmers to get organic material going in their soil," Mattocks said. "Microbiology in the soil is needed to maintain soil health and life."

Mattocks stressed the importance of organic matter in soil and soil testing, saying that microbiology in the soil — along with good crop rotations — will usually discourage unwanted crab grass and other weeds.

"Soil testing is the agronomists map to supplying the best blended fertilizer for your soil type for specific crops," Mattocks said. "Soil samples should be taken from the top six inches of the field and should not be touched by human hands."

Mattocks said the top layers of the sample should be included in the material to be tested because it contains the rich top layers that are important to plant growth. Farmers should strive for a high percentage of humus-making materials in their soil. Humus in the soil encourages the growth of friendly bacteria, microorganisms and earthworms — all of which are necessary for maintaining the soil in top productive condition.

"There has been a push for larger quantities in the American agricultural business since WWII, and that has aimed farming in the wrong direction," Mattocks said. "For generations, farmers have used the same practices following crop rotation and chemical fertilizers, and a change in thinking is in order."



Local organic farmers, from left, Diana Saxton, Scott Rehmman, Sarah Bean and Dan Hill met in Kennedy recently with Dave Mattocks, president of the Fertrell Company. See additional photos at cu.post-journal.com

P-J photo by Loren Kent

Mattocks said that he was skeptical when he began listening to some of the things that "hippies and yuppies" were saying concerning agriculture during the 1960s. Within a few

years, some of the comments concerning environmental impact began to make sense to him.

"We began looking closely at soil tests and we saw that

farmers who were using chemical weed and pest control were not doing well in crop yields," Mattocks said. "This led us to investigate organic procedures during the 1970s."

The words "sustainable, natural and organic" have taken severe verbal abuse during recent years, but they still hold the same definition. Organic farming is not just about non-chemical usage, it is more encompassing.

"As stewards of the earth, farmers must utilize both science and basic values; and blend these together to create organic products that will aid in supporting the life force in the soil, on the farm and in the community," Mattocks said. "Feed and care for the land so that the land may feed and care for the future."

Later this summer the group of local organic farmers will travel to southeastern Allegany County to tour organic farms in that area.

Stephen Kimball, county legislator and dairy farmer, attended the meeting and offered insights concerning his own

experiences with organic farming.

"There is a market for organic goods and local farmers should look at ways they can become involved," Kimball said. "With milk prices at historic lows, organically produced milk prices are set at \$30 per hundredweight."

About The Organic Farming Group

The meeting held Wednesday was the third for the newly organized discussion group of organic producers and suppliers. The purpose of the group is to share knowledge and experiences related to organic food production and the transition period before receiving their organic certification.

The group includes producers who currently ship organic milk, some who are in the final phases of transition, and others interested in organic field crops and organic vegetable production. The producers vary in size of business, but find that most of the challenges they face are similar for all.

Send comments to lkent@post-journal.com

Read the above article on the internet at

<http://post-journal.com/news/articles.asp?articleID=15237>

Question Corner???

- **I am curious about whether or not Grazier's Choice would be a choice to use for sheep... It says that it's safe for sheep but I am curious about feeding rates and whether or not its an appropriate mineral for lactating sheep or growing lambs... what about llamas or a donkey?**

Grazier's Choice will work very well for sheep and is completely safe. The average consumption rate of Grazier's Choice per sheep per day is 1oz for normal maintenance. It could be 2-3 oz during lambing and lactation.

Grazier's Choice may be slightly deficient for young sheep if they are weaned early and nutritional content of grass is not very good.

Grazier's Choice is absolutely fine for Llamas and donkey while on good grass.

- **I don't have a soil test. What are the general application rates for your garden fertilizer? Gold 55 or Super N 15# / 1000 sq ft. It helps if we know if this is a new or established garden/ field, whether you are growing the same crops or different crops, whether manure was applied or not.**
- **I am a certified organic grower . What can I use on slugs? If they are on the plants, use Pyganic or Pure Spray Green. If they are on the ground, sprinkle Diatomaceous Earth.**
- **What can I do for Japanese Beetles on Grapes? Coat heavily with Surround WP. (it won't appear right away that it is working, because of the young ones hatching) - or Pure Spray Green, mix 50:1, add 1 oz Pyganic per gallon of mixture.**
- **What can I use to dust my potato plants? Calphos standard - lightly dust.**



Tips from the Front



Thank you to all of our customers who so quickly responded to our request to cut the pallet size back to one ton of product only. This is a big help when orders are being gathered and especially when shipping is arranged.----- THANK YOU!!!

A friendly reminder to all of our customers who have fax or email available: Due to the high call volume this time of the year, **please fax / email your orders** rather than calling them in by phone.

If multiple stop order, please provide complete addresses and contact phone number for each stop at the time the order is placed.

To our dealers: Small package items (liquids, feed supplements, dry fertilizer etc) must be purchased in case lot quantities. This will help expedite order processing and decreases the possibility of damage during shipment.

Reminder: dealers are required to purchase a 3 ton minimum per order.

If you are arranging your own trucking, please advise us at the time the order is placed with name of carrier.

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 Fertrell's Newest Employees

Rick Anderson - Small Package dept

Kyle Hess - Production

Karl Knaub - Granulator Operator

Todd Wolfe, Granulator operator

Donnie Wise - Fertilizer Mixer

Congratulations to the following new dealers:

Red Root Herb and Vegetables, Gary Weil 9286 hwy 29 N, Banks AL 36005 (334)243-4072

Henry Cavallari, PO Box 3883, Prescott AZ 86302 (928)778-2672 cell (928)713-9696 email: bluekazoo99@yahoo.com

Endless Journey Farm, Rte 2 Box 348, Bloomfield IN 47424 (912)384-3867

Daniel King, 6003 E Eales Road, Hutchinson KS 67501 (620)727-6811 Daniel@jakoinc.com

Sam's Agway, PO Box 148, Oakland MD 21550 (301)334-3444

Brad Whitaker, 19075 Island Drive, Linneus MO 64653 (660)258-7093

Rudy Schwartz, 31907 Nickel Ave, Jamesport MO 64648 (660)684-6748 voice Mail

Redmoon Ranch, Eve Pearlmutter, 12300 Fenceline, Wright City MO 63390, Redmoonranch@mindspring.com (636)463-1031

True Crop, 55272 Buffalo Lane, New London MO 63459 (573)231-6577

Master Feed Mill of Hillsboro, 410 N West Street, Hillsboro OH 45133 (937)393-4424

Country Seeds & Supplies, 5940 Mt. Davis Road, Meyersdale PA 15552 (814)662-4033

Glick's Natural Products, 120 Geist Road, Lancaster PA 17601

Willow Creek Orchard, 3220 Heebner Road, Collegeville PA 19426 (610)505-2141

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

BOER AND NUBIAN GOATS Old Mill Goat Farm, Special prices for 4H Families (866)700-7866

CERTIFIED ORGANIC HEIFER & BULL CALVES Lineback or Holstein Aaron L Lapp 355 Hopkins Mill Rd., Quarryville PA 17566 (717)786-8877.

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

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





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 200 million cfu/lb total bacteria. Application rate of 1 lb per ton for forages with moistures over 50%.

Compare and Save!

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

This is a 10% saving!

You can treat silages for \$.90 per ton.

Same Secret Recipe for over 25 years!

Special



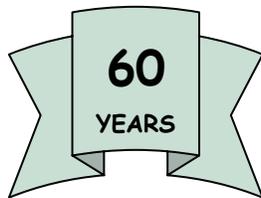
PRSR STD
US POSTAGE PAID
ALABAMA MAIL SERVICE
DECATUR, AL 35602

PO Box 265
Bainbridge, PA 17502

717-367-1566
FAX 717-367-9319

We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2006

Thank You,

Jim Byron would like to pass on his thanks and appreciation for your help in sending your business cards for his collection.

Upcoming Events:

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

June 26th Happy Farm in Kintnersville, PA- Pastured Poultry.

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

Missouri Fertrell Conference Monday Aug 13, 2007, Columbia, Missouri After July 1st call 816-215-9925 (Frank Kuhnert) for the exact location. Dealers and potential customers are invited to attend.