

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks



We note from signs around us that another year is slipping into history. The leaves are coloring, the vegetation is being harvested and stored for future use, and the days are getting shorter.

As each phase passes into forever gone, we are reminded that life is played out in the same way.

As we move along toward the conclusion of life, we pass through the various phases. All too often we push aside some important preparatory details

related to the future.

Our philosophy is to put off until tomorrow whatever we can. Sadly, some tomorrows never come.

When we consider the year that is coming to a close, let us recall our blessings; the good things in our life, the friendships we enjoy, and life itself.

All too often the national day of giving thanks is celebrated with little thought of its significance. Survivors of extreme hardships felt the need to give thanks.

As I put these thoughts before you, memory recalls the tragedy of the Nickel Mines school. Certainly extreme heartache was experienced, and forgiveness was given. The entire world witnessed spiritual strength without measure.

The psalmist David has given us some direction in his writing "Enter His gates with thanksgiving and unto His courts with praise, be thankful into Him, and bless His name. For the Lord is good; His mercy is everlasting; and His truth endureth to all generations. 100:4,5

This country has extended the opportunity to many for freedoms not available elsewhere. Many freedoms have been lost through abuse, but this is still the best country in the world.

Let's give thanks this year.

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Donald Griest, one of Fertrell's founders, passes at age 76. A Long time resident of Bainbridge and one of the founders of the Fertrell Company passed away on October 1st, 2007. Don Griest had been working since his early teen years for Mr. Johnson in Maryland when he started mixing fertilizer in his garage. He moved with the company from Maryland to Pennsylvania and was a long time employee. For many years Don took care of the mail order seed business for Fertrell. He mixed feed supplements and was in charge of manufacturing the liquid fertilizers at the Bainbridge location. Don was aware of the importance of our customers and always had the desire to accommodate them.

Don was well liked by co-workers and customers alike. His "cat family" was his pride and joy. No doubt Don will be missed by many.

Production Notes! By Paul Douglass

The hours for picking up product at the plant in Bainbridge are 8:00 AM - 4:00 PM Monday thru Friday. Hours for loading or unloading trucks are 8:00 AM - 3:30 PM. This will allow us time to load the trucks and close by 4:00. Our office is also closed from 12pm - 12:30pm for lunch. If you arrive during lunch, please be patient and we will do our best to take care of you at 12:30. Some of you travel long distances to get product from our production facilities only to be frustrated to find our plant closed. Our plant employees are hourly workers, and the plant has to be closed up and locked by 4:00 PM. Office personnel do not have keys to the plant. Customers arriving after 4:00 PM will not be able to pick up their orders if arrangements were not made in advance.

The equipment on the feed line is long overdue for repairs, and unfortunately we will have to shut down the feed line for one week to complete the work. Inventory levels will be brought up prior to the shutdown, and most of our customers' needs should be met, but large feed, warehouse orders, and custom mixes will not be able to ship during the week of December 3-7, 2007. Please plan accordingly, and we will do our best to meet the needs of those who require product during that week.

Deliveries during Winter Conditions

In order to assure deliveries and avoid injuries, consider the following prior to your delivery:

- Please consider ordering enough product for an extra week in case road conditions should delay your delivery.
- Open your driveway wide enough for the truck to be able to enter, exit, and turn around on your farm. For the safety of our drivers, we will not attempt to deliver to an unsafe lane.
- Clear the pathway where you want your minerals to be delivered.
- Please remove or mark any obstacles that, if covered by snow, could cause damage or injury.
- If necessary, mark ditches, culverts, and lane edges to avoid getting stuck in soft ground.
- If possible, have some kind of material on hand if traction is needed in icy conditions.

If we cannot make it to your farm to get your order, please call it in by Monday noon of the week of your delivery. Thank you!

We will do our best to keep the regular schedule during the cold season months. Please consider these suggestions, as this will help get your minerals to you on time.



Upcoming Events:

2007 Acres Conference December 6 - 8, 2007, Louisville, KY Info: (512)892-4400 or Info@acresusa.com

Professional Turf and Landscape Conference and Tradeshow January 9, 2008, White Plains, NY Info: (914) 993-9455 email nystla@aol.com. Sponsored by West Chester County & NY State Turf and Landscape Association.

NOFA-NY Winter Organic Farming and Gardening Conference January 25 - 27, 2008, Saratoga Springs, NY Info: Kate Mendenhall (585) 271-1979 or Projects@nofany.org

17th Annual Farming for the Future Conference February 7 - 9, 2008, Penn state Conference Center, State College, PA Info: (814) 349-9856 or email info@pasafarming.org

19th annual Upper Midwest Organic Farming Conference February 21 - 23, 2008 at the La Crosse Center in downtown La Crosse, WI Info: (715) 772-3153 or info@mosesorganic.org

What do Roasted Soybeans really cost? by Jeff Mattocks

Two of the most common phone calls topics that Don and I receive are "Can't find Roasted Soybeans" and "Can I use Soybean meal since Roasted Soy cost more?"



In my interest of knowing what the "REAL" difference is, I did some math. I like math! I called a friend in the feed mill business to get current pricing of each of these commodities, which you will see in the table below. Initially when he told me that roasted soybeans are \$60 more per ton than soy meal, I was really surprised. Usually there is only a \$30-\$40 per ton difference. Evidently "Bio Diesel" is driving the vegetable oil price or the oil seed prices. Anyway, I put two typical Fertrell Broiler diets together; one using soybean meal and the other using roasted soy. My findings showed the roasted soy ration to be \$25 per ton higher than the soy meal ration. \$25 per ton equals .0125 cents per lb of feed. This also means that if one ton of feed finishes 133 broilers from start to finish, your per broiler cost is an overwhelming .188 cents per chicken. If .188 cents per chicken or \$25 a ton is the difference between surviving or not, you should have hung the "For Sale" sign up a long time ago.

Broilers, turkeys, and eggs taste better when fed Roasted Soy! Don't believe me-try a taste test of your own. If they taste better you can sell them for a little more because yours are different than the- (bakery waste, animal fat (tallow), wheat middling, hexane gassed soybean meal, animal byproduct and floor sweeping) birds in the store.

You are in the business to sell something better than the local grocery store offers. So sell your QUALITY product, and don't compete on price. When someone is price shopping they will never be satisfied until they have the CHEAPEST product they can find. They don't make good customers, trust me!

Example Ration	9/14/07			Example Ration	9/14/07		
Ration Type:	19.7%			Ration Type:	19.6%		
Soy Meal				Roasted Soy			
Ingredients:	LBS	\$Lb	\$Mix	Ingredients:	LBS	\$Lb	\$Mix
Alfalfa Meal	0	\$ 0.25	\$ -	Alfalfa Meal	100	\$ 0.25	\$ 25.00
Corn Grain Shell	1265	\$ 0.08	\$ 101.20	Corn Grain Shell	1015	\$ 0.08	\$ 81.20
Fish meal,64%	75	\$ 0.85	\$ 63.75	Fish meal,64%	75	\$ 0.85	\$ 63.75
Limestone	25	\$ 0.10	\$ 2.50	Limestone	25	\$ 0.10	\$ 2.50
Oats, Crimped	0	\$ 0.13	\$ -	Oats, Crimped	100	\$ 0.13	\$ 12.50
Oil, Soy Bean	50	\$ 0.55	\$ 27.50	Oil, Soy Bean	0	\$ 0.55	\$ -
Nutri-Balancer	60	\$ 0.68	\$ 40.80	Nutri-Balancer	60	\$ 0.68	\$ 40.80
Soy Meal,48%	525	\$ 0.17	\$ 89.25	Soy Meal,48%	0	\$ 0.17	\$ -
Soy, Roasted	0	\$ 0.20	\$ -	Soy, Roasted	625	\$ 0.20	\$ 125.00
Total	2000	\$ 0.163	\$325.00	Total	2000	\$ 0.175	\$ 350.75
							Feed
	Dressed	Feed	Feed	Cost per Bird	\$/lb	Feed/LB	Cost/Bird
	Weight	per Lb	Total Lb	Soy meal Rations	\$ 0.163	14.4	\$ 2.34
Broiler	4.5	3.2	14.4	Roast Soy Rations	\$ 0.175	14.4	\$ 2.53
		Daily feed			per lb		per day
Layer Cost		0.3		feed cost change	\$ 0.0129		\$ 0.0039

Product Special! GreenClean

Summer is over, and leaves are starting to fall. It's time for pond cleanouts!

GreenClean kills algae and helps bring dead leaves to the surface for a fast and easy cleanout. GreenClean also removes excess algae before winterizing your pond.

GreenClean Granular Algaecide can be used in the following applications:



Treating String Algae

Use GreenClean on affected areas - including waterfalls and streams. Turn off circulation before applying and then turn circulation back on after 10-20 minutes.

Pond Cleaning

Use GreenClean for spring or fall pond cleaning. First, drain pond (remove fish & plants) then apply GreenClean to all surfaces. Rinse with water after 10-20 minutes and drain. Finally, simply re-fill pond replace fish & plants after de-chlorinating as appropriate).

Waterfall Treatment

Use GreenClean for stubborn string algae on waterfalls. First, turn circulation off and apply GreenClean directly to the algae. Let the GreenClean sit for 15-20 minutes, then restart the system.

Spot Treatment

Use GreenClean directly over the infested area. Re-treatment is required when heavy growth occurs.

Treating Roofs & Hardscapes

Use GreenClean to kill and prevent algae and moss from growing on roofs, walkways and patios. GreenClean may either be spread over the surfaces as a granular application, or it may be diluted in water to be sprayed on.

Available in 20 lb and 50 lb pails (while supplies last) **GreenClean 15% off while supplies last!**

Product Special! Phostrell

FALL SALE Now through December 15, 2007 Phostrell 0-6-0 with 6% available Phosphorous and 32% available Calcium \$60.00 off per ton in 50lb bags throughout the end of the year.

A Fertrell blend of Bone Char and Calcium Carbonate - to provide a better level of available Phosphate (Bone char) as well as Calcium and Micro nutrients (Calcium Carbonate).

General Application Rate for most crops is 10 lb / 1000 sq ft. or 400#/ acre. Fall Application is recommended for maintenance of existing crops.



At this time of the year we want to take a moment and thank all of our customers for the business in the past year. We wish you and yours a joyous holiday season.

Question Corner???

During the fall I am still bringing cows in and out. What do I use for sore feet?

Sore feet, if caused by Laminitis or Hairy Warts, can be helped by using a dry foot bath containing 80% Hydrated Lime and 20% Copper Sulfate. I recommend starting with $\frac{1}{2}$ inch of this dusty material and adding some fresh to the box daily to maintain dustiness or poofiness. When the cows step in the box, the dust will move up into the area between the claws to kill bacteria and fungus on contact while drying the area.

Cows will be coming in to be stabled and Somatic Cell Count will be on the rise. What can the farmers feed to keep SCC down? There are several reasons why cows' SCC (Somatic Cell Count) goes up in the fall of the year when being stabled: The farmer is in more of a hurry to get out of the barn and harvest crops, so pre and post milking procedures may not be done correctly. New crops are being fed that may not be properly or fully fermented, causing mild digestive upset in the cow. This will weaken or lower the immune system, allowing for more infections. Most fall seasons have an increase in soil moisture from autumn rains, which will contribute to the levels of mastitis and SCC when unprotected cows have udder to soil contact when left out nights or even on wetter days. There are a couple things that can be fed to help reduce the risk of mastitis and high SCC. I prefer to feed at least 2 oz of kelp meal during this transition time. I would also recommend feeding at least 2 oz of Redmond Conditioner during the feed transition period to buffer any unfermented or spoiled feed.

Freshening in fall months is very hard on calves and cows. Is there anything special farmers can give them? Stored feed freshening is usually affected by protein imbalance that isn't noticed when dry cows and bred heifers are on pasture. Most often when I look at winter time dry cows I find that the manure stacks up and is very dry. This is definitely a nutritional problem that more often than not is caused by lack of protein. Farmers tend to neglect protein requirements of dry cows because they aren't the ones making the money today. But they are the financial "savings account" of the dairy farm. The DRY cow is next year's income. Feed it like it matters! 1 lb of protein will make all the difference in the world toward freshening in the winter.

When is the best time to apply Oxidate for powdery mildew? At the very first sign of mildew, the application should be on both the tops and bottoms of leaves.

We had several heavy rains in late spring, and overnight the 90-100 degree heat set in. Plants under plastic were stunned. The farmer thought he was short of nitrogen due to the heavy rains. Do you have any comments on this type of situation? Rain generally supplies nitrogen. The stunting of the plant may be from a shortage of other nutrients. Soil testing is suggested if the condition persists. A temporary solution would be to foliar feed plants. Fertrell # 3 works well.

Gardens are coming to an end soon, what kind of soil treatment should we put on the garden to get them in shape for the following year? Cover crops are always beneficial, and economical. Fall Mineralizer will increase soil stability and life in readiness for next season.

My sister is into perennial plants. Is there any fertilizer you should protect these plants with, to winter over properly? Winter feeding is limited to root uptake. Fall Mineralizer will support feeding mechanism and overall health.

Why would I spread aragonite on the fields in the fall? Aragonite spread on legumes and hardy plant varieties will increase insect resistance and plant vitality.

I have stray voltage problem on my farm, any suggestions how to get rid of it? If you have been dealing with this problem on your farm, and have some suggestions, please let us know (contact the Fertrell office)



The Farmer-to-Farmer Market Place:

Connecting farmers to farmers for products they want 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

PUREBRED KIKO BUCKS at Rocky Top Farm \$500.00 For more information please call (570) 268-3087

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

Williams Tool System Flat Spade Cultivator Includes 3pt hitch, 78" tool bar, 4 side knives (flat spades), pair of gauge wheels, \$550, (used only 3 hrs. purchased new for \$950) (814)692-8432

Vicon Spreader on ground drive trailer can be put on tractor for P.T.O Drive., Zimmerman Lime and Fertilizer, (717)629-4155 - Paul

Williams 5 ton Fertilizer Spreader with 6.5 HP Honda Engine or P.T.O Option. Zimmerman Lime and Fertilizer, (717)629-4155 - Paul

Bagging Scale (OM2) by Seedburo Equipment Company. Take the labor out of bagging your grains! Attach bag, pull handle, and the bag will automatically fill to the desired weight (15-115 pounds). 3 1/2 years old. New cost \$2000. Will sell for \$1000 plus shipping. (207)728-3150 or email northernmostfeeds@yahoo.com

New Employee:

Leonard Crater, Fertilizer Mixer

Tips from the Front



Please remember, all "less than truckload" shipments are cut back to **1 ton** pallets (40 - 50 lb bags). If 60 lb bags are included, please recalculate the total weight of the pallet.

If Chilean Nitrate is included, there will be a hazmat charge added by the trucking company. If at the time of the quote hazmat was not mentioned, the quoted freight rate is not valid. We apologize for any inconvenience this may cause you!



OUR NEW OFFICE HOURS ARE MONDAY THRU FRIDAY 7:30 AM to 4:00 PM

PCO Removes Fish Meal w/Naturox from the List: By Don Brubaker

By now those of you that are certified by PCO know that fish meal w/naturox has been removed from the allowable list of ingredients that you can feed to poultry and swine. This all came about because of the ruling that was handed down by the NOP, which simply states all ingredients that are fed to animals must be from an organic source. This includes kelp, oils, carriers like wheat midds and soy hulls, molasses and herbs.

As a result, PCO reviewed all the products that they had on their allowable list, and fish meal with naturox was removed. Naturox is a preservative that contains non-organic vegetable oil, non-organic lecithin, and non-organic rosemary extract. At this time we have not come up with a preservative that can replace naturox in fish meal as a preservative.

With all that said, here are some rations examples for poultry and swine.

Ration Type: Broiler Ration	19.0	%	Ration Type: Layer Ration	17.0	%
No fish meal			No fish meal		
Ingredients:		LBS	Ingredients:		LBS
Alfalfa Meal	100		Alfalfa Meal	100	
Aragornite (Fine)	25.0		Aragornite (Course)	17.5	
Corn Grain Shell	990		Corn Grain Shell	965	
Oats	100		Oats	100	
Poultry Nutri-Balancer	60		Poultry Nutri-Balancer	60	
Soybeans, Roasted	725		Soybeans, Roasted	600	
Total	2000		Total	2000	

For broiler starter add 4lbs ground roasted soybeans per 5 gallon bucket for the first three weeks.

For turkey starter, add 14 lbs ground roasted soybeans per 5 gallon bucket for the first four weeks.

For the second four weeks, add 4 lbs ground roasted soybeans per 5 gallon bucket. Then just use the 19% broiler grower.

I am concerned that this may cause too much fat in the diet with the use of roasted soybeans, so below is an alternative.

For broiler starter, add 2 lbs soybean meal per 5 gallon bucket for the first three weeks.

For turkey starter, add 8 lbs soybean meal per 5 gallon bucket for the first four weeks.

For the second four weeks, add 2 lbs soybean meal per 5 gallon bucket. Then just use the 19% broiler grower.



Nursery Ration	22%	Grower Ration	16%
Ingredients:		Ingredients:	
	LBS		LBS
Corn Grain Shell	665	Corn Grain Shell	990
Milk Replacer (dry)	200	Oats	400
Oats	200	Oil, Canola	0
Rummi-Cult 40	25	Shell Corn Grain	0
Soybeans, Roasted	850	Swine Grower	60
Swine Grower	60	Total	2000
Total	2000		

Holiday Special! Fertrell Gift Certificate



Give a gift that keeps on giving" - Fertrell Gift certificate:

15% off through December 10th. Each gift certificate will be sent with a full line catalog.



For your Rosarian friend. It will "give" all through the growing season. (wide variety of rose products available)



For your egg supplier. The "goodness" will benefit you in the future. (natural and organic poultry products)



For your local milk supplier. (natural and organic dairy minerals)



For your children, to provide a poison free play environment for your grandchildren (variety of natural and organic lawn fertilizers, insecticides, pesticides).



For Grandpa the "hobby gardener" to grow healthy, natural , sweeter produce. (Don't need to worry to eat "right from the garden")

For Grandma's berry patch, the extra yield may mean some extra pie or jam.



For your local fresh produce supplier, to encourage chemical free growing (which will benefit all customers in the future).



For the new homeowner, a soil test can help to get the new property looking beautiful. For the competition grower (may it be a 4H kid, giant pumpkin grower, fair contestant, rose grower, etc).



*Our wide variety of products will offer something for everyone, whether you are controlling ants in your home, growing flowers for enjoyment, produce for your family or profit, animals for your * pleasure (horses etc.), or for an income. Fertrell can help.*

Featured Product! **Aragonite**

Many houseplants suffer from lack of nutrients, especially calcium. We often use plant foods high in nitrogen, phosphorus and potash. These will encourage plant growth even when the plant would rather remain somewhat dormant. Calcium gives strength to cell walls and encourages new growth.

Aragonite (shell flour) is a good source of calcium for all species of plants. Potted plants should have 1 table-spoon per inch diameter of pot. One time annually should be sufficient.

It is now available in a 5 lb bag.

Aragonite

Sea Shell Flour

-A superior form of calcium consisting of a mixture of Sea Shells and Coral.

-An Outstanding source of calcium for

Poultry, Dairy, Beef, and Swine

as well as all other livestock species.

Lawns, Gardens, Flowers and Ornamentals!

-Typically requires $\frac{1}{4}$ application of Agricultural Lime with the same effects!

Superior because:

-Consistently over 36% Calcium

-Consistently less than 1% Magnesium

-Contains other beneficial Micro Nutrients including:

*Zinc, Manganese, Iron, Copper, Sulfur, Selenium and Sodium from Sea Salt

Predigested from previously living organism

Aragonite is available in Bulk, Bulk Totes and 50 lb bags.

Call you local dealer for bulk pricing by the truck load.

Featured Product! **Feed-N-Gro Plant Growth Stimulant**

Another excellent product for your houseplants is **Feed-N-Gro Plant Growth Stimulant**. Use on all your potted plants to make them grow bigger faster. It will not burn your plants. For your convenience it is available in a ready to use spray bottle. Lightly mist once a month or more frequently if desired.

Works well on outdoor plants as well. Use vegetables, flowers, ornamentals, trees, shrubs and lawns. The product improves drought and flood tolerance without burning. For larger applications, it is also available in concentrated form.

Available Sizes:

Plastic Jug 1 quart

Plastic Jug 1 gallon

Plastic Jug 5 gallons



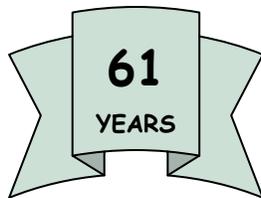


PO Box 265
Bainbridge, PA 17502

717-367-1566
FAX 717-367-9319

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A Friend of Nature Since 1946



1946-2007

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Dealers 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.

Your experience throughout the growing season would be appreciated! Questions, comments, success stories, problems and suggestions are welcome. Please submit to the Fertrell Office by December 10, 2007

Congratulations to the following new dealers:

Cooperative Growers Association, 1360 Highway 206, Tabernacle, NJ 08088 (609)268-1018 Phone or (609)268-8917 Fax

Jericho Mills, RR1 Box 549 Mill Road, Mifflintown, PA 17059 (717)436-6173 mejordan@pa.net

Bearcreek Sheep Co., 534 Harlan Brown Road, Columbia, KY 42728 (270)384-1691 bearcreeksheepco@yahoo.com

Good Earth Organics, 721 Gap Creek Road, Marietta, SC 29661 (864)836-0625

Professional Tree Surgeons Supply Inc., 580 W Hoffman Ave, Lindenhurst, NY 11757 (631)957-0301

" The guys are very excited about what the Aragonite is doing. In some cases hay yields have doubled! I'm going to try to use Fertrell fertilizer on some test plots. I'm sure they don't realize what it would do. I have used Fertrell products for over 35 years and think they are the BEST! " J. Byler , Sugar Grove PA