

Fertrell Notes & Quotes

1946-2007

The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks

Success is contagious and also challenging. It is always exciting to participate in adventures that have positive endings.

Such was the case in our field day at Aaron Zook's high tunnel demonstration.

We experienced some exciting results in vegetable growing and important controls for insect and diseases.

This is, of course, without sacrificing product quality and yields.

Many tests were demonstrated. There were some less than acceptable results, but not without reasonable explanation.

Aaron openly discussed his practices in growing and answered many questions.

Ralph Cramer gave some details about high tunnel growing. Wesley Kline from Rutgers Cooperative, New Jersey lead the discussion on plant varieties, and Wade Espenshade discussed IPM (Integrated Pest Management) practices and benefits. Stan Thornton discussed benefits from adding vermiculture extract to soils.

A very exciting discussion came from the manager of Lancaster Farm Fresh Co-op, Casey Specht. The top priority is to continue offering superior quality and maintain a prominent place in the market.

The Fertrell Company participated in the test plots. Any questions relative to this field day may be sent to Aaron Zook, 284 Zook Lane, Leola, PA 17540.



Inside this issue:

Notes from the President's desk
Product special - Bulb Right 1

Feature Product - Milky Spore 2

When is it time to buy hay?
Feature Product - Berry Mix 3

Special Product - Fall Mineralizer
Featured Product - Invigorate 4

Tips from the Front Question Corner?? 5

The Farmer-to-Farmer Market Place: 6

Crop Residue and the Use of Cover Crops 7

Upcoming Events

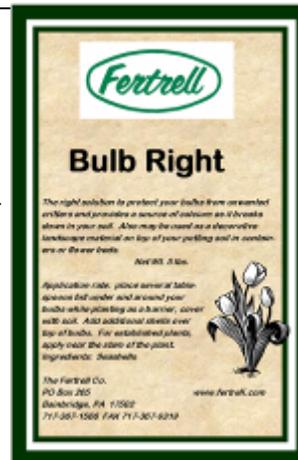
Dealer News from the field
Congratulations to the following new dealers: 8

Product special! Bulb Right

Bulb Right

Protect your spring bulbs from squirrels, voles and other rodents. The coarse edges of this oyster shell product will discourage critters from digging up your bulbs.

Now through October 31st, save 10% per 5lb bag of Bulb Right.



Dealer News from the field
Congratulations to the following new dealers:

Featured Product! Milky Spore



Summer has ended, and if you're like most people this year you probably fought the battle of the Japanese beetles this summer in your garden and yard. Wondering how to get rid of them in years to come? One of our featured product this issue will help you do just that.

Milky Spore begins working as soon as it is applied and continues as long as grubs are feeding. Once grubs are infected they will multiply the spore by several billion times and spread it further. In warm climates good control can occur in one to three years. In colder areas like New England, it may take three to five years. Once established in a lawn, Milky Spore has been known to last 15 to 20 years.

Milky Spore is harmless to food crops. It is not a chemical pesticide. It may be used in gardens and does not affect pets, beneficial insects, fish, bees, birds, other animals, plants, or man. It is not a poison.

When using Milky Spore, your lawn will be protected even if you are surrounded by untreated property. Eventually the spore will creep next door into adjacent areas by natural movement.

Grubs are in the first instar stage in the fall and are feeding for growth to store body fat for winter. In the spring, grubs reach 3rd instar prior to molting and do not require as much food.

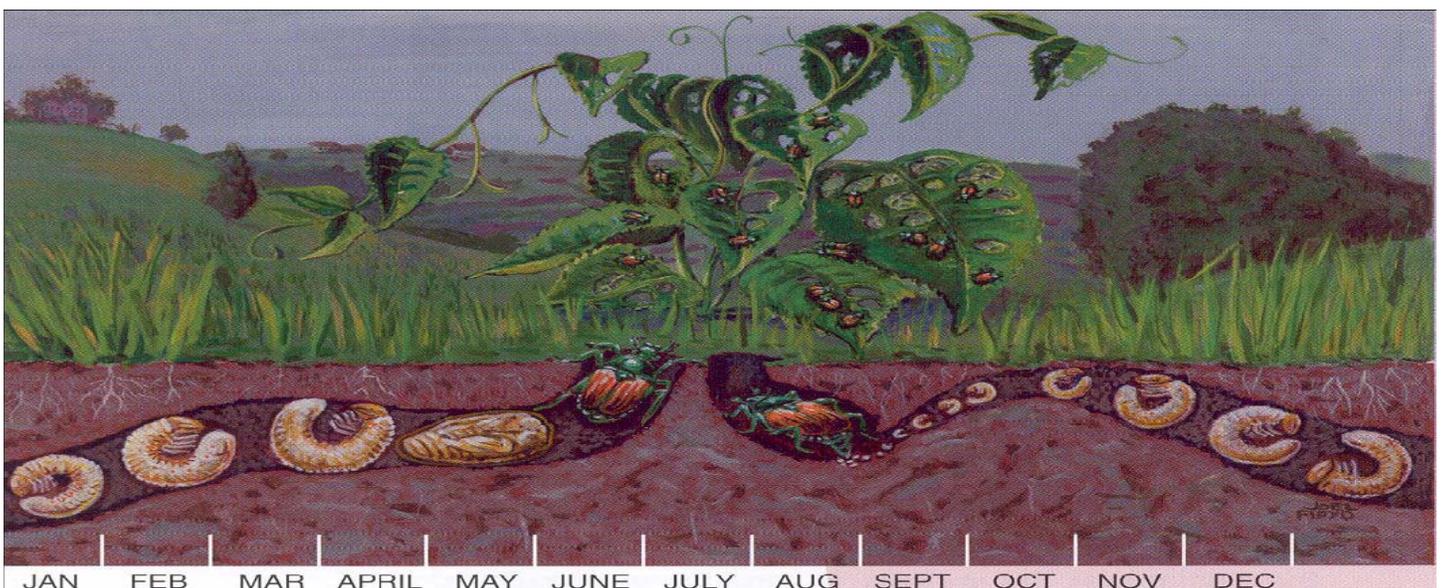
Milky Spore Powder in cans is a one time application, put down in spots in measuring teaspoon amounts four feet apart, creating a checkerboard pattern of spots throughout your yard. Each spot contains 100 million spores.

Milky Spore Spreader Mix in bags is applied with a drop spreader over every square foot of grass and requires applications in spring, summer and fall for two years to build the number of spores in any one area into the millions.

The main difference is that in using the six part spreader mix program you are essentially spreading the spore over an entire lawn rather than in concentrated areas. In doing this, the number of spores in any one location is significantly less than when using the concentrated spot method.

Grubs become infected by swallowing a spore, and this occurs by happenstance when feeding on grass roots. The more spores in a given area, the greater chance for infection. Each infected grub dies and releases 3 billion new spores into the soil.

A detailed list of frequently asked questions regarding the Milky Spore is available from your local Sales Rep or by calling the Fertrell Office at (717)367-1566.



When is it time to buy hay? by Jeff Mattocks

Talking to farmers is what I do almost every day. So guess what I am hearing the most? Hay crops are yielding less than in other years. I am hearing these reports from farmers in most of the areas I am in communication with: Pennsylvania, Ohio, New York, Maryland, Michigan, Indiana, Wisconsin, Minnesota, Missouri and others. If all of these states and others are experiencing dryness or drought, where is the hay or haylage coming from to feed all of the cows in these states?



If you are a dairy farmer, and you don't have enough or don't know whether you have enough hay or forage, it is time to do an inventory and then order some. Hay prices are already \$20 per ton higher than last year's prices at this time and are climbing every day. I am very fearful of what hay prices will look like in February, March and April of next year. If good quality organic hay is already \$200 per ton now, based on normal hay price increases these hays will be \$250 by next March.

And if organic grains continue to be difficult to find and purchase, the hay price will climb even faster and further.

Hay tests that I have seen this year have been very good quality but low quantity. I wish all of your barns were full of the sample results I have seen, but I know many of you have been feeding your hay because your pastures have been short of good forage.

Less than 20% of farmers I work with are telling me they have enough, and I don't do rations for everybody. So what I am really trying to get into your head is-DON'T WAIT! Your first cutting of hay sets the production for the year and is usually the heaviest. If 1st was short and you normally buy some hay, you will buy some this year too. 3rd, 4th or 5th cutting hays are not going to miraculously make up for what was missing in 1st and 2nd. Don't fool yourself into believing it - there isn't enough day length or heat units to make it grow that big. Can you ever remember a last cutting that was that big?

Well, enough about hay and forage. What are you doing about grain? Corn is tight and getting more expensive all the time. Even new crop 2007 corn prices are higher than I have ever seen. Try not to get head strong, thinking that the only way to feed your animals is with corn and soy. It's not. Small grains are fine feed inputs. The only trouble is they have side effects if over fed. But without too much thinking, I can tell you a cow can eat up to 3 lbs of each of the typical small grains: wheat, barley, spelts, oats, triticale, and even rye. Each of these have reasonable energy, and all have higher protein than corn. So don't miss out on a good deal of small grains. If they are less than the price of corn, buy some and try it! Good luck in the hay and grain market.

Featured Product! Berry Mix

Berry Mix 4-2-4

A blended plant food specially developed for strawberries, raspberries and blackberries, to increase yields and produce larger and tastier berries. Safe and easy to use. Works in most soil types.

The best time to apply is at the end of the season. (several of our customers like the results so well that they also apply it throughout the growing season)

General application rate: 2 lbs per 100 sq. ft.

It is available in a 50lb and a 4lb bag.

Please note: for blueberries you should be using Holly Care 4-6-4 in the fall, due to the way blueberries utilize phosphates. In spring use Berry Mix on blueberries as per the directions on the label.

SPECIAL Fall Mineralizer - Due to the great response in the fields, we are once again offering the Fall Mineralizer at a discounted price. **Save now through October 31st - \$10.00 per ton.**

The base of an effective turf program begins with the mineralization of your soil. Fertrell's Fall Lawn Special applied in the Oct - Nov time frame at a rate of 15 lbs per 1000 square feet provides available calcium to allow the lawn fertilizers applied later to be most effective. Fall Lawn Special also contains trace minerals, salt and sulfur to condition the soil and allow the turf's root structure to remain healthy during the dormant season and start off strong in the spring.

Why mineralize? Why worry about your turf in the fall when it stops growing? Ever wonder why some lawns stay green in the heat of the summer while others turn brown?

Lawns, hay fields, or pastures are only as good as the root system that provides the turf. A thick turf with deep healthy roots is capable of withstanding drought, excessive heat, and bitter cold winters. During the spring and summer months, all of your turf's energy is spent growing green grass and leaves. In the fall the roots recover from the strain of summer and repair the damage that heat, drought and heavy traffic may have caused. A late application of Fertrell Fall Lawn Special will give roots the minerals and nutrients they need to rebuild and store energy for next year's growth.

Featured Product! **Invigorate**

Invigorate is a powerful blend of vitamins, trace minerals, and direct fed microbials. It includes Vitamin A, D, E, riboflavin, choline, niacin, folic acid, and trace minerals including cobalt, selenium, manganese, zinc, copper and iron. *Invigorate* also has direct fed microbials, including: yeast cultures and blended lactic acid bacteria (lactobacillus acidophilus, enterococcus faecium, lactobacillus casei, lactobacillus plantarum).

Invigorate is all the great things about our old product "Stress-Ease" without Methionine for organic reasons and with more added to include uses for younger livestock. *Invigorate* was developed for an organic dairy producer who was having calf problems: coughing, scouring, weakness, off milk. He was talking about purchasing a competitor's "Magic Foo-Foo Dust" to try to fix the problems. I asked for a few days to make something that would be bigger and better, of course. Thus the inception of *Invigorate!*

Invigorate is a "super duty" vitamin booster to be used anytime an animal is not acting or feeling right. It has been used to *help* animals with high SCC, mastitis, off feed, poor breeding, or anything else a little extra vitamins might help. *Invigorate* is not a drug or a cure. It is metabolism system support for times of stress or illness. I recommend using it in the following ways:

Large animals-500 lb or more

- Mild illness or stress - 1 oz per day until symptoms go away, plus 7 days.
- Severe condition - 2 oz per day until symptoms go away, plus 1 oz for 7 days.

Small animals - less than 500 lbs.

- Mild illness or stress - 1/2 oz per day until symptoms go away, plus 7 days.
- Severe condition - 1 oz per day until symptoms go away, plus 1 oz for 7 days.

Any critical condition wherein animals may die very soon.

- Double the amounts recommended above and treat every 12 hours.
- Consult with Veterinarian or other professional for treatment.

Tips from the Front



Please check out our **new** website at www.fertrell.com. Comments are very welcome.

Please note: there is a page for pictures/comments from the field. Feel free share your success story.

Fall Soil Testing - Please remember to fill out your forms completely when sending the samples to the lab. Please include your complete address and phone number. And don't forget to forward the yellow copy of the form to our office.

Reminder - Loading hours : Mon - Fri, 8 AM- 3 PM. Closed over lunch from 12:00 -12:30

Shipping Dept.: Just a reminder that Freight Invoices are DUE ON RECEIPT - new orders will not be shipped if there are unpaid freight invoices. This applies to all dealers and direct retail customers. Thank you.

Question Corner???

Welcome our newest Employees
Amanda Hess - Small Package Dept.
Jeannie Litchard - Office Manager Assistant

Do you have a cattle bloat remedy? If so is there a website available to find information? We haven't had much luck out here in Australia.

Bloats is generally caused by excess potassium levels in the forage that leads to excessive amounts of lignin that cannot be effectively digested, thus causing bloating.

Or bloat is caused by excessive amount of ammonia from the nitrogen or protein of the pastures.

In either case dietary magnesium usually makes these problems go away. I prefer to use Magnesium Sulfate (Epsom Salts). It cost a little more, but it works much better.

You need to get 1-2 ounces into each animal each day for bloat prevention.

You can also use mag sulfate mixed with mineral oil at the rate of 6 oz mag sulfate to 8 oz mineral oil and drench this to animals with early signs of bloat.

With prolonged or serious signs of bloat, (near death) you must relieve pressure with a punch or knife to save the animal.

The real answer is to correct your soil imbalance with calcium, which will fix the forage imbalance, in turn fixing the livestock's imbalance. Just remember—it takes time. - Jeff Mattocks

I have squash vine borers. What can I do for that? Use Fertrell Liquid Kelp 10%. Depending on infestation, use 1 -2 qts per acre. This product needs to be applied in the evening.

Have you had any feedback on the product Moss Killer? Does it work?

Moss Killer is made of clove and lemon juices, plus other safe ingredients. This products works fast. In one day you'll see rapid decay of moss and fungal growth. Use it on bricks, cement walks, steps and decks.

1 gal ready to use treats 600 sq ft., 1 gal concentrate treats 1 acre (per mfg.)



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

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

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



Crop Residue and the Use of Cover Crops: By Don Brubaker

As fall closes in on our gardens and row crops, we need to take a look at how we are going to put the soil to bed for the winter. I would like to take a moment to discuss some ways to do this.

1. Removing all crop residues and planting a cover crop
2. Leaving the soil bare and exposed to the elements
3. Fertilizing and re mineralizing for the next growing season

The benefits of a cover crop are many: protection from wind and water erosion, nutrient retention, increased organic matter in the soil through plow down in the spring, etc.

With a cover crop you will be able to reduce the soil that is lost from the winter winds and rains that will take their toll on the soil. Weed suppression and weed germination can be reduced in the fall and early winter with a thick cover crop.

If you remove the plant residue from the garden and fields, you will be removing the habitat that many insects will over-winter in. This can be done, for example, by baling the corn fodder. In your garden I would recommend piling the residue and using worms to decompose it over the next year and a half. The worms will turn the residue into a good amendment for the soil in the future.

In the spring, when you plow down the cover crop you will be adding nutrients to the soil for the up and coming growing season. With a cover crop you will be able to retain nutrients that might otherwise be blown or washed away.

For those of you that do a lot of grazing, remember the fall and early winter of 06/07--it stayed warm and many cover crops could have been grazed, thus reducing your need for stored forages.

Consider fall fertilizing, liming and mineralizing. When you apply those products in the fall it can be done more economically, because the ingredients that are used do not cost as much. Also, doing this in the fall gives it the opportunity to bond with the soil through freezing and thawing in order to be plant-ready in the spring. And let us not forget that with a cover crop you will be able to give more protection to the soil microbial life that you have worked so hard to generate.



Upcoming Events:

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 6, 2007, Sam's Club, Plank Road, Altoona PA . 10 AM - ?????

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

Family Farm Forum,(Joel Salatin) November 6, 2007, Bluegrass Stables LLC., Fairview KY, for information call (270) 885-1048



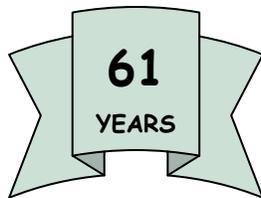
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We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2007

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.

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 October 10, 2007

Congratulations to the following new dealers:

Earth In Hand Landscape, 2204 Richmond Road, Easton, PA 18040, (610) 559-5131
www.earthinhandlandscape.com

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

Ericsons, DBA GroMart, 300 W Memorial Drive, Dallas, GA 30132, (770) 505-6003

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

BME Consulting, 327 N 4th Street, Sperry, OK 74073, (918) 288-6015 Alan Teel, Email: ATEel9835@MSN.COM

Tice's Feed Service, PO Box 108, Mainesburg, PA 16932 (570) 549-3567 (some organic)