

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks



As you read this our gardens will be well on the way to reaching peak production to satisfy appetites for fresh food. We hope your garden is meeting your expectations. Your production goals should always be just beyond the level you reach.

Let me encourage you to look for more from your garden than just what you eat. In my garden there is so much more than growing plants, ripening fruit, insects, weeds and disappointments. It is difficult to really measure all the benefits we gain from working in the midst of nature. Therapy received for the body and soul cannot be adequately described when I am in my garden.

Regardless of what you are growing, gardens can be therapeutic, refreshing and educational. Our abilities to see, smell, touch, hear and especially taste can be stimulated in the garden. If we look closely at the garden we can see many life forms, working in perfect harmony for the mutual benefit of all who live there.

Many times in my garden, thoughts turn to how it must have been in the Garden of Eden. Aggression, ambition to control, discontentment, sickness and confusion could not have been present.

For those who choose to believe in creation, we find a peaceful presence in the garden - life all around us making a concerted effort to survive and reproduce. Genesis 3:8 says..."And they heard the voice of the Lord walking in the cool of the day...". Mornings or evenings are the ideal times to gather the benefits we have outlined in these notes: Therapy, education and refreshment today is priceless and can be had in whatever you grow. - My hope for you, is for health and prosperity.

Inside this issue:

Notes from the President's Desk	1
Special	
Nutri-Balancers and Their Shelf Life	
Featured Product! Redmond Clay	2
Congratulations to the following new dealers	
What's it Worth	3
What's it Worth Continued	
Tips from the Front	4
Question Corner	
Lighting for Laying Hens	5
Marketplace	6
Upcoming Events	7

Special Sea-K 0-0-10

Sea-K 0-0-10 is a natural potash source derived from aragonite, greensand, and algae potash. **Sea-K 0-0-10** provides 10 percent available potash as well as 12 percent calcium, trace minerals, and the added benefits of boosting the biological life of your soil with beneficial bacteria naturally occurring on the ocean floor.

Apply **Sea-k 0-0-10** at a rate of 8 lbs per 1000 square feet, 300 lbs per acre, or as required results of soil testing. **\$15.00 off per ton through the end of August.**

Nutri-Balancers and Their Shelf Life: by Don Brubaker

Everybody that has used our Nutri-Balancers knows how well they work. Many of you don't realize that there is a limited shelf life to the Nutri-Balancers. We have had them tested, and they start to lose their efficiency after six months. This can vary some with the time of year that they were blended. If they were purchased in the fall of the year and you live in a colder region of the states, the cold will help the shelf life. For best results always store them out of the sun and in a clean, dry, rodent-free environment

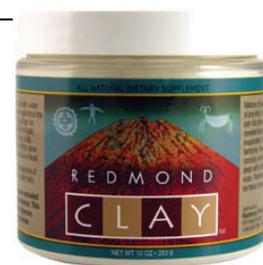
The reason for the limited shelf life is because of the vitamins and direct fed microbials. At the Fertrell Company we have always believed that there should not be any preservatives added to our Nutri-Balancers. We feel that it makes a better product that way, and above all it does not add additional cost to the Nutri-Balancer. If you have a choice, always use the freshest Nutri-Balancers on the youngest animals. That way you can get them off to a good start. There is a date stamped on the back of each tag. This date tells you when the product was blended. For example "06100801" means June 10, 2008 - first batch of the day. Use this date for rotating stock and when communicating with your Fertrell representative about any concerns you may have.

Featured Product! Redmond Clay

Millions of years ago, long before the earth knew pollutants of any kind, a range of volcanoes erupted, spreading volcanic ash across the ancient Sundance Sea. The water in this sea evaporated, leaving behind a bed of mineral-rich sodium bentonite.

Near the small town of Redmond, Utah, they carefully extract this ancient volcanic ash, now resting deep within the earth, and bring it to you in its pure, natural state. Redmond Clay contains more than 50 natural trace minerals essential to human health.

Redmond Clay helps eliminate food allergies, food poisoning, mucus colitis, spastic colitis, viral infections such as stomach flu, and parasites (parasites are unable to reproduce in the presence of clay). Works well with burns, bug bites, detoxification, etc. Clay can be used externally in many ways such as a clay poultice, mud pack or in the bath and in skin care applications. In addition, it can be taken internally with water or spread upon food. For additional information on Redmond Clay uses check out their website at www.redmondclay.com



Congratulations to the following new dealers:

Kings Herb Nook, 1060 Compass Road, Honeybrook, PA 19344 (610) 273-4583

Green Path Garden Supply, 68 S Maple Street, Brookfield, MA 01506 (508) 867-5202

Westport Grain, 251 State Road, Westport, MA 02790 (508) 675-9786

Bayles Garden Center, 88 S Bayles Ave, Port Washington, NY 11050 (516) 883-6660

West Wind Farm, 196 Hoyer Road, Cherry Valley, NY 13320 (607) 264-3635 email: rob@westwindfarm.com

Keystone Mills, 1975 State Route 336, Romulus, NY 14541 (315) 549-8226

Martins Farm Supply, Luray Martin, Pottsdam, NY (315) 268-0309

Osterlings Feed & Grinding, 3035 Old Route 422, Fenelton, PA 16034 (724) 283-1819

Passion Flowers, 3843 Skippack Pike, Skippack, PA 19474 (610) 584-4590

Edenview Organics, 4707 Warrior Mark Path, Tyrone, PA 18886 (814) 632-8589

edenvieworganics@windstream.net

Engelbert Farms, 182 Sunnyside Road, Nichols, NY 13812 (607) 699-3775 email: kengelbert@stny.rr.com

Elmer Gingerich, 2881 430 Rd., Stanberry, MO 64489 FD, FT

Robin Magley, 330 Rd 27, Bird City, KS 67731 785-734-2610 FD, FT

What's it Worth? by Jeff Mattocks

For some time now I had been wondering, "why is a grass or legume forage cut at 1 ½ to 3 inches from the ground?" Many interesting responses have resulted from this question such as:

- Cleaner looking field
- Weed control management
- More tonnage or volume
- That's the way my dad did it

I'm sure there are many more reasons that I haven't heard before. I've been preaching for a couple years to cut higher for several reasons, such as:

- Faster re-growth, reduces time to next cutting by 2-3 days
- Higher nutrient quality of the forage- better forage
- Less mold potential from "splash up" from the soil and manures applied particles
- Less Neutral Detergent Fiber (NDF), which slows down the digestive tract and reduces digestive efficiency

I wanted to know for myself what is really in that 3 inches of forage that the farmer feels they must bring to the barn. So, I had a sample of fresh wheat stubble sent to Skyview laboratory to have analyzed. Here are the results:

Fresh Wheat Stubble

	AS SAMPLED	DRY MATTER	EXPECTED RANGE
MOISTURE	75.3%		
DRY MATTER	24.7%		
CRUDE PROTEIN	1.30%	5.1%	7 - 22
ACID DET. FIBER	8.9%	35.9%	32.2 - 48
CRUDE FIBER	7.60%	30.60%	
NEUT. DET. FIBER	13.9%	56.2%	40 - 65
Net energy Lact.	0.15%	0.62%	
CA	0.08%	0.33%	.35 - .75
P	0.06%	0.24%	.20 - .50

Young cut Wheat hay

	AS SAMPLED	DRY MATTER	EXPECTED RANGE
MOISTURE	11.6%		
DRY MATTER	88.4%		
CRUDE PROTEIN	16.2%	18.3%	7 - 22
ACID DET. FIBER	29.9%	33.8%	32.2 - 48
NEUT. DET. FIBER	49.2%	55.6%	40 - 65
Net energy Lact.	0.58%	0.66%	
CA	0.30%	0.34%	.35 - .75
P	0.32%	0.36%	.20 - .5

I have personally seen young cut wheat protein values as high as 20%. However, by leaving the stubble or woody shaft in the cut you will bring that 20% protein down to 16% protein forage with an overall lower digestibility.

What's it Worth continued? by Jeff Mattocks

Just for a reference:

-Oat Straw - 4.4% protein, .50 Net Energy Lact., 40.5% Crude Fiber, .24% Ca, and .06% P.

A couple of other comparisons to think about:

- Good Graziers prefer to offer the vegetation between 4-9 inches with no grazing below the 4 inch level.
- The cows chooses to leave the bottom 4-5 inches when grazing effectively.
- Parasites don't generally climb more than 4-5 inches up a plant's stalk.
- All grass specialist recommend higher cuttings for crop or plant health.

From a nutritional stand point, this stubble would not have enough nutritional value to keep a heifer alive, let alone promote or support milk production. You may have heard from me or other nutritional advisors that you should have 5-10% sweep away or feed refusal from the cows. Feeds like this are what are supposed to be swept away! So you can sweep it away or just leave it in the field. Either way it will be in the field sooner or later, so why haul it in to the barn and back out to the field again? The saying better than eating snowballs was used a lot last year with short forage stockpiles. But this wheat stubble or any other forage stubble is only one step better than snowballs.

Tips from the Front!

Transportation costs: Due to the steadily rising cost of fuel, negotiating good freight rates is becoming more and more challenging.

When requesting quotes for upcoming (possible) orders, please keep in mind that the price we can quote you this week most likely will not apply next week.

The fuel surcharges between carriers fluctuate quite a bit, and we are working hard to get the best rates for you. We would appreciate it if you would not request quotes unless you know how much product you are planning to purchase. (For this reason, we reserve the right to charge a fee of \$10.00 per additional quote for customers who submit multiple "maybe" orders.) Again, keep in mind that quotes given at the time the orders are placed may not apply by the time the order ships. **To help ensure the best rates possible during these "tight" times, we also encourage all customers to check the freight prices from their end if they have connections with trucking companies.**



Question Corner???

I have a customer with a couple of hens showing signs of stumbling and circling as though drunk. They also have a hard time getting up again. Any thoughts? The drunken hen is mostly like affected by a sinus condition causing an equilibrium issue on one side. You should look for any signs of nasal discharge, coughing, sneezing, snitting or wattle inflammation to verify my diagnosis. If the symptoms persist, I would consider a more significant type of respiratory disease like Newcastle, Infectious Bronchitis or other.

My Agvet flock supervisor's manual shows that Newcastle is the most likely if the circling continues. That symptom occurs shortly before death. This is a completely conventional booklet, and it indicates no treatment available.

Marek's is generally more symptomatic of sitting around, lethargic, dozing off, leg paralyzation, immobility and death. Naturally speaking, whenever faced with an unknown or untreatable type disease, I try to get some liquid vitamin E purchased over the counter at the health food store and put 1000mg per 10 birds per day c water drinking surface or trough area so that it will float and each bird will get some.



Lighting for Laying Hens: by Don Brubaker

As August approaches, it is time to start thinking about adding light to the hen house program. Hens need around fifteen to sixteen hours of light daily to stay stimulated. With the increasing cost of production and shrinking margins, who can't afford to not get the maximum production out of their hens?

You can add extra light with electricity and a timer; it can be added morning and evening. Another way is to use a gas lantern. You should have them lit as you go out to the hen house to imitate the sun. In the evening you will need to put 1oz. of fuel in for every hour that the lantern needs to burn. As the fuel runs out, it will look like the sun is going down, and that is very natural looking. You could also use a LED light with a solar collector and a battery to store the power.



Fertrell Nutri Sil forage Inoculant- \$5.00 off regular price per bag till August 31st

The Farmer-to-Farmer Marketplace:

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, livestock, 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 twice, 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

Organic & Non-GMO Roasted Soybeans & Corn

Bags, Totes, Bulk --- Ground, Rolled, Whole Picked Up --- Freight Arranged, Nutritional Blending, Inc. (800) 285-0796 nbisoybean.com (P0107)

2008 Certified Organic Baleage & Hay Adams County, PA. Reserve your 08-09 needs now. Great for grazers. Good quality mixed grasses, alfalfa, chicory, and clovers. Second cutting dry hay sold out of field. Contact: Bill or Mary Ann Oyler at (717) 677-8411 or (717) 816-1340 or wjoyler@superpa.net (S0708)

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 (P0107)

Cultivator 2 row, IVA manufacturing with fertilizer tank attachment, 4 years old, asking \$1100. Leave message at (717) 786-1049

Planet Junior Push Seed Planter \$225.00, Contact Donald Merrith, Hydes, MD (410) 592-2467 (S0508)

Miscellaneous:

Eight cases of praying mantes Contact Donald Merrith, Hydes, MD (410) 592-2467 (S0508)

Brewed Compost Tea Contact Ben M. Stoltzfus (717) 768-3437 (S0708)



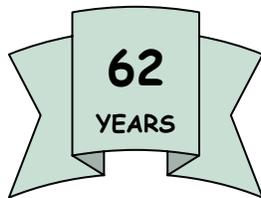


PO Box 265
Bainbridge, PA 17502

717-367-1566
FAX 717-367-9319

We're on the web
www.fertrell.com

A Friend of Nature Since 1946



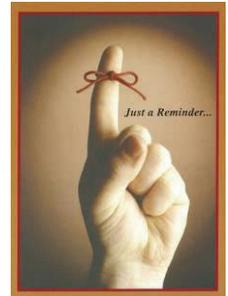
1946-2008

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

Upcoming Events:

August 3, 2008 Inaugural PASA Grass-fed, Grass-finished Beef Challenge Cook-Off, 1 pm Glasbern Inn, Fogelsville, Lehigh County, Pennsylvania

Event is open to the public, tickets are available online at <http://www.pasafarming.org> \$10 for PASA members, \$15 for non-members. Attendance is limited, so book early. Guests can sample grilled, grass-fed burgers and beer braised beef stew, buy a mug of Stoudts Brewery local craft beer, and groove to live music provided by The Brintton Brothers.



August 12, 2008 10 am till 3 pm Fertrell hosted field day, John & Melinda Lapp's Farm, 95 Indiantown Rd. Ephrata, PA 17522. RSVP no later than August 8th, please contact the Fertrell company at 800-347-1566.

September 9, 2008 - Lakeview Organic and Fertrell meeting in Geneva, New York from 10 am till 3 pm, for more information or to RSVP to Lakeview Organic Grain, (315) 531-1038 by September 5th. Lunch will be \$15.00 per person.