

# Fertrell Notes & Quotes



The Fertrell Company:  
A Friend of Nature Since 1946

Tracy Mattocks, Editor

## Notes from the President's Desk: Dave Mattocks



As I am writing this, there are many things happening around our country that will affect each one of us.

I believe the news is good and will require positive approaches. You have taken time to read this, hopefully to learn some new, innovative ideas - ideas that will make your life more fulfilling.

Please note, I didn't say "prosperous", but "fulfilling".

I believe that the people who make a difference in today's world look beyond money and fame. I believe that you have a deep desire to make contributions to your neighborhood, families and friends that will last for a long time.

We must think beyond today and cultivate wholesome ambitions if this country is to survive and grow stronger.

Wholesome ambitions should include others and not just ourselves.

(Today we speak of "global" and "international" rather than "neighborhood".

Radical solutions - manufacturers are turning to food and plants in their search for the latest anti-toxins.)

Even with the good news, we face some trying times ahead, but today there are those who would steal our heritage and destroy the values that brought our forefathers to America.

Agriculture has been the backbone of our culture - teaching values that would last for many years.

Many plain people continue to show us ways to develop close family ties and strong communities.

*Give a man a fish, he eats today. Teach him how to fish, and he eats forever.*

The last frontier that government has to conquer and destroy is the farming community. Let me be quick to say that our foundation is weakening. Science has not been willing to join forces with nature but has chosen to dominate and dictate.

The results of this struggle are evident everywhere we look: health, wealth and progression.

Over the years, I have seen a decline in agriculture values and a compromising of ideals - all to a great loss in world leadership. This decline has been due to aggression for dominance and financial gain.

*When I was working directly with farmers one evening, I stopped to make a call. Milk wasn't going through strainer. The farmer gave the strainer some jolts, and milk went through.*

*I asked, "do you give that milk to your family?" "No, we milk the Jersey - more butterfat."*

The financial pressures for conventional farmers have caused them to compromise their standards and moral principals.

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## Featured Product! Fertrell Horse Nutri-Balancer

**Fertrell Horse Nutri-Balancer** - Feed Nutri-Balancer at the rate of two ounces per head, per day for horses over 400 pounds. Give one ounce per head, per day to horses under 400 pounds. To avoid selenium overdose, never exceed four ounces per head, per day. Each measure holds one ounce.

Available Sizes:  
Paper Bag 10lb (4/case)

For ration information, stop by our website:  
[www.Fertrell.com](http://www.Fertrell.com)— Animal Specific Natural Products under Natural Animal Care Products



## Aragonite

Sea Shell Flour

It's Back, and Fertrell has it!  
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!



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 50lb bags.

Please check with your local representative for pricing.

(Bulk loads are very economically priced)

## Aragonite "Gold from the Bottom of the Ocean": by Joe A Byler

Two years ago when Dave (Mattocks) told us about Aragonite, I became excited, because of one thing - 38% available calcium! Many products have calcium, but is it "available" calcium?

At this meeting Dave also explained there are many other minerals, etc. in Aragonite, but they are not allowed to list them. After 2 years I'm sure there is a lot more value in Aragonite than we realized.

Why is it such a fine product? If we stop and think of all the sea life that has died and sank to the bottom of the ocean for thousands of years, why wouldn't it be a unique product?

Our area has a lot of clay soil. The boys had been applying lime. But didn't feel they were getting the results they should. Dave then went on to explain they are probably getting magnesium lime instead of calcium lime.

When the subject of Aragonite came up, the boys decided to try it. With the first shipment there were some misunderstandings in the price etc. But Dave got it ironed out so that everyone was happy.

One of the boys that was the most disgusted when he found out the cost. Applied it on a newly seeded Alfalfa field. There was one sizable spot where the stand was poor; it was small and it just did not look good.

After applying Aragonite just before a rain, this spot became a lush green and started growing in just two days.

When he applied Aragonite, he had skipped putting it on at the corner of the field. His neighbor had a large frolic. Many of the guys walked to the hayfield and saw the results. Needless to say, Aragonite sales soared.

After just two years the results are unreal. The meadows and pastures are lush and greener. The boys say it takes less hay and grain, and the horses are in better condition just the same.

Feeding it to dairy cows has almost completely eliminated health problems. The chickens don't break their eggs like before, etc.

I'd think of using it myself if it wasn't for all those dead fish that are ground up with it!!

Here in our area they were applying around 500 lbs to the acre. I'm sure in areas of better soil 300 lbs would be sufficient. Last year several of the guys used only Aragonite in planting corn. They have no intention of using commercial fertilizer this year, as yields were excellent.

Use moderation when feeding to livestock.

I wrote this on my free will. I was not asked to write this.

Joe A. Byler, 206 Sunset Lane, Sugar Grove PA 16350

\*\* These results are seen with the raw Aragonite.

## Salmonella levels in battery eggs, higher: by Jeff Mattocks

Government study shows salmonella levels over five times higher in intensive egg production than organic. The Soil Association reveals that a recent government survey <sup>[1]</sup> shows that organic laying hen farms have a significantly lower level of salmonella. Salmonella is a bacterium that causes one of the commonest forms of food poisoning worldwide. <sup>[2]</sup>

The study showed that 23.4 percent of farms with caged hens tested positive for salmonella, compared to 4.4 percent in organic flocks and 6.5 percent in free-range flocks.

The research also showed that the highest prevalence of salmonella occurred in the largest holding size category (30,000 birds or more). This was over four times the average level of salmonella found in flocks closer to the maximum size allowed under Soil Association organic standards. <sup>[3]</sup>

These results support Hugh Fearnley-Whittingstall and his 'Chicken Out' campaign to improve the welfare standards of chicken production. <sup>[4]</sup> It also adds weight to the argument that although 'free-range' production would certainly be a positive step forward, it is still some way behind the Soil Association's organic poultry systems <sup>[5]</sup>, which ensure truly free range birds and offer the highest standards of animal welfare as acknowledged by respected animal welfare groups such as Compassion in World Farming.

Emma Hockridge of the Soil Association's policy department said: *"Anyone watching Hugh and Jamie reveal the appalling conditions millions of chickens endure in the cramped, windowless sheds of factory farms will be in no doubt that organic and free-range chickens have a better life.*

*"This research confirms the Soil Association's view that there are serious potential human health implications from such intensive systems. Whilst Salmonella food poisoning can be avoided through proper cooking of eggs and meat, anything that reduces the incidence of this bug should be encouraged - like genuine free-range, organic farming."*

### Notes:

<sup>[1]</sup> Survey of the prevalence of Salmonella species on commercial laying farms in the United Kingdom Published in The Veterinary Record (2007) 161; 471-476

<sup>[2]</sup> Around 15,000 cases of Salmonella are reported to the UK's Health Protection Agency (HPA) each year. [http://194.74.226.162/hpa/news/articles/press\\_releases/2004/041005\\_salmonella.htm](http://194.74.226.162/hpa/news/articles/press_releases/2004/041005_salmonella.htm)  
<http://www.patient.co.uk/showdoc/40024928>

<sup>[3]</sup> Intensively farmed chickens reared for meat can be housed in flocks 30 - 40,000 strong. Even the RSPCA's Freedom Food standards allow 16,000 egg-laying birds per house, and there is no limit on flock size for free-range meat birds.

In contrast, Soil Association organic standards recommend flock sizes of 500 - with absolute maximum flock sizes of 1,000 for meat birds and 2,000 for egg birds allowed only with special permission and additional management measures in place.

<sup>[4]</sup> Hugh Fearnley-Whittingstall's Chicken Out campaign: <http://www.chickenout.tv>

<sup>[5]</sup> Some battery egg operations have as many as half a million birds. Most battery cages house four or five birds, each with about as much room as an A4 sheet of paper. All animals on Soil Association organic farms must have access to outdoor ranges and pasture, with an emphasis on enabling the animals to express their natural behaviour. Unlike intensively reared birds, organic chickens can't be given routine doses of antibiotics which weaken the animal's natural immune system so increasing reliance on drugs, as well as being linked to creating antibiotic resistant 'superbugs' with serious human health implications.

## Question Corner???

### What is the difference between Redmond Conditioner, Redmond Salt and Redmond Clay?

The Redmond Salt is primarily just unrefined salt with naturally occurring minerals in it.

The Redmond conditioner is a Montmorillinite Clay that is water absorbing. It is used for some mineral supplementations as well as a mold and toxin binder in animal feeds.

The Redmond clay is a more pure form of Redmond conditioner that is processed in a food-grade, stainless steel processing line. It is used both internally and externally for cuts, burns, bug bites, etc. Internally used for diarrhea, constipation, acid indigestion, etc.

### What are the feeding rates of Invigorate for different livestock?

Invigorate is fed at the following rates:

Large cattle - milking: 1-2 oz per day, non milking: 1/2 -1 oz per day for use during periods of stress or illness.

Young livestock:  $\frac{1}{4}$  -  $\frac{1}{2}$  oz per day as needed for support during times of stress or illness.

Invigorate is primarily designed for ruminants but may be used for other animals. It should be used based on body weight and condition of the animal. 1 oz per 1000# of body weight is the normal level. This may be doubled to 2 oz per 1000# of body weight as necessary or for support during times of extreme illness or stress.

### I have a cow with a buckled hoof. What can/should I do?

There is not a clear cut answer for this circumstance-buckled hooves can be caused by several things including injury, pinched nerve, zinc deficiency, or magnesium deficiency.

Front hooves (both)-may be related to an acute zinc deficiency but may also be from other injury related condition. You could try some supplemental zinc and evaluate the animal's response. I would try 5,000 mg of zinc per 1000 lb body weight not more than 3 treatments within 24 hrs. If no response is noticed stop treatment and call your veterinarian.

Rear hooves buckled (both)-may be related to an acute magnesium deficiency or pinched nerve from calving pressure. You could try some supplemental magnesium and evaluate the animal's response. I would try 4 oz of magnesium sulfate per 1000 lbs body weight-not more than 3 treatments within 24 hrs. If no response is noticed, stop treatment and call your veterinarian.

Single hoof buckling abnormality is most often related to hoof health, hoof injury or poor environmental conditions.

A float tank in many cases provides relief for the animal. Not standing on the affected hoof or hooves as well as the hot/warm water will encourage blood flow and may reduce inflammation causing the pinched nerve.

These things are yours to try. I have seen them work for other farmers in the past, although that does not mean they will always work for you. Try them, and good luck!

### Why should one use Cattle Choice at this time of the year as a free choice supplement instead of Grazier's Choice?

From the time grasses stop growing in the pastures until they start again, graziers should offer Cattle Choice to their livestock.

Cattle choice has a higher level of calcium and phosphorus as well as vitamins A, D & E that are no longer present in stock piled feed such as hay or old pasture.

So whenever feeding "stored" or "stockpiled" feeds, you should be offering higher nutritional supplementations with Cattle Choice and Heifer Choice.

When Pastures return and start growing, then is the time to return back to Grazier's Choice.

**I have a customer who read your APPPA article on the importance of grit in a broiler's overall diet. He'd like to just add it to the ration when mixing. I haven't heard of this before and wanted to get an input on whether this would work, and what the pros/cons are.** I would recommend adding 15 lbs per ton of feed. It is a labor saver, but some birds may not get enough grit.



## Question Corner??? Continued

### Why should the average horse owner use Fertrell Horse Products?

That is a really good question. Honestly I do not have a good answer. What I can tell you is that Horse NB and Horse Power are both developed to enhance sound nutrition practices, supplying much of what today's grains and forages lack due to modern farming techniques. The Horse Power has added calcium and phosphorus to supply the necessary nutrition to grains and protein to make a balanced feed ration. The Horse NB is designed to make a poor feed ration better. We don't make a big deal about added amino acid or huge amounts of biotin, and we don't use all the "equine buzz words". We use kelp as a "carrier" and we promote sound, balanced nutrition that will take care of itself, including good hair coats, strong hooves, and proper muscle development and tone.

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## 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, 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](mailto:jeffmattocks@fertrell.com) or [don@fertrell.com](mailto: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](http://nbisoybean.com) (P0107)

**Certified Organic Hay** Top quality alfalfa, 49 large square bales. Please contact: Ernest Miller, IN (574)825-5260 (S0308)

**Black Angus Cattle**, Twenty Five ready for slaughter 3/15 - 5/30. No antibiotics or hormones. Raised locally on grass & finished on homegrown forage, hay, and grain. All natural raised, but not certified organic. Call Henry Martin, Watsontown PA Wed's 7pm - 7:15pm only. (S0308)

### **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](http://www.chickenpickers.com) (P0107)

**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 (S01107)

**Vicon Spreader on ground drive trailer** can be put on tractor for P.T.O Drive., Zimmerman Lime and Fertilizer, (717)629-4155 - Paul (S01107)

**Williams 5 ton Fertilizer Spreader** with 6.5 HP Honda Engine or P.T.O Option. Zimmerman Lime and Fertilizer, (717)629-4155 - Paul (S01107)

**Bagging Scale (OM2) by Seedbuo 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](mailto:northernmostfeeds@yahoo.com) (S01107)

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

## Dealers News from the Field:

This section will include news from the field. Your experiences throughout the growing season would be appreciated! Questions, comments, success stories, problems and suggestions are welcome. 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](mailto: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:

**Beanstock Enterprises** 7452 E. Madrone Ave, Port Orchard, WA 98366 (360)286-6054 [www.superiortraceminerals.com](http://www.superiortraceminerals.com)

**Floyd Mc Claskey**, 1641 South Webb Road, Geuda Springs, KS 67051 (620)442-0878

[Mcclaskeyenterprises@sucocoopwb.com](mailto:Mcclaskeyenterprises@sucocoopwb.com)

**Birds , Bees and Butterflies Nursery LLC** , PO Box 10, Towanda, KS 67144 (316)617-0467  
[bob@birdsbeesandbutterflies.com](mailto:bob@birdsbeesandbutterflies.com)

**Pete Cochran** Rte 22 Box 78, Ringwood, OK 73768 (580)141-8161 [weservegod@gmail.com](mailto:weservegod@gmail.com)

**Brown Family Farm** 8983 E State Rte 18, Montpelier, IN 47359 (765)728-2133

**Sherwood & Evard** 4540 South Old State Rd 37, Bloomington, IN 47401 (812)361-5816

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

**Fifth Season Gardening Co** 106 S Greensboro St., Carrboro, NC 27510 (919)932-7600

**Thomas Edwards**, 5944 Oak Creek Way, Baltimore, OH 43105 (614)670-2241 email: [oakcreekway@yahoo.com](mailto:oakcreekway@yahoo.com)

**Davis Florist & Garden Center** 4200 Locust Lane, Harrisburg, PA 17109 (717)545-4721 [bldavisr@verizon.net](mailto:bldavisr@verizon.net)

**Marann Farm, Mark Wade** 1134 Fairview Church Pascal, Hardyville, KY 42746 (270)651-7466 [MARANNFARM@aol.com](mailto:MARANNFARM@aol.com)

**Palmetto Nursery & Florist** 770 E Pine Log Road, Aiken, SC 29803 (803)648-1322 [Palmetto-Nursery@hotmail.com](mailto:Palmetto-Nursery@hotmail.com)

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## Tips from the Front!

- With spring fast approaching, we would like to remind all of our customers (who have access) to please fax or email their orders. Our fax is on 24 hours a day, 7 days a week 717-367-9319.
- Please remember to note any damages/shortages on deliveries on the bill of lading. The trucking companies will not process damage/loss claims if it is not marked on the shipping papers prior to signing.
- Discrepancies in orders must be reported within 10 days of receipt of order.
- A note to our dealers and distributors: small package items and liquids must be purchased in full case lot quantities. For individual quantities, the next pricing level will apply.
- Incomplete orders will not be sent to production. Please be sure to send your order in once you have it completed. We cannot hold "shipping slots" open based on a partial order that will turn into a full truck load.



## Important Shipping Notice to all Customers:

Due to the high volume of shipping and the time required to rate & arrange the shipments, we at Fertrell have found it necessary to implement some freight quote guidelines.

We can only search for rates once per shipment. You will be notified of the best rate as soon as it comes available. You may be given an initial Grid/Pallet rate if available into your area - that may not be your best rate, just an estimated guideline. Changes in weights or # of pallets once the initial freight quote is requested will result in a \$10 charge per rate adjustment do to customer add-on's or drop-off's (quotes are based on 2000 lb of product per skid).

Please remember to give as many specifics (pallet jack, lift gate, notify call, offload equipment available, tractor trailer access, business or farm/residential, hand unloads, etc.) needed for delivery as possible - every time you place an order. Some of these services incur additional charges, often at the driver's discretion - drivers DO NOT unload freight, or help move it - they just transport it. Damages must be indicated on Bill of Lading when signing off on delivery or freight claims will not be honored by the freight company or Fertrell.

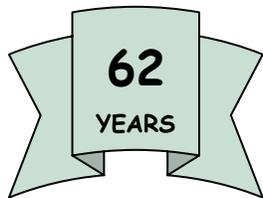


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We're on the web  
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## Fertrell group on Google

Join the Fertrell group on Google, we currently have 30 members. Post your questions about organic and natural farming practices, including row crop, gardens, ornamentals, livestock, poultry and all things for sustainable agriculture.

Check it out!! Current questions include information on;

Cattle Choice, grit in broiler ration, poultry rations, Greensand, weeds, fertilizer, why use organics vs. commercial, Alaskan soil, drip irrigation fertilizer, lawn fertilizers, Greensand effect in Oklahoma, and many more.

When joining the group please fill out your profile with your name, location and a brief biography. This will help connect members with the same interest.

## Upcoming Events:

**Organic Dairy Conference** March 25-26, 2008 SCU Chico, University Farm, 311 Nicholas C Schouten Lane, Chico, CA 95928 Info: Cindy Daley (530)518-4157

**Northeast Grass-travaganza** March 28-29th 2008 Holiday Inn Arena, Binghamton, New York call: CNY RC&D office at 607-334-3231 ext. 4 or visit the website at [www.cnyrcd.org](http://www.cnyrcd.org)

**Sustainable Conference**, Norman OK (Joel Salatin) March 28-29, 2008 for info call: (405)702-5166

**Southern Plains Farm Show**, April 17-19, 2008 Ok State Fair Park, Oklahoma City OK, call: (507)437-7969

**3i Farm Show** Airport, Great Bend, KS May 7-9, 2008 for info call: (620)227-8082