

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks



Much effort has been made to encourage people to buy local whenever possible. Traveling has made me more aware of the opportunities that exist.

New research suggests that the average supermarket shopper is willing to pay a premium price for locally produced foods.

This provides some farmers with an attractive option to enter a niche market and boost their revenues. Studies are currently proving that shoppers are going to farmers' markets and are willing to pay more for the locally produced foods. Freshness and flavor are rapidly bringing customers to the grower.

Much is being said about CSA (Customer Supported Agriculture) marketing programs for vegetables and fruits. This concept continues to flourish and has spread to many farming communities.

Food safety remains an issue for many imported items. The rush to markets tempts producers to risk short cuts and compromise quality.

Because growers who supply a local market depend on repeat business, more care is taken to insure customer satisfaction.

Organic growers have always known that quality with perception will be more attractive to consumers than cheap prices. For too long people have been deluded by those who are determined to keep food prices low. Sadly, the savings on food purchases are eaten up by expensive medical bills.

Interestingly, people are awakening to the real value of eating good food. This is demonstrated by continued growth, in spite of high fuel and food prices, in most farming communities. Remember, "A smile is a window on your face that shows your heart's at home."

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Fall Mineralizing for Optimum Spring Growth: by Don Brubaker

As the 2008 growing season is fast coming to a close, it won't be long til we will be thinking of the 2009 growing season. You should start thinking now about getting more tons of forage in the 2009 growing season. Do yourself a favor and order the Fertrell Soil Mineralizer for soil application this fall. By doing this you are giving the soil a shot in the arm and allowing the plants to store up valuable minerals for quick start-up in the spring. Often it is too wet in the early spring to get into the field to apply nutrients for the first cutting of hay. By applying it in the fall, you will eliminate this problem.

Fertrell Soil Mineralizer will improve the overall nutrient content of your forage and make them more palatable by increasing the vitamin and mineral content of the forage. The sulfur in the Fertrell Soil Mineralizer is the stimulator of nitrogen fixation.

The Fertrell Soil Mineralizer is a blend of aragonite, greensand, natural potash, and sulfur. The aragonite is a great source of available calcium and trace minerals. Greensand increases the water holding capacity and is a great source of trace minerals. Natural potash is a great source of potash and salt. Sulfur is the element in the Fertrell Soil Mineralizer that brings it all together.

The Fertrell Soil Mineralizer should be applied at a rate of 400 to 600 pounds per acre, or as recommended by your Fertrell representative.

Fall Sod Support: by Chris Papada

Fertilizing grass (pastures, hayfields and lawns) in the fall provides several benefits. First off, fertilizing in September or early October helps to provide plant nutrients that are needed to recover from the stress of summer. This is also the time of the year that an application of fertilizer will help to thicken a stand of grass and provide nutrients to help the plants overwinter properly. We normally promote the use of Blue N for pastures and hayfields and Turf Green 9-1-4 for lawns.



The next, and maybe the most important, benefit of fall fertilization occurs in mid to late fall. At this point, when air temperature is 50 degrees F or less for three consecutive days, top growth comes to nearly a complete stop. This does not mean that the plant is finished for the year. You will notice the grass is still green. This is a good indication that photosynthesis is still taking place. This also means that nutrients are being turned into energy. But where is the energy going if the plant is not growing? The energy is being sent down to the crown and roots of the plant. What does all of this mean? It means lots!

First off in the spring, long before shoot growth, roots want to grow. We all know the importance of long thick root systems. By fertilizing in the fall and storing the nutrients, the roots do not need to wait for food. The nutrients are there to start growing ASAP. If we apply fertilizer in the spring to grow roots, the nutrients first need to be picked up by the plant, then processed and then sent to the roots. Days, even weeks, can be lost. It is also known that most spring fertilization is turned into shoot growth. Most grasses grow excessively in the spring without fertilization. Why push extra early growth and tire out the plant? Fall fertilization will provide plenty of green color and growth in the spring as well as a healthier and well rooted plant to withstand the coming stress of summer.

"New" Fertrell License plates. Special
\$3.99 each, through December.
Regular price \$4.99



"Can I ripen tomatoes with additional nutrients?"



The application of Sulfate of Potash will help promote the ripening of the tomatoes"

Fall Specials



Nature's Avenger is a natural citrus oil based herbicide designed to meet the demands and needs of homeowners and businesses looking for an alternative to synthetic herbicides or less effective natural products.

You will see results within hours and dead weeds/ grass the next day. Weeds with deep root systems may require a second treatment.

Available in 24oz ready to use trigger spray bottle

1gal containers (makes 5 gallons ready to use)

OMRI Listed



Fertrell



Berry



Mix



Berry Mix is a plant food specially aimed at more, bigger and tastier berries. Safe and easy to use. Works in most soil types. Best time to apply is at the end of the season. (Due to the great results, many growers are using Berry Mix all through the season) Use on strawberries, brambles, blackberries, grapes, blue berries, gooseberries, currants, and elderberries.

Typical analysis 4-2-4, Application Rate: 5# per 1000 sq. ft., Available in 4# and 50# bag,

Fall Special: \$30.00 off per ton through October 31st, 2008



Blue K Plus 2-2-4 New Fertrell Blend for Alfalfa fields

Special blend will winterize crop, helps prevent freeze out. Blended with ingredients acceptable for organic growers. Application rate: 300lb per acre. Special for September and October 2008

\$20.00 off per ton through October 31st, 2008



Fertrell Herbal Caps ¼ oz nutritional additive for calves and sheep. Contains cayenne pepper, garlic and diatomaceous earth.

Directions for use: for calves: use at the rate of 2 capsules for 3 dosage periods. Administer 2 capsules on day 1, day 8, and day 15.

For sheep: use at the rate of 4 capsules per 200 lbs for 3 dosage periods. Administer 4 capsules per 200 lbs on day 1, day 8 and day 15. Available while supplies last 40 ct and 100 ct containers. **\$1.00 off per container**



Congratulations to the following new dealers:

Randy Allen, 3328 Eileen St., Sioux City, IA 51109 (712) 899-7678

Hoober Feeds, Mill Lane, Gordonville, PA 17529 (717) 768-3216

Carroll Wade, 2142 Hunter Hill Road, Jasper NY 14855

Tice's Mobile Feed Service, Mainsburg, PA 16932 (570) 549-3567

Hansen Farms, Cumming, GA 30040 (770) 713-4030

McNaughtons Nursery, 351 Kresson Rd., Cherry Hill, N.J. 08034 mcnaughtons@comcast.net



Why Should You do a Forage Inventory? by Jeff Mattocks

Harvest season is here! The last of the hard field work will soon be over, giving way to holidays, weddings and other celebrations seasons. This is also the best time to inventory all of your stored forages including hays, corn silage, haylage and grains. This will allow you to accurately estimate how much additional feed you will need to buy or how much extra feed you will have to sell until next harvest season.

You can make your calculations from either direction, meaning you can determine how much feed you will need to feed the number of animals you have. Or you can determine how many animals to feed based on the total amount of feed ingredients that you have.

I use the following figures: A 1400 lb average Holstein cow producing 65 lbs of milk will require 48 lbs of dry matter per day. The typical ration looks like this:

Feed:	Lbs as fed	Moisture	Dry Matter	lbs dry matter
Corn Silage	40	65%	35%	14
Baleage / Haylage	20	50%	50%	10
Dry Hay	12	15 %	85%	10
Grain Mix	16	12%	88%	14
Total	88 lbs			48 lbs



You can make your calculations based on figures similar to these, adjusting for your personal preference. Based on these numbers, a 40 cow herd of cows will require:

Corn Silage 290 tons or 584,000 lbs for 365 days or year round.

Baleage/Haylage 96 tons or 192,000 lbs for 240 days while not on pasture, add 1/3 more for year round feeding.

Dry Hay 87 tons or 175,000 lbs for year round feeding - Cows need hay while grazing as much as they do in the winter.

Grain Mix 116.5 tons or 233,600 lb per year for year round feeding.

Now you have calculated the milking groups' feed requirements. What about dry cows and young animals? You can do the calculations for them the same way, or I have found that if I add 1/3 more of the milk cow group totals, it will be very close to accurate, depending on how many heifers you keep.

Why should you bother to calculate all of this? Well, hay, grain and forage prices are usually less expensive when bought directly from the fields or in season than they are in mid-winter or early spring. So, knowing what your inventories are and what you need to make it through the season will allow you to buy sooner and smarter.

Most years hay can be bought out of the field for 25%-30% less than hay bought in December or January. Summer, or in-season hay, is 35%-40% less expensive than hay bought in February and March. For sure Corn silage can be bought for less at harvest and will be a safer feed to feed if bought then vs. buying in during the summer causing a re-heat and lessened digestibility.

The other management tool that is very effective is "sweeping the herd", or strong culling. This time of year (knowing what your feed inventory is) would be the best time to make herd number adjustment. If you are buying more than 20% of your total feeds required to feed your animals, you should consider reducing the herd size to the farm's feed-making capacity. Many wise old farmers would regularly cull 10%-20% of the herd to

Why should you do a forage inventory con't? by Jeff Mattocks

make room for new animals, remove problem makers and reduce health problems like SCC, poor breeders, and hoof related problems. They actually found that this herd reduction did not significantly impact the herd's profitability. The healthy, productive animal's performance improved, making up for the reduced animal numbers. Remember to measure the profitability-not just the cash flow. And don't forget that a dollar made and a dollar spent doesn't change what is in your pocket!

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)

Icelandic Sheep Purebred rams and ewes available. Excellent meat, milk and wool, very fast growth, vigorous lambs, do well on grass, great moms! Add hybrid vigor to your mixed flock with a well built ram, and get lambs to market weight faster. Call (814) 364-2075 or go to www.stonemeadowicelandicsheep.com for more info. (S0908)

Black Angus Feeder Cattle 25 -500lb steers and heifers for sale. Certified organic in 2008 to be weaned in October, available soon after. Contact: Elizabeth, Prairie Rose Organic Farm, Willow City ND, 707-228-3338 (S0908)

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)

Miscellaneous:

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

Wanted:

Portable Milking Machine for cow wanted. Elizabeth @ Prairie Rose Organic Farm, Willow City ND 707-228-3338 (S0908)

Angus cattle to butcher. Contact: Amos Stoltzfus, Natural Acres at 717-692-1000 (S0908)



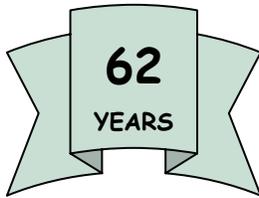


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We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2008

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Upcoming Events:

Meadville Farm & Garden Open House September 19, (9am-4pm) September 20, 2008 (9am-2pm) 133 Pine Street, Meadville PA. Whether you are a gardener or farmer, Fertrell representatives will be there to discuss alternative methods of farming, crop growing, gardening and lawn care. 20 different vendors, door prizes. No pre-registration required- just stop by.

2008 Ozark Fall Farmfest October 3-5, 2008 Ozark Fairgrounds, Springfield, Missouri. Fertrell representatives from Troque Farm will be on site to answer your questions.

Giant Pumpkin Weigh off Oct 4, 2008 from 10am till all entries are weighed. Sam's Club Plank Rd, Altoona PA.

NODPA 8th Annual Field Days, October 27-28 2008 , Holiday Inn Auburn, Fingerlakes NY 13021 Info: (413) 772-0444 email: ednodpa@comast.net

18th Annual Farming for the Future Conference February 5 - 7, 2009, Penn State Conference Center, State College, PA Info: (814) 349-9856 or email info@pasafarming.org

20th Annual Upper Midwest Organic Farming Conference February 26 - 28, 2009 at the La Crosse Center in downtown La Crosse, WI Info: (715) 772-3153 or info@mosesorganic.org

