

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks



Today around our world we are reminded that peace is very elusive. Looking for peace in the wrong places only perpetuates the search.

Age apparently is not a factor; as all levels cry for peace. Money obviously cannot bring it, and education falls short of meeting this need as well.

As you read this, the season when so many wishes for "peace on earth and good will toward Men will be past, as we renew efforts to find this peace in the same failed avenues of money, education, associations and entertainment.

The Prince of Peace, born in humble setting, left for us an example of true peace.

His teachings were all directed at experiencing peace by extending good will to all men. The simplicity of His teachings has caused many to miss the true peace and joy that we all desire. May this Jewish carpenter build your framework for peace.

We wish all our readers a healthy and prosperous New Year.

Special

Nutri-Sil Forage Inoculant - Make your forages go further!

With a custom blend of live, beneficial bacteria, Nutri-Sil will control and direct the fermentation of ensiled feeds.

Bacteria strains included are: Dried Lactobacillus Plantarum Fermentation Product, Dried Pediococcus Acidilactici Fermentation Product, Dried Enterococcus Faecium Fermentation Product, Dried Bacillus subtilis Fermentation Product, Dried Aspergillus Oryzae Fermentation Extract.

Nutri-Sil Delivers over 90 billion colony forming units per pound of total bacteria at an application rate of 1 lb per ton for forages with moistures over 50%.

Spring Special - 20% off per bag. Nutri-Sil, Product must be shipped and paid for by March 31st 2009



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NEWS FROM THE FIELD - Starting Transplants: by Aaron Zook

As we near winter time, a lot of plant life is frozen and ready for winter. Now is a nice time to think of ways to improve for another year. Remember when starting transplants - that's your future crop.

I feel privileged to work with a company like Fertrell. I have suffered minimal insect and disease in using Liquid Fish # 3, Vermiculture Extract, and Fertrell potting soil.

They seem to make a nice improvement in the potting soil every year.

I had lettuce peeping in 48 hours, and celery ready to transplant out into the field 9 weeks after seeding. It was started in 50ct trays.

-just a few experiences.

Keep up the good work. Great Stuff.



NEWS FROM THE FIELD - Fertrell Super Certified 3-2-3: by Paul W. Keiser Agriculture & Health Alive, LLC

Nancy & I have used and sold Fertrell products for 24 or 25 years. One of our staples in both gardening and field production of vegetables and melons is Fertrell Super Certified 3-2-3. We have sold and/or used this product in NJ, PA, DE, NC, NY, MA, SD and now Michigan for the last 12 years.

In 1962, I sprayed synthetic chemical insecticides and fungicides for an employer in a small fruit orchard and herbicides on "weeds," such as poison ivy, burdock and so on. Being young and careless, I poisoned myself and had immune system weakness in the form of severe allergic reaction to bee sting which took 12 years to overcome. I never sprayed synthetic poisons in garden or field again.

At our home in Delran Township, Burlington County, NJ, we had a solar greenhouse that Nancy had constructed with a two-day workshop of paid attendees before we were married. In my family was a lily that had orange blossoms, and it grew about 14" high and produced two blossoms. It was called "Nan's lily" after my Mother Jeannette's Mother, Bertha Abigail Perry Smalley, who had kept the lily for decades.

About 1985 or 86 we planted one of the Nan's lily bulbs in a hanging pot in the greenhouse and added a bit of Fertrell Super 3-2-3 to the potting mix. That lily plant grew to 2'9" (not 14") and produced six (not two) big, gorgeous blossoms! None of us had any idea that Nan's lily had such genetic capacity!



Farmer News - Simplistic look back over the year. By Allan Buddle, Interlaken NY

At this time each year I like to sort of stand back, look around, and think about how things went this year. It is a good feeling to see the barn full of good hay no more than fifty feet from the sheds and paddocks where the brood cows, bull and last spring's calves will spend their time until May. Last year's crop of beef animals has gone to individual families throughout the area who are sold on organic pasture fed and finished aged, Belted Gallo-way beef. This combination, with the support of the Fertrell Company through their mineral and fertilizer products and their support with field crop and nutrition programs, continues to make farming on our scale a great joy to me.



Each morning when I do the chores, I spend a few minutes looking at those shiny coated animals, each with their own personality - each doing their own thing. Twenty-three of them. The heifer calves have been separated from their mothers because James Stuart (Scottish King) will be with the cows until the first calf is born. They are eating the best clover-grass second cutting you ever smelled. The bull calves (steers) are still nursing and growing.

As I get older, our farming gets simpler. We now have about 35 acres of pasture and 40 acres of hay fields. The fields and pastures average about $2 \frac{1}{2}$ acres each, which works great with the equipment we have. With a good stretch of weather we can have a field of hay a day in the barn. The pastures are rotationally grazed, taking about ten days for the cattle to work through each $2 \frac{1}{2}$ acre pasture, being moved every morning.

The winter supply of manure pack in the sheds is composted and spread on the pastures in the fall after aging for at least one year. Each spring red clover is broadcast on pastures and hay fields if the clover is starting to run out. Two or three of our eighteen fields and pastures are reestablished each year after testing the soil in the fall, using recommendations for fertilizer and soil amendments from Fertrell. The slow release fertilizer gets the new crop off to a good start, and you can observe its residual effect for at least two more years. We use oats as a nurse crop for new seeded clover and grass, taking the oats off as green oat hay or for bedding if it gets too mature. This makes the best seeding of hay that I have seen, and the green oat hay which is at the back of the barn comes out last and is fed in April, when the cows are calving but not yet able to go out on pasture.

We have eleven brood cows and had eleven calves last spring - all in April except for one which was a month late. I am convinced that the mineral mix designed by Fertrell is responsible for the breeding success and good health of our animals, and I hope that others are as pleased.

As a final, simplistic look back over the year, I noticed that my check book balance at the end of this year is above what it was at the end of last year. I hope everyone who reads this is as happy and content as I and can relate their farming to the lessons of the first four degrees of membership in the Grange- faith, hope, charity and fidelity."

Congratulations to the following new dealers:

Holaday Farms 10306 Mill Rd Bucyrus, Mo 65444, (417)967-3079 gholaday5@yahoo.com

Jerri Parker G-J All Natural Beef Okemah, Ok 74859 (405)590-2822

Homestead Gardens, 3675 South Fork Ridge Road, Liberty, KY 42539 (606)787-2622

Kananba Farm, 275 Wolf Lake Road, New Alexandria, PA Phone (724) 668-8600 Fax (724)668-8676 email: dianemiller@alltell.net



KELP, a WONDER PRODUCT! By Jerry and Susie Miller, Middlebury IN

When people ask me, "What is kelp good for", I can only think what is it not good for!

Kelp is good for man, beast and fowl, and field. It is natural occurring seaweed that grows in the North Atlantic Ocean off the coast of North America and northern Europe.

Kelp is harvested from the ocean, dried and bagged and shipped all over the world. It is in such a demand for organic and natural farming, that it is expensive up front.

However, it takes so little kelp to make a big difference!

Kelp is one of the purest forms of trace minerals in the world, having over 60 minerals and elements, plus at least 12 vitamins, including carotene. There is a full range of amino acids in kelp also. The use of kelp in a livestock operation is invaluable. Kelp is also very valuable in a produce growing operation, etc.

Animals love kelp! However, cattle seem to somehow know when they have had enough for now and they will usually back off from eating so much after their system is replenished. Fertrell has a *Grazier's Choice Mineral* that has kelp in it, and it is an excellent blend for grazing cattle, goats and sheep. I even have it out for the horses! One of my customers has a grass fed Jersey beef herd, and the only mineral he has out with them is straight kelp!

(By the way, I've used Fertrell products for over 30 years, using their products when we started farming in 1977)

Fertrell uses kelp in many of their livestock and poultry nutri-balancer blends. It is naturally good tasting, and feed containing kelp is usually not refused unless you have a very sick animal.

Feeding kelp creates strong heat cycles and good conception rates, reduces abortion, milk fever, mastitis, etc. Consistent feeding of kelp increases butterfat in milk, makes laying hens produce better, and is excellent for brood mares. (A word of caution here; do not overfeed kelp to horses. Iodine in the kelp gives them lots of pep, and we don't want to be responsible for runaways!). Kelp is good for growing broilers and turkeys -

The list goes on and on....

Kelp is also used as a soil amendment to increase trace minerals and micro-nutrients. Liquid kelp can be used as a foliar feed for produce fields and gardens. Mixed with liquid fish, it becomes a very good fertilizer.

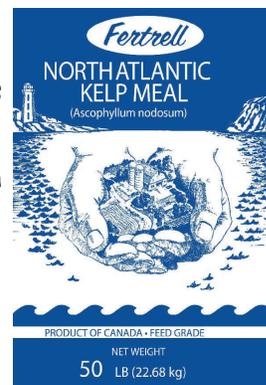
Some special uses for kelp.

For horses chewing on fence posts and wood around the barn, feed 4 oz kelp per day along with a Redmond Salt Block, free choice. Be sure you have some good quality hay or pasture, and always allow access to fresh water. This is almost 100% effective because it supplies the trace minerals and salt the horse is lacking.

In growing tomatoes, use 1 cup kelp powder around the stalk when transplanting. Foliar feed with Liquid # 3 (fish and kelp every 2-3 weeks. Tomatoes fed extra with kelp have a much better resistance to blights.

For organic rootworm control in corn, use a little kelp powder with the seed at planting.

Tip: Store kelp in a mouse proof room. Mice do very well on kelp!!!





New Product-Penny Saver Mineral Mix

As the name describes, this new mineral mix is designed to help the farmers who are facing economic hardship in the coming future with high input cost and shrinking milk price. This is not a typical practice of the Fertrell Company, but we are genuinely feeling some of the farmer's pain during these poorer economic times.

I must admit also that Penny Saver mineral doesn't include many of the "bells and whistles" that our Nutri Balancer line still has - such as direct fed microbials (probiotics), polysaccharide complex trace minerals, kelp meal, and some of the B vitamins. The vitamins levels have been reduced to absolute bare minimums. If I had formulated any lower I wouldn't be able to sleep at night in concern for your animals' health and wellbeing.

As I write these words, I can picture many of you are thinking "if I can save a couple dollars, I am gonna switch to Penny Saver". Please re-think that idea. If you can afford better nutrition for your animals, you will be happier doing so. When you reduce the overall nutrition values you will not be providing optimum support for the animals' immune system health. The overall cost savings by changing to Penny Saver may not be greater than the increase of animal health issues. We try to provide an avenue for farmers to make it through these tough economic times.

New Product- Ascorbic Acid-Dry Vitamin C



Introducing a New Fertrell Product:

Ascorbic Acid-Dry Vitamin C - Instructions for use: Ascorbic acid is a source of vitamin C that may be used orally as a dry powder or reconstituted with purified water for liquid applications. Use a sterile bottle for re-constitution. This product is 100% ascorbic acid, with no other additives and should be acceptable for organic production. It is replacing the liquid vitamin C that we previously sold. The following chart is a good guideline for use.

Body wt	Dry application	body wt	Liquid application
100	1 gram	100	3.33 ml
200	2 gram	200	6.66 ml
300	3 gram	300	10.0 ml
400	4 gram	400	13.3 ml
500	5 gram	500	16.6 ml
600	6 gram	600	20.0 ml
700	7 gram	700	23.3 ml
800	8 gram	800	26.6 ml
900	9 gram	900	30.0 ml
1000	10 gram	1000	33.3 ml

Otherwise, I would like to indicate that 75 grams is equal to 75,000 mg so folks don't use it incorrectly.

Urgent Product News!!!: Discontinued Items

Organic Formula Rumi Cult 50# bags

Unfortunately, due to a supply problem with the raw ingredient organic kulactic (which is the largest ingredient in organic formula) Rumi Cult is currently not available. This has caused a stoppage of production for organic formula Rumi Cult and has slowed several other products' production. This "hick-up" in production has made us aware of a couple of issues surrounding organic kulactic. First is the supply chain of getting it when we need it. Second is the cost. Organic kulactic cost has almost doubled in the past 18 months, which of course caused some of our product prices to increase. Therefore we have decided to discontinue the manufacturing of the Organic formula Rumi Cult.

Since the formulation of RC Gold 4X, we have seen a majority of our customers change from organic formula Rumi Cult to RC Gold 4X. All of the feedback regarding RC Gold 4X has been extremely positive. We are actually hearing that it is better when transitioning feed ingredients and forages. Most folks like the size for a couple reasons, most important that it is lighter - we can ship you 4 bags of RC Gold 4X for the freight cost of one Organic Formula Rumi Cult. And the 12.5 lb bag of RC Gold 4X is used at $\frac{1}{4}$ the amount of the 50lb bag size. The change from Organic Formula Rumi Cult to RC Gold 4X should save most of you 15% on the per bag comparison which kulactic was responsible for.

The exact same ingredients are used for RC Gold 4X as the organic formula Rumi Cult just different amounts, and now no kulactic at all. The total nutrient levels in the RC Gold 4X are higher than the Organic Formula Rumi Cult. The organic kulactic is being replaced with a little organic alfalfa meal. We are confident that the RC Gold 4X will meet and exceed the performance of the Organic Formula Rumi Cult that you may have used in the past. We also appreciate your understanding in this matter. It was a very difficult decision to make. If you have concerns or questions please feel free to contact Don Brubaker or Jeff Mattocks they will be happy to answer any questions.

Rumi cult-Kelp premix 50# bag is discontinued for similar reasons. We feel that with the ever rising cost of kelp meal, these two products should be separated and used accordingly. We are sorry for any inconvenience this may cause and hope that you will continue to use RC Gold 4X and Kelp meal separately to replace this product.

Featured Product - WeedBan

The market's first practical, natural weed control! WeedBan works by stopping secondary feeder roots, causing seedlings to die. It's effective against dandelions, crabgrass, creeping bent grass, foxtail, lambsquarter, purslane, redroot pigweed, smart weed and barnyard and bermuda grass. Because it's made from a corn syrup byproduct, WeedBan is completely safe. Its nitrogen content makes an excellent, slow-releasing fertilizer.

WeedBan preemergent weed control. For best results apply right after snow is gone. Application rate 20 lb per 1000 sq ft. Available in 50 lb and 10 lb packages.



Production News - Aragonite Update by Paul Douglass

Raw aragonite was a very successful and popular product for many of our customers last year. Following up on some of the incredible feedback we received from our customers, we put raw aragonite in a potting soil mix test conducted by Frey Brothers, Inc. and tested by JRPeters Laboratory. The mixes were identical except for the use of aragonite vs high calcium lime. The potting soil mixes were subjected to a water intrusion test to determine the nutrient levels available in the mix. The nutrient levels were all higher on the initial test for the mix with raw aragonite as follows: nitrogen + %70.9, phosphorus + %55.1, potassium + %43.4, calcium + %34.9, magnesium +47.4, sulfur +%37.5. The raw aragonite increased the availability of nutrients in the potting mix.

After the completion of the plants' growing cycle, the mixes were again subjected to a water intrusion test to measure the nutrient levels remaining. The nutrient absorption by the plant was **greater** in the mix containing raw aragonite, leaving less nutrients in the potting mix. Nutrient levels remaining in the potting mix after the plants were removed were all **lower** vs the levels in the mix using high calcium lime as follows: nitrogen %120.7 less, phosphorus %49.5 less, potassium %27.4 less, calcium %28.7 less, magnesium %51.8 less, sulfur %44.6 less. The conclusion we have drawn from the results is that the raw aragonite is making the nutrients available in the potting mix, and the plants are able to utilize the nutrients, taking them out of the mix during their growth cycle.

The process of getting that aragonite to our customers has changed. We are no longer able to bring loads directly from the port to our customers, because we have moved the remainder of the aragonite at the port into storage here in the local area. To allow us to store as much aragonite as possible in our warehouses, we had the aragonite bagged into approximately 3000 lb bags. Some of the bags weigh 3100 lbs some weigh more. This was done to maximize our storage space and reduce the labor cost as much as possible for the bulk bagged product. The bags will have the weight marked on the outside of the tote when we ship them.



For the customers who do not have the equipment to unload skids that large, there are a limited number of **2000 lb** totes of raw aragonite that we had weighed out and bagged at the port. They will be available at a similar cost per ton as the 3000lb totes while the supply lasts. Aragonite sold in the totes filled at the port will be the least expensive, because we don't have to run them through our equipment. Bulk loads of raw aragonite and custom size totes will be unavailable at this time. We cannot run the material through our equipment, in large quantities due to the moisture levels. Once we are capable of running the material through our equipment the price will be higher due to the additional handling.

We moved and stored the raw aragonite in that way to keep it available to our customers at an affordable price. We apologize for the inconvenience this may cause some of you, but it was the best option available to us. We have a large supply of aragonite stored in totes and will have plenty on hand to meet our customers' needs, but we are limited in how we can ship it. As always, pricing will be available through your dealers.

THESE ARE THE BEST OF TIMES AND THE WORST OF TIMES: By Richard Tregidgo

While I don't know where I heard or read this line, it certainly seems appropriate to our current economic environment. What does the future hold for those of us in farming or sales of fertilizer? It is certainly not possible to see very far down the road from here. But it is possible to plan a little closer to home. How about looking at next growing season? That's a little closer and a lot like what we do anyway about this time of year.

If you are farming, if you own and operate a garden center, are a nursery grower (me), now is when I have the time and energy to look real hard at what my choices are going into the spring selling season.

About 25 years ago when I bought our farm (nursery) here in northeast Pennsylvania, I was in the construction business. I was a carpenter and had about 300 customers in my files. Since many of the jobs we did at this time were relatively large, I only saw or spoke with my customers once or twice in any given year. I thought that I could simply move to Pennsylvania, hang out my shingle and the calls would just roll on in. As you might have guessed, that didn't happen. I had asked around to see if I could shape up with another contractor. One local whip said, "Are you kidding? Just look up and down route 171, there are 28 houses and 17 of them are carpenters"!!!

I knew real quick that I needed a new plan. Fortunately I had not quit my day job. I stayed in New Jersey, did construction, and started to invest in hundreds of seedlings to begin the nursery. I planned to move from "dead" wood (2x4's) to "live" wood (flowering shrubs). I used the profits from construction to fund the nursery start up.

After having planted 800 tree and shrub seedlings, I realized that I was going to need some fertilizer. That's when I found Fertrell. It was not easy 20 plus years ago to get information on organic growing practices. It has been, however, a very good relationship with Fertrell ever since.

Today, everybody wants to be green. How does this help you to plan for the coming spring? You could offer to host an organic gardening presentation at a local garden center; you could contact the local cooperative extension office and offer to do a presentation to the master gardeners so that they could help their clients in the spring that have organic gardening questions.

Years ago, when I was making a delivery, a customer of mine asked me if I could cover his garden center while he ran to the bank and the post office, I said sure!!! Guess what, in comes a customer looking for roses, I sold her the roses. Then she asked for a good fertilizer for the new roses. I promptly sold her the Fertrell Rose fertilizer. This even though the garden center had other rose fertilizers on the shelf. I learned quickly that the customer needed an education on how organic fertilizers worked and why they were better for her and the environment. I've been learning and educating ever since.

In the ensuing years, I have given presentations to garden clubs, garden center employees, trade show attendees, and many others. All had one thing in common---little or no knowledge of how organic fertilizers and organic practices would benefit them and their customers/clients. This is our chance. Offer your services to your customers at no charge. That's how I have built a retail/wholesale business over the years."

Richard Tregidgo and his wife, Laura own and operate North Slope Farm in Pleasant Mount PA. They raise flowering shrubs, evergreens and perennials and use only Fertrell natural organic fertilizers. Contact them at 570-448-2374 or email: norslope@nep.net

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

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

Certified Organic Alfalfa and Grass Hay Big round and small square bales. Contact: Dale Filburn (513) 267-5314 (T1108)

Orchard Grass & Clover mix balage Contact Tom & Sally Brown, Groton, New York, 607-898-4401 (0109)

Triticale Grain 2500 bushel available Contact: Elvin Brubacker cell (607) 592-5331 home (607) 243-5165

All Natural Grass-fed Feeder Cattle Ben Byler, Cumberland County, PA (717) 423-5829 (T1108)

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 (607) 334-2833 or on the web at www.chickenpickers.com (P0107)

Flat Spade Cultivator Includes 3 pt hitch, category 1, 78" tool bar, 4 side knives (flat spades), pair of gauge wheels, (used only 3 hrs, purchased new for \$950) selling for \$550 Call 9am-6pm 814-692-8432 after 6pm 814-222-0032 (T0109)

Miscellaneous:

Wanted:



Tips from the Front!

Just a reminder; Please fax or email your orders to the office if possible: Fax :717-367-9319 or theresia@fertrell.com / Beth@fertrell.com

Due to some lightning damage, we had to replace our current phone system. In the process, we updated our options for the individual voice mails: When calling the office you may directly connect to the following:



Theresia - 221	Beth - 223	Dave - 224	Don - 225	James - 226
Amanda - 227	Paul - 228	Jeff - 229	Ralph - 230	orders, pricing or shipping - 0

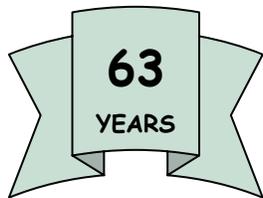


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Upcoming Events:

2009 Atlantic Fruit & Vegetable Convention February 3 - 5, 2009, Hershey Lodge & Convention Center, Hershey PA info: shap@embarqmail.com or (717)677-4184

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

