

# Fertrell Notes & Quotes



The Fertrell Company:  
A Friend of Nature Since 1946

Tracy Mattocks, Editor

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



The menu for summer months includes exciting times filled with challenges for many new growers. Their successes raise the level of accomplishment even beyond imagined goals. The Fertrell Company is experiencing a very rewarding year. Far beyond the monetary considerations, the customers' achievements are most important. We view our customers as our partners in a very important part of their lives.

What would life be without food? How important is the food that we eat? What is involved in the production of food? So many factors are experienced by our new growers. Appreciation for what was previously taken for granted rises to a new height. Planting, cultivation, controlling pests, and reaping are so demanding. Sometimes disappointment is all that is realized from all these efforts. But life is not a path to a rose garden.

Most of our new partners have expressed renewed values for life and what it includes. The living organisms in soil, combined with life in plants, produces beauty not common to man.

Beauty that appeals to the eyes, and in turn excites the need for eating. Flavors and beauty combine to satisfy our mind, body and spirit. Life is continued through ingesting high quality living foods.

And, in summary, so many new growers are eager to share the fruits of their labor - many tell of giving their excesses to others. Fertrell's partners, over and over again, tell to their recipient comments, as to the goodness of flavor and ability to satisfy.

I am reminded of the instructions given by Solomon to "Cast our bread upon the waters: for the shalt find it after many days." Ecclesiastes 11:1. And, our Lord, who said, "Give and it shall be given unto you; good measure, pressed down, and shaken together, and running over, shall men give into your bosom. For with the same measure that ye mete withal it shall be measured to you again." Luke 6:38.

My point, our partners are excited to meet their challenges.

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## Corn Silage Moisture Level- Save money-Better Feed! By Orin Moyer

Harvesting corn silage at the proper moisture levels is necessary for a high quality, reliable feed stock. It can be very difficult to compensate for poor forage quality when balancing rations. Harvesting corn silage past proper moisture content can lead to lower animal health and decreased production later that year. Often times especially during a dry year, correct harvesting moisture may come before total corn maturity. When this is the case we must focus on harvesting at the proper moisture content instead of the maturity of the corn.

Often times it is human nature to not want to get behind in work and start chopping too soon. Chopping corn silage at moisture levels higher than 70% will result in less overall yield and a lesser quality silage. In most cases silage harvested above 70% will result in seepage, which can cause damage to the silo and will always results in a nutrient loss from the silage. If the juices are running out it's too wet. High moisture levels also result in the formation of clostridia bacteria. Clostridia fermentation is very inefficient and converts natural corn sugars and organic acids into butyric acid and ammonia. This will often result in silage with a higher pH and a loss of dry matter; it will also provide a less palatable feed and reduced intake potential for animals.

Chopping corn silage when it is too dry is not good either and can result in poor packing in the silo or bunk, improper air exclusion, poor fermentation, and sometimes excessive heating of the silage. Often times the corn kernels are too dry when the silage is harvested at too low a moisture, and dry corn kernels can pass through the cows digestive tract without digestion. The silage as a whole will have a lower starch content and therefore lower digestibility due to low moisture content at harvesting.

Proper moisture content varies depending on what the silage is going to be stored in.

Upright Oxygen limiting silo (Harvester)	:45%-55%
Upright concrete stave silo	:62%-67%
Ag Bags	:60%-70%
Bunk or Trench	:65%-70%

In order to determine the correct moisture content of corn in the field, there are several factors that must be taken into account. The first and probably the best sign is the kernel milk line and dent stage. After denting occurs the milk line can be seen by breaking the cob in half and looking at the side of the kernel. There will be whitish line on the kernels; this is where the liquid and solid parts of the kernel meet while drying and maturing is taking place. The milk line will move from the outer part of the kernel towards the cob. When the milk line reaches the cob a black layer will be formed. In a normal growing season the corn would be at an average of 63%-65% moisture when the milk line is half way down the kernel and the kernels are fully dented. It should be known that there are variables depending on hybrid type and weather. If it is a dry season then generally the milk line will over estimate the percent moisture by 2.5%-3% overall. If a grain hybrid is going to be chopped for silage then often the stalk will stay green longer and the grain will dry down earlier than compared to silage hybrids. This means that when the milk line is at the correct stage the grain will be dry, but the stalk will be too wet for ensilaging. It is also important to remember that on average once the corn reaches the dent stage it will dry down about  $\frac{1}{2}$ % per day. Another signal to watch for earlier in the season is silking date (usually about 42-47 days) prior to corn silage harvest. Not a great way to predict field moisture, but a good way to know which fields will be coming ready first.

One other method for determining field moisture is to take several stalks and chop them like silage using a knife or other tool. Never use corn stalks from the headlands. Grab a handful of the silage and squeeze it into a ball and hold it for 90 seconds.

The results are listed here.

The juices run freely or shows between fingers	:75%-85% moisture
The ball holds it shape and the hand is fairly moist	:70%-75% moisture
The ball expands slowly and no moisture appears on hand	:60%-70% moisture
The ball springs apart in the opening hand	:less than 60%

## Corn Silage Moisture Level-Save Money-Better Feed! continued By Orin

It is also important to remember the importance of using a quality silage inoculant when putting away silage. The proper inoculants can mean the difference between a high quality feed and low quality feed. It is important to understand the difference between a preservative and an inoculant. A preservative is meant to deter bacterial growth (like propionic acid); whereas an inoculant is meant to promote bacterial growth by introducing desirable species. Fertrell offers "NUTRI-SIL" a high quality forage inoculant that will help you along with proper harvesting put away a quality feed supply for the coming year. The ways described above of checking field moisture are several simple methods. There are many other ways such as using a Koster tester or chopping a small sample, weighing it and then drying it down to no moisture and re-weighing it. The milk line and squeeze method are easy to do in the field.

**Money saved or lost** is based on dry matter loss alone. This does not even account for the decreased milk production and poor animal performance that will result.

Stave Silo capacities of corn silage:

(ft)	55%	60%	65%	70%	
12 x 30	47	53	61	73	For a 14 x 50 silo = 157 tons silage/65%
12 x 40	66	74	86	102	10% dry matter losses can occur due to silage being too wet or even too dry.
12 x 50	84	96	111	132	So 157 tons x 10% = 15.7 tons DM lost
14 x 40	92	105	121	143	15.7 tons x \$200/ton = <b>\$3,140 gain/lost</b>
14 x 50	121	136	157	184	For a 20 x 80 silo = 578 tons silage/65%
14 x 55	134	152	174	205	578 tons x 10% = 57.8 tons DM lost
16 x 50	162	183	210	241	57.8 tons x \$200/ton = <b>\$11,560 gain/lost</b>
16 x 60	200	226	258	302	<i>10% dry matter losses were used; studies have shown DM losses well over 13% when moisture content is not correct at harvesting.</i>
16 x 65	220	247	284	330	<i>\$200.00/ton was an assumed price based on cost of purchasing 1 ton of baled hay of equal quality that would have to be bought in order to replace dry matter losses of silage.</i>
18 x 50	210	238	272	317	
18 x 60	260	293	334	388	
18 x 70	311	349	397	461	
20 x 60	328	368	420	486	Stave silo capacities are listed so that you will be able to see how many tons of silage your silo holds. This information is necessary to know how much silage inoculant to purchase, and remember. It never pays to skimp on inoculant; use the recommended amounts!
20 x 70	392	440	498	576	
20 x 80	456	510	578	667	
24 x 60	486	543	616	711	
24 x 70	581	649	733	843	
24 x 80	677	753	850	976	
24 x 90	774	860	968	1109	
30 x 80	1087	1280	1477	1628	
30 x 90	1242	1474	1701	1876	
30 x 100	1397	1672	1929	2127	
30 x 110	1552	1871	2158	2381	



## Evaluating your Feed Cost-by Jeff Mattocks

In my line of work it's fairly common to hear comments like "that's too expensive" or "I can't afford to feed organic feed" and the best one of all is "It doesn't make a difference what I feed". Well I hate to be the one to tell you (not really), but what you feed does make a difference. Truth be told, what you use and how you raise your chickens is a personal conviction based on philosophical belief. I am not here to say any one way is better than the other. You, the producer, must decide where your priorities are and what you are willing to consume and market to others. Often times these comments and conversations stimulate me to calculate exactly what something really cost - so I did!

I gathered prices from 6 different feed suppliers in different regions of the country. Three are conventional local feed mills and three are organic feed mills. All of them are using our Fertrell Poultry Nutri-Balancer to make a fair comparison. The calculation method for the layers to determine the cost per dozen is:

Price per pound of feed multiplied by the amount of feed consumed per hens equals the cost per hen per day multiplied by 100 for the cost per 100 birds. Then divide what it cost to feed 100 birds by a factor of 70, which is the lay cycle average production for the flock. That yields the cost per egg at 70% production. Then take the price per egg multiplied by 12 for a dozen or whatever your sales container size is.

Example: feed cost .24¢ lb x .28 lb feed/hen/day = .0672¢ cost/hen/day.

.0672¢ x 100 hens = \$6.72 cost per 100

\$6.72 ÷ 70 production level = .096¢ cost of a produced egg

.096¢ x 12 = \$1.152 per dozen feed cost.

Feed Manufacturers:

	Layer Feed ¢/Lb	Feed cost \$/Dozen
<u>Organic</u>		
Organic Unlimited, Atglen, PA	\$ 0.48	\$ 2.31
Lakeview Organic, Penn Yan, NY	\$ 0.40	\$ 1.92
S & S Grain, Acadia, WI	\$ 0.34	\$ 1.61
<u>Conventional</u>		
Ross' Feed & Grain - GMO Free -Quarryville, PA	\$ 0.24	\$ 1.15
C.E. Sauder's, East Earl, PA	\$ 0.19	\$ 0.91
Fertrell Formula, Holmes Ag - Holmesville, OH	\$ 0.18	\$ 0.84

These are the calculated cost for each of these feed suppliers based on the formula provided above. I really found these calculations enlightening. I had often heard that organic production cost twice as much as conventional production. These calculations prove those claims to be true.

## Evaluating your Feed Cost-continued by Jeff Mattocks

I did similar cost evaluation for broiler feed cost using a similar formula. The same feed suppliers provide current price for Broiler Starter Grower so that I could calculate the average feed cost per broiler. This formula is simpler for broilers - carcass weight of the broiler multiplied by 3 pounds of feed per pound of carcass equals total pounds of feed consumed by the chicken. Multiply the total feed per bird consumed by the cost per pound of feed.

Example: 5 lbs carcass weight broiler x 3 = 15 lbs of feed consumed to get it to market.

15 lbs x .25¢ lb of feed = \$3.75 the feed cost for the broiler.

Feed Manufacturers: Fertrell Formula Ration, Broiler Feed

<u>Organic-</u>	<u>¢/Lbs Feed</u>	<u>Feed Cost \$/Broiler</u>
Organic Unlimited, Atglen, PA	\$ 0.52	\$ 7.80
Lakeview Organic, Penn Yan, NY	\$ 0.42	\$ 6.30
S & S Grain, Acadia, WI	\$ 0.35	\$ 5.25
 <u>Conventional-</u>		
Ross' Feed & Grain - GMO Free, Quarryville, PA	\$ 0.2495	\$ 3.74
C.E. Sauder's, East Earl, PA	\$ 0.2208	\$ 3.31
Holmes Ag - Holmesville, OH	\$ 0.1800	\$ 2.70

I hope this information has been beneficial to you and that this may help you evaluate what your cost of production is or could be. This information is in no way intended to try and to or change anyone's opinion. You need to make your decisions based on your personal convictions, beliefs and what your market will pay for a higher quality product.



## Who's Mixing Your Feed? By Don Brubaker

The Fertrell Company would like to put together a list of feed mills that are adding Fertrell minerals to your feed. We would like to have this list available to existing customers and new ones. If you are working with a feed mill that you are pleased with and would like to share that with others. I would appreciate it if you could provide me with their name, phone number, fax number, web address, e-mail and of course their physical address. I will take the time to contact them and introduce myself to them, and also to get their permission to be added to the list. We do have several feed mills that are a direct dealer with us, but most of them are ones that you the dealers and farmers have a business relationship with. Maybe you as a farmer mix feed for your own operation, and you would be interested mixing for other livestock and poultry producers. I will also include you on the list. Your cooperation in helping me put this list together will be much appreciated. I can be reached by calling the office at 1-800-347-1566 ext 225 or e-mailing the information to me at [don@fertrell.com](mailto:don@fertrell.com). For some of you it will be easier to mail the contact information to P.O. Box 265, Bainbridge, PA, 17502.

## Importance of a fall application - Fertrell's Soil Mineralizer - Paul Douglass

One of the most under rated but important steps in soil health is mineralization. While much of the attention is paid to N-P-K fertilization, maintaining your soil's levels of vital elements such as calcium, sulfur, and sodium is essential to your plants ability to utilize nutrients. Fertrell's Soil Mineralizer is a combination of aragonite, greensand, algae potash, sulfur and salt developed to increase the available mineral levels in your soil and improve the forage value of pasture grasses and hay production. Fertrell's Soil Mineralizer increases plant tissue density and in turn forage nutrient density. The results of proper mineralization will be an increase in the ton per acre yield of your forage but not necessarily the number of bales. Increased nutrient and plant density means increased feed value of your forages.

Fertrell's Soil Mineralizer is loaded with over thirty trace minerals that improve both the health of your plants but also the biological life in the soil. Healthy soil and a strong turf will support a healthier more drought resistant forage crop. Mineralization in the fall allows the trace minerals to become available to the plants in the spring increasing the plant roots ability to use the N-P-K fertilizers applied in the spring and summer. Fall mineralization is the key to increasing the health and nutrient value of your forage crops reducing the need for additional feed inputs for your animals. Now is the time to consider mineralization for a successful forage crop next year.

### Specials through August 31<sup>st</sup>

#### Pure Spray Green

\$6.00 off per 2.5 gal jug

A superior white horticultural spray oil for insect, mite and disease control.



#### Blue K Plus 2-2-4 Blue K Plus 2-2-4

\$20.00 off per ton was formulated for crops requiring high levels of potash, such as alfalfa, corn silage or vegetables. Excellent for correcting low potassium soils or where potassium would be the first thing limiting factor on crop production.

#### Blue Label 1-1-1

\$20.00 off per ton

Blue Label was formulated specifically for broadcast application on hay fields, pastures or as a plow down for corn used in fall applications for a soil conditioner and nutrient boost. Included activators help to stimulate microbial activity.



RC GL 4 X \$10.00 off per case

RC Gold 4X. This version of Rumi-Cult 40 is four times stronger to help you reduce freight costs. RC Gold 4X is packaged in a 12.5 pound bag with four bags per case. Each bag can replace one 50 pound bag of Rumi-Cult 40. This concentrated formula has additional enzymes to help digest fiber and small grains. It's formulated for organic use as well.

Available in 12.5 lb bags (4per case)



## Farmer News

Dear Fellow Farmers,

June 4<sup>th</sup> 2009

Hoping each of you has a good start and things are going pretty good. I have six bays of Haygrove tunnels 24 ft wide x 245 ft long filled with heirloom tomatoes. Also one of their super solo where I had baby greens early spring and now have eggplants in it. I had 3 acres of romaine head lettuce which I am almost done with. I want to follow that with Brussels sprouts.

A couple of years ago I had asked Dave what to do about flea beetles. He told me to use the Fertrell Fish # 3, 3 qt per acre every 14 days. Over the years I noticed, using it every 7 days gives better results. This year I'm using it 2 times a week and having almost no flea beetles.

I plan to experiment on brussels sprouts, to see the kind of effect it has on Harlequin bugs; First - with no Fish 3. Second - once every 14 days. Third - every week and Forth - two times a week. I apply the Fish #3 through drip irrigation 2 times a week, and foliar feed once a week.

I am experimenting with algae potash to see if I can get away from using so much sulfate of potash on tomatoes. There's a new trellising system I'm trying out for the tomatoes, the one with arms that fold out. The plants are able to spread out more and receive more sun, instead of being packed into the trellis. When harvesting just fold the arms in again. I grafted two bays of heirloom tomatoes on an aggressive rootstock. The grafted ones are looking better. Wishing you a prosperous summer! Aaron Zook, Leola PA

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### Fertrell #3 works on cucumber beetles! By Vernon Burkholder Liberty KY)

1 oz. Fertrell #3

1 oz. white sugar

1 oz. fine lime



Add to 1 gallon of water

Foliar apply once a day for 1 week

Foliar apply every other day for 1 week

Foliar apply once week

If there is no rain to wash off sugar, the sugar will close up the pores of the leaves.

If this occurs just use water to clean leaves off, or reduce the application times.

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### Question Corner???

Does Fertrell have any rabbit programs? I have a few small producers in my area and would like to formulate a natural/organic feed for them.

Fertrell does have some organic rabbit producers.

The feeding of the Rabbits is fairly simple.

Offer two feed dishes:

1 - containing whole wheat mixed with Poultry Nutri-Balancer at the rate of 5% by weight

2 - containing organic alfalfa pellets

Keep both dishes filled with feed and the rabbits will self select their diet pretty well.

Be careful to have good, sound wheat without any molds or Aflatoxins. Rabbit are easy to kill.



## New Product Announcement! PIT 'N PEN



Are you tired of all the back-breaking work of cleaning out box stalls? Pit N' Pen will help to ease that work by dissolving the solids and digesting the fibers in manure. Do neighbors around you complain about how your liquid manure smells when you are spreading it on the fields? Pit N' Pen can help with this. By using Pit N' Pen you will be helping to break down the manure into a more soil-friendly and neighbor friendly asset from your farm. For all types of manure systems

### What does Pit N' Pen do?

Dissolves solids and digests fiber  
Reduces odor and nitrogen Loss  
Neutralizes acids in manure, making manure more compatible with the soil

### How much will a 25# pail treat?

Up to 500,000 gallons of liquid manure  
Up to 35,000 cubic feet of dry bedding pack manure

### Dry Manure Packs

Application rates:  
1/2 lb. per 100 sq. ft.  
Non-Fibrous: Apply every three inches of depth.  
Fibrous: Apply every 6-8 inches of depth.

### Liquid Manure Packs

Application rates:  
Initial treatment: 2lb. per 10,000 gallons  
Subsequent treatments: 1/2 lb. per 10,000 gallons

Guaranteed Analysis - yucca schidigera extract, minimum .....13,600 mg/lb

Ingredient Statement - ground oatmeal, yucca schidigera extract, yeast culture, dried bacillus subtilis

fermentation extract

Pit 'N Pen is available in a 25 lb pail



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## Congratulations to the following new dealers:

**Trumbull Feeds** 5890 Mayburn Barclay Road, Farmdale, OH 44417 (330) 876-6471

**14 Acre Farm** 169 E Whitebear Drive, Summit Hill, PA 18250, phone (610) 509-6829, fax (570) 645-9308  
Kevin Ruch, [www.14acrefarm.com](http://www.14acrefarm.com), [wegrowveggies.com](http://wegrowveggies.com)

**Ashland Feed Store** 120 Thompson St, Ashland, VA 23005 (804) 798-8431 Dannie Adams,  
[sales@ashlandfeedstore.com](mailto:sales@ashlandfeedstore.com)

**Fieldworks Inc LLC**, moved from 461 Mary's Pond Road, Rochester MA to 668 Wareham Street, Middleboro, MA 02346, (508) 636-9336

**Concentrates Inc**, Naomi or Bill, 2613 SE 8th Avenue, Portland, OR 97202 (800)388-4870 or (503)234-7501  
[mailto:concinc@prodigg.net](mailto:mailto:concinc@prodigg.net)

**Feeders Grain and Supply** 2052 Hunter Trail, Corning, IA 50841 (800)308-4011 [feeders1@frontiernet.net](mailto:feeders1@frontiernet.net)

**Rylan Kroph** 1115 Co. Rd. 3271 Clarksville, AR 72830 (479) 280-0672

**Tri-State Turf Supply** 1544 F Campus Drive, Warminster, PA 18974 (215)675-3555  
[www.tristateturfsupply.com](http://www.tristateturfsupply.com)

## 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](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**

**Triticale Grain** 2500 bushel available Contact: Elvin Brubaker (607) 243-5165 (T0109)

**Icelandic sheep** -Hardy triple purpose (gorgeous wool, rich milk, mild meat), great moms, vigorous lambs, very fast growth. Good for small farms or pasture-based systems. Icelandic ram crosses have amazing hybrid vigor. See more info/photos at [www.stonemeadowicelandicsheep.com](http://www.stonemeadowicelandicsheep.com) or call (814)364-2075.

**Organic Balage** - Call Tom and Sally Brown at Shiphrah Farm, Groton, New York (607) 898-4401 for Pricing.

**Certified Organic Hay** - 1st cutting 2008/2009 small square bales, Call Gordon Dodson Lafayette, Indiana 765 742-5111

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

**1948 Ford 8N Tractor** - runs great! Includes disc harrow, 2 bottom plow, brush hog mower. Great for small farm, starter farm or collector. \$2950 for all. Call for info (814) 364-2075.

### **Wanted:**

**Area Producers Sought for 2009 Season of New Natural & Organic Open Air Farmers. Market in Inner City Harrisburg.** Ngozi Eco Village (NEV) Natural & Organic Farmers Market is a new economic development initiative nurtures the growth of a diverse and equitable community food system to promote local economic opportunities, access to affordable nutritious food and social change education. For more information, or if interested, growers can contact: Rafiyqa Muhammad, Eco Village Director at 717-234-7724, [rafiyqam@aol.com](mailto:rafiyqam@aol.com) or [ngoziinc@mail.com](mailto:ngoziinc@mail.com). (T0509)



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## Tips from the Front!

Fertrell Needs Your Help - Are you extremely pleased with one or more of the Fertrell line of products? If so, we would like you to write a couple of lines or a paragraph on why you like it and how it has helped you be better at what you do. They can be sent to Don Brubaker at P.O. Box 265 Bainbridge PA 17502 or e-mail me at [don@fertrell.com](mailto:don@fertrell.com). Thank you in advance for your help and partnership with the Fertrell Company.

Thank you to all our customers/dealers who are checking their own drop ship rates via UPS / Fed Ex!!!!  
(1-800- PICK UP or 1-800 GO FEDEX)

Just a reminder: discrepancies on shipments must be marked on the shipping papers upon delivery and reported to the Fertrell Office within 10 days of receipt of product. Thank you for your understanding.

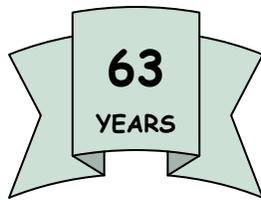


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**A Friend of Nature Since 1946**



**1946-2009**

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### Upcoming Events:

We encourage our dealers to list their local farm/ sales meetings, as well as tradeshows they may be attending, here, free of charge.

**Field day at Aaron Zook's** - August 13<sup>th</sup>, 2009, 4:30 PM till dark, 284 Zook Lane, Leola, PA Round table discussion, open to the public. Limited space available. Registration deadline, August 1<sup>st</sup> 2009 call (717) 656-2469

**2009 PA Vegetable Growers Association Vegetable and Small Fruit Field Day**, August 13, 2009. Registration starts at 8:00 am, program runs 9 am to 3 pm

**Penn State SE Research and Extension Center** (Landisville Research Farm) Auction Road, Manheim, PA for more information, please call 717-653-4728, early registration discount prior to August 7th

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Hello Dave,

Wow! Talk about nice growing weather!

My first sugar peas are over 4 ft high and growing. Aragonite!! We are still uncovering some exciting facts.

Not one of the guys in our immediate neighborhood used conventional fertilizers this year. It took some time, but we got them on the right track now, and they are well satisfied.

As good as the results have been in using Aragonite with 2-4-2 on corn, I think you should make a special blend using fertilizer and Aragonite!

Thanks for everything - Joe Byler, 201 Sunset Lane, Sugar Grove, PA 16350

