

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks

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From the President's desk:

New beginnings offer an opportunity to change things we have failed to do successfully in the past. As we begin the New Year, we can use experience to make change. Our failures will have value if we use them as steps toward improvement.

Lemons make lemonade, and losses can convert to gains.

In the year 2010 may our resolutions include benefits that will impact others. Using our experiences for positive improvements will strengthen our economics, raise the quality of products and give us real pleasure. When our ambitions are directed toward others, we will have a clearer path to success.

Gal 6:9 "And let us not grow weary of well doing: in due season we will reap, if we faint not."

What is success? Webster tells us success is "favorable results, good fortune; prosperity, something that succeeds". Considering all this, is success worth working for?

Luke 6:38 "Give and it shall be given unto you; good measure, pressed down, 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."

In Josh 1:8 - The bible gives us a plan for success - from the very beginning we have had instructions on how to enjoy life. These instructions include self evaluation, seeking help from good sources, and self discipline. Somehow, as a nation, we have conveniently discarded all responsibility for our individual behavior. We no longer value the freedom paid for by someone else. We ignore history and plunge into avoidable pain and suffering. Arrogance so often is our worst enemy. If we consider how dependent we are on others, attitudes begin to change.

Suffice it to say that at the end of the day we make the choice. We may accept or reject responsibility for our actions and deeds. We are the face in the mirror - how do we measure up to our reflection?

A New Year - a new opportunity, with new goals. We welcome 2010. We pray for health, happiness and prosperity.

" Beloved, I wish above all things that thou mayest prosper and be in good health, even as thy soil prospereth" 3 John 1:2

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Congratulations

Don Barron,

(pumpkin grower)

*La Selle, MI for his 2009
Michigan record 1,478 lbs*

You don't always see it coming! By Jeff Mattocks

As some of you already know, molds and toxins are not always visible to the human eye. This year, due to the growing conditions in many areas, there are higher incidences of mold formation on many grain crops. Earlier this year there was a warning sent out by the Department of Agriculture about the high vomitoxin content of wheat and barley. This fall a new warning is being issued about corn and corn silage. Much of the corn did not dry down correctly this past season; the ears remained upright, and untimely rains got in between the husks and kernels, resulting in higher mold formation in the ears of corn. Below is a report sent out from Dairyland Labs in Wisconsin. Don't get caught watching! Helpful products to treat and ward off mycotoxin poisoning are Redmond Conditioner, Greensand, vinegar, extra dry hay, charcoal for severe cases and good probiotics, such as RC Gold 4X, Invigorate and Rumi Cult 40. Initial warning signs are dysentery-like manure, elevated somatic cell count, and poor reproductive performance. Please keep your eyes open, or just get your forages tested to be safe.

Corn Silage Tests Show Mold, Mycotoxins Present

Corn silage in a number of rain-ravaged states is testing positive for levels of molds and mycotoxins, warns Brian Steinlicht, technical director at Dairyland Labs, Arcadia, WI.

"I probably answer 40-50 calls a day on this," said Steinlicht during a Nov. 18 University of Illinois webinar on wet corn. He had compiled data on corn grain and corn silage samples sent to Dairyland for testing and presented his findings via the Web.

"Out of 307 corn silage samples, 21% came back with some level of fusarium mold in them and 11% with some form of aspergillus mold," Steinlicht said. States he gathered data from include Indiana, Michigan, Pennsylvania, Ohio, Wisconsin, Illinois, Minnesota, Iowa and North and South Dakota. Samples sent in were suspected of having mold or mycotoxin problems, he added.

"A lot of what we first saw were cladosporium-infested and fusarium-infested samples. We had a period where there was a brief freeze and the number of viable molds that came in was lower, though still fusarium and cladosporium. Then we had a warm-up and the mucor molds began to bloom ... and, most recently, we saw a fair amount of penicillium molds. It seems like, as the season goes on, the type of mold is changing."

Mold on corn doesn't necessarily mean it also contains mycotoxins, experts warn. And corn showing no mold may not be mycotoxin-free. But Steinlicht said that mycotoxins are showing up in some levels in corn silage he's tested using thin-layer chromatography.

"It's a perfect storm - the weather conditions and not getting the corn out are good breeding grounds for molds." So far, of 62 samples tested for vomitoxin, 55% tested positive at some level. A total of 46% of 28 samples tested positive for zearalenone. Sixteen samples tested for T2 toxin showed no positive results. Only 9% of 23 samples tested positive for aflatoxin.

Signs of toxin problems in dairy cows include loose fecal discharges; reduced microbial digestion, dry matter intake and fertility; hormonal changes; and immune suppression to disease challenges, said Mike Hutjens, University of Illinois extension dairy specialist.

Besides analyzing feeds, producers may want to consider using mycotoxin binders, Hutjens suggested during the webinar. For aflatoxin problems, he recommended clay-based compounds such as bentonite, zeolite and calcium aluminosilicate at 50-225 grams/cow/day. For feed infected with T2, DON and zearalenone toxins, he advocated yeast cell-wall extracts - also called glucomannans - at 10 grams/cow/day. "You may need to double up or triple up" on amounts, he said.

And beware of possible mycotoxin concentrations in distillers grains, Hutjens said. He advised producers to ask for test results before buying distillers grains this year.

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THE FERTRELL COMPANY

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Ready Set Go! By Don Brubaker

As we race to the starting line of next year's vegetable season, we will be receiving seed catalogs, going to trade shows and winter meetings, and eating someone else's food 'til we yearn for a home cooked meal. We will come away with all kinds of new and seemingly wonderful ideas to make our individual operations better.

As vegetable growers, we start dreaming of next year the moment the first seed catalogs begin to arrive in early fall. As we thumb thru the catalogs on those cold, wet and maybe even snowy days, we are always looking for the old standby seeds along with the newly proven ones that we are eager to try so that we can keep a competitive edge on the market.

It is my concern that we all too often forget to do some of the most basic things to prepare for a successful growing season. We should put together a check list of things to do long before the first seeds are planted. It may look something like this:

1. Take time to evaluate what worked and did not work for you last year, and make plans to implement what worked again this year and find ways to correct what did not work for you.
2. Take an inventory of all seeds and supplies so that they are in stock and ready to go.
3. Clean the greenhouse - this should include water lines, benches, trays, tools, and work areas etc.
4. Take time to get all your soil sampling done before the soil freezes for the winter.
5. Make sure all heating systems are working properly.
6. Make sure all ventilation systems are working properly.
7. Make sure the alarm system works. If you don't have one, it may be a good investment for you this year. I would recommend one that monitors at least the high and low temperature of the greenhouse.
8. Clean up the work areas so that you and your family or off-farm help can have a safe place to work.
9. Take the time to talk with your Fertrell representative. **WE ARE YOUR ONE STOP SHOP FOR ALL YOUR FERTILIZERS, INSECTICIDES, AND BACTERIACIDES ALONG WITH HELPING YOU WITH YOUR OVER ALL MANAGEMENT PLAN.**
10. Always remember to have fun at what you are doing.

Blessings to you and your family as you look forward to the New Year and all that will come your way.

Special—Weed Ban

To people with little planting experience, weeding may seem like a quaint pastime. But you know better. Weeds can choke out your crops and host harmful insects. Fertrell can help. And because we believe that healthy land naturally resists weeds, many of these products also fertilize the soil. You get better growing conditions, improved yields and no harsh



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, red-root pigweed, smart weed, and barnyard and Bermuda grasses. Because it's made from a corn syrup byproduct, WeedBan is completely safe. Its nitrogen content makes an excellent, slow-releasing fertilizer.

For best results, apply as soon as snow is melted.



Good Bugs! By Chris Papada

Aside from questions relating directly to Fertrell business, the most popular questions I entertain on my farm visits center around the topics of cover crops or beneficial insects. In a previous Fertrell newsletter, Orin Moyer touched on cover crops. So, this leaves me to scratch the surface on beneficial insects (BI's). By BI's, I mean the insects that are on our side. These are the insects that help to control the bad insects which destroy our crops.

I want everyone to know that I am by no means an expert in this field. In fact, I am quite the novice. It is the passion of our customers and their good, common sense toward insect pest control that inspires me to learn more about this subject. What I am about to share comes from some basic research of mine over the last several months. From what I can tell, using BI's makes economic, agronomic and environmental sense. If you have persistence, it will work.

First, you need to have BI's (ladybugs, lacewings, parasitic wasps etc.). Whether you purchase BI's or try to attract them naturally, there is common ground to consider for their/your success. The three main things to consider are food, water and shelter. What you are looking to create is an insectary. An insectary is a planting of annual and perennial plants which provide the needed food and shelter. The insectary will help to attract BI's and keep them on your property.

Food- Yes, food. You are probably thinking to yourself "These BI's are supposed to eat the bad guys - why do I need to provide food?" This is partially true. We have two types of BI's. The first are the predators, which will eat the pests. We also have the parasitic type. Parasitic BI's use the pests as a place to deposit their eggs, thus killing the pest. The parasitic BI still needs to feed somewhere. Different plants want to bloom at different times of the year. The trick to having a good insectary is to use a variety of plants so that you will always have blooms. Some of the BI's eat the nectar, while others will eat pollen. It is also important to know that some predators will turn to the insectary if they have finished off a pest and there is nothing else to eat. Otherwise, the predator may go down the road. Plants to think about are: dill, fennel, coriander, wild carrot, tansy, Lupin, thyme, rosemary, mint, alyssum and sunflowers, to name a few.

Shelter- Just like you and me, these good bugs need to have protection from heat, sun and rain. Also, certain conditions are needed to ensure that the eggs of the BI's hatch. When thinking about shelter, keep height in mind. You want to have a combination of groundcover, small shrubs and large. You may also want to think about leaf size and shape. A blade of grass will be different than an azalea leaf, which will be different than the leaves of peonies. Plants to think about are buckwheat, clover, forsythia, peonies and anything that forms a good hedgerow.

Water- If you use overhead irrigation, water will probably not be as much of an issue. The small droplets that are left on flowers and leaves after irrigation should be enough for your buddies to find. Where there is drip irrigation or no irrigation, you will need to provide water. The best thing to do is offer water in a saucer filled with pebbles. The pebbles will provide a place for the insects to land and not drown. Keep in mind that you will want to empty and clean these saucers every 3-4



days so they do not promote mosquitoes. You may want to place several saucers around your insectary.

In some of the articles I've read, the question of pesticides comes up. Most agree that in order to establish an insectary, no pesticides should be used - not even natural or organic products. However, if something needs to be used to save a crop, botanical and natural controls are recommended until the good guys can catch up.

In the end, a healthy insectary should provide many workers for you. The BI's will help to keep your budget down (pesticides, manpower) as well as your stress level.

News from the Front



Soil Samples

Taking your soil samples early (ground should be around 40 degrees) will avoid delays when the lab as well as our office gets swamped with samples.

Planning ahead can avoid the last minute panic of having to wait for your results to come back at planting time.

Please send your samples directly to the lab and a copy of the form to the Fertrell office, PO Box 265, Bainbridge, PA 17502. This will save time as well.

Deliveries during Winter Conditions

In order to assure deliveries and avoid injuries, consider the following prior to your delivery:

- Please order enough product for an extra week, in case road conditions would delay your delivery
- Open your driveway wide enough for the truck to be able to enter, exit and turn around on your property. For the safety of our drivers, we will not attempt to deliver in unsafe conditions.
- Clear the pathway where you want your minerals to be delivered to.
- Please remove or mark any obstacles that, when covered by snow, could cause damage or injury.
- If necessary, mark ditches, culverts and lane edges to avoid our getting stuck in soft ground.
- If possible, have some kind of material on hand if traction is needed in icy conditions.

If we cannot make it to your farm to get your order, please call it in by 9am on Monday, the week of your delivery. Thank You!

We will do our best to keep the regular schedule during the cold season. Please consider these suggestions, as they will help to get your minerals to you on time. If you have any questions, please contact your sales rep or call our office at (717) 367-1566.

News from the Field

Welcome

NEW DEALERS:

Ned Fogleman - Box 3088 Doe Run Road, Mifflintown, PA 17059, (717) 994-4630

Matt Shaul - 118 Nichols Road, Williamstown, NY 13493 (315) 964-9900 goatmilk@frontier.com

FEED MILLS:

Lakeview Organic Grain - Box 361, 119 Hamilton Place, Penn Yan, NY 14527 (315) 531-1038

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 1st of month before the next publication.



Hay, Forages, Grains and Livestock

Feeder lambs, ewes, wether rams, certified naturally grown Nubian goats, does, doelings and castrated buckling. Contact Ray Kelly, Providence Acres Farm, (814) 267-6641 (0110)

Certified organic baleage, alfalfa, round bales, 1st & 2nd cutting - Contact: Ernie Miller (574) 202-3250 or (574) 825-5260 (0110)

Grass-fed beef and lamb. Available by the quarter or half or as individual cuts. Miller Livestock (330) 876-5655, email: millergrassfed@aol.com website: millergrassfed.com (T0909)

All grass-fed certified organic Dutch Belted bull 17 months old, healthy, proven breeder. Price negotiable. George McNulty, 603 Adamstown Road, Reinholds PA 17569 (610) 775-3704 elmcnulty@verizon.net (T1109)

Organic Balage - Call Tom and Sally Brown at Shiphrah Farm, Groton, New York (607) 898-4401 (T0709)

Certified Organic Hay - 1st cutting 2008/2009 small square bales, Call Gordon Dodson Lafayette, Indiana (765) 742-5111 (T0709)

Certified Organic grains - Heavy bushel weights, Shelled Corn, Oats, Triticale, 1st & 2nd cut Dry and Balage, Bratt Farms, Memphis, NY call Gary Minde at (315) 515-9999 or Doug Bratt at (315) 247-8195. (T0909)

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)

Misc:

Thriving Farm Business Central Texas' oldest, most profitable pastured poultry farm for sale. Turn key operations for pastured eggs, broilers, turkeys, custom poultry processing, feed sales, and beef. Will train, business is conducted on extremely low-cost leased land, owners are anxious to continue leases. No high land payments to worry about. Leave the frozen north and enjoy sunny Texas. Reason for selling: we are buying a farm in the frozen north! For more info: email alexanderfamilyfarm@yahoo.com (T0909)

Produce:

Fingerling Potatoes Red Gold and All Blue, Livengood's Organic Produce, Lancaster, PA (717) 464-2698 (T0909)

Satsuma Mandarin Oranges Organic, delicious, easy peel Rolls Royce of Christmas fruit. Shipping now permitted for late Dec, early Jan delivery. \$36/bu plus 50lb UPS. Randy Lance, Little River Organics 16857 CR 49, Wellborn, FL 32094 (386) 963-3822 email m6256@windstream.net (T1109)

Wanted:

Certified Organic or CNG Hay - small square bales or round bales. contact Ray Kelly, (814) 267-6641 (T0110)

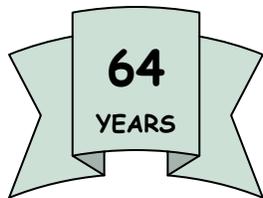


PO Box 265
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FAX 717-367-9319

We're on the web
www.fertrell.com

A Friend of Nature Since 1946



1946-2010

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.

North Carolina Commercial Organic Production Conference, New Bern, NC Hilton Hotel, January 15th, 2010 12pm - 7 pm

North Central Ohio Grazing Conference Buckeye Event Center, Dalton, Ohio. January 28-29th 2010

2010 Mid Atlantic Fruit and Vegetable Convention, Hershey, PA - February 2-4th , 2010

PASA Farming for the Future Conference, State College, PA February 4-6th 2010

MOSES, Organic Farming Conference, La Crosse, WI February 25-27th 2010

