

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

Notes from the President's Desk: Dave Mattocks



Springtime is the greatest season of the year. We look with excitement and appreciation for new growth and the reemergence of plants that went to sleep last fall. We anxiously await the germination of seeds, planted in starter beds to be transplanted later. Anticipation of a good growing season fuels our ambitions. We demonstrate real tenderness toward this new life as it unfolds before us. For those who choose to believe in a creator, springtime bears evidence to support our beliefs. My desire today is to proclaim that as we observe life from above the soil surface, there is a variety of life within the soil. These life forms are important to healthy plants above the surface. The size of these creatures varies from very tiny to those we can hold in our hands. Perhaps their most outstanding feature, aside from the obvious, is their ability to reside together.. The relationship of one life form to another is one of servitude. We may prefer to think of this as a support mechanism. At any rate, we can learn much from this characteristic. As this soil life harmonizes, it provides excellent opportunities for biomasses to develop. This feature provides habitat for more soil life, thus benefiting us in many ways. At Fertrell we believe that healthy soil life promotes a successful, productive growing season in four ways:

- 1) Weed control is easier
- 2) Disease issues are lessened
- 3) Organic matter is increased through biomass
- 4) Moisture retention is improved

This is an effort to create an awareness of life forms that make our lives better.

⁷But ask now the beasts, and they shall teach thee; and the fowls of the air, and they shall tell thee:

⁸Or speak to the earth, and it shall teach thee: and the fishes of the sea shall declare unto thee.

⁹Who knoweth not in all these that the hand of the LORD hath wrought this?
Job 12:7-9

Inside this issue:

<i>What am I missing!</i>	2
<i>Tips from the Front</i>	
<i>Maple Syrup—taking orders</i>	3
<i>News from the Field</i>	
<i>Growing Crops Under Cover</i>	4
<i>Featured Products - Biacor</i>	5
<i>Specials</i>	
<i>Rose food, Mega Bloom, Mega Green, Poultry DFM</i>	6
<i>Upcoming Events</i>	
<i>Marketplace</i>	7
<i>Visit our new Website</i>	8

Check out our new video's on the Fertrell web site!!



What am I missing! By Jeff Mattocks

This afternoon while walking through a dairy barn looking at the cows - their eyes, coats, manure, leftover feed and all the other things that I look for, I saw many inconsistent and variable symptoms, none of which pointed toward any one specific problem. A few cows had the loose, runny stools that we know as "the squirts". Others were firmer. Some cows had dull, dusty coats, while others were shiny and nice. A couple cows were off feed, but most were eating very well. The only pattern to any of the symptoms was that they all started 7-10 days after calving.

"Hmmm... what changed at freshening that could lead to problems like these?" I wondered. I looked at all of the farmer feeds - the hay, the balage, and the corn silage, I couldn't see anything wrong with any of them. I know this farmer very well, and his feeds are always the best or among the best forage samples that come across my desk each fall. And yet something was wearing away at his cows. The cows were losing weight - scouring for a few days soon after freshening, slow to come into milk, with poor appetites, somatic cell count starting to creep up, and cows had repeated cycles.

Well, there are two things that come to mind with the wide variety of symptoms I saw this afternoon **stray voltage** and **molds that have formed mycotoxins**. This farmer had already worked on the stray voltage a couple times and seemed to have this fairly well under control. So that would leave mycotoxins. Remember how I said earlier that I had looked at all of the feeds and didn't see or smell anything? Well, don't kid yourselves into thinking we can see everything. On more than one occasion (too many to count, actually), I have looked and smelled feed that I felt was "perfect" that in turn tested positive for molds and mycotoxins. I see a lot of feeds and feed samples each year and feel that I am a good judge of quality most of the time, but you just can't see and smell everything.

How many of you have every eaten something that didn't agree with you, possibly resulting in food poisoning? Did you smell that it was bad to eat? Did you taste anything different? Did you see the mold or bacteria growing on that food? If you have never had food poisoning, count yourself blessed and fortunate. If you have had food poisoning then you know what is going on in your animals' stomachs. It is safe to say that whenever you see a marked change in manure viscosity, you probably went through a moldy or spoiled spot in one of the feeds. I looked the word "mycotoxin" up on the internet. The definition is below - very interesting!

A **mycotoxin** (from Greek μύκης (mykes, mukos) "fungus" and Latin (toxicum) "poison") is a toxic secondary metabolite produced by an organism of the fungus kingdom, including mushrooms, molds, and yeasts. The term "mycotoxin" is usually reserved for the toxic chemical products produced by fungi that readily colonize crops. source Wikipedia.

The effects of mycotoxins are not just limited to cows. They are in fact more devastating to poultry and swine where they are likely to cause death if left untreated or at higher levels. Recently, a local organic poultry producer who keeps a flock of 4000 layers or so received a load of shell corn that was tested in Illinois at 2 ppm DON Vomitoxin. According to USDA this is a safe limit to feed to poultry. However according to his chickens it wasn't. While feeding this corn, the production level dropped from 90-91% to 84-85%. Immediately after changing from this corn to a new, toxin-free supply (no other changes), the hens' production began to increase within a few days. Coincidence? I don't think so.

I hate to see you waste money. But what is the biggest waste - the \$40 per mold and toxin test or the loss of production from not knowing and correcting the problem? You be the judge!



Tips from the Front



If you have not done so, please submit your soil samples as soon as possible after soil reaches 40 degrees. Spring is a very busy season for the lab. The sooner you get your soil tested, the sooner you can prepare for your garden and fields.

Please consider ordering your fertilizer early. A little sunshine puts a lot of pressure on our production as well as the delivery of products.

With the busy season just around the corner, please remember to FAX or EMAIL your orders to the office. Our fax is on 24/7, and you may fax at your convenience - (717) 367-9319. If you would like to email your order, please send it to beth@fertrell.com or theresia@fertrell.com. We will send a confirmation within one business day. If you do not hear from us, please give us a call to confirm that we did receive your order.

Shipping: In order to respond to our customers in a timely matter, we ask that you refrain from requesting shipping quotes until you have a complete order and all the details regarding delivery are available (lift gate, delivery appointment, notify call, tractor trailer access, road restrictions, etc.)



Maple Syrup From Certified Organic Farms

Taking orders for the 2010 season

Harvey Miller
7552 Sirdle Rd
West Farmington Ohio

Lester J. Byler
8506 Bundesburg Rd
Middlefield Ohio

Chester Schmucker
East 10798 Cary Rd
Cashton Wisconsin 54426

News from the Field

NEW DEALERS:

Giles Ranch - 17534 Base Line Blvd., Jasper, MO 64755 Houston Giles (417) 621-5486

Kentucky Family Farms - 1182 Dry Creek Road, Columbia, KY 42728 (270) 465-9361

kentuckyfamilyfarms@gmail.com

Quality Lawn Care Service - 48 Beckwith Rd, Pine City, NY 14871 Ted Burrows - trouble@stny.rr.com

(607) 733-0932 or (607) 738-2283

Rylan Kropf - 12060 Hwy 164 Clarksville, AR 72830 (479) 280-0672

Staff of Life Farms - 26745 E 2900 North Rd Dwight IL 60420 Greg Rosenquist

(815) 584-9611 greg.ginger@gmail.com

Walt Gregory - 25873 State Hwy 3 Dow, IL 62022



Growing Crops Under Cover By Don Brubaker

Spring is almost here, and many of you are growing fruits and vegetables under cover. This is a good way to add value to your crops by getting an early start on them. Growing under cover takes a whole new style of management to be successful.

When using plastic as a ground cover the water will not evaporate as fast, so you will not need to water as much. You may want to invest in a moisture tester for the soil. This can be a good tool to help you judge the moisture in the soil. Too little or too much water can be detrimental to the growth and fruiting of the plant. With too little water, the plant will become dehydrated and lapse into "survival mode", affecting the crop both today and in the future. Over watering can be more harmful to a plant than under watering. To start with, the soil needs to be able to breathe. If you were to take a cup and fill it with sand, there would still be air in the cup. If you were to add water to the cup, the air would be removed. That same logic works with plants - if you saturate the soil by replacing the air with water, the plants will begin to drown, eventually shutting down completely if the situation is not corrected.

In good soil structure with proper moisture, the feeder roots are white and have little hairs all over them - this is what you want to see. When these conditions exist, the plant will be able to take up the nutrients that you have provided in a proper amount.

Plant diseases like blights, bacteria's funguses, need to be managed also. In a situation where plants are grown under cover, you must provide air movement to keep the plants dry. In a closed greenhouse you will need to install circulating fans to keep the foliage dry. If it is a high tunnel you're using, it will need to be built in a location where there is a good crosswind, thus keeping plant foliage dry naturally. The more plants you put in a structure, the more air movement required.

You will need to pollinate the plants that you are growing. This can be done by hand-shaking the plant or the blossoms. You can buy a mechanical pollination wand, or you can buy bumble bees and let them do that work for you.

The Fertrell Company has a full line of natural and organic fertilizers, bactericides, fungicides, insecticides, herbicides and plant stimulates to help you manage your greenhouse.

And don't forget - we are here to help you with any questions you may have.



Featured Products



The FERTRELL Company is now offering an exceptional certifiable trace mineral in a foliar spray from Baicor.

Nature of Baicor® Products

BAICOR® products are chelated and a complex from organic and amino acids found naturally in plants and in the soil. These are true chelates with a ring structure and a high stability constant (they generally do not fall out or precipitate when mixed with phosphate or one another). This is not true of many other products which do not remain in solution when mixed together and/or with phosphate, thus tying up the nutrients that are needed in the first place. **BAICOR®** Chelates and/or Complexes contain "facilitators" which aid in penetration into plant cells, effective translocation to sites of action and provide all or most of the nutrients needed by plants. All **BAICOR®** products are non-phytotoxic when used as directed. **BAICOR®** products contain an organic base consisting of organic compounds which function metabolically and are found naturally in the plant.

MICRO-PLENTY™ 2-0-1 (2% Fe, 2% Zn, 2% Mn, 0.1% B, 0.1% Ca) OMRI

It is an excellent general purpose foliar/soil product when more than one nutrient is deficient. In addition to nitrogen and potassium, **MICRO-PLENTY™** has all the essential micronutrients in one package.

BORON COMPLEX 3.0% (OMRI)

Boron is essential for plant nutrition but is one of the least understood of all plant nutrients. It is involved in the synthesis and/or translocation of sucrose (sugars) in the plant. It is also connected with cell wall stability as with Calcium. In fact, it will help the absorption of Calcium for cell wall development! It is also necessary for the functioning of growth plant hormones.

CALCIUM CHELATE 5.0% (OMRI)

Calcium is taken up through the root tips in the soil. In times of calcium demand by the plant, it may not be able to satisfy its needs by root uptake. This results in internal brown spot for potatoes, blossom end rot in tomatoes, etc. Foliar addition of calcium assures adequate nutrients for membranes, cell wall development and plant structure.

CHELATED MAGNESIUM 2.5% (OMRI)

Magnesium is an essential part of the chlorophyll molecule, which is critical for photosynthesis. It helps in the formation of amino acids, vitamins and sugars.

CHELATED IRON 5.0% (OMRI)

Iron is essential for chlorophyll formation. Plants require it for photosynthesis, nitrogen fixation and nitrate reduction. It is an essential activator and component for many enzymes within the cells of plants.

Ask your Fertrell Representative for more information and product availability.

Specials!!

Fertrell Rose Food 4-2-4 - Formulated as a multi-purpose plant food, our Rose Food 4-2-4 contains readily available nutrients to get the plant off to a fast and vigorous start while time released nutrients feed the plant throughout the growing period. This formula is a favorite for rose growers throughout the USA.

Available in 50 lb, 25 lb and 10 lb bags



Multi Bloom - All Natural, All Purpose Plant Food

Mega Green - All Natural Lawn Food

No fish odor, 100% soluble in water, will not clog drip line

Available in 32 oz hose end sprayer, 32 oz concentrate and 64 oz concentrate.



Poultry DFM - water soluble

Water soluble DFMs can be used during times of stress that may occur during the course of a bird's life. When poultry are not feeling well, they are more likely to drink before eating any feed. By adding DFMs to their drinking water, you will be helping them bolster their immune system.

50 gram foil pack 30% off



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.

EARLY SPRING FARMER EDUCATIONAL MEETING

April 13th 2010 - 9am to 3pm

Come and learn what's new at Fertrell

Millers Health Food Store

Conference Rooms

Register by April 9th, by calling Don Brubaker (717) 367-1566 ext 225

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

Hay, Straw and Ear Corn No chemicals used, just Fertrell-ized! Small square bales of hay and straw. Contact: Red Shed Farm, Newville, PA Warren Nolt, (717) 776-6240 (T0310)

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)

Produce:

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)



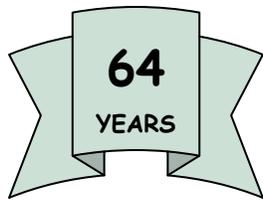


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**We're on the web
www.fertrell.com**

A Friend of Nature Since 1946



1946-2010

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OF ORGANIC AND NATURAL PRODUCTS FOR YOUR SOIL AND ANIMALS

WELCOME

to Fertrell, a friend of nature since 1946. Fertrell is the oldest producer of organic fertilizers in the United States. We also make a wide variety of earth-friendly products, from livestock supplements to natural pesticides. No matter your level of experience, Fertrell has the products and knowledge to help you grow healthy, natural plants and animals.

*"Prepare now
while the soil
rests"*



- ABOUT US
- SOIL CARE PRODUCTS
- ANIMAL CARE PRODUCTS
- LOCATE A DEALER