

# Fertrell Notes & Quotes



The Fertrell Company:  
A Friend of Nature Since 1946

Tracy Mattocks, Editor

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



Turning the corner into another year always creates excitement. Anticipation of things in our future fuels this emotion. The energy spent on future plans cannot really be measured. However, we can get some sense of value as our plans take shape and progress becomes apparent.

I am privileged to be associated with a profession that involves planning, energy and Divine cooperation.

Agriculture will always require these qualities if success is to be realized. The degree of success will serve to reward the efforts invested. Planning may require assistance from outside sources.

Having reliable information and sincere contributors will make this phase enjoyable. Your advisors must have your interests in balance with theirs. Too often sales people are motivated in one direction. Energy must come from the expectation that intended goals can be met. Divine cooperation can be the most challenging but also the most rewarding. These rewards can be associated with planning and energy.

Since life requires multiple associations, we need one that over shadows all others - thus our need for Divine guidance and blessing. Much to do has been made by scientists and product developers with respect to agriculture. Their accomplishments are to be commended, but they have shortcomings and often fall short of the mark.

The comfort that comes from our Divine association will bridge any gap en route to desired success. We live in troubled times for all professions. However, I am reminded that Jesus left us with some great promises. He said "So I say to you: Ask and it will be given to you; seek and you will find; knock and the door will be opened to you. For everyone who asks receives; he who seeks finds; and to him who knocks, the door will be opened."

Luke 11:9,10 NKJV

For the new season, let us combine planning, energy and Divine cooperation with great expectations.

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## A note from Don Brubaker

As many of you know, my wife was diagnosed with stage four breast cancer back in the winter of 2007. Over the last three years she fought long and hard to overcome the odds. From Thanksgiving of 2009 till her passing on Oct 25, 2010, I was at home by her side caring for her.

I want to take a moment to thank each and every one of you for your prayers, support and understanding, as I was not there for you over the last year. I would also like to give a special thanks to Dave Mattocks and all the Fertrell staff for filling in for me over this difficult time in my family's life. Don Brubaker

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## Think Spring and Green Grass: by Chris Papada

It may be difficult to think of spring and green grass at this time of year, but it will be here before you know it. It may even be a little harder for me to write this article as I am thinking about the soon approaching "Turkey Day". There are several things we can do before spring arrives to help promote a green and healthy lawn.

Even though the calendar says spring is several weeks away, there will come some periods in which we will be likely to get some spring-like weather. Here at the Fertrell office, this typically happens around mid to late February. We will get two or three days in a row in the low 40's, and if we have any snow cover, it will disappear. This provides a great window of opportunity to apply one or two products.

The first product is our Soil Mineralizer. Because Soil Mineralizer contains our raw aragonite, it provides an excellent source of soluble calcium and beneficial microorganisms. The calcium will help to suppress weeds and make a stronger plant, while the microorganisms will help to fix nitrogen and green up the grass. There are other sources of micronutrients in Soil Mineralizer to help build healthier plants and soil to withstand the stresses of summer. Soil Mineralizer can be applied at the rate of 10 pounds per thousand square feet.

The second product that can be applied at this time is WeedBan, or corn gluten meal. This product is not only a great source of slow release nitrogen to help make a lawn green, it is also a very good pre-emergent weed control. Many broadleaf and grassy weeds get an early start in spring. The trick to controlling them is to get a product down before the weed seeds germinate, making this window of opportunity an ideal time to apply WeedBan. At this time of year, apply WeedBan at the rate of 20 pounds per thousand square feet. We have found that if it snows after the application of either product, they tend to work even better.

Follow-up applications should be made once we get closer to summer. In central and southeastern Pennsylvania, this will be the end of May toward the first week of June. For those who are looking for more weed control, and in particular crabgrass control, we suggest using WeedBan at 10 pounds per thousand square feet. And for those that do not care so much about a few weeds and just want to have a nice green lawn and promote a healthy plant, we suggest using either our Super N 4-2-4 or Super Lawn & Garden 3-2-3 at 10 to 15 pounds per thousand square feet.

These pointers should help get your lawn off to a green and healthy start. Please contact your local Fertrell dealer with further questions.



## Environmental Stresses on Laying Hens: By Jeff Mattocks

Here we are again, in the middle of the summer, cruising along with our pastured poultry. And while we're not looking, our broiler weights decline and our layer production slides. Before you know it, this becomes an issue. Unfortunately, there are very few options to alleviate the effects of hot humid weather on our poultry. We have known for a long time that poultry of all forms eat for their energy needs, not for proteins. And just like humans and other forms of life, when it gets hot we all tend to eat less or change our diets to match our environments. Chickens are no different!

So what we see from our poultry in this case is reduced feed intake, resulting in reduced production. The effects of heat stress on broilers are immediate, by heart attacks (flipovers).

The effects on the hens do not become apparent until the week or so following, known as the "post stress" period. Studies have shown that birds that are taken from 64° F to 95° F for three days experience a significant reduction in feed intake. After the stress was removed and temperatures returned to 64° F, the feed intake returned to near normal or previous intake. However, the egg production dropped an average of 30% in all of the groups tested. This information has been paraphrased from *Commercial Poultry Nutrition*, by S. Leeson and J.D. Summers. They also recommend to: 1.) increase energy level of the feed, 2.) reduce crude protein, 3.) increase vitamin mineral premix, 4.) use some sodium bicarbonate if shell quality is a problem, 5.) use supplemental vitamin C when heat stress occurs, 6.) increase the number of feedings per day to encourage feeding at cooler times, 7.) keep drinking water as cool as possible, 8.) use large particle mash feed if available.

These are recommendations for large commercial flocks. They do not all generally apply to pastured poultry layers. I recommend reducing the energy inputs - corn, vegetable oil, wheat and roasted soy. You can substitute alfalfa meal, oats, barley and other low energy inputs.. For instance, 200 lbs of corn replaced by 200 lbs of oats in a ton of feed will change the energy by 42,000 calories per pound of feed. And this change will make a big difference to the chickens. A change with 100 lbs of alfalfa meal for 100 lbs of corn will yield the same 42,000 calories per pound of feed.

You can see that making feed adjustments is not "rocket science". However, I would only recommend making changes that you have either tried before or have received by way of consultation with an experienced resource.

In the winter of 2002-2003, I had to learn new lessons about laying hens in cold weather. In Lancaster County, PA that year we had the coldest winter in the past 50 years, with over 30 days below freezing. I didn't give any extra thought regarding my egg producing customers until they started calling. Several things happened that winter that had not occurred in the past 6 years. The hens started to get irritable because of overcrowding. They began pecking and eating feathers from each other due to a lack of protein or methionine. Others were losing feathers because they started molting. Some hens were eating nearly twice the normal amount of feed to offset the cold temps and/or poor feed quality. The extra feed they ate caused their egg sizes to increase significantly. Meanwhile, egg production numbers were decreasing, which could indicate a number of possible problems.

So, I started looking for the answer to the problems. Each of these symptoms is normally caused by different deficiencies. This was more than I was familiar with, so I called some experts and gathered some opinions. They all led me back to the same conclusion - HEAT! I had never given the temperature a consideration. I thought that with all those hens, the houses should be warm enough even when the outside temperature was below freezing. I was wrong. While looking for the answers to these problems I found a piece of information that

## Environmental Stresses on Laying Hens con't: By Jeff Mattocks

really caught my attention. One of our local egg producers started to supplement heat during the week of Christmas. When the heat was added, the feed consumption dropped 7 lbs per 100 hens per day. Hens typically eat between 22 and 24 lbs per 100 hens per day. Before the heat was supplied the hens were eating 30 lbs per 100 per day. It may not sound like much, but when you multiply this by 5000 chickens, you're talking about 350 lbs of feed a day. This adds up to 2450 lbs per week and 5 tons of feed per month. At an average of \$280 per ton, the realized savings would be \$1400 per month! You can buy a lot of propane for \$1400 a month, not to mention the fact that the chicken house will be a much nicer place to work at the warmer temperature. Add to this the fact that the hens will be happier with the supplemental heat rather than having to eat extra feed to stay warm. Other benefits to you include less manure, less ammonia smell and dryer litter.

I have recommended to all of my local customers that they find a way to supplement heat. The heat should be stabilized between 55-65 degrees. If you can stabilize the temperature in this range, feed consumption, egg production and egg size will stay normal. I took my largest local customer for a ride to another chicken house that was doing better than his. When we arrived at this house, the ONLY difference between my customer's house and the visited house was the temperature. The customer's chicken house was below 32° at night and 45° during the day. The visited house was no lower than 55° at night and was up to 68° during the day. Feed consumption was lower, and egg size was normal (80% large and extra large, 10% jumbos, and 10% mediums).



## Barn Ventilation: by Jean Litchard

Growing up on a dairy farm in the 1950's seemed to a child an easy existence. We had 18 dairy animals that filled our barn. It took hours or so it seemed to milk the herd by hand. The wind blew in one side of the barn and out the other. Cold was not the word on some evenings I spent on the cement ledge in the barn watching Dad and Mom milk. Things have changed since then: we didn't have any overcrowding of cattle (we could barely get 18 milked!) and ventilation problems were non-existent.

When it is 50 degrees Fahrenheit, a mature cow will breathe out four gallons of water per day in the form of water vapor. Good air distribution is especially essential for a healthy herd.

Emphasis is always placed on fresh air, which should be uniform throughout the dairy structure, whether using mechanical or natural ventilation.

Natural ventilation depends on your shelter's location. Wind breezes should not be blocked by manmade structures. In some cases, dairy shelters will not be able to be successfully ventilated with a natural ventilation system. Barns that have inadequate openings or are sited incorrectly will be subject to inadequate air exchange. These barns are good candidates for mechanical ventilation.

Automatic temperature adjusting controllers will respond the best to changes in barns even if no one is in the barn. If your barn is more than 100 feet in length, one end must have a thermostat and be adjusted independently of the other end of the barn.

Monitor ventilation at all times during winter. Overcrowding may seem like a great idea to boost milk income. However, excess moisture may create increased respiratory problems.

Keep newly purchased animals away from your current stock for a two week period. Extra RC Gold 4X will help stressed animals adjust.

Remember; if your shelters smell like your grandfather's old barn, then you will need extra ventilation.



## Winter Specials

The following blends will be on special at \$20.00 off per ton, now through January 31, 2010

\*\*\* This offer applies to accounts that are current. No further discounts apply. Product must be picked up and paid for by January 31, 2010.

Blue K Plus 2-2-4



THE FERTRELL COMPANY  
JUNCTION RTE 241 & 441  
BANDERSVILLE, PA 17502  
www.fertrell.com



Gold SS 2-4-2



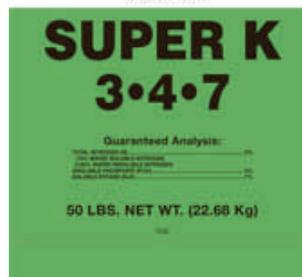
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Super K 3-4-7



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Super N 4-2-4



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## What's up with the Greenhouse? By Don Brubaker

It's a brand new year, and success is in the air. The question is: *Are you ready to take advantage of it?*

We all know about the challenges of growing produce. So, why not put the right foot forward and grow your own healthy transplants right out of the greenhouse? Now is the time to take advantage of those sunny winter days by cleaning up your greenhouse. This will be your first step toward growing healthy transplants.

When it comes to greenhouse management, both mechanical and environmental factors must be considered. Now is the time to check the fans for worn belts and bearings. Take time to clean the fan blades along with the shutters. Dirty fan blades and shutters reduce the fans efficiency by as much as 25 to 50%. Also, take the time to make sure all air inlets is working properly. Before turning on the heat, make sure any tears in the plastic are repaired. By taking the time to do these couple of things, you will greatly improve the energy efficiency of your greenhouse.

To get your plants off to a fast and vigorous start, you should clean all the floors, benches and containers with an approved, broad spectrum bactericide and fungicide. The Fertrell Company offers a great product from BioSafe called Oxidate. Oxidate is designed to kill on contact, so make sure you have complete coverage of all surfaces.

When it comes to greenhouse management, take some time to discuss with all your help the good and bad aspects of last year's growing season so that you can make the needed improvements for the coming year.

And always remember that the Fertrell staff is here to help you have a successful year.

## Shipping: SHORTAGE, DAMAGES, ACCESSORIAL CHARGES

Most times in the past, Fertrell has been able to issue credits for lost or damaged products on common carrier shipments arranged by Fertrell. However, that will no longer be the case unless proper documentation on the Proof of Delivery is made.

We here at The Fertrell Company cannot continue to absorb the cost of the lost product, as well as issuing credits back to you, the customer, when the paperwork on your end has not been handled properly. It is your, the consignee's, responsibility to examine the shipment, not only for the product content of the pallet but for the condition of the pallet as well. Once you sign the proof of delivery/delivery receipt, which indicates "shipment received in good order", we are unable to process claims for lost or damaged products.

Should there be any question as to possible damages or missing items from your order, it needs to be written by you, NOT the driver on the proof of delivery/delivery receipt at the time you are signing off. Some carriers have boxes you can check and then add further notation.

Also, please be watching that the driver delivering your shipment HAS NOT checked any of those accessorial charge boxes himself ~ thereby adding lift gates, limited access, inside delivery, residential delivery, driver delay, etc, all of which will incur additional charges to your freight bill, for which you will be charged.

Special needs for your delivery must be requested when the order is placed and quoted out for shipping, which will allow Fertrell to select a carrier based on those needs at the best cost to you, our customer.

One of the most frustrating things for both Fertrell and our customer is figuring out what can be placed on a skid to minimize shipping cost. Many people want to put as many bags as possible on a skid to get as much as possible for their freight costs.

The problem is that most freight companies have limitations on the height, weight and skid dimension for shipments. The freight costs Fertrell is quoted are based on a 40" by 48" skid that is no more than 48" high and does not exceed 2000 lbs.

A skid that is heavier or wider limits the number of skids the carriers can fit on a load, thus causing premium costs to be applied to the skid. For that reason, we try to limit the number of bags allowed on a skid in order to stay within the limits and allow us the greatest flexibility to bid with all of the freight companies so that we can find you the best rate.

When getting your order ready, please remember that the max weight per pallet is 2000 lbs of product. If the products are bulky (e.g. D.E., potting soil), we cannot ship a full ton due to height restrictions.

With truckload orders, we have weight restrictions as well. Please keep your truckload orders to 42,000 lbs of product on 21 or 22 pallets, as pallet weight will need to be included in the total shipment weight as well.



## Benefits of Organic Farming - a Summary By Ralph Srauffer

Often times farmers ask me "What would it benefit me to farm organically?"

Here are some of the things that farmers who have been farming naturally or organically for some time are telling me:

1. "My ground plows easier."
2. "Earthworms are coming back."
3. "I don't have to handle dangerous chemicals, and my family is not exposed to them as well."
4. "Crop rotation helps with weed control."
5. "We enjoy having more birds and other natural means of pest control around."
6. "Cultivating crops opens up soil so that the rain soaks in rather than running off."

Dairy farmers claim these benefits as well as others:

1. "Cows overall have better health, and we have much lower vet bills."
2. "I have much lower SCC numbers."
3. "Cull rates are much lower."
4. "We almost never have D.A.'s"
5. "Our cows drop their cleanings quickly."
6. "We have a more efficient operation overall."
7. "We receive more for our products."

These are just some of the comments I have received from organic farmers over the years.

The bible says in Proverbs 12:11 "He who tills his land will be satisfied by bread."

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## Upcoming important changes at the Fertrell Company

Consultation and ration values - After much deliberation, consideration and consultation, we at Fertrell have decided to place a value on the information and technology that we provide. We do this in an effort to better serve all of our customers. For many, many years The Fertrell Company has provided recommendations and developed both feed and fertilizer programs to aid in the success of our customers. We have come to the conclusion that these services are not used equally among all of our customers. We plan to make many of our fertilizer recommendations and rations standardized and available in the catalog or online at [www.fertrell.com](http://www.fertrell.com).

The fees for "custom", "unique" or "specialized" will be \$49 per ration origination. Reformulations or any changes to original will be \$24.50 per change.

These fees will also apply to soil recommendations. The fee for soil consultations is \$100 per consultation.

## Making Pastures Productive: by Orin Moyer

It may seem like it's a long way off, but the early grazing season is just around the bend, and you need to be prepared for it. As we all know, a lot of management goes into making pastures produce to their full potential. Some factors to consider are soil fertility, weather, grazing management, forage selection and water. Water is extremely important for two reasons; so that the pasture to grow and also for the animals to drink.

Often times in rotational grazing or pasture setups, water is not readily available for the animals to drink. This lack of available drinking water can be extremely limiting to production. Many times in grazing setups, a central walk lane is used, and waters are placed near that lane. If the pastures are too far from the walkway, the animals will not have access to enough water during grazing. Cattle require a large amount of water on a daily basis. Dairy cows require 25-30 gallons per day, while beef cattle require 10 gallons per day, and horses about 8 gallons. (These are general figures; weather, animal weight and feed moisture really control water needs). Another issue with having cattle too far from the water source is that when they do drink it tends to be on the way to or from the pasture, when there is limited time for drinking. If multiple animals are gathered around the water at the same time, none of them will have the chance to drink their full amount. This is especially true when the brood cows get to the waters.

Dairy cows not only need water to make milk; they also need large amounts of water to properly digest feed. Research at the Ohio State University has shown that cattle with good access to water increase carrying capacity and rate of gain by 14%. That is a 14% increase over cattle that had to walk further to access water while on pasture. This increased carrying capacity is due to the fact that the cattle are better able to digest forage and therefore can consume more while on the pasture.

Water should never be more than 500 feet from the area where an animal will be grazing. That is a maximum; really the water should be much closer to the animals for easy access. It may seem expensive to put water into every paddock, but doing so will reward you with a return on your investment. Keep in mind when putting your waters out this spring that black pipe holds heat. Lay pipes under fences where higher grass can shade them. Also be sure to use large enough water tanks for the size of the herd. Use the water requirements listed above as a guideline for the amount animals may drink while on pasture. Typically a cow will drink about 2 gallons of water in 1-3 minutes. If your cows are on pasture for 6 hours, each animal will need about 6-8 gallons of water. That would mean four visits to the water trough.

Having water available in all paddocks may seem expensive, but it will be money well spent. Your animals will better utilize the forage they have grazed and will be able to graze more. It will also help to lessen heat stress during the hottest days in the summer.

Now is the best time to review your grazing plan before the season starts, and plan to have water available in every paddock.



## Tips front the front

**Soil testing** - If you did not take your soil samples in the fall, please remember to request your soil kits ASAP so that you will have them on hand once the ground is thawed. Remember, spring is a very busy time for growers and the labs, as well as our staff. The sooner we receive the test results, the sooner we can get the recommendations to you. In the spring, please allow a 2 week turnaround time for samples.

**Package Shipping Charges:** We have been notified by UPS that there will be a price increase effective January 1, 2011 of approximately 5%. We also received notice from Fed Ex that their rates will increase as well as the base freight charges and fuel surcharges from some trucking companies.

**Wintery Weather Conditions:** When you need product, please consider the winter weather. Plan to keep some extra product on hand to hold you over. Not only may trucking be delayed, but our production may be as well if road conditions require that our employees be asked to stay at home for their own personal safety.

**Orders:** Reminder - All orders should be faxed (717) 367-1566 or emailed to [beth@fertrell.com](mailto:beth@fertrell.com) or [theresia@fertrell.com](mailto:theresia@fertrell.com) at the office. - **Thank you very much for your cooperation in this matter!!!**

**Local Truck Routes:** To all local truck route customers: If you missed the rep when he stopped in to take your order, all orders are due in the office by 9 AM on Monday of the delivery week.

The route schedules have been delivered by now. If you did not get one and are on one of the delivery routes, please let us know by calling the office at (717) 367-1566, Ralph - ext 230, Nick - ext 222.

During snowy weather, please have your lane accessible early in the morning on the delivery day. Our driver will not stop if the lane appears to be unsafe.

Also, please clear the pathway that you want your minerals to be delivered to.

Please remove or mark any obstacles that could cause damage or injury in the event that they become covered by snow. If necessary, mark ditches, culverts and lane edges to avoid the deliverer's getting stuck in soft ground.

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## Welcome New Fertrell Dealers:

**Brown Family Farm**, 2455 W 1000 S, Keystone, IN 46759, Craig Brown, (765) 728-2133, [craig@brownfamilyfarm.com](mailto:craig@brownfamilyfarm.com)

**Legacy Nursery Products LLC**, 19780 SW 280th Street Homestead, Florida 33031 Mike Tevelanos, cell phone (305) 345-3695 [mike@botanics.com](mailto:mike@botanics.com)

**Legacy Nursery Products LLC**, 3701 SW Boat Ramp Avenue, Palm City, FL 34990 cell phone (772) 260-2584, office (772) 223-9815, toll free (866) 379-8300, fax (772) 223-9816, email [jack@betterroots.com](mailto:jack@betterroots.com), [www.betterroots.com](http://www.betterroots.com)

**Mariposa Nursery**, 5020 Lorraine Road, Bradenton, FL 34211, phone (941) 747-0499, fax (941) 747-0599 email: [info@mariposanursery.com](mailto:info@mariposanursery.com), [www.mariposanursery.com](http://www.mariposanursery.com),

**Pickering Farm Equipment, Inc.**, 1554 Snake Hill Road, Thompson, PA 18465 Angela Kingston (570) 756-2641/3141 email: [pick@nep.net](mailto:pick@nep.net) Please call ahead

**Nick's Organic Farm**, 8565 Horseshoe Lane, Potomac, MD 20854, Nick Maravell (301) 983-2167

**Mid-GA Farm Service**, 1799 Mennonite Church Rd, Montezuma, GA 31063 Randall or Stanley Yoder (478) 472-7847 [randall.yoder@midGAFarm.com](mailto:randall.yoder@midGAFarm.com)

**Tree Keepers**, 8855 Musgrove Hwy, Sunfield, MI 48890, John Hoover (517) 649-8870 email: [hoop-enjwr@hotmail.com](mailto:hoop-enjwr@hotmail.com), Wendel Martinkovic, 2095 CR 416 N, Lake Panasoffkee, FL 33538, (352) 568-8277 email: [wendelfm@yahoo.com](mailto:wendelfm@yahoo.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 1st of month before the next publication.

### **Hay, Forages, Grains and Livestock**

**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 and Transitional dry hay and balage** Dry Hay is mostly alfalfa in small square bales and large square bales. Balage is in large square bales only. Contact: Earnest Miller, Middlebury, IN (574) 202-3250 (T1010)

**1<sup>st</sup> through 4<sup>th</sup> cutting certified organic Alfalfa and Alfalfa/ Grass Mix.** Big square bales, very nice. Test result available. Darren Filburn Ohio (937) 608-2950 (T1010)

**2009 certified organic hay in big round bales, Alfalfa / Grass Mix.** Test results available Darren Filburn Ohio (937) 608-2950

**2009 Clover Hay in big round bales.** Test results Darren Filburn Ohio (937) 608-2950 (T1010)

### **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)

**Used one or two ton feed bins on wheels** Contact Richard Ims, BSC The Brothers and Sisters of Charity at Little Portion Monastery, 350 CR 248 Berryville, AR 72616, (479) 253-7710 [www.monasteryfarm.com](http://www.monasteryfarm.com) or [www.littleportion.org](http://www.littleportion.org) (T0910)

### **Meat and Produce:**

**Grass fed Beef** - raised on certified organic pastures, **half or whole pork** - fed transitional organic feed., **pasture raised turkeys** Contact Sam Yoder, VMD 1375 Saucy Rd, Kutztown, Pa 19530(610) 683-3882 [SA-Yoder4@gmail.com](mailto:SA-Yoder4@gmail.com) (T0910)

**Pastured broilers** raised on soy free organic feed. \$3.60/ lb. Contact: Aaron Miller (717)-806-0392 (T1010)

**Certified Organic Pullets:** Red Stars from Moyer Chicks, beaks intact - not trimmed or de-beaked. They will be ready for pick up the week of March 28<sup>th</sup>. **Pick up only - no transportation is available.** There are only 1000 still available at \$7 each. Located in Willow Street, PA. To reserve yours, contact Aaron G. Stoltzfus at (717) 464-4834. (T1210)



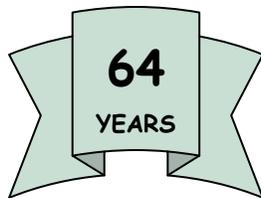


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1946-2010

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## Upcoming Events:

2011 Great Plains Growers Conference January 6<sup>th</sup> - 8<sup>th</sup> 2011 Missouri Western College, St Joseph, MO

2011 OK & AR Horticulture Industries Show January 14<sup>th</sup> & 15<sup>th</sup> 2011, Holiday Inn, Ft. Smith, AR

2011 NOFA Mass Winter Conference January 15<sup>th</sup> 2011, Worcester Technical High School, 1 Skyline Drive, Worcester, MA

North Central Ohio Dairy & Grazing Conference January 27<sup>th</sup> & 28<sup>th</sup> 2011, Buckeye Event Center, Dalton, OH  
(419) 929-4304

Texas Conference on Organic Production Systems January 28<sup>th</sup> -20<sup>th</sup> 2011, Killeen Conference Center, Killeen, TX

PASA Farming for the Future Conference, February 3-5<sup>th</sup> 2011 The Penn Stater Conference Center, State College, PA

MOSES, Organic Farming Conference, February 24<sup>th</sup>-26<sup>th</sup> 2011 La Crosse, WI

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## News from the Field

**"What was the biggest problem I encountered during last year's growing season? How was it resolved?"**

Your input would be appreciated to help other growers who may encounter a similar problem. If you are willing to share your experience in the March newsletter, please send responses to the Fertrell office by January 31, 2010. Thank you!!