

Fertrell Notes & Quotes



The Fertrell Company:
A Friend of Nature Since 1946

Tracy Mattocks, Editor

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



How amazing is nature? When our growing season opened, we wondered if the planting would get done. It seemed that our weather patterns would not allow normal planting dates to be met.

However, as we drive through the countryside, it is difficult to see any signs of crop tardiness.

Many of our customers have expressed utter amazement at their gardens. The abundance seems to be everywhere. The quality has been great, as expected, as has the quantity. So many have expressed sincere gratitude for their achievements.

"Newcomer" growers have affirmed the real therapy and enjoyment in watching their plants grow. So many are making plans to do even more next season. As always, we encourage new gardeners to make note of both the positives and negatives.

Still many have not raised any of their own produce. We strongly suggest that they shop at local markets and taste the difference of vine ripened veggies.

Just a side note for local growers - If you cannot sell all your production, consider a local food bank donation. We still have many hungry people living nearby.

So we should be reminded today that: "To everything there is a season, and a time to every purpose under the heaven: a time to be born and a time to die; a time to plant, and a time to pluck up that which is planted; Ecc.3:1-2 KJV

"And this is the day the Lord has made, we will rejoice and be glad in it." PS 118:24 KJV

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Crab Meal Update

Fertrell will have Crab Meal in 50lb bags available for a limited time while the supply lasts. Crab Meal can be used for feed and is excellent as a soil amendment for nematode control due to the high Chitin level. Stock levels will be maintained for orders of one ton or under. Larger orders will be addressed as requested based on availability.

Recently asked Questions by Jeff Mattocks

Alternative feeds for chickens -

Question: Feed went up another 10% this week from the local mill, making a 40% increase in the last year alone. We can get local organic tomatoes, blueberries and other fruits and vegetables for free. Are there any certain ones that I should stay away from for my Cornish, and should I limit any certain types of produce for the chickens?

Answer: It has been my experience with poultry and swine that even though they eat fruits and most vegetables vigorously, this doesn't significantly reduce the amount of grain mix required to produce a broiler. The nutrient density of these "as fed" vegetables and fruits is very low which is how monogastric feeds are formulated. Feed formulas that are developed for ruminants are calculated on a "dry matter" basis. On a dry matter basis the nutritional value of the fruits and vegetables are much higher. I think that the daily feeding of vegetables and fruit in moderation is a good idea, but I don't want to mislead you into thinking it will save you any feed money for chickens and pigs.

Baby bull calves -

Question: Are baby bull calves inherently difficult to keep alive without mother's milk? We lost several this spring and early summer - we thought they were doing well, but soon they would stop trying to stand up and would just die. These calves came from Craig's list from Jersey dairy operations. I figured I'd save a few bucks.

Answer: You need to keep them on a good, non-medicated milk replacer that has milk protein for the protein source. Only use bottles to feed, whether by hand or with a bottle rack. Start offering some great quality soft grass hay at day 3. They will need to be on milk or milk replacer for up to 16 weeks, depending on the calf. Don't encourage or even allow them to eat hay or straw off the ground. This causes scours and coccidiosis. Those are the basics.

Commercial feed residue in meat and eggs -

Question: Any idea how long it will take for adult chickens fed a traditional diet that are being switched over to a "naturally free" diet to not have any trace of the corn or soy in their eggs? A lady's daughter has a medical condition where she absolutely can't have any trace of corn or soy in her diet. She has asked around local egg growers and has heard that this can take anywhere from 2 weeks to 8 weeks, but she feels they are all just making a guess.

Answer: As for eggs, there are up to 3 months of egg follicles in the oviduct that have already been formed by the ovaries. I don't think the meat (muscle) in a broiler ever gives up its stored nutrients without starvations and anorexia. I don't feel there is a purge period where they would be "zero" residual. That's why "certified organic" has the rule that chickens must be fed organically from day one.

Production News by Paul Douglass

We have hired the services of a pest exterminator to help control the rodent population in our plant. This company, which has a very high success rate, was recommended to us by several "seed & feed" businesses. We are confident that with their help, we can reduce the damage caused by the rodents and improve the quality of the products we provide.

Welcome New Fertrell Dealers:

Chanticleer Farms and Landscaping - PO Box 135 Napanoch, NY 12458 Contact: Renee E. Kamback Phone (845) 901-3090, fax (845) 210-1009

Camden Feed & Seed - 3266 Cold Rain Road, Kingsland, GA 31548 (912) 576-2238



Invasion: by Jean Litchard



"Bottle", "house", "horn", "face", "stable", "blue", "green" and "dump" are not cross-word puzzle words for a farmer. Instead, they describe an invasion that hits every year -- **FLIES!**

There are over 120,000 species of flies on the seven continents. It has been documented that a fly can transmit very deadly diseases - typhoid fever, dysentery, cholera, yaws, anthrax, leprosy and TB, to name just a few. It is no wonder farmers especially hate flies so much.



Flies are the indirect cause of low cattle weight. Cattle have been known to drop 10 to 15 percent of their body weight when tormented by flies. Poultry losses run into millions of dollars annually due to this pesky creature. Stable flies are especially nasty creatures - you could call them the vampires of the fly world. These flies will continue to pursue a blood meal even after being swatted at several times.

One fly can lay 400-600 eggs, which grow into adult flies within a few days. The cycle repeats itself over and over again if we don't work to stop it.

Animal and poultry manure provide excellent breeding grounds for flies. Wet areas are also good breeding places for billions of flies.

There are, however, some things you can do to stop the increase in the fly population. Flies cannot develop in dry materials. Keep bedding fresh - wet areas should be eliminated.

On our dairy farm, as soon as cattle were put out to pasture we added 30 pounds of diatomaceous earth (DE) to our 2000 lb mix. Not only does it slow down the sloppy manure, but fly larva cannot hatch out as well when eggs are laid in the manure.

Sprinkle diatomaceous earth in feed bunks, under water bowls, and in freshly cleaned stalls. It is especially helpful in the calf hutch areas. I used DE for all bugs I was determined to get rid of. Extra benefit - it gets rid of stomach worms, also!

A good fly spray is Pyganic 5.0 1 oz. mixed with 2oz. Purespray Green. Mixed in one gallon of water, it will usually last four to five days. As a rope rub - Mix 5oz. Pyganic to one gallon of mineral oil, and use this ratio until the rub is soaked. As with all things that are farm related, it takes time to eliminate a problem. Good Luck

Stretching the Family Budget: by Don Brubaker

Fall is just around the corner. The days are getting shorter, and the nights are getting cooler. Many of you are looking forward to the garden slowing down. Have you ever entertained the idea of keeping the garden going all year long?

Many gardeners have cold frames that are used in the spring to get crops off to an early start. Why not use it to extend the garden through the winter? There are a lot of winter-hardy greens that can be grown from seed in the fall and harvested throughout the fall and winter. By the middle of January you can start to reseed for some additional early spring growth. You can control the temperature in the cold frame with a solar powered vent opener. These openers are filled with wax that expands as it heats up, which in turn forces the top of the cold frame to open. With lower temperatures and the lack of direct sunlight, the need for watering is minimal, so just enjoy a healthy salad from your back yard. I consider Eliot Coleman and his wife to be a master at winter harvesting. He has written *Four Season Harvest* and *The Winter Harvest Handbook*, which I would recommend to anyone interested in trying this out.

Dealer Profile: Engelbert Farms



Engelbert Farms: 182 Sunnyside Road, Nichols, NY 13812 (Tioga County)

Congratulations!!!

NOFA-NY Farmer of the Year Kevin Engelbert at Engelbert Farms, LLC :

Owners of the first certified organic dairy farm in our country, Kevin and Lisa Engelbert didn't rapidly expand their dairy herd to support two additional families when their sons decided to return to the farm after college. Instead, they decided to diversify their operation. Today, Engelbert Farms produces certified organic beef, pork, cheese, grains, and vegetables, which the Engelberts market through their farm store, farmers markets, and several local retail outlets.

Engelbert Farms, LLC is a 5th generation dairy farm in Nichols, NY, owned by Kevin and Lisa Engelbert & family.

Engelbert Farms has been certified organic since 1984, making

it the first certified organic dairy farm in the country. The Engelbert family has been farming in the Southern Tier of New York since 1848 and in Nichols since 1911.

To find out more about Engelbert Farm, please visit www.engelbertfarms.com

WANTED:

We would like to include your business/operation in our newsletter. If you would like to be featured, please submit your info by the 15th of September (included on a first received, first listed basis, as space allows).

Fall Specials!

Fertrell Invigorate

"We have been using Fertrell Invigorate since it was first made available. We use it to prevent scours as well as to improve the overall health and growth of our calves, typically adding $\frac{1}{4}$ tsp to every bottle of milk they get.

For cows with poor appetite or other conditions, we feed $\frac{1}{2}$ oz two times per day, either in capsule form or just scooped into the mouth as needed.

We like to keep Invigorate on hand, and are experimenting in its use to treat other conditions, such as high (SCC) Somatic Cell Count ." Enos Hoover **Special price - 10% off through September 30th, 2011**

Soil Mineralizer

Mineralize your soil with Fertrell Soil Mineralizer. It provides Available Calcium to allow your fertilizers to be most effective. It also contains trace minerals salt and sulfur to condition the soil and allow root structure to remain healthy. Apply at a rate of 15 lbs per 1000 sq ft.

- **\$60.00 per ton off through September 30th 2011**



Harvest Time: by Ralph Stauffer

Harvest time is upon us, and that means it's time to put in your cover crops.

Sowing your seed as soon as possible is recommended in order to give the crop plenty of time to become established before winter sets in. Wheat is a good crop choice if you plan to harvest the grain, but the best cover crops are oats, rye and barley. Oats do a great job of weed suppression, but keep in mind the fact that they don't winter well.

Another option is to sow a mixture of oats, barley and rye. This should work well, but remember that the oats must be grazed before winter to keep the other grains from being smothered. This varies according to seeding times and weather.

You will reap the benefits of a cover crop in better soil tilth, less erosion and greater weed suppression. Other benefits include extra fall and spring grazing and the addition of organic matter to be worked into the soil at plow down.



What drives the increasing cost of feed products? by Scott Burger

I realize that this question is on everyone's mind and would like to offer some information that may explain what is driving these costs. Just know that it is not for the purpose of increasing company profits.

Since the major production of feed vitamins happens overseas, transportation costs have increased with oil prices.

But this is a small part of the story.

Price increases in feed ingredients, specifically vitamins in recent times, have a great deal to do with this overseas manufacturing. The current situation in Japan has caused the cost of biotin to more than double. Vitamins A and E have recently experienced 10% to 15% increases in price.

Although we do what we can to avoid purchasing vitamins manufactured in some countries, just about all feeds containing B vitamins (thiamine, pyridoxine, riboflavin, folic acid) are manufactured in the Far East by just a few manufacturers.

Some ingredients used in manufacturing the products you buy are also more costly due to certification. For example, the choline chloride we use has a certified Non GMO carrier. Because of this certification, the product is only manufactured in Italy, and the cost is close to 60% higher than the same product manufactured in the US or Canada.

Other examples are the use of organic wheat midds and organic alfalfa meal as carriers instead of other, less expensive carriers. Plus, the presence of kelp meal in the mineral mixes drives the cost up.

It is all too easy to blame rising feed costs on the obvious culprits - the global economy, supply and demand, and the decreasing value of our dollar.

But now you know the rest of the story.

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

Crossbred heifer calves, PCO certified, contact: Loren Weaver, East Earl, PA, (717) 445-0281 (T0911)



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)

Pneumatic Pickwick Dunker and Scalders - Scalders has propane burner and thermostat. Shackles on dunker can accommodate 6 broilers. Good working condition. \$1000. Call Marc Michini at (215) 317-0889

or email: purelyfarm@verizon.net (T0611)

Poultry Processing Equipment - Retiring, "like new" high grade stainless steel equipment, 8 cone kill station with blood trough, scalders, plucker, 8 shackle eviscerating station, walk-in cooler three (7x11) wheeled dry-ing racks. Use for 'air chill processing' or conventional. Great business. Michigan - call Frank (810) 845 9338 (T0611)

Mobile hen house 7' x 18' x 11' high. Capacity approximately 150 hens. \$1000 or completely ready to go with feeder, waterer and nest boxes for \$1200. Extra nest boxes, waterers and feeders available. Call (330) 876-5655 or email millergrassfed@aol.com for photos. (T0911)

Produce:

Certified Organic Rhubarb Planting Stock - Mc Donald stain, a vigorous, mostly red variety: 10 at \$2.50 each, 25 at \$2.25 each, 100 at \$2.00 each, plus shipping. Order for April/May delivery Contact Roy Brubaker, Village Acres, 229 Cuba Mills Road, Mifflintown, PA 17059 (717) 436-9477 [vil-lageacres@gmail.com](mailto:lageacres@gmail.com) (T0610)

Farm for Sale:

One of a kind farmette - located 7 walking blocks from the Lititz town square, and 6 blocks from Wilbur Chocolate, this property dates back to 1813 with its original barn. The house was built in 1842 and is three bricks thick. Contact Terri at (717) 587-2397 or terri@goldenglenalpacas.com (T0611)

Extending Your Grazing Season: Orin Moyer

One of the higher costs associated with organic livestock farms is the cost of purchased feeds for winter feeding. And along with this higher cost comes the "blues" that are associated with this stored feed. I have often heard dairy farmers refer to spring pasture as "Dr. Green", because once the cows are out on pasture, they all of a sudden seem to clean up, and many of the health issues they had during the winter just disappear. Knowing this, why not make the high-priced season of stored feed as short as possible?? Doing so would limit health issues along with reducing stored feed costs for the whole operation.

There is no single, easy way to do this for every farm. You must look at what you expect to get from a late grazing crop and what you are willing to put into a late season crop. Some of the most useful late season grazing crops are the brassicas.

Forage brassicas can be seeded in July thru mid September, depending on location and area. These are a fast growing, high quality crop. They reach maximum yield by 90 days and can be grazed slightly earlier if necessary. The brassica family of crops can have good yields during a time when land is typically not being grazed. Dry matter yields can vary from 1.5 tons DM/ Ac up to 3.5 ton DM/ Ac. That constitutes a significant amount of dry grazing matter that otherwise would have been lost. They are able to provide this forage for grazing well into winter (December & January in Pennsylvania).

Ok, so we know that these crops yield well in a season when other plants are shutting down for the year, but is the forage any good? The answer is yes. Digestibility of brassicas is usually very high, with 85%-95% dry matter digestibility compared with excellent alfalfa at 70% digestibility. The leaves typically have approximately 18-25% crude protein. Due to their large tuber root, many of the brassicas are also known for pulling minerals and excess nutrients from the ground. This is also important to know, because they do pull up excess potassium and store it (keep in mind not to graze too much too fast if your soils are high in potassium). They also are a good source of energy in cooler temperatures. An acre of good turnips will offer as much digestible energy as 115 bushel of corn.

Seeding rates and times do vary, although seeding time for brassicas is typically from July thru mid September. Seeding rates vary depending on crop but typically range between 2-4 #/ Ac. Always ask your seed dealer for proper seeding rates.

Excerpt: From *The Stockman Grass Farmer* -SIX CENTS PER POUND OF GAIN "Gompert figures that a pound of gain on stocker cattle with turnips costs only six cents based upon out-of-pocket expenses of \$17 and a yield of 4.5 tons. This compares with 37 cents for grazed 70 bushel corn valued at \$2.00 per bushel and 23 cents for grazed alfalfa valued at \$40 per ton." (Allen Nation, *Stockman Grass Farmer*).

I felt this was an interesting fact. Although it pertains to finishing cattle, it can also be thought of as making milk or pork. Keep in mind when grazing these crops that they are very high in moisture content. Always buffer them with dry hay or grass, and they should never make up more than 2/3 of the total DMI. Also keep in mind that what you put in is what you get out. Review soil tests prior to seeding, and apply calcium or other nutrients as needed. This is also an ideal time to apply a fall mineralizer, as the large tuber roots will uptake the nutrients and store them in plant-available form until spring.

I hope everyone has a safe plentiful harvest.



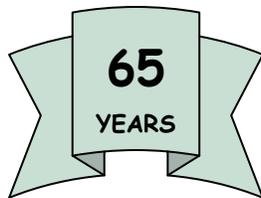


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We're on the web
www.fertrell.com

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Upcoming Events:

September 28th, 2011 - Briars to Bovines: Reclaiming Abandoned Farmland, at Providence Farms, Tioga Co, PA sponsored by Fertrell. Info: www.pasafarming.org/FarmBasedEducation or call Rebecca at (814) 349-9856 ext. 20

Sept 29th-30th, 2011 - **NODPA 11th Annual Field Days**, Cooperstown Beaver Valley Cabins and Campsites, Milford, NY for info: (413) 772-0444 or noraowens@comcast.net

November 11th - 13th, 2012 - **CFSA Sustainable Agriculture Conference**, Durham, NC Info: (919) 542-2402 or roland@carolinafarmstewards.org

December 8th - 10th, 2011 - **Acres USA Conference**, Hyatt Regency, Columbus, OH Info: (800) 355-5313

January 3rd - 5th 2012 - **Keystone Farm Show**, York Fairgrounds, York, PA Info: (800) 218-5586 or kmar-ing@leepub.com

Jan 28th - 29th, 2012 - **North Central Ohio Dairy Grazing Conference**, Buckeye Event Center, Dalton, OH Contact Small Farm Institute for more information at (740) 545-6349 or sara@ohioforage.org

February 1st - 4th, 2012 - **PASA 21st Farming For the Future Conference**, State College, PA Info: (814) 349-9856

February 23rd - 25th, 2012 - **NY Farm Show**, New York State Fairgrounds, Syracuse, NY Info: (315) 457-8205

February 23rd - 25th, 2012 - **MOSES Conference**, Lacrosse, WI Info: (715) 778-5775 or www.mosesorganic.org