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**Fertrell**<sup>®</sup>

# Notes & Quotes

## Notes from Dave Mattocks



**S**easons come and seasons go. With each new season come new challenges.

These challenges will dominate our thoughts. They will use our mental and physical resources. Often these challenges are somewhat exaggerated. We allow them to steal our

enthusiasm and energies.

In this fall season, we must use our resources wisely. The wisest man who ever lived learned much about the seasons of life. Solomon concluded that much that concerned people was vanity. The end was void of real pleasure and true joy.

As this fall season has come across our great nation, many will be the challenges. As we read the newspaper and hear the production reports, there is cause for concern. So many food stuffs for animals and people will be in short supply. Prices will move upward aggressively on all commodities. Making good management decisions will be our greatest challenge.

Again we will be in a season of harvest and a season for giving thanks. Soon will come the blessing of Christmas. Men's hearts will pause but for a moment to consider each season. All too quickly we pass through these periods of time and lose so much of the true meaning.

Solomon concluded that we should "Fear God, and keep His Commandments: for this is the whole duty of man. For God shall bring every work into judgment, with every secret thing, whether it be good or whether it be evil." Ecc 12:13, 14

Our prayer for you and yours is a healthy, happy and prosperous season of life. May the God of all creation be your source of strength and wisdom.



**November / December 2012**

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## Why you should do a forage inventory! By Jeff Mattocks

It's the fall of the year, which means harvest season is here! The last of the hard field work will soon be over, giving way to holidays, weddings and other seasonal celebrations. This is also the best time to inventory all of your stored forages, including hays, corn silage, haylage and grains. This will allow you to accurately estimate how much additional feed you will need to buy or how much extra feed you will have available to sell until next harvest season.

You can make your calculations from either direction, meaning you can determine how much feed you will need to feed the number of animals you have, or you can determine how many animals can be fed based on the total amount of feed ingredients you have.

I use the following figures: A 1400 lb, average Holstein cow producing 65 lbs of milk will require 48 lbs of dry matter per day. The typical ration looks like this:

Feed:	Lbs. as fed	Moisture	Dry Matter	Lbs. dry matter
corn silage	40	65%	35%	14
balage or haylage	20	50%	50%	10
dry hay	12	15%	85%	10
grain mix	16	12%	88%	14
<b>Total</b>	<b>88 lbs</b>			<b>48 lbs</b>

You can make your calculations based on figures similar to these, adjusting for your personal preference.

Based on these numbers, a forty cow herd will require: corn silage - 290 tons, or 584,000 lbs for 365 days or year round.

balage/haylage - 96 tons, or 192,000 lbs for 240 days while not on pasture. Add 1/3 more for year-round feeding.

dry hay - 87 tons, or 175,000 lbs for year-round feeding - Cows need hay while grazing as much as they do in the winter.

grain mix - 116.5 tons, or 233,600 lb per year for year-round feeding.

Now you have calculated the milking group's feed requirements: what about dry cows and young animals? You can do the calculations for them the same way, or I have found that if I add 1/3 more to the milk cow group totals, it will be very close to accurate, depending on how many heifers you keep.

Why should you bother to calculate all of this? Well, hay, grain and forage prices are usually less expensive when bought directly from the fields or in season than they are in mid winter or early spring. So, knowing what your inventories are and what you need to make it through will allow you to buy sooner and smarter.

Most years, hay can be bought out of the field for 25%-30% less than hay bought in December or January. Summer, or "in-season" hay, is 35% to 40% less expensive than hay bought in February and March. For sure, corn silage can be bought for less at harvest and will be a safer feed to use than feed bought during the summer, causing a re-heat and lessened digestibility.

The other management tool that is very effective is "sweeping the herd", or "strong culling". This time of year, when you know what your feed inventory is, would be the best time make herd number adjustment. If you are buying more than 20% of total feeds required to feed your animals, you should consider reducing the herd size to match the farm's feed-making capacity. Many wise old farmers would regularly cull 10%-20% of the herd to make room for new animals, remove problem makers and reduce health problems like SCC, poor breeders, and hoof-related issues. They actually found that this herd reduction did not significantly

impact the herd's profitability. The healthy, productive animal's performance improved, making up for the reduced animal numbers. Remember to measure the profitability - not just the cash flow, and that a dollar made/dollar spent doesn't change what is in your pocket!

## THINK SPRING!!

Spring is a busy time for everyone - growers, labs and consultants alike.

In order to avoid delays at the start of the growing season, we recommend you collect your soil samples ASAP. (Soil temperature should not be below 40 degrees). February and March are very busy months at the labs as well as the Fertrell office.

The sooner you get your samples to the lab, the sooner you will get a turnaround on recommendations. This should help to plan and budget for spring fertilization. In addition, you may also be able to take advantage of any fertilizer specials between now and the planting season. Thank you!

Please contact our office or your local dealer if you need soil kits.

## Welcome new dealers

Barnyard Feed & Supply - 739 hwy 78, Ridgeville SC 29472 phone 843.821.1802

Professional Landscape Solutions - 3122 US Highway 70, Black Mountain, NC 28711 Office: 828.357.8222 info@proscapingsolutions.com

Samara Farm & Supply Co. -2680 Lillie Rd.,Jefferson, OH 44047 Cell: 440.812.4917 Fax: 440.224.3236 mr\_lcn@hotmail.com



## The Farmer to Farmer Marketplace

### Hay, Forages, Grains and Livestock:

Tamworth feeder pigs available spring and fall from Owens Farm in Sunbury, PA. From pastured sows, farrowed in portahuts, no teeth clipping, no iron shots, no tail dock. Weaned at 7-8 weeks. \$120 each, with a deposit to reserve. Contact us for latest timetable and availability. Caroline and David Owens, 570.286.5309, [www.owensfarm.com](http://www.owensfarm.com). (T0912)

### 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)

**Compost Tea Brewer** - Complete with gas motor & pump. In good condition and ready for use. Contact: Amos Lapp, 3128 B Harvest Drive, Ronks, PA 17572 717.768.3504 (T0912)

### Edible Processed Products:

**Certified organic garlic** - German White, extra hardy for eating or seed. Aaron G Miller, 523 Valley Road, Quarryville PA 17566 717.806.0392 (voicemail) (T0912)

### Wanted:

**GMO-Free or Organic Corn (shelled or cob), Soybeans, and Oats.** The closer to Interstate 81 the better in PA, MD, WV, or VA. Tim Yates 446 Broomgrass Way Gerrardstown, WV 25420, 304 582-5707 [tryates@live.com](mailto:tryates@live.com) (T1112)



## Winter Specials

**Fertrell Invigorate** --- A powerful blend of vitamins, trace minerals and direct-fed microbials for those times when extra nutritional support would help to promote the animal's health.

Invigorate has been designed to replenish many necessary bodily elements during times of weakness or stress. It works well in all stages of development and production for most livestock. Invigorate is suitable to use for dairy, beef, goats, swine, horses, sheep and poultry.

**Now through December 31st, 2012 -- \$2.50 off per 5 lb. bag**

## **Fertrell Cattle Choice 12/12 --- The Preferred Free Choice Mineral for Winter**

Cattle Choice is a high potency blend of minerals with no salt added, specifically designed to balance the macro and micro mineral requirements of today's high performance dairy and beef cattle. Caution: Cattle Choice does contain copper and should not be fed to sheep.

Feed Cattle Choice in addition to grain, protein and forages. Feed 12-12 free choice to cattle on pasture with a daily consumption average of 4 oz. per animal per day. Consult your local Fertrell dealer for more information about feeding Cattle Choice.

**Now through December 31st, 2012 -- \$1.00 off per 50 lb bag**

"We feed Fertrell's Cattle Choice to our dry cow and our milk fever cases, and D.As have been reduced to almost nothing".

"I recommend Fertrell's Cattle Choice to my customers because of the excellent blend of minerals & vitamins. There is no better package on the free choicing or dry cows." - Ed Witter

## Deliveries during Winter Conditions

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

Please consider ordering enough product for an extra week, in case road conditions would delay your delivery.

Open your driveway wide enough to allow the truck ample room to enter, exit and to turn on your farm. For the safety of our drivers, we will not attempt to deliver to an unsafe lane.

Clear the pathway to where your minerals are to be delivered.

Please remove or mark any obstacles that may get covered by snow, thus causing damage or injury.

If necessary, mark ditches, culverts and lane edges to avoid getting stuck in soft ground.

If possible, have some kind of material on hand to provide traction in the event of icy conditions.

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

We will do our best to keep our regular schedule during the cold season months. Please consider these suggestions, as this will help get your minerals to you on time.

Also, for our long distance customers, please consider that transit times may be longer during bad road conditions. Please keep some extra product on hand. If you have road restrictions in your area (and we are arranging trucking), we need to be made aware of these restrictions when you place your order. THANK YOU!

## Up Coming Holiday Hours

**Our office and plant will be closed on the following days for the Holidays:**

Thanksgiving - November 22-23rd reopen November 26th

Christmas - December 25th and January 1st

Please be sure to have some extra product on hand to hold you over.



## Fertrell North Atlantic Kelp Meal

- *Sustainably hand-harvested*
- *Quality assured*
- *Minimally processed*
- *Certified Organic*
- *Available for both soil and feed applications*

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Acadian's manufacturing facilities are certified Safe Feed/Safe Food (SF/SF) and GMP/HACCP, through the FeedAssure™ program. These certifications provide third-party assurance that Acadian adheres to the highest standards of product quality and safety.



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## Dilution and Application Rates

Aragonite - 10 to 15 lb. per 1000 sq. ft. (10 x100). Field application - 250 lb. per acre. Please note: line application is 50 -100 lb. per 1000 sq. ft. and 1-2 tons per acre per field application.

Diatomaceous Earth (D.E.) - Grain storage 1 lb. (6 cups) protects 300lb of grain. 7 lb. will protect 2000 lb. of grain from bugs. Dust heavily on plants or mix ½ lb. per gallon of water. One handful in bottle of milk will stop loose manure in calves. 25 lb. in mixer of feed will stop loose manure in spring and keep population of flies at bay.

Fertilizer- 300-400 lb. per acre, 10-20 lb. per 1000 sq. ft. 2-3 lb. per 100 linear row feet.

Fertrell Liquid #3 - 2-3 qt. per acre applied to soil, dilution rate 10:1. foliar 100:1, one to two times per week as needed.

Liquid Boron - 1-2 qt. per acre.

Liquid Kelp - 3 qt. per acre, applied to soil - dilution rate 10:1. foliar 100:1. 2 oz. per gallon of water

Milky Spore - 10 oz. treats 2500 sq. ft. 40 oz. treats 8000-10,000 sq. ft. 20 lb. spreader mix treats 7000 sq. ft. (spreader mix must be applied 3 times per year for 2 consecutive years to get the same results as powder).

Oxidate - Mix at rate of 100:1 or 1¼ oz. per gallon of water (64 oz. per 50 gallon of water)

Procidic - ¼ oz. per gallon of water. 4-6 oz. per acre every 21 days.

Pyganic - 1.4 - 2 oz. per gallon of water. 5.0 - 3 tsp. per gallon of water.

Pure Spray Green - 1.5 oz. per gallon of water (Pure Spray Green & Pyganic for flies)

Regalia - ¾ qt. per acre. 1½ oz. per gallon of water.

Surround WP - ¼ - ½ lb. per gallon of water.

WeedBan - 20 lb. per 1000 sq. ft. 2 times per year early in spring and early fall.

## Why join a CSA?

CSA = Community Supported Agriculture

- You will eat healthier
- Your food will be fresher
- You will support local farmers
- You will be introduced to new foods
- You will know where your food comes from

Many CSAs offer not only fruits and vegetables, but also eggs, milk and meat.

Check for a CSA in your local area.



## Troque Farms announcement

Troque Farms in Buckner, Missouri has just made some Trade Show commitments to display Fertrell Organic Fertilizers and organic Nixall Pet Resources/cleansers/disinfectant. The trade shows are as follows:

**Columbia, MO - Small Farm today** - Nov. 1st - 3rd

**Iowa City, IA - Iowa Organic Conference** - Nov. 18 - 19th

**St. Joseph, MO - Great Plains Grower Conference** - Jan. 10 - 12th

**Tulsa, OK - Green Co. Home and Garden Show** - Jan. 25 - 27th

**Springfield, MO - Missouri Organic Conference** - Feb. 1 - 2nd

**Des Moines, IA - Aronia Berry Conference** - Mar. 14 - 16th

**Columbia, MO - Elderberry Symposium** - Jun 9 - 14th

## Extinct - by Jeannie Litchard

According to a census of agriculture, a USDA report revealed "the number of U.S. farms fell sharply until the early 1970's after peaking at 6.8 million in 1935". In the year 2002, a striking number of about 2.1 million remain!

An acre of U.S. farmland goes into development every two minutes.

Statistics on aging farmers show that one third of current family farms do not have a designated successor. Many young couples are unwilling to invest over \$700,000 in a business that requires 12-16 hours of work per day throughout most of the year.

With a dwindling income, it is hard to stay on the farm. Government boards often set prices for what farmers will receive for their products. With dairy farms, you tend to hold your breath every time the milk check comes. There have been many times in my life that I just wished for the chance to put those officials on a roller coaster income!

Statistics project farmers will have the largest job loss of any occupation.

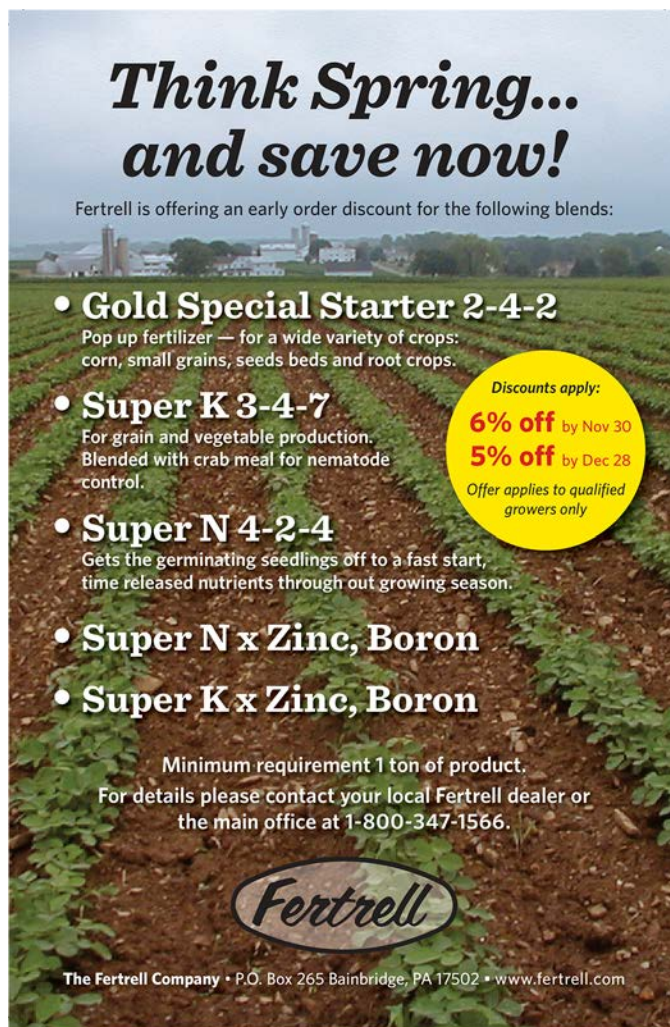
With the price of soybeans and corn at an all-time high, dairy farmers MUST reevaluate their current herd. Culling cows is a priority. Terminate cattle with low milk production, high cell count and breeding problems.

This is not the time to think with your heart (one of the mistakes I often made). Instead, use a pencil and paper.

To get dairy herds on the right track for fall, feed test samples will be a must this year. Find out which hay should be used on heifers, milk and dry cows.

Your local Fertrell representative will be able to give you alternatives with grain and correct dairy minerals for your animals according to your farm's forages. Please call the representative/sales person to get information at this stressful time.

All of the dairy farms will be under stress this year. Sharpen your pencils and try to make practical decisions so that your farm does not become EXTINCT! Good Luck - another head-shaking year is around the bend.



**Think Spring...  
and save now!**

Fertrell is offering an early order discount for the following blends:

- **Gold Special Starter 2-4-2**  
Pop up fertilizer — for a wide variety of crops: corn, small grains, seeds beds and root crops.
- **Super K 3-4-7**  
For grain and vegetable production. Blended with crab meal for nematode control.
- **Super N 4-2-4**  
Gets the germinating seedlings off to a fast start, time released nutrients through out growing season.
- **Super N x Zinc, Boron**
- **Super K x Zinc, Boron**

**Discounts apply:**  
**6% off** by Nov 30  
**5% off** by Dec 28  
 Offer applies to qualified growers only

Minimum requirement 1 ton of product.  
 For details please contact your local Fertrell dealer or the main office at 1-800-347-1566.

**Fertrell**

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## Upcoming Events

**Dec 5-8, 2012** - Acres USA Conference and Tradeshow, Louisville Marriott Downtown, Louisville, KY info: 800.355.5313

**Jan 8-10, 2013** - Keystone Farm Show, York Fairgrounds, York PA info: mwhite@leepub.com or 518.673.3237

**Jan 27-28, 2013** - North Central OH Dairy Grazing Conference, Buckeye Event Center in Dalton, Ohio  
Info: leah@smallfarminstitute.org or 740.545.6349 (Leah Miller)

**Feb 6-9, 2013** - 22nd Farming for the Future conference, State College PA info: 814.349.9856 Kristin Hoy

**Feb 7-9, 2013** - MOA Organic and Green Energy Conference, University Plaza Hotel, Springfield, MO

## News from the Front:

We would like to hear from you! If you submit an article for the newsletter and we use it, you will receive a \$50.00 Fertrell Gift Certificate towards any future purchases.



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