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April Special GREEN POTASH

Green Potash 0-0-15 is a Fertrell custom blend containing zeolite and kelp. It provides an available source of potassium as well as a vast array of micro-nutrients in trace amounts. Zeolite also holds additional nutrients in plant-available forms and retains up to 55% of its weight in moisture. This is a great product anywhere additional potassium is required. Available in 50 lb bags and 2000 lb totes.

Restrictions apply - Call for complete details. Orders must be placed, paid for, and delivered between April 1-29, 2019. No other discounts apply. Discount applies before shipping. Discount does not apply to e-commerce purchases. Cash/check only.

March/April 2019 **Perfecting Pullet Management No-Soy Testing Soil Borne Diseases Preparation! Start Strong Seedlings New Products for Your Soil Pull Soil Tests This Spring Spring Freshening Be Careful News From the Front**

Our Mission

How are we doing?

Welcome New Dealers

Your trusted partner; creating superior products for healthier soil, plants and animals. Healing the earth and feeding the world - Better Naturally!



Perfecting Pullet Management by Alyssa Walsh

The first 18 weeks of a chick's life is the most critical and will impact future production. Errors made during this time are difficult to overcome. During pullet development, their body is focusing on growing and building reserves for future laying. Low egg production and poor shell quality during lay can often be traced back to pullet development. Pullet management is essential for the success and profits of the future laying flock. The overall aim of pullet development is to reach a target body weight with high uniformity. Less than 85% uniformity will cause a decrease in egg production and peak production will be hard to maintain. Understanding developmental stages, maintaining brooder temperature, providing enough space, and providing fresh, balanced rations will help ensure the success of your future layer.

Understanding the different stages of development will help pinpoint when your hen had issues in her early life. Interrupted growth during any of these developmental phases will result in hens lacking the body reserves and organ function to sustain high production as adult layers.



- Week 0-6: The organs of the digestive tract and immune system are developing. Stress at this age can have a lifelong impact on the digestion of feed and the absorption of nutrients.
- Week 6-12: This is the period of rapid growth and when the pullet is building most of her adult structural components (muscle, bones, and feathers).
- Week 12-18: Growth is beginning to slow while the reproductive tract matures and prepares for

egg production. The skeleton is 95% developed by the end of the 13th week of life, and at this time, the skeleton size will not increase. Muscles continue to develop and fat cells begin to proliferate in preparation for sexual maturity. You want to avoid excessive body weight gain at this period because it can result in an excessive fat pad. Low bodyweight and stress can delay the onset of egg production.



Regulating brooder temperature is critical because a chick's body is not able to regulate its own temperature until day 14. Brooder temperature should be 95°F at chick level on day 1, then decreased by about 1°F daily, until reaching 75°F (or ambient temperatures) at 3 weeks. Chicks lose much of their body temperature through the skin of their legs, so feeling their legs will help gauge internal body temperature of the chick.

Providing enough feeder and waterer space allows for pullets to eat and drink with enough space and will help flock uniformity. A general rule of thumb for linear feeder and waterer space is 1 inch per chick, and increase to 2 inches per bird by week 2. After week 8, give 3-4 inches per growing pullet. Also, extra feed space is needed for the first week. Adding 1 feeder tray per 50 chicks in addition to their normal feeders. Do not allow trays to get empty (this will place great stress on birds and can reduce yolk sac absorption). Trays can be completely removed by 7-10 days. A lack of uniformity is likely a result of lack of feeder and waterer space.

Floor space is also important for development. Having adequate living space will help social development, decrease pecking, and increase comfort and performance. Giving 0.5 sq. ft. per chick

and increasing to 1 sq ft per chick at 3 weeks is required. From week 4 to week 17, 1.5 sq ft per pullet is needed. This helps to spread out manure load and helps improve air quality.

Meeting nutrient requirements through a well-balanced, fresh feed is important for the health and development of pullets. The feed being fed, needs to align with the birds age and stage of development. Feeding a fresh, well-balanced chick starter, chick grower, and pullet developer will improve the health and growth for proper development.

Chick Starter: Most critical feed for any poultry. The very specific nutrient levels will establish the future of the chicken's productivity. The chick starter should be used from day one through ¼ of the development period. This time may vary based on each breed's genetic potential.

Chick Grower: Grower is lower in protein and energy to accommodate the increased amount of feed consumed. Chick grower is designed to ensure against the development of excess fat or rapid rate of gain. During this period of development, we want to allow the metabolism to stabilize with body size. Chick grower should be fed for the second quarter of the chicken development period.

Pullet Developer: Pullet developer is specifically designed for the correct development of replacement layers. This feed will minimize the amount of internal and external fat deposits that may lead to poor egg lay and poor fertility. This formula should be fed the third quarter of the bird's life. This should be fed from weeks 12-18 with high production birds.





A final, and equally as important management factor is providing fresh, clean water. Watering devices need to be clean and free from bacteria and algae. Water should be cool and no hotter than the pullets body temperature. Water regulates feed intake, so if they aren't drinking, they aren't eating.

In summary, understanding developmental stages, maintaining brooder temperature, providing enough space, and providing fresh, balanced rations helps prepare pullets for best performance as a layer. Observation is also key to success. Taking the time to watch pullets will help catch issues sooner. Walking the flock will help you spot minor problems before they become major problems, helps socialization, and improves nesting behaviors in layers. Overall, good pullet management will result in high performing, healthy layers.

No-Soy Testing by Mike Badger

In late summer 2018, I raised a batch of Freedom Ranger meat chickens on a newly formulated no-soy feed ration from The Fertrell Company. The intent was not to make a choice between my existing feed and the new feed; the objective was much simpler. Evaluate the overall experience and collect some feed benchmarks for Fertrell.



Jeff Mattocks, Fertrell, has been working on improving productivity of the no-soy feed rations for pastured poultry growers. In Issue 106 of the Grit, I detailed my experiences using a recently formulated no-soy protein crumble that I fed to a group of Muscovy Ducks. That protein crumble became the basis for a related product called the Homeowner Collection, which includes the

complete ration minus the energy. In this trial, I fed the Homeowner Collection.

The Homeowner Collection uses the new nosoy feed formulation, but the personal appeal is the ease of mixing. For growers who do not have the scale to get custom feed or who are geographically isolated from accessing specialty feeds, this option essentially creates a two-bag mix that can be easily combined by anyone.

To balance the ration, you add an equal amount, by weight, of the premixed protein blend with an energy source, such as corn. For example, to make 50 pounds of starter, I combine 25 pounds of the protein concentrate and with 25 pounds of cracked corn.



The basics

I started with 63 male Freedom Ranger chickens and slaughtered them at 61 days. Even though I would not be doing a side-by-side trial with my normal feed, nine weeks is the typical timeframe that I would raise a Freedom Ranger.

I lost two chicks during the brooding phase. The flock consumed 200 pounds of a 21% starter and 601 pounds of an 18% grower ration.

Key Data Points:

To mix the feed, I combined a 25 pound bag of premixed protein blend with 25 pounds of certified organic corn in a barrel. I used my old hand crank ice auger to mix the feed up.

Trial takeaways:

- Processed: 61 birds
- Average Carcass Yield: 3.22 lbs. (Median weight: 3.25 lbs.)
- Total Feed: 801 lbs.
- FCR: 4.

Regarding the yields of the birds, three of the

birds dressed under two pounds (1.48, 1.51, and 1.97 lbs.) Outside the context of the trial, these birds would have been culled earlier in the grow out as they were readily apparent runts and never caught up to the rest of the group. Approximately 20% (12 out of 61) of the batch dressed at less than three pounds. Twenty percent of the batch dressed out greater than 3.6 lbs.

Challenges

As the protein blend was transported and then mixed, the crumble (which is first manufactured as a pellet) broke down into a fine powder. Naturally, the chickens did not want to eat the powder. Early on, this created waste. To compensate for the fines, I would withhold feed until they ate the fines, which they almost always eventually did. However, the constant battle of getting the chickens to eat the fine powder while temporality limiting the amount of new feed likely negatively impacted the final yields of the flock.

Jeff Mattocks, The Fertrell Company, informed me that he was working on the powder issue, but powdery feed is a standing issue with all no-soy feeds. There was ultimately an ingredient that was hard to form into a pellet and that caused the whole thing to break down.

The Freedom Rangers were brooded for 28 days starting July 18. The extra time in the brooder was due to excessive rain and wet fields. The rainy weather never really subsided during the trial. In the shelter, they were moved daily in a pasture shelter.

Final Thoughts

After completing the batch, there is little doubt that the no-soy formulation and premixed concentrate can grow a healthy bird. The flock was well feathered, there was low mortality, and the birds had an appropriate amount of fat on them. The powdery nature of the no-soy feeds complicated feeding. However, the final feed conversation of 4.1 pounds of feed to one pound of ready-to-cook chicken is in line with my expectations.

I'm not ready to switch to a no-soy feed, but knowing that I have a reliable source of no-soy feed for small batches of 50 to 100 birds that I can easily mix is my important outcome for this feeding trial.



Soil Borne Diseases by Sage Dennis

Last year was one of the wettest years on record. What that means is that the amount of disease pressure was at alarmingly high levels for longer periods of time than we would typically have to deal with. One of the most common complaints we heard about here at Fertrell was the diseases and how bad they were and how we could help contain the issue. A fair amount of what we were dealing with were the soil borne diseases. To which there are several types that can be substantial damage to both yield and quality. Nearly all of these can make or break a produce growers season if let unchecked. There are different types of soil borne diseases and I want to familiarize you with them and how we at Fertrell can help deal with them.

The first is damping off; which is a generalized term for several different pathogens; Fusarium, Pythium and Rhizoctonia species are the most common. Which can be either Pre- or Post-Emergent. Pre-emergence damping-off is where young seedlings decay in the soil before they appear above the soil surface. This occurs when conditions for seed germination are poor, such as cold, hot or very wet soil, poorly-drained soil, compacted soil or in the presence of undecayed organic matter. Post-emergence damping-off is where stems and roots of tender seedlings are attacked at the soil line and the seedlings fall over. High salt concentrations in the soil also cause damping-off.



Root Rots are another type of soil-borne disease. Root rots can invade the internal root structure and interfere with water and nutrients being moved within the plant. Root Rot can look like loss of vigour, leaf yellowing, leaf drop, wilting starting at the growing tip, twig dieback, and sudden death above ground.

Now that you are aware of some of the more common issues and the damage they can do to your operation. We want you to be aware of how you can best counteract these issues. Remember, when it comes to organics it is about preventing an issue rather than dealing with it when it arrives. We carry products such as Regalia by Marrone Bio-Innovations, a product I am sure many of you are familiar with which helps increase the plant's own ability to fight off diseases and is recommended in a transplant solution accompanied by Fertrell Liquid #3 to ensure a good strong start to your seedlings. We also just began carrying another Marrone Product known as STARGUS. A product that is able to help other various diseases throughout the growing season. It performs exceptionally well on pathogens such as Downy Mildew. We also have more traditional means such as horticultural oils in certain circumstances such as orchards because the film that is created by the oil makes it more difficult for the spore to infect the disease once it has developed within

We do our best to make sure that we are able to provide top quality products and guidance. We will work with you to understand your operation and help you create a custom tailored disease management program. If you have any questions about these products, diseases, or anything else please do not hesitate to speak with one of our Agronomists such as myself and we will gladly do everything we can to make sure that you are successful in getting off to a strong and healthy start.

Preparation! by Seth J. Epler

In different parts of Pennsylvania, 2018 was one of the wettest years on record. At least for me, it just seemed to never stop raining! Honestly, I remember thinking that two inches, in one night, wasn't even that much after so many summer nights with 3 or more at a shot. Point being, this past year was something many of us were not used to experiencing.

I have written articles before in which I stressed the importance of being prepared. Or in other words, I have discussed the significance of thinking in a preventative nature. And to me, this is



directly related to sustainable farming practices. Certainly in Pennsylvania, with such an up and down climate, we have to work in a preventative fashion.

Now, none of us know what 2019 will bring us. Maybe things go back to normal, or maybe they do not. So in writing this, my main point is for everyone out there to be prepared that it may happen again. Last year we saw produce practically swimming in the fields. We also saw pastures become mud holes because there was too much water. And this past winter, we saw low quality forages along with feed that was loaded with toxins.

Needless to say, in our neck of the woods, it was a very tough year for farming. And in an industry where the weather dictates our wellbeing, we all



must need to attempt to prepare for it to the best of our ability. Whether it is having all of your fungicides, forage inoculants, or animal health products stocked up, or extensive management planning, there are things to be done that can at least help with another tough weather year. So as we can all hope for things to get back to normal, focusing on how we can prepare in a preventative way, will always be beneficial. Good Luck and Have Fun!



Start Strong Seedlings by Brandon Williamson

A good strong start to your season can make all the difference.

It starts with the seed. It is one of the most impactful decisions you will make for your operation for this coming year. It's one that I'm sure you haven't taken lightly. You've decided what you need to grow, determined the right genetics, suited for your environment, that you give yourself the best chance to have a growing season full of healthy productive plants. You are all ready to go and eager to get them established. So, what's the next step you can take?

Seed Soaking!

Whether you are starting seeds in a greenhouse for transplanting, or are going to direct seed. Soaking your seeds in a seaweed extract solution, can help your plants start quickly. It will also make them stronger, grow a larger root mass and give them a much better chance to survive and thrive all season long. Seaweed is loaded with natural growth hormones and contains many beneficial trace elements. In fact, seaweed contain almost every micronutrient plants need in a form that is available to them. One of the hormones found in seaweed extracts is called gibberellic acid. Gibberellic acid is the most potent germination promoter.



According to T.L. Senn, in his book *Seaweed* and *Plant Growth*. Lettuce seed will germinate in darkness if treated with gibberellic acid. In nature, gibberellic acid triggers the release of enzymes in the seeds that begin the germination process. Soaking seeds overnight in seaweed extracts may improve germination rates by up to 25%. Just make sure to soak them long enough for the seeds to swell but not so long that they might begin to

sour and rot. Many sources recommend 8-12 hours and no more than 24 hours. Soaking plant roots in the extract also reduces transplant shock and speeds root growth.

We recommend soaking in a solution extract of *Ascophyllum nodosum* and water at a delusion rate of 3 oz to a gallon of water.



New Products for Your Soil by Dean Painter

Fertrell is proud to introduce two new products that can benefit your soil - Fertrell Beneficial Biology and Fertrell MychorrizaePlus.

Fertrell Beneficial Biology is a bacteria soil inoculant. This soil additive contains biologicals that help to fix nitrogen in the soil, make phosphorous more available, and break down organic debris (composting/soil building) - all of which help to build soil health and increase the nutrients available to your crops. Fertrell Beneficial Biology contains additional biological components to promote healthy root growth which increases drought resistance, enables gathering of additional soil nutrients, and improves plant top growth.

Fertrell MychorrizaePlus contains all of the same biologicals and benefits as Fertrell Beneficial Biology - plus mycorrhizal inoculants. Mychorrizaeare fungi which bond with the root hairs of the plant and then branch out to form structures called hyphae. These hyphae are smaller than root hairs and are able to extend further into the soil to seek out moisture and minerals. So basically, mychorrizae work to increase the surface area of the plant's root system and maximize the absorption of water and soil nutrients. Additionally, they promote growth hormones in plants and increase the plants resistance against pathogens. Either of these products can be added to our

Either of these products can be added to our custom blend fertilizers or purchased pre-

blended in 50-pound packages that can be used to inoculate 5 acres. Contact us for pricing and additional details on the use of our two new products.

Pull Soil Tests This Spring by Orin Moyer

Why is soil testing so important? There are several key reasons why soil testing is necessary.

- 1. Well fertilized soils will produce more nutrient dense crops and higher yields.
- 2. Balanced soils will have less weeds.
- 3. Soil testing allows us to know which nutrients you need so they can be applied properly.
- 4. Organic Certification requires a soil test for application of micro-nutrients (Boron, Zinc, etc.).
- 5. Prevent deficiencies before they cost you \$ on your crops.

Fall is a great time to soil test your fields, but if you didn't get it done....pull samples this spring. By pulling soil samples in a timely manner; Fertrell can make fertilizer recommendations that will work with your other inputs (manure, etc.) to formulate a total plan for your crops. When you work with us to put together a total fertilization plan your crops will benefit by having all the necessary nutrients they need to reach maximum potential.



When we review your soil tests it will also allow us to make custom fertilizers if that is what is needed. This allows you to save money by not spending on nutrients you don't need. Applying nutrients in needed amounts will give you a more balanced soil; balanced soils will typically have much less weed pressure and support better crop growth.

Contact your local Fertrell representative or the main office to ask about getting soil testing bags.



Spring Freshening by Jeff Mattocks

Some of the Keys to a Successful spring freshening that I have seen in past are: Good energy and protein levels, proper anionic minerals, above average vitamin levels, and a toxin binder when on stored feeds.

It is fairly well known that proper amount of energy is necessary for calf development and cow body condition. You can't see inside to know what the calf looks like. But you can see the cow and how her body condition is looking.



If you are seeing sharp short ribs and bony looking rumps, she is not in good body condition. We are looking for rounding on short ribs and rump or tail head (pin bones).

Too fat can be just as bad as too skinny. Best condition for a dry cow or bred heifer at the time of freshening is 3.5 to 4 body condition score (BCS). Take some time to look at your dry group to ensure proper body condition. Looking for good body condition – stored fat and body reserves. Also look at the hair coat for a little shine and hair laying nicely. Hair coat can change quickly – within 48 hours – when proper nutrition or health are not correct. If she is looking rough or ugly there is a good chance, she is about to deliver a little rough and ugly into your life soon.

Protein for dry cows!? "It's expensive", "She's not making me any money", or "She'll be fine" are the common statements I hear when I recommend proper protein for dry cows and heifers. I agree protein is expensive. But the average dry cow thrives with 1-2 pounds of protein. Especially if she has been living on patriotic hay (4th of July cut) and a little corn silage. Normally (not recently) a good healthy calf is worth \$70 - \$95 as

a day old. Based on New Holland Auction January 14th 2019. A dead calf or weak calf is not worth nearly as much or nothing. 2 pounds of protein may cost you up to \$1 per day. She really needs it the most the last 30 days of gestation, 45 days if she is skinny. And what is an easy calving worth to you as a farmer? Less retained placentas, less metritis' and better start at making milk? So, you can invest \$30 - \$45 towards a healthy cow and healthy calf or not. It's really up to you. But if you cull her because she had a retained placenta or metritis and won't breed back what is the cost to replace her?

Proper Anionic salts or minerals, you don't often hear much about this from me. It's not that we are not paying attentions to these requirements. We just add them into your feed programs without talking about it. What are they? The minerals we add to help a cow's cation-anion balance (DCAD) are magnesium sulfate (not oxide), XP-4 monosodium phosphate, and kelp meal. These are very important nutrients that absorb quickly into the blood stream and keep the blood stream electrolyte balance correct. Yep, they cost more and fairly expensive. But with the overload of calcium and potassium in many of the forages being fed, these minerals are necessary to maintain a proper balance. Feeding these minerals should reduce chances of milk fever, down cows, and slow lactation starts. During the grazing season these minerals may also reduce the risk of grass tetany and bloat.

Extra Vitamins – I would think this is kind of common sense. But as an old friend of mine pointed out 30 years ago "If common sense was really common, more folks would have some". Let's think about the need for extra vitamins and supplements during pregnancy. It is common practice today for pregnant women to take prenatal supplements and extra vitamins. Why would we think that our dairy cattle wouldn't need a little extra? Modern dairy cattle nutritional recommendations are Vitamin A - 85,000, Vitamin D - 15,000 and Vitamin E - 1,000 plus B vitamins for the average Holstein dry cow.

Years ago, now reaching back 38 years, my father always recommended a dry cow get 2 oz. of Rumi Cult 40. Which today has been concen-

trated to make RC Gold 4X. So ½ of RC Gold 4X is the correct amount. RC Gold 4X contains Vitamin A at 110,000 iu/oz Vitamin D at 55,000 iu/oz and Vitamin E at 250 iu/oz is a good start. Along with a balanced diet and other Nutri Balancer she should freshen without too many problems. Now Look, we can't fix calving problems related to twins, breech and too big of a calf. But we can help with the calving problems related to nutritional deficiencies.

BE CAREFUL!by Jeff Pennay

Here we are. Finishing up the rough winter weather and getting ready to turn the cows and heifers out to pasture. What should be focused on before doing this? There are ground conditions, quality of forage, and nutritional concerns for the animals themselves.

DON'T TRY TO RUSH THE SEASON!



I know that everyone is tired of feeding stored forages, and possibly even starting to run out. But there are real concerns to be considered. It is very important that the frost is out of the ground. You need to pay attention to how the cows will be able to manage the ground conditions and terrain. Things change over the winter. If you have a muddy sloppy mess out there, your cows can injure themselves. In addition to potential injury, allowing the cows to lay on cold wet ground will most likely increase your potential for high SCC and/or mastitis issues. That can cost you a tremendous amount of money. Either in outright expenses or loss of production.

You also need to have concern for your pasture itself. The grasses and legumes need an opportunity to grow. Turning the cows out too soon can cause physical damage. If you destroy part of your



pasture, you won't have it later in the season. All of the sudden you are short on pasture and feed for your cattle. This may be a good reason to set aside a pasture or old hay field as a sacrifice lot for early or late season grazing. A sacrifice paddock won't directly impact your total forage harvest for the current year. In other words, you won't have to feed forage that you were planning on using through the winter, thus putting you in the dilemma of making your forage last through the season. Running short on pasture can have a snowball effect on having adequate forage through the winter. In addition to this issue, if you are certified organic, you now have to make sure that you have fulfilled your dry matter source requirements. It's always something!

We're not done yet. You must make sure that you are providing the best possible pasture for your cows from a nutritional standpoint. Feeding frozen or even just heavily dewed pasture can cause additional issues. Bloat is never fun to deal with, but a common issue under these conditions. Make sure that you remember to increase the magnesium levels for your cows for the first 30 to 45 days to prevent bloat and grass tetany. You should really let your pasture grow to at least 10" before you turn the cows loose on it. This assures that the forage has a chance to develop. Providing adequate nutrition to your animals. If you start too early with your grazing, you could stunt the growth of your pasture as well as jeopardizing the health of your animals.

To sum it up. Just make sure that everything is truly ready before you turn the cows out.

HAVE A GREAT GRAZING SEASON!

News from the front

Just a friendly reminder

All Early Order fertilizer must be picked up or shipped no later than **March 28th 2019**. Please keep in mind that March often still has winter weather and plan shipment accordingly. Thank you!

Also, due to our monthly inventory count, there will be no shipping the last BUSINESS day of each month. Thank you for your understanding!

Spring Shipping

Romans 15:13 "Now the God of hope fill you with all joy and peace in believing, that ye may abound in hope, through the power of the Holy Ghost."

Spring is here, and a new growing season has begun. Just a few reminders for those of you who will need freight quotes, and shipments. Please try and provide ALL necessary shipping information when placing your order or making your request. We will need the shipment destination town, state, zip, weight of possible order (please let us know if there will be 60 lb bags on your order & how many), and any extra accessorial needed for the offload (notify call, delivery appointment, pallet jack, lift gate, hazmat, short truck, etc.) Pallet pickups must be picked up on the date scheduled. This will help with quote times and less issues on shipments. Also any self-arranged truckload or multiple pallet pickups must be picked up on the date scheduled. THANK YOU in advance for your help with this, it is greatly appreciated!

Staff Support

Fertrell's support staff are available in the office, should you have questions regarding our products, programs and / or rations.

In addition to our in-house support, Fertrell staff is also available for farm visits and grower's meetings. *Spring is almost here!*

Please keep in mind, that certain times of the year, our staff are away at grower's meetings, seminars, tradeshows etc., and may not be available the day you may be calling.

We urge you, please do leave a message and they will get back to you. Staff can be reached Monday thru Friday 7:30 AM - 4:00 PM, (717) 367-1566 or (800) 347-1566

Agronomy Dept:

Dean Painter (ext: 231) dean@fertrell.com Sage Dennis (ext: 259) sage@fertrell.com Brandon Williamson (ext: 258) brandon@fertrell.com Orin Moyer (ext: 227) or orin@fertrell.com (Monday's & Friday's only)

Animal Nutrition Dept:

Jeff Pennay (ext: 255) jeffpennay@fertrell.com Jeff Mattocks (ext: 229) jeffmattocks@fertrell.com Alyssa Walsh (ext: 257) alyssa@fertrell.com For the safety of our traveling staff, we do not give out cell phone numbers.

Customer Service:

General inquiries - Receptionist or info@fertrell.

Orders/Billing - Paulina Mc Curdy (ext: 256) Paulina@fertrell.com

Shipping - Beth Knaub (ext: 223)

beth@fertrell.com

Production - Paul Douglass (ext: 228) paul@fertrell.com



How are we doing?

In order to better service you, we would like to hear from you.

What can we do to improve our customer service? What are we doing that sets us apart from the competitors (positive and negative)? How is your experience with our dealer network, response time from staff and dealers? Availability of product in your area? Can't find our products, please let us know, etc.

Depending on region, we are just at the start of the growing season and we would like 2019 to be your best year yet! Let us help you by sharing your experience and suggestions with us.

Some things are beyond our control, but we will do our best to do what it takes to make our customers successful. Thank you in advance for your input.





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73 YEARS!

Welcome New Dealers:

Double B Farm Supply Inc Mike Brubaker

1105 Main Street Mcalisterville, PA 17049 717.463.2440 Phone 717.463.2440 Fax

doublebfarmsupply@centurylink.net www.doublebfarmsupply.com

Miller Custom Feed Joe C Miller

2910 N America Road Galatia, IL 62935

Rodney Martin

Bridgewater, VA 540.705.7834 Phone

540.808.1532 Fax Email: rodney@fertrell.com

A&K Acres

47 Sybil Lane Caulfield, MO 65626 315.796.4370 Phone Bouchardfarm1@gmail.com

Events

March Produce Meetings:

March 12, 2019 - The Rail Center 224 Young Road Lewisburg, PA 17837 8:00am – 3:00pm (with open Q&A afterwards)

March 13, 2019 - Miles Township Fire Company 102 Broad Street Rebersburg, PA 16872 8:00am – 3:00pm (with open Q&A afterwards)

March 14, 2019 - Miller's Natural Foods 2888 Miller Lane Bird-in-Hand, PA 17505 8:00am – 3:00pm (with open Q&A afterwards)

Conferences:

March 8-10, 2019 - Organic Growers School 135 Cedar Hill Road, Asheville, NC 28806 https://organicgrowersschool.org/conferences/ spring/

