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Notes & Quotes

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May/June 2019

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A Day with Dr. Paul!

Thursday July 18th, 2019, 9:00 AM – 3:00 PM

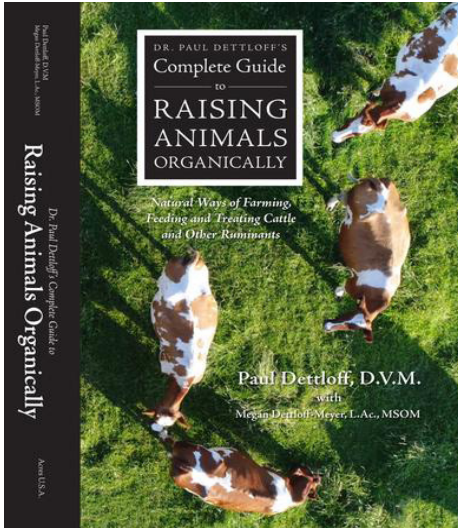
Location: The Fertrell Company
600 North Second Street, Bainbridge, PA 17502

Special Guest Dr. Paul Dettloff, D.V.M.

Join us for a day of presentations, cherished stories, questions\answers, and new book signing.
\$35 per person, 2 for \$60

First 50 registrants will recieve a free copy of Dr. Paul's new book.

Lunch provided, Space is limited, Register early!
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Our Mission

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

Parasite Pressure Prevention By Alyssa Walsh

Parasite pressure peaks in the spring. During the cold winter months, parasites go dormant, and as spring comes and the weather gets warmer, parasites re-emerge. Internal parasites can cause a decrease in animal productivity, from a reduction in milk production to decreased weight gain.

In terms of parasite prevention, good grazing management is best for avoiding parasite problems. Good grazing practices include rotational grazing and avoid grazing below 4 inches in each pasture. Larvae can crawl up the first 3 inches of grass, and the extra inch is for wiggle room. If your livestock graze below 3 inches, larvae could be eaten with the grass and then take advantage of a new host. Once eaten, the internal parasites will thrive and produce eggs, which are then passed out through the manure. Eggs then hatch into the manure, and crawl onto a blade of nearby grass. If eaten, the lifecycle continues.



If your prevention practices fail, you'll need to choose a treatment option. Before treating, getting fecal samples tested for parasites will tell you which animals need to be treated. This isn't always practical from a management standpoint, but it will help with only treating animals that need to be treated.

If you are having internal parasite pressure, Fertrell offers different products that could be helpful.*

The Herbal Supplement is a Fertrell product that has been used by many farmers as a dewormer. The Herbal Supplement is a mixture of cayenne, garlic, and diatomaceous earth for optimal parasite extermination. When using, the dosage rate is

10cc per 100 lbs. of body weight, and it needs to be administered on the same day for three weeks. For example, Thursday, Thursday, Thursday. This can be used on ruminants. The Herbal Supplement comes in a 3 pack with syringe. You add 1/3 cup of warm water to a pack, then put into the provided syringe. We also offer a 10 pack of refills.



Dr Paul's Lab also offers products that can be helpful when managing parasite loads in different classes of livestock. These products are a combination of herbs that are thought to be antiparasitic and work together to help reduce internal parasites in livestock*. These products are below:

CGS can be used for both cattle and horses. When using, feed $\frac{3}{4}$ cup per 500 lbs. of body weight once a day for 2 days, then feed one more dose after 2 weeks. CGS is a loose supplement and comes in 60 oz., 5 qt., or 15 lb. bag. This product has black walnut in the mixture, and black walnut is great for helping with parasites but cannot be over fed. More is not better when using this product, so follow the feeding instructions.

S&G pills can be used for sheep, goats, and calves. S&G pills are boluses to be fed at rate of 1 bolus per 75 lbs. of body weight. Repeat treatment in 3 weeks. These come in a 20 count, 60 count, 150 count.

Swine X can be used for pigs. When using, feed 1 oz. per 40 lbs. The Swine X comes with a 2 oz. scoop, so 2 oz. will feed one 80 lb. pig or 2 40 lb. feeder pigs.

Poultry X can be used on poultry. When using, feed a 2 oz. scoop for 15 4 lb. layers or broilers. Available in 5 quart or 3-gallon size. A 3-gallon pail can be used for approximately 1,200 birds.

Eliminate Bolus is Dr Paul's number one product for helping manage internal parasites in dairy cows! When using, feed 1 bolus per 500 lbs. of body weight and repeat in 3 weeks.

Super Eliminate can be used for cows. It has been used by farmers as a lung worm treatment in beef and dairy cows. Administer 1 bolus per cow daily for 3 days. Available in 25 and 80 count sizes. Super Eliminate Calf is also available in a 60-count size. Administer 1 bolus daily for 3 days.



If you have any further questions about any of the above products, contact Fertrell's livestock team.

*My statements have not been evaluated by the FDA. These products are not intended to diagnose, treat, cure or prevent any disease.

Produce Tips by Seth J. Epler

The busy produce season is upon us. How often is bacteria and disease pressure a huge hurdle to jump in many operations? In my experience, even in the best weather conditions, there's always a chance of fighting through these problems.

We had some local produce growers' meetings, here in Pennsylvania, late this winter. Some of the discussions went around all the little things that can get overlooked just because of the long list of things there are to get done. And a few of these topics are simple and directly related to bacteria and disease pressure.

One such topic was watering in the greenhouse. This seems simple enough to me. But one of the speakers had a different opinion on this one. His suggestion was that this is one of the most important jobs there are! He did talk about sometimes this task is just given to a very young child as busy work. And maybe some of those kids do an excellent job!! And maybe some do not. However, watering is a little more in depth and needs to be done right. For example, we should be watering heavier on the outside trays that are closest to the walls, and less in the middle. And also, we should be lifting all the flats to observe if they've

got water running out and are saturated. I know, I know. All of you know all of this. And I am supposed to be discussing disease and bacteria. So most importantly, how many of you have spaces all over the greenhouse where the hose gets hung up after each use? I would hope each and every one! Basically, every time that hose gets dropped on the ground it can be picking up bacteria. And the minute it is used after that, the bad stuff is just getting spread all around. Literally, if the hose falls in the dirt, it should be sanitized before usage, every single time.



One other point of interest is stakes. Do you folks reuse year after year? I understand buying in new ones is not exactly an economically sound practice. Are you at least doing something to sanitize these stakes? One speaker said that heating these to high temperatures is the best way to kill the bacteria that would over winter and cause problems. He discussed that some folks have kilns to heat them. Another example is that some customers have large cauldrons that they use to boil theirs. Whatever works best for you is fine, as long as you heat them enough to kill the bad stuff. Those are just a few tips that I think can go a long way in any produce operation. Happy growing to all!

Fertrell's Green Potash **By Dean Painter**

Green Potash is a Fertrell product containing zeolite and algae potash with an analysis of 0-0-15. The zeolite component has potential to loosen

heavy soils and increase water holding capacity. This unique structure of zeolite also enables it to effectively exchange minerals and nutrients. Essentially zeolite has the ability to loosely hold potassium and other nutrients in suspension, which keeps them readily available for plant uptake. The second component of Fertrell's Green Potash is algae potash which provides trace minerals and micronutrients, as well as a source of potassium. Potassium is one of the most important nutrients for plant growth. It is part of the base saturation and when amending the soil, the percentage of potassium is balanced based on the type of crop being grown. In addition to providing for overall plant health, potassium plays a major role in the regulation of water uptake and usage in plants, and is known to improve drought resistance. Plant shape, size, color, and taste are improved when adequate potassium is available.

Green Potash, which is an organic component with large amounts of readily available potassium, has several benefits:

- It provides overall soil conditioning and trace minerals and micronutrients.
- It has the ability to absorb a large amount of its weight in water, which will lead to less overall watering throughout the growing season.
- It is good for use in greenhouses and high

tunnels where additional potassium is needed, but additional sulfur is undesirable.

- It can be used in forage fields and pastures with adequate phosphorus levels, to provide the potassium needed for expected yields.
- It provides a boost of potassium to finish field crops to the plant's potential output.
- It is especially useful for large fruiting plants that require adequate potassium to size and finish the crop.

Typical applications rates of Fertrell's Green Potash are 4–8 lbs. per 1000 sq.ft., 150–300 lbs per acre, or as required per soil test results.

Green Potash is a unique fertilizer blend available exclusively at Fertrell in bags (50 lbs.), totes (2000 lbs.), and loose bulk (min. 2000 lbs.). Contact your Fertrell dealer or salesperson to inquire about pricing and delivery.

Weather line disconnected

Due to major technical issue with the weather line (717.656.1111) Fertrell has decided to discontinue the service.

It was not a decision that was made lightly, but due to the circumstances, it had caused more frustration than service to Lancaster county farmers. We regret this inconvenience and hope for your understanding.

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Foliar Feeding Forages By Brandon Williamson

Take care of the soil and the soil will take care of you. ~ Dave Mattocks

These words set the foundation for everything that Fertrell stands for in the agronomy world. Our primary goal is to feed the soil microbial life and in return have them feed the crops we intend on growing. We believe the best way to do this is through a dry blended fertilizer that was formulated for your field and crops. However, there should be room in your program to supply your crops with timely boosts from foliar feeding. Incorporating foliar feeding into your regular cultural program promotes and maintains a general vigor so the plants are able to better perform and withstand stresses.

As growers well know, certain factors of the environment and certain cultural factors greatly affect plant growth and development. The most important factors are (1) the water supply, (2) the temperature, (3) the light supply, (4) the nutrient supply. These factors usually limit growth and plant development. We call these limiting factors in plant production. It is understood that the growth and final yield of any crop are largely regulated by a limiting factor. In a field setting, controlling temperature and light supply not possible. So, that leaves the water and nutrient supply for us to try and manage. Some of us are set up for irrigation. Some of us are not. However, it is possible for growers to control nutrient supply to some degree or another.

This brings us to the Law of the Little Bit. Think of this rule as supplying nutrients to crops that encompass a little bit of everything it requires. The German botanist Carl Sprengel established the Law of the Minimum in 1828. It was later popularized by Justus von Liebig. It states that growth is dictated not by total resources available, but by the scarcest resource. If our scarcest resource is our limiting factor, then supplying a little bit of everything will go

a long way. How do we know which nutrient is our limiting factor? There are plenty of ways to analyze this. You could use soil tests, tissue tests, or even sap analysis. But these tools can be costly and the results may vary from lab to lab, depending on the testing methods they use. So, why not follow the Law of the Little Bit and provide exactly that. A little bit of everything.

Seaweeds contain all the minerals biologically active on our planet. Fish contain perfectly efficient forms of nitrogen, phosphorus and potassium. Together they bring the whole balance of minerals that are key to enzyme activity. Fertrell has long blended these two ingredients together in our Liquid #3 2-3-1. Foliar feeding a blend of these two ingredients bring many benefit to the table. The nutrients available to the plant are mobilized into the leaves. Foliar nutrients increase the rate of photosynthesis and by so doing stimulate and increase nutrient absorption by roots. We recommend 3 Qts/Acre of Fertrell Liquid #3 2-3-1 in 7-10 days after cutting/grazing. It will stimulant plant regrowth, invigorate microbial life, and provide your forages with the essential nutrients it needs to thrive.

Hay and Pasture By Jeff Mattocks

Feeding good hay when the cows go to pasture, why? The cows have all of that grass to eat why would you want to feed hay? Pretty simple really. The pasture is rich in protein, moisture, energy if we get enough sunlight and warmth, and minerals if you applied fertilizer.

What's missing you may ask? Dry digestible fiber! Dry digestible fiber will help slow down the digestive tract of any ruminant on lush pasture. Why slow it down? Slowing down the digestive tract during the grazing season allows the animal to absorb more nutrients from what they are eating. More of everything, protein, sugars, carbohydrates, minerals, trace minerals, etc.

What other benefits should you expect to see? We are convinced you will have better butterfat,

better milk protein, lower M.U.N.'s (Milk Urea Nitrogen), better cow health, better reproductive performance, better hoof health and more.

You have heard all this before. And as you have heard me say before "They are your cows" and "It's your money to lose". But if you add up the value of all of those benefits, what would that be? At the moment, the milk companies are paying really well for components vs. fluid milk. What typically happens when cows go to pasture? The butterfat gradually decreases. The cow gradually gets skinny and loses body condition. The M.U.N.s go up. The immune system struggles in the summer heat. Somatic cell count may gradually increase due to flies, heat stress, ground moisture, etc. Mid-summer breeding isn't all it could be. You may not see all of these problems but you are most likely to see a couple. So, again I will ask what are the cost or losses of not buffering rich pastures?

If you can find a hay that the cows will eat



while on pasture. Without starving them into it. Can actually be worth quite a bit to your bottom-line. Slowing down the digestive tract when the animals go to pasture is good for everyone. We have found that usually 4 – 6 pounds per head per day for a full size cow it a good place to start. It will be good for you, the cows, and your bank account.

The biggest problem we see going into 2019 grazing season is finding good hay the cows will eat. Many of our growing seasons either left us without enough hay or the quality of the hay is not what the cows want to eat. From our experience they prefer softer hays with higher sugar

content. 2nd cutting grasses or late cutting legume hays. The sugar is the secret! Even if you have some older hay in the barn, they didn't like you might consider soaking it with molasses while the animals are grazing. Help you feed your lower quality hay. Helps the animal with another energy source besides starch.

Look around see what you have or you can get. It is worth the investment. Good luck in your search for good hay, healthy cows and better bank accounts!

Almost Turkey Time! By Jeff Pennay

It's only May, but it's already time to think about Thanksgiving and Christmas. Everyone knows how Thanksgiving and turkeys go together. I don't know many people that don't have turkey for their Thanksgiving meal. Where do they all come from?

A lot of people believe that the best turkeys come from you! That is, the farmers who raise their turkeys on pasture, or at least on a smaller scale than the large commercial producers.

There are differing opinions as to what type of turkey to raise. Many of you raise the White Broad Breasted birds, and others raise Bronze/Brown. And then there are those of you that raise Heritage Breed turkeys. Which one should you raise? That's entirely up to you! Let's look at some of the pros and cons of the different breeds.

Let's start with Broad Breasted birds. These birds are very popular for several reasons.

1. Broad Breasted birds grow faster.
2. They also provide lots of breast meat.
3. People are used to eating these birds because the large commercial growers raise them.
4. Feed conversion rates tend to be very favorable.
5. Many people think that they look like a better turkey because they produce a nice "Round" bird. How do you think that they came up with the name "Butter Ball"?

Broad breasted turkeys have some drawbacks also.

1. Because they grow faster, there are management concerns to pay attention to.
2. Attention must be paid to how fast the birds grow. If you are not careful, you can end up with birds that could feed a small army and a typical family may not want a bird that large.
3. Due to this fast growth, you may also run into some health issues like leg problems or even heart attacks.
4. You may have to process sooner than you planned because of the concerns listed previously.
5. Broad breasted birds cannot mate naturally. If you would want to hatch eggs for future flocks, you would need to use AI to produce viable eggs.
6. Bronze/Brown turkeys have a few of their own issues.
7. While the Bronze/Brown birds look very majestic out on the pasture, they can have darker appearing meat. Heritage birds have darker pin feathers that can be hard to remove. In addition, they often have a melanin rich pocket of fluid surrounding the feather shaft. This fluid can leak out when plucking the birds and thus, stain the skin and meat. Most people really like the bright white breast meat of a white turkey.



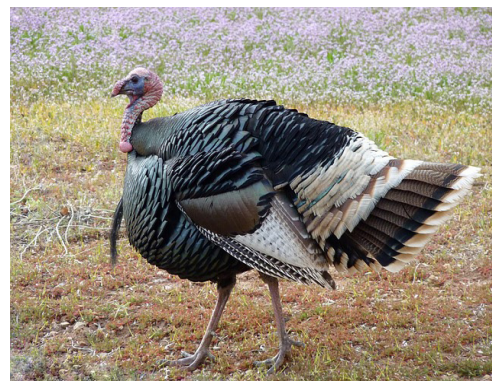
Now let's talk about Heritage birds.

1. Many people feel that Heritage birds taste better.
2. There are also those that want Heritage birds just because they are closer to what God created.
3. Heritage birds are smaller and can be preferred by smaller families.

4. You can keep birds for breeding and growing your own poults for future flocks.

What's the down side?

1. Heritage poults cost more than broad breasted.
2. Heritage breeds take longer to grow out.
3. Feed conversion is higher. They take more feed.
4. Heritage birds can fly. They can get out and go roost in the trees.



There are many things to consider when planning your operation. It is very important that you know what parameters that you need to meet to have a successful season. Raising turkeys can provide a lot of satisfaction. They are very friendly and enjoy human interaction. In fact, it is very important to work closely with them. New turkey poults need a parent figure. They need you to spend time with them. They will run to you when this has been done properly. Casey did a field trial with turkeys. She had two groups. She spent constant time with one group and limited time with the other one. When the birds were processed, the group that she spent time with showed considerable positive advantages.

We at Fertrell are here to assist you with your endeavor. We have much more information to help you with this. Please feel free to reach out to me, Jeff Pennay. I can be reached at extension 255 or by email, jeffpennay@fertrell.com. You can also reach out to Alyssa Walsh, extension 257 or alyssa@fertrell.com, or Jeff Mattocks. Extension 229, or, jeffmattocks@fertrell.com

News from the front

In House Staff Support

We would like to remind you, that we have support staff available in the office, which you may call when 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, tradeshow 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) 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.com

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

Spring Shipping By Beth Knaub

"But as for you, be strong and do not give up, for your work will be rewarded" (2 Chronicles 15:7).

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 the will be 60lb bags on your order and how many), and any extra accessorail needed for the offload (notify call, delivery appt, 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!

New Team Members

Rodney Martin, Sales Rep

Rodney Martin, wife Judith, parents of 5 and grandparents to 4.

Have been living near Bridgewater, VA for about 10 years on a small farm specializing in organic, free-range laying hens, producing eggs for Whole Foods Markets. Previously, organic dairy farmers near Oxford, PA. A representative for Lancaster Ag Products until recently. Also provide stray voltage consulting services, particularly for dairy farmers. Passionate about assisting other farmers to be successful "from the soil up."

Jane Wilson , Data Entry

I was raised in southern York county and moved to Lancaster county about 8 years ago. I love cooking, gardening and reading. My favorite job in the world is being a grandmother to my 4 year old granddaughter Chloe!

I'm loving my new position here at Fertrell and am enjoying getting to know everyone, it's a great place work!

Holiday Closings

The Fertrell office and plant will be closed on **Thursday July 4th 2019.**

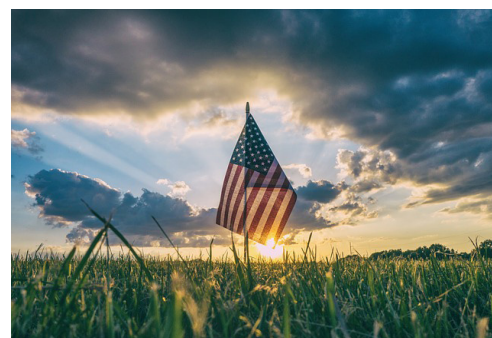
It's busy!

This time of the year everybody seems to be extremely busy: the growers out in the field, the labs processing soil samples, our staff making recommendations on these tests, as well as our office phones.

(For our newer customers) ,in order to eliminate some frustration, please make use of email and fax if possible. Orders should be faxed to (717) 367-9319 or emailed to Paulina@fertrell.com and Beth@fertrell.com.

We do encourage our customers, to submit complete orders only, as changes and add-ons not only delay your ship date, but also other customer's. We will do our best to accommodate changes, but will appreciate your understanding if last minute changes may not happen.

If you are arranging your own trucking, please make sure your truck shows up on the day scheduled. Sorry, no after hour shipping – we regret the inconvenience.



No Bull

Dry Blend Fertilizer

A new low cost blend
for farmers that have a
lot of manure

Excellent source
of Sulfur, Calcium,
Boron and Zinc

Suggested
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125 lbs. / Acre

A dry blended formulation designed to provide your field crops and forages with the remaining balance of essential nutrients not provided by quality manure. Along with a quick boost of available Nitrogen and a blend of beneficial soil-based microorganisms to give your crop a strong start to a healthy, productive season.





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**REGIONAL
AGRONOMY SCHOOL**
August 20-21, 2019

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