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# Fertrell®

SINCE 1946

**Better Naturally!**

## Notes & Quotes

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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!*

One of the **REAL JOYS** of the  
*Holiday Season* is the  
opportunity to say... **THANK YOU!**

*Merry Christmas*

and to wish you the very best

for the *New Year.*

BLESSINGS FROM

*the Fertrell Family*

# Fertrell®

SINCE 1946

**Better Naturally!**



## Successful Spray Programs By Seth J. Epler

In my last article, I wrote of the importance of finding a program in any growing operation. This means getting into a consistent rhythm of applying products throughout the growing season. This can be for general health boost of plants, pest pressure, or for disease pressure. And this can cross over from field crops in a dairy operation, any mixed vegetable garden, and definitely onto the larger intensive produce farms.

Leaf hoppers have been quite the pests to alfalfa and potatoes, in this part of Pennsylvania, over the last few seasons. That is just one more example of when your regimented spray program will come into play. Using the weapons like Fertrell liquid #3, 2-3-1 along with some of the organic pesticides before it is too late can really help that particular forage crop succeed and flourish. The liquid kelp within the Fertrell liquid #3 is loaded with iodine. This along with the organic pesticides such as Pyganic, Grandevo, or Venerate in a tank mix can really help to control the insect pressure. Also, the liquid fish in Fertrell #3 along with some other ingredients will also help to stimulate and feed the plants for continued growth and nutrient strength.

Now let's think about our gardens and produce operations out there. I would say we can think of them generally in the same terms. Obviously, the size and scale can be much different. But either way, we are talking about a lot of mixed vegetables for the most part.

Above, I mentioned some of the organic pesticides Fertrell carries. I also brought up our Fertrell liquid #3. Those are a few examples of the tools we have to offer. We also have our liquid fish 3-4-3, Regalia, Stargus, Majestine, Pure Spray Green, SPE-120, liquid Kelp Concentrate, Procidic, Nu-Film P, Baicor liquid micro nutrients, 200 grain white vinegar, and Surround WP. Those are all products that can be tank mixed, ran to through drip lines, put in backpack sprayers and so forth and so on. I won't go into explaining all of those individually. I just wanted to point out some of the many tools that

are out there to keep crops strong and healthy throughout the season.

When you get regimented in using these products at the right time and for the right reasons, it can pay you over and over do be doing so! In the past weeks I have been visiting with many successful produce growers. The theme of our conversations has mainly come down to the same thing. That is they have proven to themselves that by putting in the extra time and continuing their spray (this can mean foliar feeding or running through drip lines depending of the circumstances) program allowed them to pick two to three more times. Many of these customers said in the past, they may have given up on some of those crops and thought they'd be saving money by not having to use the products to treat those crops. This season, they did spray one or two or sometimes three more times. And the consensus has been that it was well worth it.

I know as this article comes out we will be moving through fall and into the winter season. But I hope that some growers may take this and work the idea into your planning for the next year. Fertrell works very hard to provide some of the best organic tools to help you all fight off disease and pest pressures still in a natural way. And I see more each year the importance of using them and how it greatly will help!



## CLOSINGS

The Fertrell Plant and office will be closed on the following days for the holidays:

**Thanksgiving:** We will be closed November 28th – Dec 1st and reopen Dec 2nd 2019. Please note, since the last business day / inventory day will be Wednesday Nov 27th, there will be no shipping on this day.

### Christmas:

Dec 20th 2019 we will be closing at 11AM for our company Christmas party. We will be open on Dec 23rd and Dec 24th until noon. We will reopen at 7:30 AM on December 26th. 2019

### New Year's:

We will be closed January 1st 2020.

## Stop It by Don Brubaker

As the weather gets cooler and the end of the pasture poultry raising comes to an end, let's look back at the year. Time after time I find out that young chicks are being introduced a week apart. This practice is also happening with turkey poult and ducklings. Stop and think for a moment about the size difference in a week's time. The waters should have already been adjusted. You either have them set for week old birds or you'll need to have them set for day old chicks. If the waters are too low, the floors will be too wet and the ammonia levels will rise. The chicks will have burnt eyes, with some blindness, and poor health as they grow. That could take a week or more for these chicks to get to market. If you have two hundred fifty birds at seven weeks eating for an extra seven day, the extra cost in the feed will cost you \$682.50. (With a ton of feed costing \$775.00 and each bird eating an extra pound of feed costing \$0.39 per pound your decision cost you an extra \$2.73 per broiler.  $\$2.73 \times 250 \text{ broilers} = \$682.50$ .) If you go the other way and have the waters too high, the youngest birds will get runty and most likely die. This will



cost you not only the feed that they consumed but also the cost of the chicks themselves. (250 chicks'times \$1.80 equals \$450.00.) I don't know about you, but over several flocks a year, that will add up.



## Winter Shipping by Beth Knaub

### Winter Shipping Strategy ...

**Plan ahead...** we do not have any control over the weather patterns that may delay our incoming commodities and the outgoing shipping of your Fertrell products. Both of which can cause delivery delays, and you to be out of products. So, **please** place your orders a little sooner than usual, and bring in a few extra bags to hold you over.

**Remember to keep the way clear** into where your products will be delivered. **Delivery drivers**, not Fertrell, will determine if your products can be delivered safely in and out of your facility, and if not, there will be redelivery charges incurred (they are very costly, and not negotiable for reduction with the freight companies). Need a plan B? consider making arrangements to have your orders dropped at a local business to avoid delivery issues this time of year.

**Reminder:** Due to month end inventory, there will be **No Shipping the last business day of each month**. We apologize for any inconvenience this may cause, but greatly appreciate your cooperation. We will make every effort to get orders out prior, to avoid delays of product deliveries.

**Thanks so much!** Have a wonderfully Blessed Holiday Season!

## Upcoming events:

November 1-3, 2019 CFSA Conference  
Durham, NC

November 7-8, 2019 Organic Farming Conference, Mt. Hope, OH

November 15-17, 2019 Soil & Nutrition Conference, Southbridge, MA

December 9-12, 2019 Acres USA, Minneapolis, MN

December 10-12, 2019 New England Vegetable & Fruit Conference, Manchester, NH

January 7-9, 2020 Keystone Farm Show, York, PA

January 11, 2020 NOFA Mass, Worcester, MA

January 14-16, 2020 Empire State Producers Conference, Syracuse, NY

January 16-18, 2020 CASA Conference, College Park, MD

January 17-19, 2020 NOFA - NY, Saratoga Springs, NY

January 28-30, 2020 Mid Atlantic Fruit & Vegetable Conference, Hershey, PA

February 5-8, 2020 PASA Show, Lancaster, PA

February 27-29, 2020 NY Farm Show, Syracuse, NY

February 27-29, 2020 MOSES, La Crosse, WI

## JUMP START NEXT SEASON!

Applicable Blends	Discount
<b>Gold SS 2-4-2</b>	<b>November 6%</b>
<b>Blue N 5-1-1</b>	<b>December 5%</b>
<b>Super N 4-2-4</b>	
<b>Super K 3-4-7</b>	
<b>Custom Blends</b>	

**Orders must be placed and paid for by the last business day of the month. No other discounts apply. Discount applies before shipping. Orders must be delivered by March 30, 2020. Other restrictions apply.**

## Importance of Sulfur in Soils by Orin Moyer

When it comes to growing healthy profitable crops there are many decisions that need to be made both ahead of the growing season and during the season. One of these is nutrient availability and providing adequate nutrition for your crops. One micro-nutrient that is of large importance is sulfur.

Sulfur is essential for many plant functions and for proper nitrogen uptake. What this means is that you can provide all the nitrogen you want but with sulfur the plant will struggle to process it. Sulfur is a key building block for amino acids which are the base for all proteins in plants. If sulfur deficiency is observed it is often thought to be Nitrogen deficiency. While what is being looked at is nitrogen deficiency it may not be because N is lacking it very possibly may be due to the plant not being able to uptake the N because of a shortage of Sulfur. Forages grown in low sulfur environments typically are lower in digestible protein (especially alfalfa). Corn grown under sulfur deficient conditions will have lighter leaf color (not a deep dark green) and typically not as strong and vigorous growth as it should.

Sulfur levels in the soil will vary slightly from one soil type to the next but as a general rule we would like to see Sulfur levels around 50ppm. Typically this is not what is seen. 12-20 ppm levels are much more common. If your levels are low a target range might be 25 ppm to initially start levels working in the right direction. Sulfur can leach slowly so applications are typically made in spring on forages or blended with row crop fertilizers at planting. Use soils tests to check on sulfur levels and develop a program where sulfur can be added in your rotation to maintain proper soil levels. Sulfur is an easy nutrient to add and relatively low cost.

There are many factors that can influence a crop's production; sulfur is very important so be sure levels are acceptable.

## Pest on the Horizon by Sage Dennis

Now that we are finishing up in the season and right now many farmers are looking forwards to next year. A pest that has tagged along on the coattails of the Hemp industry is the Hemp Russet mite something that we here in the east coast are not too familiar with. The winters months are a perfect time for everyone in the industry to reflect and see what we have learned and have the need to learn to deal with. This was one of the most abundant pests that I had noticed this growing season.

The Hemp Russet is a piercing sucking pest that lives on the leaf surface and predares on your crop. Curling of the very outer edges of the leaves is most often the observed symptom commonly mistaken for underwatering which can turn into yellow or brown spots on the leaf surface. The stem and buds may also become compromised on more severe infestations but the mite typically resides on the leaf surface. The discoloration will remain the same wherever the pests may be.

The mite is very small and will need to be seen under a microscope (15-20X minimum). They have an elongated, pale body which is very typical for a mite. Hemp and cannabis are the only hosts for this pest so there is little concern about having it transition over to the rest of your crops but can be a constant pest all year round in indoor operations. Due to their size they are able to be dispersed by the wind otherwise they typically have a very small range due to their size.

Now that we are aware of where the pest is and what it does let's look into ways of controlling them. One of the most tried and true ways of controlling them is wettable sulfurs. It has been used for decades for mite control. Just be aware of what the label says to do is too strong of a solution and can cause leaf burn. Some growers used certain members of the Amblyseius family as a form of predator to control mite populations. Mineral oils, essential oils, and neem oils, are fairly effective methods of control and prevention as well and are able to become more effective when mixed with a spreader sticker such as

NuFilm P. Taking it a step further you can also look into using Grandevo to suppress and control the population which works best either in rotation with or mixed with Regalia as the Regalia will help the plant deal with the pest pressure and not so much work on controlling the pest. So, a knockdown can always be considered if you wish to get instantaneous control and then continuing your IPA to maintain a pest free crop! Of course, the best control is prevention and one of the most rudimentary things you can do it grab a microscope and scout your clothes as the main way this pest will show up to your home is if you bring it yourself!

## RC Gold and Why! By Jeff Mattocks

RC Gold 4X is the cornerstone of the Fertrell's dairy nutrition program. It came about 13 years ago. When fuel prices were astronomical and the cost of shipping products became way too expensive. At the same time milk prices were depressed. The farmer's woes were coming from 2 sides fuel price up and milk prices down. This economic storm was the trigger for developing RC Gold 4X.

What we did was concentrate the most important nutritional components of the previous cornerstone product Rumi-Cult 40. Rumi-Cult 40 was short for - Ruminant Cultures Fortified. A little history on this product, Rumi-Cult 40 was developed in the mid 70's by Fertrell, Merlin Engstrom and Robert Patton, PhD dairy nutrition. Rumi-Cult 40 was a first of its kind product to incorporate beneficial rumen bacteria (probiotics) for better overall nutrient and fiber digestion, high vitamin levels for immune system support, chelated trace mineral for blood building, methionine for improved reproduction performance and fermented lactobacillus and yeast digestive aid and appetite stimulant. Wow, that's a lot! Yes, it was. Rumi-Cult 40 was one of the most special dairy supplements ever made. I cannot tell you how many cows that were near dead



or the beef truck was on the way that turned around and were kept alive with Rumi-Cult 40. It has some smell that an animal off feed would still eat it and get the gut started again.

Anyway, enough history. RC Gold 4X is the offshoot of Rumi-Cult 40.

Now the probiotics, vitamins and trace minerals are 4 times higher. The feeding rate went from 4 oz. to 1 oz. per head per day for full size bovine. Since 2007 farmers have been relying on RC Gold 4X to provide extra nutrition and support to dairy cattle for support. When times of stress are bringing the cattle's immune system down the RC Gold goes up. It has been counted on for years to boost and support the cow's immune system. If the cow is healthy, she will breed better, fight off somatic cell counts, and overall be able to handle more stress.

Over the years we at Fertrell have learned that RC Gold helps more animals than just cattle. We now include it in our swine rations for better feed conversions, faster growth and better overall health. Well, if it works for pigs, why not chickens? The equine folks think it's magical. Horses really get excited when given RC Gold. But please be careful. It will cause hyper symptoms or over energetic. Quite frequently we get reports of horses being hard to hold in the reins or just too energetic. Then people or horses get hurt trying to hold them. Again, it is a great stress management tool, promotes better vigor and performance. We have even had a few customers report sprinkling it on their breakfast for a boost. I am not sure I would recommend that. Mostly since the RC Gold is not an FDA approved supplement for humans. RC Gold 4X is just one of those products that give a boost or support to just any animal on the farm. Be careful a little is good but a lot is not!



**Fertrell®**  
SINCE 1946  
Better Naturally!

# RC GOLD 4X

**\*10% off through December 31<sup>st</sup> 2019.**

**A concentrated supplement providing fat soluble vitamins, probiotics, enzymes and trace minerals that supports a healthy animal during times of stress and reproduction**

**Provides abundant fat-soluble vitamins which are particularly important during times of stress, including reproduction, when the body's demand is higher**

**Promotes better feed efficiency, improve milk production, and enhances daily gain by providing beneficial Direct-Fed Microbials (probiotics)**

**Allows farmers to feed a wider range of small grains efficiently by including special digestive enzymes**

**Contact your local Fertrell Representative or Fertrell's main office at 800-347-1566 to get further information on RC GOLD 4x**  
\*restrictions apply



# November Special

**Have you tested for Mycotoxins?**

Mycotoxins are toxic chemicals produced by fungi and molds that especially threaten grain and food crops.

**Mycotoxin testing discount available  
in the month of November**

**1 for \$10  
3 for \$20**

**Contact your local Fertrell Rep. or Fertrell's  
main office to get further information on  
Mycotoxin testing.**



**PRODUCER OF NATURAL & ORGANIC  
FEED SUPPLEMENTS & FERTILIZERS.**

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## News from the front:

Every now and then the question comes up regarding our policy for returning Fertrell products.

In order to clear up confusion. We decided to inform all our customers of the return policy. Hopefully this may help answer some of your questions.

- 1) The request for return must be pre-approved by a Fertrell Employee. When requesting a return, the ship date must be known.
- 2) Products must have been purchased from Fertrell.
- 3) Only full, unopened packages will be accepted for returns.
- 4) Custom blends may not be returned.
- 5) Product must be returned in the same condition it was received.
- 6) Fertrell shipping errors may be returned for a full credit, restocking fee does not apply.
- 7) Out-dated product may not be returned.
- 8) Product damaged at the customer's location may not be returned.
- 9) Credit will be issued in form of a credit memo, and credit will be issued based on current price or invoice price (whichever is less) less the restocking charge.
- 10) Restocking Charges:  
If returned within 30 days ..... 10%  
If returned within 30-60 days ..... 25%  
If returned after 60 days ..... 35%



# Issues with Nematodes in your High Tunnels?

Try



**MAJESTENE<sup>®</sup>**  
BIONEMATICIDE

and **SAVE!**

Now through December 15, 2019 customers that purchase 10 gallons or more of Majestene will receive a **rebate of \$20/gallon!**\*

## Suggested Uses:

- Lesion, Root Knot, and Dagger Nematodes in High Tunnel Tomatoes
- Nematode management in Tobacco fields
- Wireworm and White Grub Management in Potatoes
- AND MORE!

Contact your Fertrell Representative Today for Pricing and Application Instructions



**Marrone<sup>®</sup>**  
Bio Innovations



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Completed claim forms can be sent to either the email address [majestene2019@marronebio.com](mailto:majestene2019@marronebio.com) or by mail to Marrone Bio, Attn: Majestene2019 Rebate, 1540 Drew Ave, Davis CA 95618

Details: 10 gallon minimum purchase for customers in OH, PA, NY, and NJ. All other states require a 40 gallon minimum purchase. Purchase(s) must be completed between December 15, 2018 - December 15, 2019. Can be made in multiple purchases. Sample payment: 10 gallons = \$200 rebate. Submit Rebate Claim Form along with copies of invoices as proof of purchase via mail or email to Marrone no later than December 15, 2019. Marrone will issue payment for rebate by March 31, 2020.

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### **SAVE THE DATE**

#### **2020 Sustainable Agriculture Conference**

February 5-8 • Lancaster, PA

- 100+ food and farming workshops
- 100+ vendor trade show
- Social & networking events

#### **Featuring keynote speakers:**

- Josh Tickell, filmmaker & author of *Kiss the Ground: How the Food You Eat Can Reverse Climate Change, Heal Your Body & Ultimately Save Our World*
- Michael Twitty, chef & author of *The Cooking Gene: A Journey Through African American Culinary History in the Old South*

Registration will open mid-November.  
Register online: [pasafarming.org/conference](http://pasafarming.org/conference).  
Phone: Call us at 814.349.9856 on Tuesdays & Thursdays: 1-5 p.m. and Wednesdays & Fridays: 9 a.m.-1 p.m. We will have additional hours before our "early bird" rate expires (January 9) and when pre-registration ends (January 28).



### **Advertise for FREE**

If you are using Fertrell products and would like to advertise. Please send the information to [marketing@fertrell.com](mailto:marketing@fertrell.com) or call our main office at 717-367-1566. Keep the following deadlines in mind when submitting your ad,  
November 15th for January – February  
January 15th for March - April  
March 15th for May - June  
May 15th for July - August  
July 15th for September - October  
September 15th for November – December

### **Marketplace**

Pastured GMO-Free Chicken  
Fresh or frozen, vacuum sealed and labeled  
Pastured GMO-Free Brown Eggs washed, candled, packed, dated, and labeled in 15 dozen to a case. Please call David King (717) 529-5536