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Fertrell®

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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!*



10% off during January*



Catch It

Fertrell is reintroducing our **Kelp Conditioner as Catch it!** A product to help "catch" mycotoxins. Catch It is a unique 5-way blend of ingredients that work through out the digestive tract to help lessen the effects of mycotoxins, help improve feed efficiency, and the overall health of your livestock.

50 lb. bag.

*Restrictions Apply



10% off during January*



Premium Potting Soil

Our potting soil has enough nutrients added to the blend to **grow the plants to a transplantable size.** The excellent water retention ability of our potting soil means less water is needed.

3 cu. ft. loose filled bag will fill 33 (50-cell) flats



*Restrictions Apply

Snail & Slug Vs You

By Sage Dennis

Snails and slugs are pests that creep onto your produce. Like clockwork, every spring they come. Prevention is the first step. Do your best to water early in the day. Snails and slugs love wet leaf surfaces and this gives the plants a longer period to dry out. Hopefully by the evening your plants will have plenty of time to dry out making them less appealing for your crop. Another practice used is applying Diatomaceous Earth on the leaf surfaces and around the base of the plants as treading over it can deter them as they do not wish to inflict harm on themselves. A tip for home gardeners is always the beer trick. Fill a small cup with beer and dig a hole so that it is flush with the ground. Slugs are attracted to it and by the end of the night you can have a cup full of slugs!



However, for larger operations you may need to do nightly scouting when the pests are present so you know how bad your infestation actually is. A product that could help is Iron Phosphate, which is available organically, it is very effective at controlling the pests. It can be applied to the soil rather than on the plant. There are also some predatory nematodes as well if you feel biological controls are going to be the most effective way of controlling.

There are many small-scale ways of controlling slugs and snails but on a large scale it becomes a multi-faceted approach implementing several methods in order to properly plan, prevent, and manage slugs. Just remember if you are ever in need of additional guidance, we here at Fertrell are always available and happy to help!

Stay Joyful!

By Seth J. Epler

I write this with the holiday season coming close around the bend. Soon will be a time that many of us will speak out loud of some things we hold dear in our lives. We very well may discuss what we indeed are thankful for. In other words, it will be a time to count our blessings.

Each year the holidays tend to bring me and my family close together to have experiences of gratefulness. But I will admit, at some other times during the year, I myself struggle to be thankful each and every day of my life. I sometimes let negative things rule over me. I sometimes overlook good things and focus on some darker situations around me. Admittedly, it sometimes may take the joy of the holiday season to bring me back down to Earth. It may take a family gathering to show me that I am one of the luckiest people there is. I suppose what I am trying to say is that sometimes it just takes some reflection and different perspective to truly count one's blessings.

I say all of this to own up to myself, first and foremost. I always have control about how I interpret my world. And I can always choose to count my blessings. I can do this instead of letting the bad stuff rule my thoughts. I also say all of this to remind all of us out there of this importance.

I know that the industry we all are a part of definitely has its pros and cons. And many may say that these are certainly some of the toughest of times for agriculture. Some folks may even feel as if their backs are up against the wall. And with the markets as they are, I completely understand why people would feel how they do. I ask all those reading this in that position, to stop and think. I hope that you all can set aside the hardships occurring and focus deeply on all the good things around you. I know in my experience; it is easier said than done. When tough times are upon me, I easily lose sight of some very important positives.

I personally understand some of the struggles that can come about with farming. When I

was a young man, the co-op my family shipped milk to went bankrupt. We were not paid for six weeks' worth of milk. That was a hole we just never were able to climb out of. And eventually my family got out of the dairy business and moved off of the farm. Sure, there are many details to that story I am leaving out. It was the right thing to do at the time, and we made it out on the other end okay. And most importantly, I am able to say that I had the amazing experience mostly growing up on a farm. Those parts of my life positively helped lead me to shape me into the man I am today. And I try to always remember that. Those experiences helped lead me to the Fertrell Company. That is something else I am very grateful for.



So, I state the importance for all of us to focus on the positives. It is up to each of us to count our blessings each and every day. It is up to each of us to keep our heads held high. And this is most important when these tough times are upon us. We need to be the individuals to show those around us that we are thankful for all that is good around us. And we will show those around us that we will not let the negativity bring us down. Our positive outlook will be contagious to those around us. Therefore, I hope that we all can take the time to be joyful. And in doing so, we really are focusing on what matters most around us. The older I become and the more experiences I have, the more I see the powerful value that this will have.

Upcoming events:

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

Jan 9th-10th, 2020 Mid Ohio Growers Meeting, Mt. Hope event center, Mt. Hope, OH 330-275-7566

Jan 10th, 2020 Progressive Grower 7th Annual Grower Education Conference and Tradeshow, Holiday Inn Taunton MA

January 11th, 2020 33rd NOFA Mass Winter Conference, Worcester State University, 486 Chandler St. Worcester, MA

January 14-16th, 2020 Empire State Producers Expo, The Oncenter Civic Center Theaters, 411 Montgomery St. Syracuse, NY

January 16th-18th, 2020 FHCASA Conference, College Park Marriott, East Hyattsville, MD <https://www.futureharvestcasa.org/2020-conference-january-16-18>

January 17th-19th, 2020 Nofa NY Winter Conference, Oncenter, Syracuse NY www.nofany.org

January 19th-22nd, 2020 APPPA Conference, Lexington Hotel and Conference Center 1515 Prudential Dr, Jacksonville, FL 3220 <https://apppa.org/Conference>

January 23rd-24th, 2020 North Central Dairy Grazing Conference, Mt. Hope Event Center, Mt. Hope OH

January 24th-25th 2020 Northern Michigan Small Farm Conference, Grand Traverse Resort, Acme, Michigan. <http://www.smallfarmconference.com/>

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

February 7th-8th, 2020 Northern Indiana Grazing Conference, Shipshewanna IN

February 4th-6th, 2020 New Jersey Ag Convention and Tradeshow, Harrahs Resort and Waterfront Conference Center, Atlantic City, NJ <https://tradeshowz.com/nj-agricultural-convention>

February 5th-8th, 2020 PASA Sustainable Ag Conference, Lancaster County Convention Center, Lancaster, PA <https://pasafarming.org/conference/>

February 13th-5th, 2020 OEFFA's 41st Annual Conference, Dayton Convention Center, Dayton, OH <https://www.oeffa.org>

February 19th-22nd 2020 West Virginia Small Farms Conference, Charleston Civic Center, Charleston WV small-farm-conference

February 19th-20th, 2020 SE PA Graziers Conference, Quarryville PA

February 23rd 2020 13th Annual Agricultural and Food Conference SEMAP Conference, Bristol County Agricultural High School, 135 Center St, Dighton, MA 02715 <https://semaponline.org/event/semaps-13th-annual-agriculture-food-conference/>

February 27th-29th, 2020 NY Farm Show, NY State Fair Grounds, 581 State Fair Blvd, Syracuse, NY <https://www.newyorkfarmshow.com/en/home.html>

February 27th-29th, 2020 MOSES Organic Conference, La Crosse Center, La Crosse, WI <https://www.nwifoodcouncil.org/events/calendar/2020/moses-organic-farming-conference>

March 5th-7th, 2020 Indiana Small Farms Conference, Hendricks County 4-H Fairgrounds & Conference Complex, Danville, IN <https://www.purdue.edu/dffs/smallfarms/small-farm-conference-2020/>

March 6th-7th, 2020 OAK Conference Louisville Marriott East, Louisville KY <https://10times.com/oak-conference-louisville>

March 6th-8th, 2020 Organic Grower's School Spring Conference, Asheville NC <https://10times.com/organic-growers-school-spring>

March 11th-12th, 2020 Western PA Grazing Conference, Trinity Point Church of God, Clarion, PA

2020 Produce Meetings

Dates are set, details to come, please contact the office or check March newsletter for details:

March 12th or 13th Danville PA area
March 16th Penn Yan/ Dundee NY area
March 17th Rebersburg PA area
March 19th Danville PA area
March 20th Lancaster PA area

Fertrell Meetings with Dr. Paul Dettloff require RSVP

If you missed our event "A Day with Dr. Paul Dettloff" in July. You're in for a treat. We have invited Dr. Paul back to Pennsylvania! These meetings **require an RSVP** as lunch will be provided to the attendees.

February 17th 2020 FERTRELL Meeting Rushville Auction Center, 7609 Rushville Road, Dayton, VA 22821. Guest speaker : Dr. Paul Dettloff **Please RSVP by February 10th 2020** to 800-347-1566 or info@fertrell.com by February 10th 2020

February 19th 2020 FERTRELL Meeting Benton Fire Hall, Penn Yan, PA. Guest speaker: Dr. Paul Dettloff **Please RSVP by February 11th 2020** to 800-347-1566 or info@fertrell.com

February 21st 2020 FERTRELL Meeting Community Hall, Belleville, PA Guest speaker: Dr. Paul Dettloff **Please RSVP by February 14th 2020** to 800-347-1566 or info@fertrell.com

Spring Soil Preparation By Orin Moyer

By now fall is long gone and winter is here. Most of us enjoyed great weather through the fall that allowed for a timely harvest of 2019 crops and hopefully a timely planting of cover crops in the fall. I think now is a good time to cover a few topics relating to soil management in spring.

Spring Tillage

The first time you go through a field each season with a plow or disk is called primary tillage. This tillage loosens and opens the soil, which aids in root penetration and aerating the soil. A good loam soil has about 50 percent soil and 50 percent pore space. This pore space is where water and oxygen can be exchanged with soil microbes. Tillage increases air/gas exchange with the atmosphere. Plants, as well as soil organisms, need this oxygen. When you till and integrate both oxygen and organic matter, you stimulate biological activity, causing microbes to decompose the plant material into the nutrient's plants need. This first tillage in the spring can allow you to incorporate cover crops, compost, manures and mineral amendments into the soils. By incorporating these materials into

the soil it puts them in a place directly in contact with soil microbes along with water and air to improve the decomposition process and further releasing nutrients for the intended cash crop.

Cultivation can also break up compaction layers. Deep tillage physically fractures the soil. Of course, one of the most important reasons for tillage is weed control, and incorporating organic materials into the soil. Tillage typically buries weed seeds into the soil and will often improve weed control efforts.

At times tillage has gotten a black eye from many people both in and out of the agriculture industry. Some reasons for this are:

- Tillage when soils are too wet...If the soil is too wet tillage will cause compaction, poor drainage, reduce soil oxygen levels, reduce microbial activity, and lessen soil aggregate structure
- Excessive tillage.... As discussed above some tillage is beneficial both for building soil health and for crop management. Too much tillage however can be detrimental. It will reduce soil structure, destroy soil fungal populations, reduce nutrient holding capacity and reduce organic matter levels. It also can be more prone to soil erosion and loss.

- Cover crops.... Making sure that there is a green manure to be incorporated when the tillage is being done is very important. It greatly increases pore space and contributes to building organic matter. Tillage without cover crops does not offer these same benefits.

Not all cropping systems require mechanical tillage on an annual basis. The systems may be more perennial crops. Keep in mind in these systems though tillage is still taking place. Earthworms and plant roots are performing the tillage just at a slower rate. The same principles we looked at above still apply here. The addition of cover crops no tilled in the fall, manures applied, and not going on fields when conditions are too wet are just as important on perennial crops as well. Many perennial crops suffer from compaction and reduced soil oxygen levels because of field traffic when conditions are too wet. Remember just because a field for example is in perennial hay and it seems like it may be more "fit" or solid to go on (whether with cattle to graze or machinery) it most likely will have just as much effect from compaction as a tilled field right next to it. In fact healthy perennial stands often hold more water and therefore can be even more susceptible.



Looking forward to spring try to keep in place good soil management practices that build soil health. Sometime weather patterns and other things can make it difficult but always remember soils are living and breathing. Soil is a farms most valuable asset so be sure to do your best to improve them.

Respiratory Risks By Alyssa Walsh

Colder temperatures usually mean more indoor confinement for livestock. Indoor confinement is usually tied to an increase in respiratory problems for all classes of livestock. During colder months, farmers try to reduce drafts to help keep animals warm by closing up barns and housing. However, if there isn't enough ventilation and sufficient air flow, air quality can be affected. Poor air quality contributes to high levels of pathogen exposure and decreases the animals' immune system. High levels of ammonia in the air can decrease animals' natural defense mechanisms that are used to lower pathogens into the lungs. These pathogens that enter the lungs can result in respiratory problems.

Ammonia is a colorless gas that is nearly impossible to determine without using a specialized instrument. The human nose does not notice ammonia until about 20-30 parts per million (ppm). In addition, farmers with frequent exposure to any level of ammonia in barns can lose their sensitivity to the smell. Poultry can be negatively impacted by long term exposure of ammonia at concentrations as low as 20 ppm, but respiratory distress can occur at levels as low as 10 ppm. Some articles suggest a threshold of 15 ppm for livestock with little supporting research. A general rule of thumb is, if you notice it stinks, ammonia levels are well above healthy levels for your livestock.



Youngstock tend to be more sensitive to higher levels of ammonia. Trying to reduce drafts in calf barns can cause ventilation problems, which leads to pneumonia and respiratory diseases. In the US dairy industry, respiratory disease plays a

major role in deaths in weaned calves, reduction in dairy performance later in life, and stunted growth. Other risks include delayed breeding and higher age at first calving. You want to prevent direct drafts on young, pre-weaned calves while making sure the barn is also well ventilated. It's also very important that calf housing has clean, dry bedding. Young calves lie down over 90% of the time, and they like to nest, which helps lower heat loss. Bedding needs to absorb moisture. Calves can also lose a lot of body heat through the wet bedding, which can also cause a decrease in immune function. Symptoms of respiratory problems include fever, depression, lack of appetite, dullness, quick breathing, coughing, and nasal discharge.

Laying hens are also at risk. During cold weather, layers will be closed indoors with reduced ventilation in effort to reduce heat loss.



Ideally, air should be exchanged 4-6 times daily to keep air fresh and to reduce ammonia levels. High ammonia levels can cause a depressed immune function and can result in a 5% decrease in lay rates. Clean, dry bedding will help minimize humidity and high ammonia levels. Ammonia levels tend to be highest in warm, moist litter. Symptoms of respiratory problems include snit-ting (sneezing), lack of appetite, dullness, and runny eyes and nose.

Preventing poor air quality will help lower your risks of respiratory issues. Maintaining good housing conditions by increasing ventilation, reducing manure and urine contact, and not overcrowding will help reduce humidity and high ammonia levels. Farmers should monitor ammonia levels AT ANIMAL LEVEL. Ensuring

your livestock are fed a well-balanced ration that meets essential nutrients will help an animal fight off illnesses more effectively. Stresses like weaning, changes of feed, variations in ambient temperature, humidity, and weather can increase chances of sicknesses. Prevention is always better than treatment. However, if there is a problem, aloe pellets are great to help support immune function.

Market Lamb Success!

Fertrell is proud to share that some of Fertrell's customers had great success last year in market lamb classes! Pictured below is Lillian Barnett, 13 years old, and her Grand Champion Market Lamb. The pair won 2018 & 2019 Grand Champion Market Lamb at the Clarion County Fair feeding a custom Fertrell show lamb ration along with dry hay. Down in Virginia, Daniel Morrison won Lightweight Grand Champion Market Lamb and Jeremiah Morrison won Heavyweight Grand Champion Market Lamb at the Loudoun County Fair with their market lambs. Daniel and Jeremiah Morrison are both feeding their lambs a Fertrell Show Lamb ration from Dawson Gap Naturals. We are so excited about these county fair successes, impressed with the hard work put into preparing these lambs, and thrilled to be able to help make it happen!

High quality feeding program is important for lamb and kid growth. A good feeding program will include a properly formulated grain ration to help optimize muscle development along with good forage to help maintain a healthy and functional rumen. A well-balanced grower ration along with high quality dry hay will help bring optimal results to the show ring! Contact the Fertrell Animal Nutrition team for a custom show ration for your showing livestock.



Setting The Table By Brandon Williamson

"As soils are depleted, human health, vitality and intelligence go with them." ~ Louis Bromfield

Recently a farmer asked me what I thought the main difference between the conventional farming methods I grew up with and the organic practices I now know. It caught me a little off-guard and I had to think about it for a moment. I've been so wrapped up in learning everything I could about organic farming, that I'd forgotten how different it is from a style of farming that was once so familiar. After a little consideration, I answered the question. The main difference is the regard to the soil. Even though I'd spent my entire life being surrounded by agriculture, I couldn't recall a single time anyone had ever mentioned the soil. We spoke about yield. We spoke about rain (or more often, the lack of it.) We spoke about equipment bills. The soil was simply not on anyone's mind, unless land value or rent prices were brought up. It was simply a place to anchor crops.

Farming from an organic viewpoint couldn't be any further from this. Everything we hope to accomplish in a season starts and ends with soil health. We don't have the forgiveness of synthetic Nitrogen to make up for poor planning. We have to rely on a thriving microbial community to solubilize nutrients for our crops. We use systems that rely on working with nature, instead of against it. Without a system that sustains a proper environment from these microbes, we more than likely will fail.

Many of us had this experience in 2018. Waterlogged soils led to a reduction in available nutrients. This carried over into the beginning of the 2019 season. If you didn't put down enough available nutrients, your crops suffered.

So, as you move into the coming year, ask yourself a few questions:

What nutrients did we remove?

How are we going to replenish them?

Is our soil truly healthy and vibrant?

If not, what do we need to change this?

What are the differences between how you wanted your season to go VS. how it actually went?

Are there any changes you can make to get closer to your goals?

The answers here should be unique to you and your farm. By answering these questions and making a few changes to your routine, you can evaluate where you stand and set your table for success.



News From the Front

REMINDER - All EO Fertilizer must be picked up / shipped by March 30th or discount will be void. Please allow for inclement weather that time of the year... and plan ahead. Thank you!

This is the time of the year when our staff members will be out of the office at tradeshow and growers' meetings more frequently than at other times of the year. These are also the months when our Agronomy department starts to get busy. As a result, if you call with a question or problem and find that your usual contact is not available, please see if one of the other office staff may be able to assist you.

If you have email, this will be best way to reach out to them. They can follow up with a phone call as they are available (within 24 -36 business hours).

If email is not an option, please leave a message on their voice mail. For urgent issues, please give Nicole the necessary information and she will try and reach someone.

This is the season for inclement weather. For our employees safety, Fertrell adjusts business

hours when road conditions are hazardous due to winter weather. We apologize in advance for this inconvenience, should unexpected closings occur.

Also, as an annual reminder: please email all orders to paulina@fertrell.com and info@fertrell.com or fax (717-367-9319) if available. This will free up the phone lines for customer support calls, plus will eliminate misunderstandings and minimize errors.

If you do not receive a confirmation within 1 business day, please call the office to make sure the order was received.

Please be sure to include ship to address (if different from billing address), contact name and phone number and if you are arranging trucking (Please provide carrier name) or we should arrange it for you.

For new ship to locations, we will need the specifics e.g. Tractor trailer access, notify call or delivery appointment, short truck, lift gate etc. These options are charged extra by most carriers and we want to be able to get a true rate quote to you.

Possible damages on shipments must be noted on the delivery receipt and signed off by the driver PRIOR to you signing off on the shipment.

Welcome New Dealers

Matthew Medeiros - 160 Kelly Road, Little Falls, NY 13365 Phone: 303.916.1804
Mmedeiros09@gmail.com

Greenest Fertilizer Company - Mike Westog, 55 State St # B, Elmer, NJ 08318, Phone 856.358.7700, Cell 856.371.5091
Michael.westog@live.com

Catalog number correction:

PA dealer listing, Perry County: Jeff Pennay phone number is incorrectly listed in the catalog. It should read 717.275.4496

January Discounts

Fertrell Premium Potting Mix is on sale!

We take a lot of care in creating an ideal product for you. It is loaded with highly available nutrients to make sure that your plants get what they need as soon as they need it. Coupled with impressive water retention our potting soil is just what you need to give your plants the best chance to succeed when it comes to a soilless medium.

Geared towards emphasize the health of your plant we want to focus on building your plants immune system to help stave off early diseases that can devastate a crops health. With products added such as Aragonite to also encourage a more effective uptake of nutrients this product is one of the best steps you can take whether it be for plugs, growing seeds, or any of your planting needs! 10% off during the month of January, Restrictions apply. For additional information check out our blog at www.fertrell.com or our Facebook page.

Catch It

Fertrell is reintroducing our Kelp Conditioner as Catch It! A product to help "catch" mycotoxins.

Mycotoxins have been a rampant problem the past couple years due to extremely wet growing seasons. Biomin's 2018 and 2019 studies have shown 98% of corn samples and 94% of corn silage samples having at least 1 mycotoxin. Mycotoxins are difficult to avoid when weather conditions are ideal for fungal growth, so feeding a toxin binder will help reduce the numerous negative effects caused by high levels of toxins. Severe mold and toxins in grains aren't always helped by your everyday clay toxin binder because it simply isn't strong enough. Fertrell's Catch It is a unique 5-way blend of ingredients that work throughout the digestive tract to help lessen the effects of mycotoxins, helping improve feed efficiency and the overall health of your livestock. This unique blend is a combination of Redmond Conditioner, Kelp Meal, Zeolite, Alltech Bio Mos OA, and Alltech Integral OA.

Catch It can be top dressed at 1-2 oz. per head for dairy cows or 15-20 lbs. per ton for all classes of livestock. *

*These statements have not been evaluated by the FDA. These products are not intended to diagnose, treat, cure or prevent any disease. 10% off during the month of January, Restrictions apply. For additional information check out our blog at www.fertrell.com or our Facebook page.

February Discounts

Fertrell Liquid #3

Fertrell Liquid #3 has long been a staple of Fertrell's liquid fertilizer line. It is very popular among commercial vegetable growers and gardeners alike. One of the reasons Liquid #3 works so well is because it is a 50/50 kelp and fish blend.

Liquid kelp carries many benefits along with it. Its naturally high iodine content helps to repel insects and increase nutrient synthesis in the growing plant. Kelp also contains cytokinins which are plant growth stimulants. These cytokinins occur naturally in kelp and are one of the reasons that kelp grows over 40 feet long. They encourage the plant to continue nutrient adsorption and growth throughout the growing season.

Liquid Fish is high in amino acids which contribute to crop quality and nutrient density in vegetables. The fish portion also includes N-P-K to help satisfy the plants demands as it grows. Liquid fertilizers are not a complete fertilizer program but using Liquid #3 in conjunction with a good dry fertilizer can certainly help crop growth. Contact your local Fertrell dealer for details and pricing.

10% off during the month of February, Restrictions apply.

Sheep and Goat Nutribalancers 50 lb bags

Fertrell has unique vitamin and mineral premix for all of your small ruminants. Our Sheep Nutri-Balancer is specially formulated to meet the needs of sheep without copper. The Goat Nutri-Balancer is created to meet the unique nutritional demands for all states of the goat's

life including lactation. The ingredients used in our Nutri-Balancers are second to none and chosen for their high bioavailability to ensure absorption, reduce the amount of minerals passing through the animal, and are fortified with probiotics and digestive enzymes for improved digestion and feed efficiency. This combination of high levels of vitamins along with added Thorvin Kelp Meal helps promote your animal's immune system. Our goal is to your help animals stay healthier and you stay profitable! Within each bag are years of experience and labor to ensure we deliver to you the best product for your animals. We guarantee it. 10% off during the month of February, Restrictions apply.

Advertise for FREE

If you are using Fertrell products and would like to advertise. Please send the information to 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 Quarryville, Pa 17566

LAMBING CLINIC Sat. March 14, Owens Farm, Sunbury PA, 9 to 4. Vet presentation, shepherd panel, lambing barn demos and practice. \$65 pp, pre-register at www.owensfarm.com or call 570-898-6060.



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