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Notes & Quotes

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November / December 2022

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We're counting our **BLESSINGS** this *Thanksgiving*, and *working with you* is one of them.



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

Merry Christmas

Our Mission

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

Deliveries during Winter

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

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

Open your driveway wide enough for the truck to be able to enter, exit and turn around on your property. For the safety of our drivers, we will not attempt to deliver in unsafe conditions.

Clear the pathway where you want your minerals to be delivered to.



Please remove or mark any obstacles that, when covered by snow, could cause damage or injury.

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

If possible, have some kind of material on hand if traction is needed in icy conditions.

If we cannot make it to your farm to get your order, **please call in your order by the date indicated on your route calendar.**

We will do our best to keep the regular

schedule during the cold season. Please consider these suggestions, as they will help to get your minerals to you on time. If you have any questions, please contact your sales rep or call our office at (717) 367-1566.

Seasonal Thoughts for Livestock! By Jeff Mattocks

Yep - believe it or not, it would be wise for you to consider doing some nice things for your animals.

With winter just around the corner for most of us in North America, this would be the opportune time to do the twice-a-year house (barn) cleaning.

What I mean is to take this time after harvest but before frozen ground to clean out all of your animal living spaces. Let the air flow freely, and let a little sunlight shine in to kill off many of the pathogen bacteria waiting to explode in the deep, dark, moist environment under the bedding packs and in crevices and corners.

While bedding is removed, apply a thin layer of high calcium lime to sweeten the area, balance the pH and help dry up any remaining moisture. After a few days of fresh air and sunlight, the area will be ready for new "deep" bedding. As my good friend and consultant Robert Patton, PhD, Animal Nutrition has said many times, "You should prepare a bed for your cows good enough that you would lie down in it and take a nap".



Another consideration for you would be to do a thorough clean-out of your support equipment like vacuum lines, waterers, water lines, feed troughs and any other place where harmful bacteria may be hiding.



When was the last time you sterilized or disinfected the feed manger? When was the last time you ate from a dirty plate?

Another wise person whom I greatly respect and call friend, Jane Biggers, brought to my attention bible verse, Proverbs 12:10 – "A righteous man regardeth the life of his beast: but the tender mercies of the wicked are cruel."



There are many ways to view your livestock, but try not to forget that they are still living creatures with the same basic needs as all others - a clean, dry place to rest, fresh, palatable, nutritious food to eat, and clean, fresh, potable water to drink - fairly basic things that we all take for granted. Unfortunately, these generally fall short of the living conditions we expect our beasts of burden to endure.

Have a wonderful holiday season, and please be kind to your animals!

Fertrell Early Order Fertilizer Discounts

November 6% Off
December 5% Off

Applicable Blends:

Blue N 5-1-1
Gold SS 2-4-2
Super N 4-2-4
Super K 3-4-7
Custom Blends

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/picked up by March 14, 2023. Restrictions may apply.

Contact your local Fertrell dealer or the office today

Phone: 800-347-1566 | Fax: 800-367-9319
info@fertrell.com | www.fertrell.com

Dr. Paul's Quarterly Specials



Eliminate Bolus
Ginger Root, Diatomaceous Earth,
Neem Bark, Garlic, Yucca Root.
Available in a 25 count container.



Downer Bolus
Aragonite, Calcium Sulfate,
Magnesium Sulfate, Potassium
Sulfate, Potassium Chloride,
Calcium Carbonate and
Monosodium Phosphate.
Available in a 25 count container.

Horse Nutri-Balancer



Already have a complete
feed and need an extra
BOOST?

Our Horse Nutri-Balancer
has you covered with
vitamins, probiotics, and
kelp!



***10% off during December**
*Restrictions apply

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SwineX
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Garlic.
Available in 60 oz, 5 qt, and 3
gallon jars.



10% Off November-December

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RC GOLD 4X

***10% off during December**

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

RC Gold 4X

RC Gold 4X is the cornerstone of Fertrell's dairy nutrition program. It came about 15 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.

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 reigns 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. But I can't see how it would hurt anything.

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!

Pit N' Pen

10% off during November

Restrictions Apply

Are you tired of all the back-breaking work of cleaning out box stalls? Pit and Pen will help to ease that work by dissolving the solids and digesting the fibers in manure.

By using Pit N Pen you will be helping to break down the manure into a more soil-friendly and neighbor-friendly asset from your farm.

One 25 lb box treats up to 500,000 gallons of liquid manure or up to 35,000 cubic feet of dry bedding making pack manure.

Cover Crops Year-Around by Orin Moyer

What's the # 1 way to build your soil?
Cover Crops

Your farm should be GREEN all year around. Your ultimate goal should be to have something growing on it 24/7. Every time you are growing a crop you are harvesting the sun's energy and translocating it into your soil; in the form of plant residues, plant root sugars, photosynthesis, etc.



- There is no excuse not have a cover crop in every field/garden at some point during the year.
- A cover crop must be viewed with as much importance as the main crop you grow.
- You wouldn't plant your tomato crop 1 ½ months late, cover crops are no different.
- So how do you make cover crops fit into your rotation & budget?

Decide what will fit into your program.

- **Attract beneficial insects:** buckwheat, sweet clover, and red clover.
- **Tolerate wet soils:** sweet clover, red clover, annual ryegrass, cereal rye, wheat, and oats.
- **Tolerate heat and drought:** cowpea, hairy vetch, sweet clover, Sorghum Sudan grass, buckwheat, barley, teff.
- **Cold tolerant:** Cereal rye, wheat, spelt, triticale, winter pea, and sweet clover.
- **Quick forage or can be grazed:** oats, forage radishes/ turnips, rye, ryegrass, teff for dry fields, Sorghum Sudan grass, and barley.



- **Cover crops for organic matter (high C:N):** Sorghum Sudan grass, rye, ryegrass, triticale, oats, wheat, spelt, and barley.
- **Cover crops for nitrogen (low C:N):** cowpea, winter pea, red clover, sweet clover, hairy vetch, alfalfa.
- **Reduce compaction (deep rooted):** Sorghum Sudan grass, ryegrass-5-6', tillage radish-3-30', sweet clover-deep taproot, cereal rye and oats-30".

If used properly cover crops will be a great addition to your farm/garden. They will help build organic matter, mineralize nitrogen in a plant available form, uptake micro-nutrients, reduce erosion, increase water holding capacity, and the list could go on and on.

Holiday Hours

During the holidays our plant and office will be closed on the following days:

November 24th through November 27th to celebrate the Thanksgiving holiday. We will reopen on Monday, November 28th at 7:30AM.

December 16th 2022 for our company Christmas party.

December 23rd at noon until December 26th to celebrate Christmas. We will reopen on Tuesday, December 27th at 7:30AM

January 1st and 2nd 2023 for New Year's (Reminder, no shipping 12/30/22)

JUMP START NEXT SEASON!



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Let us help you determine
a plan for next season
with free soil
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Aragonite vs Limestone by Seth Epler

The Aragonite that Fertrell supplies to customers is essentially a mineral form of calcium that comes from the sea. Generally, it runs from 33%-39% readily available calcium. What this really means is that the calcium is immediately available, at a high percentage, and starts working with the soil right away. Therefore, Aragonite can be applied in fall or spring.

"Is aragonite better than limestone?"

The most common question I receive on Aragonite is, "Is it better than lime?" And my answer is not necessarily, but there are many reasons that Fertrell prefers it to lime. Don't get me wrong, lime has its place and can work just fine. But Aragonite has a lot of qualities that makes it stand above limestone, in the eyes of Fertrell.

Aragonite is readily available

As I stated above, the calcium in aragonite is readily available at high levels. Compared to lime, which comes from stone and takes quite some time to break down and become available to the soil, Aragonite is working for your soils right off the bat. Also, Aragonite has a lot of live bacteria in it, which lime does not. This is an added benefit to building microbial life, along with the organic matter.

Aragonite as barn grit

Many of our customers also use the Aragonite as barn walk grit. Thus, adding calcium to the manure which adds to the fertility of the farm. I also have had customers say that their manure pit didn't have that bottom layer of sludge they always had in the past, after they used the Aragonite as grit. This was partly due to those live bacteria helping to break everything down.

Lower levels of Magnesium

Also Aragonite has very low levels of

magnesium. This is a huge benefit because many farming systems have been using applications of high magnesium lime for many years. This has brought the levels of magnesium up above normal. And with these high levels of magnesium, the soils become tied up, which in turn, prevents the plants from taking up essential nutrients. In other words, these soils potentially have all the right nutrients but certain things are off balance just enough to stop the plant from getting what it needs. So, when your farm still needs a calcium source to help keep things going, Aragonite comes in and doesn't much increase those magnesium levels.

Doesn't affect your pH level

Another difference is that continuous lime use can also drive up the level of pH. And like with the magnesium, when the farm still needs calcium but cannot afford higher pH levels, the Aragonite works just fine. Lastly, even though Aragonite is a bit pricier, it calls for much lower application rates than lime. So, there are some good examples of why Fertrell likes Aragonite as a calcium source. Limestone has its place if you need to adjust the pH of your soil or are looking for a calcium amendment that doesn't provide immediate calcium, but in many instances, Aragonite will do more for a farmer than limestone.



Have You Seen Our Visit Checklist? by Jeff Mattocks

Several years ago, the Fertrell Company developed what is referred to as the Regular Visit Checklist.

This checklist was designed to gather necessary information about a herd's health and performance.

This checklist is fairly painless and only takes about 5 minutes to complete. I have encouraged almost to the point of mandating the use of this checklist by Fertrell's direct sales staff.

The information that this checklist provides is more important than most of you may realize. If you break this list apart, you will soon see that it is like a Fertrell report card to illustrate how well or poorly I am doing.

Using these sheets and numbers, we can tell whether a new ration is needed or whether health problems might be starting and a variety of other issues that could be corrected if necessary.

This checklist also helps the salesmen/dealers and customers determine how well the nutritional program is working.

With minor changes, this checklist can be used for most types of livestock or poultry. If you really want to "get your money's worth" from Fertrell and supporting staff, just take five minutes to answer these questions so we can make your production and profitability better.

We want to do the best job we can for you, the customers, but to do so, we need your help.



Farmer:		For File		Date:	
Address:		Ration Change		Rep:	
Phone:		Type of Ration		Certifier:	
		Hand Feed or TMR			

Herd Information:		Current Forages:	Lbs	Forages Changes	Lbs
Breed		Pasture		Pasture	
Body condition score		Hay		Corn Silage	
Body Weight		Haylage		Sorghum	
Days in milk		Balage		Haylage	
No. of Cows Milking		Corn Silage		Balage	
Milk per cow per day		Sorghum		Small Grain Forage	
Butterfat %		Small Grain forage		Hay 1	
Protein %				Hay 2	
Somatic Cell Count				Hay 3	
Milk Urea Nitrogen				Hay 4	
No. of Dry Cows				Hay 5	

Health Review:		Current Grains	Lbs	Forage Inventories	Lbs
Mastitis		Corn (type)		Pasture	
Hoof problems		Soybeans (type)		Corn Silage	
Respiratory		Small Grains		Sorghum	
				Haylage	
				Balage	
				Small Grain Forage	
Breeding - Herd Check				Hay 1	
				Hay 2	
How many checked		Future Grains-amount		Hay 3	
Confirmed Pregnant				Hay 4	
Displaced Abomasum				Hay 5	
Abortions					
Retained Placenta					
Milk Fever					
Ketosis		Minerals			

Notes:	
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