



Notes & Quotes

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Dr. Paul "Doc" Dettloff, DVM was born on July 1, 1942, to Edith (Aswegan) and Lyle Dettloff in Grand Meadow, MN. Paul passed away after a short stay at St. Mary's Hospital in Madison on July 7, 2023.

Paul married Janet Kjeer in 1962. They had two children, Michele Dettloff of the Twin Cities area and Marvin Dettloff, who preceded his parents in death in childhood. Tragically, Janet passed away in a car accident a few years later. Paul married his best friend, soul mate and the love of his life Joan Platteter in 1974. They were blessed with five children: Marsha (Jon Toso) of the Twin Cities area, Carter (Diane) and Darby (Jordan) all of Mancos, Colorado, Megan (partner Jacob Wells) of Mazomanie, WI; and Dustin of LaCrosse, Wisconsin. He has six grandchildren; River Moats, Adeline and Cooper Dettloff, Koda and Kai Meyers and Alexandra Toso. Paul is further survived by his brother: Noel (Liz); sister: Roma Polito; and several nieces and nephews.

It is with a heavy heart that we share Dr. Paul passed away Friday July 7th. He had a stroke the week prior and was surrounded by the love of family when he passed peacefully. He was full of vitality, passion, and energy up until that day, so this took us all by surprise. Dr. Paul's celebration of life ceremony was held on Thursday July 20th.

Dr. Paul enjoyed working with every one of you and will be sorely missed by all. Enjoy every day and embrace your loved ones extra today. Sending appreciation and all the best to you and yours! Much gratitude, Megan Dettloff

Paul was on the all-conference football team for the Grand Meadow Minnesota High School in 1959. He then achieved a Bachelors of Science degree in 1963 and a Doctorate of Veterinary Medicine

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

in 1967; both from the University of Minnesota. After these achievements, Paul moved to the Arcadia community and has spent the last 45 years cultivating the tree farm of his dreams. From 1972-1999 Paul was the president of AICD. One of Paul's passions was in collecting cream separators which allowed him to be the publisher and treasurer of the Dairy and Cream Collectors Newsletter from 1985 until the present. Paul also founded Dr. Paul's Lab in 1996 which honored his love of veterinary medicine and organic remedies. Paul had the honor of being the staff veterinarian for Organic Valley from 2002-2019 and helped create and lead the Organic Veterinary School. In 2008 Paul received the Organic Valley Pioneer Award, in 2017 he was honored with WVMA 50 years of Veterinary Service Award and in 2019 he was honored with the Acres USA Ego- Ago Achievement Award. Within our own Community, Paul showed the same dedication and passion. In 1999, he received a Certificate of Appreciation from the Trempealeau County Tourism Council and received the Arcadia Chamber of Commerce Lifetime Achievement in 2014. Paul was an active member of the Lion's Club and in 2013 was Fest-Master for the Broiler Dairy Days. In 2014 Paul received the Melvin Jones Award (a Lion's Club International Humanitarian Service Award). Paul also spent many years and an active member of the Blair Bank board. In 2015 Paul received the Wisconsin Banker's 30 Years Lifetime Service Award. Paul also loved to share his knowledge and humor with others and he published 9 books and numerous periodical articles. These accomplishments are a testament to Paul's energy and drive.

Paul was a life-long learner who loved to teach and share his love of animals, nature and sustainable agriculture.

He never met a stranger that couldn't become a friend and he always saw the good in others. Anyone who knew Doc, knew he had goals and a "To Do" list right up until the end.

Sharing Your Successes

We would like to hear from you. After harvest, please consider sharing your success stories and challenges you have had during this past growing season. Any questions regarding our products, programs or any crops are welcome as well.

Customers who have Facebook are encouraged to share their harvest postings to the Fertrell Facebook page. Please email comments, pictures to info@fertrell.com or mail to the Fertrell office at PO Box 265, Bainbridge PA 17502. (By doing so, you are giving us permission to share with other growers!)

"Things are going great. We're harvesting 200 lbs of greens per week. We're very pleased with the outcome of our investment." Andrew Marshall, Oliver's Path Farm, Warriors Mark, PA



Visit us online at: WWW.FERTRELL.COM



Notes & Quote

INSIDE THIS ISSUE

**Notes & Quotes
Newsletter**

How to get our Newsletter
Preferred option: Online at
[**www.fertrell.com**](http://www.fertrell.com)

No online access:
Call 800-347-1566

Upcoming Events

September 28th - 29th 2023 - 23rd Annual NODPA Field Days, Evangelical Lutheran Church Fellowship Hall, 200 E. Logan Street, Reedsville, PA 17084

October 13th - 14th 2023 - Homesteaders of America Conference, Warren County Fairgrounds, 26 Fairground Road, Front Royal, VA

October 21st - 22nd 2023 - Indiana Homesteading Conference, Marion County 4 H Fairgrounds, Indianapolis, IN

November 8th - 9th 2023 - North East Greenhouse Conference and Expo, Double Tree by Hilton, Manchester, NH

November 10th - 12th 2023 - 150th Ohio National Poultry Show, Ohio Expo Center, Columbus, OH

December 4th - 7th 2023 - ACRES 2023 ECO-AG Conference and Tradeshow, Northern Kentucky Convention Center, Covington, KY

January 18th - 19th 2024 - Crop Growing Expo, Solanco Fairgrounds, 172 S Lime Street, Quarryville, PA 17566

January 18th - 20th - 2024 - APPPA Conference, Courtyard by Marriott Dallas, 210 East Stacy Road, Allen, TX 75002

January 30th - February 1st, 2024 Mid Atlantic Fruit and Vegetable Conference, Hershey Lodge, Hershey, PA

February 22nd - 24th 2024 - New York Farm Show, New York State Fairgrounds, Syracuse, NY

Closings

We will be closed Monday September 4th, 2023, in celebration of Labor Day.

Shipping and Receiving will be closed September 28th and 29th for quarterly inventory. The office will be open for any phone calls.

Free APPPA Scholarships



APPPA
American Pastured Poultry
Producers Association

Fertrell will be offering 4 registrations for the APPPA conference 2024.

Conference information:
2024 Pastured Poultry Conference - January 18-20, 2024 - Courtyard by Marriott Dallas Allen at the Event Center 210 East Stacy Road Allen, Texas 75002 - <https://apppa.org/Conference>
Check your calendar to see if you are available.

The Pastured Poultry Conference is the only event that matters if you are serious about raising pastured poultry. All the best pastured poultry farmers are at this event. All of them freely share their stories, information, and what changed their lives farming poultry. There are no other conferences with this level of knowledge and experience! I wouldn't miss this conference for any reason.

This is how the scholarship drawing will work. Send us a note by email: info@fertrell.com, mail: PO Box 265, Bainbridge, PA 17502 or Fax: (717) 367-9319 to enter the scholarship drawing.

The following information is required:

Your name
Farm name
Address
Phone number
Email address (if available)
Incomplete information will void your entry.

We will collect entries until November 22nd, 2023. Entries received after November 22nd, 2023, will not be included in the drawing. We will conduct a random drawing on Monday November 27th, 2023. Winners will be notified as soon as possible following the drawing. This drawing will be the old-fashioned way. All entries in large container, mixed well, and names pulled by hand.

The fine print - Fertrell is paying for conference registration only. The winners would be responsible for travel, lodging and food expenses for traveling. Each scholarship is a single full conference registration. Fertrell assumes no additional responsibility beyond the cost of the conference registration.



It's All Management By Seth J. Epler

This wouldn't be the first time I bring this topic to light, and it certainly will not be the last. As I grow older, and maybe on a good day even wiser, I see more clearly the importance of effective management. Whether we think of it or not, we all spend each day just managing our lives. This is a tall task indeed with all our natural hustle and bustle. However, taking the time to just look for different perspectives can open up potential to better manage the whole situation around us.

I think it is a hugely important point that farmers are not just farmers. Farmers are loads of things if we really break it down. For example, they are distributors, accountants, marketers, and safety inspectors, just to rattle off a few. Farmers are definitely all those things. But let's generalize as one thing, farmers are business managers who must manage the whole business!

Your farm is unquestionably a working business. Therefore, the whole business needs to be managed full tilt all around. The effort needs to be strong on all facets. How many farmers out there are weak accountants or marketers? Odds are, the number is quite high. You may be an excellent grower, but if your marketing is poor, there's a pile of money just being left on the table. It is extremely important to focus on and effectively manage the weaker aspects of your livelihoods. We should all be managing what's in front of us equally with strong effort before we jump into ten other things. When we work to manage all the necessary things we have to do as part of our business, we can find success. This often can be a challenging path to pursue. Taking

the time to really fully prioritize is super important. It has become too easy to lose sight of the goals we set for ourselves. I often have to step back and remind myself I am attempting to manage too much. And when I see that, it is time for me to recognize my priorities again. And when I am working on all of those priorities as hard as the next, the weaker side of things gets stronger. The balance can grow in favor of one's self.



Start somewhere small to work towards this more effective system. I find that farmers who take notes and always use a calendar, are generally ahead of the game. Having your workers take notes as they are scouting fields can help save crop loss from bugs and disease. Or, having a hired worker take notes on mastitis flare ups to prevent them from getting severe, would be one more example. Several folks, over the years, have said how they cannot believe they didn't keep records like they do when they become certified organic. This is a prime example of how simple record keeping can help one more effectively manage the whole operation.

I have been to lots of winter meetings. I have seen many different farmers speak of their successes. And if I think of all those years of added stories and farms, from all over the states, it still all comes down to one thing, and that is effective management.

We all will get lucky and unlucky with the weather, and who knows what else. We know there are so many things out of our control that can affect us one way or another. But it will always be the strongest managed operations that persevere. Let's all take the time to better manage our surroundings.

Tales of Production by Matt Miller

Once upon a time, a team of production workers set off for a day's hard work. They started the day just like most anyone else. They grab a cup of coffee or an energy drink for the youngsters that can stomach the "black tar." Occasionally you will see one flying if after a long night of gallivanting around town hoping not to be late.

Next, we find them looking over the list of products that they are supposed to get done for the day. On a normal day, this list is about 18 tons for feed and could be upwards of 48 tons for fertilizer. But like most days there are unforeseen complications that lurk around every corner.

Last minute add-ons, totes of ingredients have fallen over, lining up a trucker that is backing up for the first time, and the occasional gremlins in the machinery. You name it and probably it has happened, which inevitably slows down production.

These small problems are no match for a production team as they take them in stride. Well, occasionally you will hear "do we have to?" or "this stinks" Not quite literally it does not smell good.

Ahhh yes, and after a hard days' work and fighting the gremlins, we come to the end of the day. Where our production

workers can finally rest. Or so we think because that one trucker is finally showing up.

Yes, it is not an easy job nor is it always fun. But for a production worker it is another day well done.

Calcium for Blueberries by Ben Seldomridge

Calcium is a required macronutrient for all plants. The twentieth element on the periodic table is necessary for cell wall development, root growth, cell division, and cell communication. The roots take calcium up through the xylem where it is distributed through the plant at an optimal pH of 7-8.5. So how can the plant meet its calcium need while requiring a low soil pH?

Typically found in acidic (4.5-5.5 pH) and poor-nutrient conditions blueberries are not often associated with a need for

high amounts of calcium. The root structure of the plant is shallow, within the plant's drip line and lacks root hairs suggesting low calcium needs. It is also known that a low pH does not make calcium available in the soil. The goal is to have a balanced level of nutrients that this specific plant needs. Yes, blueberries do not require as much calcium as other plants, but calcium is needed especially for commercial growers who plan to package and ship the berries. Much of the calcium is needed to strengthen the cell wall. This makes for firm berries that won't smash as easily and are strong enough to ward off pests and disease. As calcium can only move through the xylem, calcium uptake runs into a problem because blueberry plants shut off the xylem as the berries grow, preventing any more calcium uptake.

One option is to apply gypsum to the base of the plant. Gypsum, (also known as Calcium Sulfate) will not

alter the pH and it will break up the soil allowing the roots to extend deeper into the soil. In addition, the Fertrell Berry Care Program will help provide calcium while keeping the pH low. The Berry Mix 4-2-4 has aragonite which provides calcium, and the Holly Care 4-6-4 has the nutrients the acid-loving plants need. Foliar or drip line application of Fertrell Liquid #3 2-3-1 will help provide the plant defense and growth throughout the growing season as well as sulfate of potash through the dripline will help maintain potassium and a low pH. The best bet is to apply gypsum early in the season with the Berry Mix and avoid applying too much of other nutrients that would counteract calcium uptake. Holly Care is best applied via broadcast in the fall. Fortunately, blueberries mostly need nitrogen early in the season, so early applications of magnesium and potassium may not be as beneficial if you are looking to increase calcium uptake for your plants.

It's Time To Fertilize



Berry Mix 4-2-4

Fertilize strawberries and brambles after the last harvest with Berry Mix 4-2-4 one time between July-September before you mulch the plants. The fertilizer will be more readily available to the plant roots if allowed to be absorbed directly into the soil while protected by the mulch. For strawberries, after harvest apply 8-10 lbs per 100 row ft. For brambles, apply 6 lbs per 100 row ft.

Holly Care 4-6-4

For blueberries especially, between July-September we recommend a one time application of Holly Care 4-6-4 to provide a high phosphorus fertilizer with sulfur to give plenty of time for the roots to absorb them. Apply 10 lbs. per 100 row foot. Can also be used on hollies, dogwoods, gardenias, marigolds, rhododendrons, azaleas, ferns, hydrangeas and all other acid loving plants.

Swine Skin Conditions By Baylor Lansden

The majority of our common pig breeds have almost less hair than I do, so skin conditions make themselves fairly apparent. This is good, because we want to address any skin issues that arise as soon as possible. The pig's skin is an important barrier to the outside world, so we want to maintain its integrity and prevent infections.

The most commonly seen skin condition on pigs is plain old dry skin. Although a pig's skin does naturally trend towards the dry side, large amounts of flaky skin could be a sign of a diet that is too low in fat. Ideally, you want your pig's diet to be about 5% fat, as this helps to maintain a healthy skin and barrier to the outside world. If you are using whole roasted soybeans as protein source in your ration, then you will likely have enough fat. If you are using soymeal or oilseed meals as the protein source in your ration, you will probably need to add oil to get the fat to 5%.

Flaky, damaged skin may also occur after high sun exposure, especially on pale breeds such as Yorkshires or crossbreeds common in modern swine facilities. The skin will also be reddened (if the breed is pale) and possibly blistered.

Preventing sunburn can be difficult, particularly in a pastured system, but providing sufficient wallows and shade will go a long way. If possible, do not get stockers from indoor housing and put them in an outdoor setting with unlimited access to sunlight. It is best to limit their access to sunlight until they are more accustomed to sun exposure. Start by just giving them outdoor access in the morning and evening, and slowly

increase their exposure from there.

If your pigs do get sunburned, get them out of the sun. Cool them with water, and provide electrolytes in their water. If the sunburned animal is a breeding age gilt or sow, make sure she is not mounted until she is recovered.



A more serious common swine skin condition is mange. This is typically a condition called "Sarcoptic mange," and it is actually an infestation of the skin by small mites. The disease causes skin lesions, which are most apparent behind the ears. If the pig develops an allergic reaction to the mites, then small, itchy pimples may cover its body. You will observe the pigs itching intensely, using even your legs as scratching posts.

As mange can negatively affect weight gains and feed conversion, it should be prevented from taking hold in the herd. The first line of defense is prevention. Mange is very contagious, so preventing infected animals from entering the herd is important. If an infection does take

hold, then the environment and the animal will have to be treated.

Pens with infected animals should be vacated, all the bedding removed, and the entirety of the pen disinfected with a bleach solution. This pen should be left to dry and kept empty for 5 days. If penned outside in a rotational system, rotate the pigs out of that paddock and treat housing and feeders with a bleach solution.

For treatment of the animal, ivermectin and other conventional anti-parasitic medications are listed for swine mites. If you are aiming to keep the animal certified Organic, or only use treatments allowed in Organic systems, then there are spray options, such as Pyganic or Dr. Sarah's De-Lice and Mange Spray.

These are some of the common skin conditions seen in swine, however there are other relatively common and potentially more serious skin conditions which swine suffer from. These include "greasy pig" (exudative epidermitis) and erysipelas. If you suspect your swine are suffering from a serious condition, contact your veterinarian.

As serious as swine skin health may be, you can keep your pigs smooth and disease free. With a little conscious care, you can keep your pig's skin in good condition, right up to the pork rind pot.

Fall Grazing By Jeff Mattocks

Fall is right around the corner. All of the ruminant farmers will be trying to extend their grazing season. This is what we do, right? Unfortunately, every fall and spring during the flush of grass and

grazing, someone calls they are bloating or having grass tetany.

Why are spring and fall grasses potentially toxic to your cows? The weather. The weather being cooler, better ground moisture, and shorter days come together to make the grasses less digestible and dangerous. During the cooler seasons the grasses pull up moisture and nitrogen from the soil and air during the night. The moisture and nitrogen are normally used by the plant for photosynthesis and formation of protein, fiber, and carbohydrates. The plant needs adequate temperature and sunlight for these functions to occur. During the spring and fall, the days are shorter. The sun is further away from your fields. The heat and sun intensity will take longer in the day for the plants to start converting the nutrients it translocated into the upper tissue for conversion. Until the plant can start working and converting nutrients the grass is far less digestible. This lack of digestibility leads to blockage or impaction in the Rumen. Thus, the bloating. Meanwhile, the rumens microbes continue to digest the forage this causes gas formation and nitrogen release. The rumen fills with gas and it has nowhere to go. The animal ends up dying quickly. Usually you only have 1 – 2 hours to remedy the bloating. The quickest way is to puncture the rumen. Find the center of the triangle between the last long rib and hip joint. Using a sharp pocketknife and a tube to place in the hole. When you make your cut/puncture be sure it is straight in. Then place tube in to allow air to escape. Stay with the animal to be sure the tube doesn't get blocked with rumen content.

If you feel you need to put the cows out early in the day, right after chores, then feed extra magnesium. If you can wait

until later in the morning or lunchtime you will avoid most chances of bloating or other illness. Waiting will allow the grasses to start working for you and the animals.



Losing cows is expensive! What is the average milking or beef cow worth, \$1500 - \$3,000 each depending on your operation. With a simple fix like feeding magnesium, there really isn't any excuse to lose cows.

In most cases feeding 2 ounces of Epsom salt – magnesium sulfate will prevent the toxicity of spring and fall grass. For most of you, receiving our newsletter 2 ounces of magnesium sulfate will cost \$.10 - \$.12 per cow per day. For a herd of 50 cows that is \$5 - \$6 per day. \$5 - \$6 per day for 60 days in the fall will be \$300 - \$360 for the herd. The average cow is say \$1800. $1800 - 300 = 1500$ loss per cow. I might be thick-headed. But this is simple economics to me. Is the possibility of losing a cow at any cost worth the gamble for \$300 in the fall or \$600 for the year?

If you don't have a way to force feed the magnesium sulfate to the animals. Try adding to your free choice mineral mix. Or try our Grazier's choice with magnesium added for your free choice. I would much rather you find a way to be sure the animals are getting their magnesium. Decide now for how you

will prevent losing a valuable animal from your herd. If you have questions. Feel free to get with our livestock team for ways to feed magnesium.

Fall Fertilizer By Brandon Williamson

One essential practice that can significantly benefit farmers is fall fertilizer application. By nourishing the soil and optimizing nutrient availability, fall fertilizer treatments offer a multitude of advantages for farmers. Let's explore why fall fertilization is a pathway to success for farmers, helping them achieve higher yields, improve soil health, and maximize their overall agricultural productivity.

Maximizing Nutrient Availability:

Fall fertilizer applications ensure that the soil is replenished with essential nutrients, setting the stage for optimal plant growth in the upcoming growing season. By providing a sufficient supply of key macronutrients such as phosphorus (P), and potassium (K), farmers equip their crops with the necessary building blocks for robust development. These nutrients are gradually released into the soil during the winter, ensuring a steady supply when plants need them most. Maximizing nutrient availability through fall fertilization translates into healthier plants, higher yields, and improved overall farm profitability.

Minimizing Nutrient Loss:

Applying fertilizer in the fall helps mitigate nutrient loss. By strategically timing their fertilizer applications, farmers can minimize nutrient losses through leaching and runoff, safeguarding their investments and preserving valuable resources. Moreover, this practice contributes to sustainable

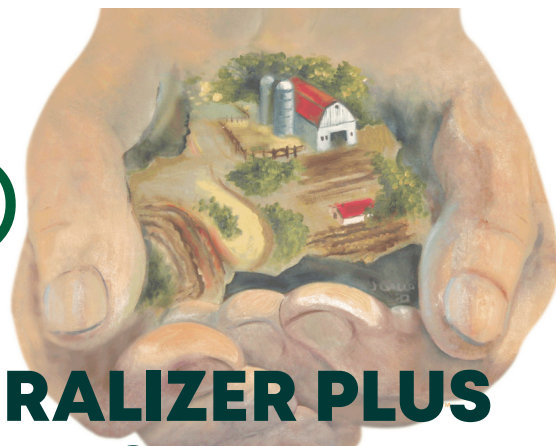
farming by reducing the environmental impact associated with fertilizer use. By optimizing nutrient uptake and minimizing nutrient loss, farmers can ensure that their farming practices remain ecologically responsible and aligned with conservation principles.

Strengthening Soil Health:

Fall fertilization plays a crucial role in nurturing soil health and fertility. By applying fertilizers rich in organic matter and essential nutrients, farmers promote the development of a robust soil ecosystem. Organic matter accumulation stimulates microbial activity, fostering nutrient cycling and improving soil structure. Healthy soils with good structure and microbial diversity enhance nutrient retention, water infiltration, and root penetration. This fortifies the foundation upon which crops thrive, promoting strong root development, efficient nutrient uptake, and increased drought tolerance. By prioritizing soil health through fall fertilization, farmers cultivate resilient fields that can withstand various challenges and yield bountiful harvests.

Conclusion:

Fall fertilizer applications are a cornerstone of success for farmers. By maximizing nutrient availability, minimizing nutrient loss, and strengthening soil health, farmers lay a solid foundation for prosperous crop growth in the coming year. Embracing fall fertilization practices enables farmers to optimize resource utilization, enhance yields, and promote sustainable farming methods. Fertrell has lots of options for fall fertility. Holly Care 4-6-4, Soil Mineralizer, and Soil Mineralizer Plus are also popular options that can fit your scenario. Give us a call and we will be happy to discuss this with you.



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OCTOBER SPECIAL

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determine deficiencies.
Balanced soils will
produce better yields
and healthier crops for
your farm.**

**Contact your local
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testing.**

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***10% off during September**

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**10 % discount for any orders placed by September 30th Restrictions Apply*

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**Restrictions apply*

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Available in a 25 count container.



***10% Off During October**

**Restrictions apply*

New at Fertrell!

Introducing Fertrell fall cover crops.

Cover Crop Benefits:

- Nitrogen fixation and uptake of excess ammonia Nitrogen from manure application.
- Grazing opportunity spring or fall/emergency forage during dry weather.
- Weed Suppression.
- Erosion Control.
- Increase Forage value.
- Builds organic matter and stimulates soil biological activity and growth.
- Diverse cover crops are a cornerstone to profitable farming soil management.

Plow and Cow Fall Mix – Pea, Triticale, Oat, Crimson Clover, Radish, Buckwheat, Sweet clover.

- Diverse, all organic cover crop mix.
- Designed to produce excellent fall growth and biomass.
- In mild climates, will provide grazing opportunities in spring.
- Crimson clover and sweet clover fix nitrogen.
- Triticale and oats scavenge for nitrogen, protect soil from erosion and increase forage value.
- Radishes alleviate soil compaction and suppress weeds.
- Suitable for grazing in the fall or spring in overwintering areas.
- Plant after small grains, vegetables, corn silage or early soybeans.
- Supplement with 20 lbs./acre winter triticale for improved spring grazing, 1 bu. of oat/acre for improved fall grazing.

Seeding Rates:

Drilled 75-100 lbs. per/acre at ½ inch deep. Increase rate by 25-50% for broadcast seeding. Available in 10 lb., 25 lb. and 50 lb. bags



PLOW and COW FALL COVER CROP

Seed Percentages:

Admiral Field Peas	40%
Triticale	15%
Oats	15%
Buckwheat	10%
Crimson Clover	10%
Daikon Radish	7%
Yellow Blossom Sweet Clover	3%

Seeding Rates:

Drilled 75 - 100 lbs. per acre at ½ inch deep. Increase rate by 25-50% for broadcast seeding.

Cover Crop Benefits:

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- Erosion control
- Increase Forage Value

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