



# NOTES & QUOTES

JULY/AUGUST 2024

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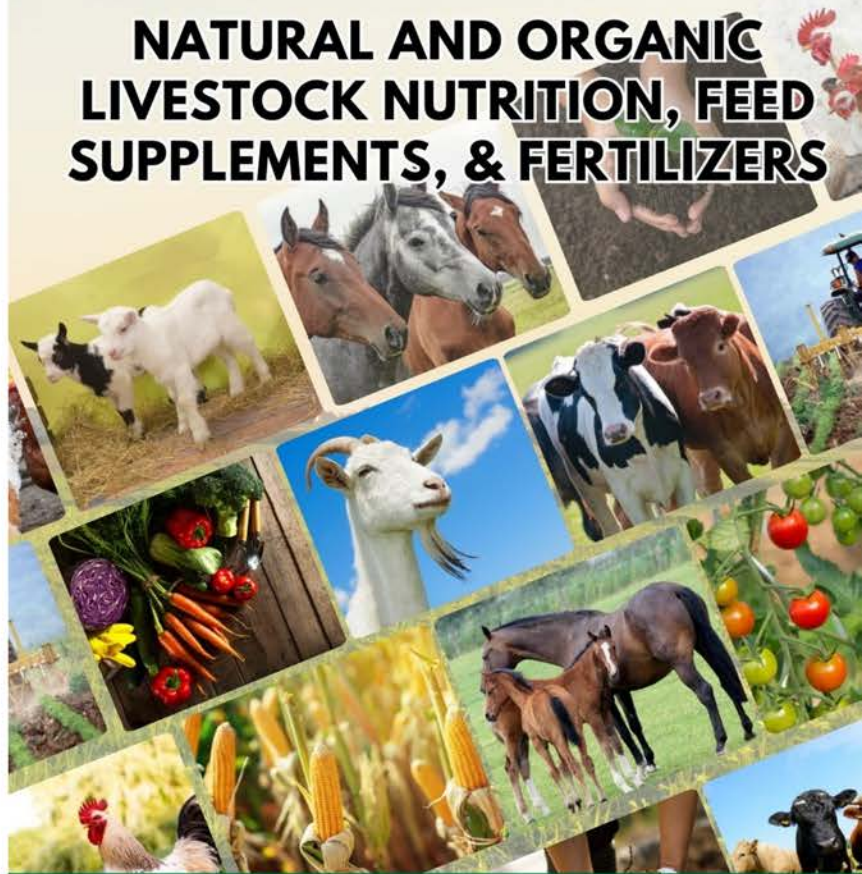
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**NATURAL AND ORGANIC  
LIVESTOCK NUTRITION, FEED  
SUPPLEMENTS, & FERTILIZERS**



PO Box 265, Bainbridge, Pennsylvania 17502  
800-347-1566 • [www.fertrell.com](http://www.fertrell.com)

***Our Mission:***

**Healing the Earth and feeding the world -- Better Naturally!**

## NEWS FROM THE FRONT

Per customer requests, just a friendly reminder that we do accept customer-initiated ACH payments. If you are interested in making this your preferred payment option, please contact the accounting office for banking information.

## UPCOMING CLOSINGS

**July 4th, 2024**, in celebration of Independence Day

**July 5th, 2024**, we are expecting limited staff & restricted shipping

**September 2nd, 2024**, in celebration of Labor Day

## PRODUCT CHANGES

The Soluble Sulfate of Potash is no longer available from the supplier.

We are offering the following replacements at this time:

Ferticell Pro K 0-0-20 liquid application rate 1-2qt/ acres. Available in 2.5gal jugs

Fertrell Green Potash 0-0-15 for soil application at a rate of 8 lbs / 1000 sq ft. , 300 lbs / acre or as required per soil test results.



## UPCOMING EVENTS

**July 5th – 6th 2024**  
Horse Progress Days  
Gordonville. PA

**July 12th -13th 2024**  
Community Days  
Fort Plain, NY

**July 13th 2024**  
PA Homesteading Green Living  
Expo, Gettysburg, PA

**August 13th -15th 2024**  
Ag Progress Days  
Pennsylvania Furnace, PA

**August 22nd -23rd 2024**  
The SGF Gathering  
Polyface Swoope, VA

**September 6th -7th 2024**  
Ozark Homesteading Expo  
Marshfield, MO

**October 11th -12th 2024**  
Homesteaders of America  
Conference  
Front Royal, VA

**February 20th-22nd 2025**  
New York Farm Show  
Syracuse, NY



## MONTHLY SPECIALS

The following Fertrell products will be sold at 10% discount during the month indicated below. *\*Some restrictions apply.*

### JULY SPECIALS

#### Nutri-Sil Forage Inoculant

With a custom blend of live beneficial bacteria, NUTRI-SIL will control and direct the fermentation of ensiled feeds. We are proud to announce our product contains **Buchneri Bacteria!**

#### Benefits:

Water Soluble Nutri-Sil decreases the pH rapidly to begin the fermentation process for good quality stored silages and baled forages. The lactic acid bacterium begins the fermentation process, helping the forages to retain more moisture, protein, and energy value. Using water soluble Nutri-Sil will help with palatability and digestibility of the silage and baled forages.

**Water Soluble Nutri-Sil** has the same bacteria that our trusted Nutri-Sil has, which has been accepted for organic production for over 20 years. One package will treat 100 tons of product, providing 5 grams per treated ton of forage — 500-gram package.

**Nutri-Sil (Dry)** is a live bacterium, added to silage and baled forages to assist the fermentation process. It causes the forages to retain more of their moisture, protein and energy value and increases the palatability and digestibility of the harvested crop. — 50# Paper bag



**Fertrell Berry Mix ( 50# bags )** a blended plant food specially aimed at more, bigger and tastier berries. Safe and easy to use. Works in most soil types. Best time to apply is at the end of the season on Strawberries and Brambles at 10 lbs/ 100 ft row.

Refer to our Berry program in the catalog / online for our recommendations throughout the growing season.

### AUGUST SPECIALS

**Fertrell Horse Power (50# bag)** is a vitamin/ mineral premix with added probiotics to enhance digestion and help improve performance which promotes strenght, stamina and muscle tone. Add to grains for a complete horse feed.



### \*CORRECTION\*

“Ode to the Dairy Cow” featured in the last issue was mistakenly listed with the wrong author. This article was written by Baylor Lansden.

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## **“Chapters Closing” by Jeff Mattocks**

In our lives we will experience chapters that open and chapters that close. Sadly, we are seeing the end of a chapter. Not long ago, Mary-Howell Marten informed us that Lakeview Organic Grains will discontinue processing and delivering feeds.

The news of Lakeview Organic Grains has impacted Fertrell and its employees deeply. The Martens family and Fertrell have worked together for over 30 years. We at Fertrell have always held the Martens family in extremely high regard.

Thankfully, our relationship is not ending entirely, though it will be sad to see the end of the feed milling partnership close.

Mary-Howell has dedicated a great deal of time, effort, and conviction to manufacturing the highest quality organic feeds for the New York finger lakes region and beyond. We cannot thank her and her team at Lakeview Organic Grains for their dedication. They provided both an outlet for local farmers to sell their organic grains as well as a resource for organic farms to purchase properly mixed feeds. The services Lakeview Organic Grains provide to the larger organic community will never be replaced fully. We are sad to see this chapter close.

We want to give a heartfelt wish to Mary-Howell and the Martens family a happy and joyous new chapter in their lives. You all will be sorely missed by the customers you provided service to and the Fertrell team.

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## **“Summer Vegetable Management” by Ben Seldomridge Get a Plan**

The best step to managing a vegetable crop in the summer is planning, consistent nutrition/watering, and optimal soil health. Fertrell will often recommend soil testing to target what nutrients are deficient early in the season to ensure accuracy.

### **Spring**

Early in the season, dry fertilizer blends are usually applied in row or broadcast, prior to planting. Our fertilizer blends have a mix of nutrients that will allow for timed release throughout the growing season. Incorporation with the soil and timing for an ideal rainfall will allow the nutrients to have the best breakdown in the soil and uptake to the crop.

### **Summer**

As rainfall winds down or becomes “flashier” the pre-planning will really come into play. Plants can show increasing signs of disease, pests, or drought pressure. For mid-

season management consistent feeding of liquid fertilizers and amendments such as Fertrell Liquid #3 2-3-1 will help provide readily available nutrients. The kelp in this blend acts as a stress reliever, while the fish emulsion and sodium nitrate provide immediate nutrition.

When used in the drip line, the humates in the blend help maintain and build soil organic matter. Optimal organic matter levels help the soil hold onto nutrients and water in a plant-available form, critical to stress resistance during the hottest time of the year.

Drought and fruit sizing are directly linked to an economical harvest. Sulfate of Potash is a widely used mined mineral. Sulfur is necessary for protein synthesis and potassium allows the uptake and flow of water and nutrients into the plant. Fertrell consultants recommend applying this through drip lines once every ten days.

Fertrell carries various third-party pest control products should management and nutrition not be enough to hold pests at bay.

### **Assessment**

As the crops are harvested and the growing season begins to wind down, having a season assessment is a great way to plan for a fall or next spring’s crop via tillage, cover cropping, crop rotation, and fall

# PLANNING FOR SUMMER?

**PRODUCER OF NATURAL & ORGANIC FERTILIZERS AND ANIMAL FEED SUPPLEMENTS**



Stock Up On Dry Fertilizer Blends & Soil Amendments such as:

- Super N 4-2-4
- Gold Special Starter 2-4-2
- Super 3-2-3
- Berry Mix 4-2-4
- Other Fertilizer Blends, Custom Fertilizers, & Soil Amendments

Leaders of all-natural and organic livestock supplements, fertilizers, & soil amendments



- Free-Choice Supplements
- Complete line of Nutri-Balancer Products
- Soil amendments
- Fertilizer Blends
- Animal Health Products





nutrient application. Fertrell's Plow and Cow cover crop blend is a diverse set of seeds designed to be planted in late summer. This can be plowed down as green manure or grazed to improve organic matter and moisture retention.

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### **"What's Missing?"** by Brandon Williamson

In the realm of agriculture, we are striving for optimal crop yield and quality. It's a perpetual journey. We meticulously plan, sow, nurture, and harvest, striving to get the best from our soils. Among the myriad factors influencing plant growth, fertilizer management plays a pivotal role. Traditionally, farmers rely on soil tests to gauge nutrient levels and tailor fertilization regimes accordingly. It all starts with the soil and its health. So, it makes sense to use this as a starting point.

Amending to balance the cations and micronutrients are one step in the stairs to success. However, while soil tests provide valuable insights into soil nutrient availability, they may not fully capture the nutrient status within the plants themselves. There are many variables that go into a growing season. Some of them are out of our control. Others are not easily noticed. This is where tissue testing emerges as a crucial tool in fine-tuning fertilization strategies, particularly concerning in-season applications.

"What's missing?" This question encapsulates the essence of tissue testing in agriculture. It prompts us to delve beyond the surface and explore the intricate nutrient dynamics within plants. Tissue testing involves analyzing plant tissue samples to assess nutrient concentrations, offering a direct snapshot of the plant's nutrient uptake and utilization. By pinpointing nutrient deficiencies or imbalances early in the growing season, farmers can proactively address these issues through targeted fertilization.

In the context of in-season fertilizer applications, tissue testing serves as a guiding beacon, illuminating the path towards optimized nutrient management. Consider a scenario where a

farmer notices stunted growth and discoloration in their crop. A soil test may reveal adequate nutrient levels in the soil, leading to the assumption that fertilization is unnecessary.

However, upon conducting a tissue test, it becomes evident that certain essential nutrients, such as sulfur or potassium, are deficient within the plants. Without prompt intervention, these deficiencies could escalate, compromising everything we've set out to accomplish.

The beauty of in-season fertilizer applications guided by tissue testing lies in its precision and responsiveness. Armed with insights from tissue analyses, farmers can tailor their fertilizer



## Seasons & Forages Change, So Should Your Dairy Minerals

Fertrell has several products to help with your dairy production such as:

- 3 Different Blends of Dairy Nutri-Balancers
- Graziers Choice
- Graziers Choice with Copper
- Graziers Choice with Magnesium and Copper

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regiments to address specific nutrient deficiencies, thereby maximizing nutrient uptake and minimizing waste. Moreover, by applying fertilizers during critical growth stages, such as flowering or fruit development, farmers can capitalize on the plant's heightened demand for nutrients, fostering optimal growth and yield potential.

Despite its undeniable benefits, the integration of tissue testing into agricultural practices requires a paradigm shift and investment in knowledge. Farmers must embrace the concept of plant-centric nutrient management and familiarize themselves with the intricacies of tissue analysis interpretation. We are always here to help with this.

**"What's missing?"** serves as a poignant reminder of the hidden nutrient dynamics within plants, waiting to be unveiled through tissue testing. In-season fertilizer applications guided by tissue analyses offer a tailored approach to nutrient management, optimizing crop yield, quality, and soil health.



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## **"Silage Season"** **by Rachel Teller**

As we roll into the heat of the summer, it's never too early to think about fall harvest for stored forages. Now is the right time to take inventory on what is left over from last year (if any), how much stored feed might be needed for next year, and how much needs to be fed to empty that silo!

It's also important to understand what will make this silage season a success, especially if there have been some hiccups along the way. By now, the corn should be growing well, and any replants should have taken place. Depending on your region, taking advantage of some short season varieties may increase your harvest and allow you to stretch your silage inventory.

Silage production is as much of an art form as it is maximizing the science behind it. Being able to combine these two aspects will help create the perfect fermentation and the right amount of inventory. In order to achieve the right environment for fermentation to occur, we need to ensure a few things. First is moisture. The corn needs to be at the right dry matter content to allow the microorganisms to ferment the plant material. Regular dry matter checks should occur until the corn tests 32-37% DM (63-68% moisture). Too dry or too wet can produce undesirable byproducts. Maturity of

the corn will also contribute to the overall moisture. Taking an ear and checking the milk line will ensure that there is plenty of starch available. Ideally you want to see ½ milk line when an ear is snapped in half. It is also important to note how many kernels have reached the dent stage. If the majority of the kernels are at dent, the milk line is over ½, and the plant is too dry, then the rest of the ensiling process will not have the desired results.

Second, an anerobic or oxygen free environment needs to be created for fermentation to occur. This is achieved by packing the silo at the right density to remove all oxygen and prevent air pockets from forming. The dry matter of the corn plays a factor in this, but so does knowing the dimensions of the silo and how much corn fodder is needed to properly fill the silo. Incorrect packing density can lead to yeast and mold growth that will disrupt the fermentation process and lead to possible mycotoxin production.

Third is a rapid drop in the pH of the corn being ensiled. Most of the pathogenic microorganisms found in and on the plant cannot survive acidic environments. By dropping pH quickly, these microorganisms do not have time to digest the sugars found in corn and make unfavorable byproducts. Yes, acid is produced during fermentation,

but it takes a long time for the acid to build up and significantly drop the pH. This is where using a high-quality inoculant can be beneficial. Fertrell's Nutri-Sil contains a blend of lactic acid bacteria to help with this drop in pH. In particular, the addition of *Lactobacillus buchneri* makes this drop happen faster. There is plenty of research behind the benefits of *L. buchneri* and how it contributes to the initial drop in pH and subsequent aerobic stability of silage.

If a proper fermentation has occurred, a desirable amount of VFAs will have been produced, starch levels will be maximized, and the silage will not heat more the 40F for an extended period of time, once opened (aerobic stability). Not much compares to the smell of a good silage that both you and your cows can enjoy.

## “Bang for Your Buck” by Seth J. Epler

When you think of using Fertrell products, what does that really mean to you? Surely, it means many different things for many different folks. What I think it really means is that Fertrell products are a valid and sound long-term investment for your farms, and farming businesses. In other words, Fertrell is solid bang for your buck!

Using Fertrell products provides durability to your land and animals. They are structured to help bring sustainability. It is a standard at Fertrell that we focus on using our dry blend fertilizers to start building up the soils. This is certainly a long-term game. We know that feeding the soil, first and foremost, is what will provide

long term benefits the most. Using dry blends first is definitely the most economical way to go about feeding the soil as well. We do recommend liquid throughout the season at times. And liquids can certainly play a huge role, alongside the dry blend fertilizer. But without that dose of good dry food down early in the season, the amount of liquids needed to make up for that can get out of hand. Therefore, using a dry blend fertilizer to feed your soil will pay you in the long run.

It is also standard at Fertrell to promote the feeding of minerals to all livestock. This would be for both free choice feeding, and/or for in a grain mix. We see the value in feeding minerals to sustain animals for healthy living. I was taught from day one at Fertrell, that we want to feed the animals to keep the vet bills down! And in my experience, there's a whole lot of truth in that. The idea of using Fertrell minerals is to invest further in your livestock so that they're ultimately happy, healthy, productive, and profitable.

Fertrell also continuously sources high quality and consistent ingredients for our products. Again, another standard at The Fertrell Company is using ingredients we trust. Things do and will change when we're dealing with natural stuff. It's inevitable. For example, when ice chops kelp

## UNLOCK YOUR HORSE'S FULL POTENTIAL!

**Horse Nutri-Balancer** is formulated to supplement a complete feed for additional vitamins, minerals, probiotics and digestive enzymes.



**Horse Power** is a complete vitamin/mineral premix with probiotics and digestive enzymes to enhance digestion and help improve performance while promoting muscle development which promotes strength, stamina and muscle tone.



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# SHEEP & GOAT BUNDLES

AVAILABLE IN BOTH ORGANIC AND NON-GMO

BUNDLES INCLUDE 10LB BAG OF NUTRI-BALANCER, REDMOND SALT ROCK, & 1 GALLON OF MOLASSES

**Goat Nutri-Balancer** is formulated specifically for the nutritional requirements for all stages of a goat's life.

**Sheep Nutri-Balancer** is a premix vitamin & mineral supplement. A nutritionally complete premix, with no added synthetic copper.



stands away during a polar vortex. Some of us may recall that situation from a few years back. Sometimes things will happen, and we will have to shift strategies. Regardless, it is still standard practice to bring in high quality and consistent sources wherever we can. We ourselves invest in the best ingredients we can, which in turn is an investment in our customers.

Once again, I think it is important to use a different perspective when thinking about all the inputs you use. The whole idea is for Fertrell products to be a great investment in your land and animals. Because at the end of the day, when you folks are successful, so is The Fertrell Company! We have been around since 1946. And one of the main things longevity, of that nature, teaches us is the importance of our customers' successes. We are very grateful for everyone's business and trust in Fertrell products as a long-term investment in your operations. And we strive to continue to provide you with a great bang for your buck!

### **“For the Love of Kimchi” by Don Brubaker**

Lately I have been eating four ounces of kimchi daily for lunch and enjoying every bite. Ten to twelve years ago when I started experimenting with fermenting all I knew about was sauerkraut. I have fermented asparagus to

zucchini with some tasting better than others. I have two aunts that were missionaries in Ethiopia with one of them marrying an Ethiopian.

At a Christmas gathering I once asked my uncle what if anything was fermented in his native culture and sure enough there was. Ethiopians typically do not use utensils they use a type of bread called injera to eat their food. So, I learned that many cultures throughout the millennia fermented the food they eat and even for

utensils. The earliest documentation of food being fermented goes back to 6000 to 7000 BC in China. Some years ago, I was at a tradeshow where I picked up a laminated four-page trifold that listed sixty different foods, beverages, and condiments. Most of them I have never heard of with most being from other cultures. Being from Lancaster County Pennsylvania my mind goes right to sauerkraut, but did you know that your favorite steak sauce Worcestershire sauce is fermented?



**FERTRELL GREEN POTASH**

**Concerned about low Potassium?**

**We couple zeolite and our very own kelp source to provide your plants ample amounts of potassium and soil conditioning power.**

## Korean Kimchi Recipe

8 pounds of Nappa Cabbage  
1 gallon of water  
1 ½ cups of salt  
½ cup of coarse salt

Rinse the cabbage off. Put in a big strainer. Put all the salt over the cabbage while massaging it. Let the cabbage drain for 1 hour.

While the cabbage is draining, make the paste with 2 Tablespoons rice flour and 1 ½ cups of water. Boil for 5 minutes on medium heat, stir often. Let cool completely.

After the cabbage is done draining, you can add the following ingredients.

1 ½ cups of Korean pepper flakes (is half of what the recipe calls for)  
1 ½ pound chopped daikon radish  
1 Tablespoon of salt  
¼ pound chopped spring onion  
1/3-pound chopped carrot  
2 Tablespoons sugar  
¼ cup fish sauce  
1 Tablespoon grated ginger  
¼ cup chopped garlic

After the paste is completely cool, add it to the kimchi.

Mix well and put in jars. Cover with cheese cloth and let rest on the counter for 24 hours.

Put lids on jars and keep in the fridge for 7 days.

No need to process any farther, the kimchi will keep is frig or cool basement in the dark for a long time. I must say my long time is much longer than any government regulation but that just me. Till next time enjoy this delightful condiment.





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*“Give a someone a fish, they eat for a day. Teach someone to garden,  
and the whole neighborhood gets tomatoes.”*