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Notes & Quotes

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September/October 2020

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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!

Importance of Colostrum by Alyssa Walsh

Good calf management starts within the first 6 hours of a calf's life. Once the calf is born, the fresh cow pen should be clean and well bedded with fresh, dry bedding. Within the first 6 hours, a calf needs to get 4-6 quarts of colostrum from a sterile bottle. Colostrum is the most important milk a calf will get. A calf is born 100% dependent of maternal antibodies from colostrum after birth. This means a calf needs to get its mother's colostrum to get any kind of immune health and protection. When a mother passes this kind of immune protection, it's called passive transfer. If the calf does not consume enough colostrum, she is more susceptible to disease. For the first 24 hours after birth, a calf's GI tract will allow the absorption of large molecules from the small intestine. Colostrum is loaded with immunoglobulins, which are large particles that are absorbed to help the calf fight off diseases while her own immune system starts to grow and function.

Day old calves need a minimum of 4-6 quarts of colostrum to get an adequate amount of immunoglobulins. How quickly the calves get the colostrum is just as important as the quantity. Calves should a total get 4-6 quarts of colostrum within the first 6 hours of life. The aim is to get 4 quarts of colostrum into the calf within 1-2 hours after birth and then an additional 2 quarts 12 hours after birth. Research has shown roughly 85% of colostrum is IgG (a type of immunoglobulin found in colostrum). IgG is absorbed most efficiently in the first 4 hours and decreases after 12 hours of age. After 24 hours, the gut is closed and no more immunoglobulins can be absorbed. I cannot stress enough the importance of getting 4-6 quarts of high-quality colostrum into newborn calves in the first 6 hours of life. Not absorbing enough colostrum can affect growth rate, feed efficiently, and increases chances of sickness and mortality. The first 6 hours of a calf's life is imperative for future health.

Cleanliness is another key factor when collecting and giving colostrum. Make sure to use clean

and sanitized equipment and use proper udder preparation to minimize bacterial contamination when collecting the colostrum. Bacteria can bind to immunoglobulins and negatively affect absorption into the bloodstream. Bacterial contamination can also cause scours. This can come from dirty milk equipment and poorly sanitized bottles and nipples.



Calves and heifers are your future. It's easy to look past them as they aren't bringing in any immediate income. How they're raised early on in life will set them up for success in their future development. Good calf management starts within the first 6 hours. Good cleaning protocols and enough colostrum will set her up for a successful future.

Do It Differently by Seth J. Epler

Often times we are faced with challenges within our everyday lives. I think it is safe to say that now is a time when many of us face trials we hadn't before. So, what is it that we all are doing differently to combat this?

It seems many folks have been forced to do things differently just because of the current state of our world. And that is not what I mean. I know we all are to wear masks out and about now, and that is something different. But what I really mean to ask is what is it that you have done differently that has brought you success in the past six months? How have you rolled with the punches?

Yes, the whole world is doing things differently. It has amazed me how some folks could have their worlds flipped around on them, and still were able to persevere onward. And many

of these people have embraced that and found successful ways to stand out.

My experience of late has shown that people are having things shipped to their doorstep now more than ever before. And many businesses, including The Fertrell Company, have had to accommodate different consumer needs. That is just one small example of a change that may truly stick around for quite some time. Acknowledging that and further exploring the possibilities of what it could mean is what this changing world has brought about. We all must take the opportunity for growth in any way that we can.

To me, it is most important that we all continue to adapt to the changing world around us. We need to embrace these differences in our lives the absolute best that we are able. If we all continue to use this time and experience to positively just do things differently, we all may be surprised by the outcome.

Shipping

Due to damages and additional fees over the past season, we will no longer be arranging freight via Central Transport, unless requested by our customers. We regret making this difficult decision, as they were the carrier who gave us the best rates to many of your destinations. Should you request to continue shipping with Central Transport, we will ask you to follow up on any damage claims or additional charges. As always, we will continue to shop multiple carriers to get the best cost and service for your shipment. To keep our prices competitive, we can no longer absorb those losses. If you are picking up/arranging pick up on a flatbed, please make sure there is a good tarp on the truck in case of rain. Although we shrink wrap our pallets, they are not wrapped for weather protection. Thank you for your understanding.

Stay Economical in Odd Circumstances by Sage Dennis

The year so far has been a curveball. The ripples were felt across the globe. Fortunately,

agriculture is relatively unaffected, but we are not immune to what happens outside of the farms. There has been a drop across the board in the values of crops and livestock, as people stay indoors. There is also a drop in consumer goods for chicken, beef, and pork as restaurants are closed indefinitely. There are some farmers though that have been having some of that best years they have ever had. Farmers who sell directly to customers have seen a considerable surge in the number of people that are interested in receiving produce and meat directly. Farmer's Market has seen a significant increase in interest overall. Though it is very fortunate for them, there is always something we can do to try and save money.

At the end of the year, before we take a breather, let's end this growing season by doing whatever

we can to prepare for the future. Of course, spreading manure, lime, and taking necessary precautions to make sure whatever harvest you have, will last through the winter. Do yourself a favor and take a soil test now. With soil testing, you will know how to approach next year and aid in your plan of attack. Soil testing can help with your financial planning in advance, see how much and what you'll need to order before it becomes a concern. This is where we come into play, talk to us. We want to hear what you have done this year, what you weren't happy about, and how we help out next year's crops. Whether it be a ration or soil recommendation, we are always here to lend a helping hand. We'll work with you to create a program that will give you maximum results for the minimum expense!



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Fertrell will work with your soil test to help determine deficiencies. Balanced soils will produce better yields and healthier crops for your farm.

Special - 50% OFF our standard soil test during September, on samples received by Waypoint lab in Leola PA by 9/30/2020.



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Fertrell Early Order Fertilizer Discounts

September 8% Off
October 7% Off
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

Details: Orders must be placed and paid for by the last business day of the month. No other discounts apply. Discount applies before shipping. Minimum order of 1000 lbs. (mixed pallets allowed) on standard blends and 2000 lbs. on custom blends. Qualifying blends are allowed with added zinc, boron, and sulfur. Cash or check only. Orders must be shipped or picked up by March 15th, 2021.

Contact your local Fertrell dealer or the office today

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info@fertrell.com | www.fertrell.com

Best Forage Feeding by Jeff Mattocks

I am often puzzled by the order I see farmers feed their stored forages, mostly dry hay. What I mean is, the majority of dairy farmers that I know make their 1st cutting and put it in the barn. Then they make 2nd cutting and put it on top of first. Or they bury 1st cutting with 2nd. Then if they make 3rd and 4th cuttings, they put that on top of 1st and 2nd. Why would this be a problem, you ask?

Just like most things that live, the further or older they get from being a fresh living species, the quality goes down. The highest nutritional levels will always be when the hay is still standing in the field. After it is cut, the clock starts ticking. What clock?! The vitamin, mineral, carbohydrates, sugars, and fiber clock. All of these necessary nutrients start to change when fermentation begins. What is happening as the plant goes from fresh forage standing in your fields to stored feed in your barn, silo, or wrapped bales? Vitamin levels in standing fresh alfalfa can be as high as 186 international units per pound. When the same alfalfa is cut, dried, and baled, vitamin A levels drop to an average of 22 inter-

national units per pound. Naturally occurring vitamins in forages and grains will deplete over time in storage. It is relatively safe to assume a 10% loss of vitamin content each month in storage. To get the most benefit from the forage vitamins, it is best to feed them in the order in which they are made. Minerals will get bound in the lignin of the plant's dense fiber. The longer it sits in storage, they will continue to become more difficult to digest. Carbohydrates and sugars are used as part of the fermentation process. The bacteria, yeast, and enzymes that are active during the fermentation process will use part of the plant's natural energy sources. Fiber, as I mentioned earlier, gets denser and harder to digest. It seems that dry hay is affected by storage more than high moisture forages. Balage made at higher moisture, 50% - 60% will not get as dense or indigestible.

Typically, 1st cutting is made in May or June. During this time, the cows are generally on pastures. The pasture would be the primary protein source. Since 1st cutting is often lower protein and higher in fiber, it is an excellent choice to feed along with lush pastures in May - June, and September - October. The hay or balage, at this

point, has a beneficial application as beneficial fiber and digestive tract slow down. Slowing down the throughput of the digestive tract allows for better digestion and nutrient absorption.

Try feeding the forages in the same order as you harvested them. Cows and other animals need better feeds in the winter, between January and April, when they can't go to pasture. During the winter months, animals are often challenged with more bacteria, viruses, and environmental conditions that don't keep them so healthy. Not like fresh air and sunlight! This is the perfect time for feeding your best feeds. Think about saving your 2nd, 3rd, 4th, 5th cutting for feeding when the cows or any animal is locked up for winter. These later cuttings will have higher levels of vitamins. The more important vitamins A and E will be significantly higher. Vitamins A and E are tied to the utilization of Selenium. The combination of vitamins A and E with Selenium work together to promote and support the immune system of the animal. If you would consider feeding the forages in the order that you make them, your animals will thank you. They thank you mostly by better production, better reproduction, and healthier overall.



OCTOBER SPECIAL

Discounts on testing via Waypoint lab in Leola PA only

- **Profitability**
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- **Understanding Performance**

**FREE FORAGE TESTING
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Discounts apply during the month of October

Phos Drench By Dr Tom Rokoas

Dr. Paul's Lab is pleased to announce a new product for cows. Phos Drench is an oral phosphorus source for cows exhibiting signs of phosphorus deficiency.

Phosphorus deficiency is most commonly seen in cows around calving time. It is part of what could be called the Milk Fever Complex. Clinical signs would include:

1. Weakness or inability to stand
2. Off-feed
3. Slow or delayed calving process-sometimes seen as an increased number of calves born dead
4. Increased frequency of tendon or muscle injuries
5. Difficulty in passing manure or hard manure

Typically this is seen in cows third calf or older, but can be seen in younger animals as well. Jersey or Jersey cross cows are at a higher risk than other breeds. Signs can appear before calving, but are most common during calving and postcalving.

There are three major electrolytes that are involved in this complex. Calcium is the most important. True calcium deficiencies give the classic Milk Fever signs: a down cow that has weak, flabby muscles, looks sleepy or depressed, and is off-feed. These animals respond quickly to sub-q or IV calcium. After treatment, they brighten up, pass manure, belch, and make attempts to get up.

Cows exhibiting phosphorus deficiency are often down but bright. They may still be eating and passing manure. When haltering or attempting to hit a vein, they will throw their head or attempt to get up. The best description of those cows would be "Bright Downers." After traditional Milk Fever treatment, they will look like they can almost get up but are not quite strong enough. They try to get up and crawl around their pen or pasture. There is usually no improvement with further treatment of calcium.

The Phos Drench is designed for those animals. It is an oral drench of a very soluble (digestible) form of phosphorus that reaches therapeutic

levels in the blood in six to seven hours.

Our recommended program:

1. Give IV, oral, or sub-q calcium if suspected that they need it.
2. If no response in one to two hours and the animal is bright and can swallow, administer one dose Phos-Drench orally. Shake well before giving.
3. After six to eight hours, another dose can be administered if the animal is not up.
4. A third and final dose of Phos-Drench could be given 24 to 36 hours after the second dose.

A Few Notes:

1. Down animals that are aggressive may be low on Magnesium. This is commonly called Grass Tetany. This occurs most often in spring when turned out on lush pasture. This needs to be treated with a magnesium source. Calcium can help.
2. To use this or any other oral product, the animal must be able to swallow. Always be slow and gentle! Shake well before administration.
3. Phosphorus deficiencies can be seen in dry cows or cows in the first month of lactation. Always keep that in mind if you have a bright down cow.

Question and Answer Corner

How/when do you recommend using the Hi Sulfur mineral in conjunction with other minerals? We currently use Fertrell's Dura-Bull mineral feeder, with 1 section Kelp meal, 1 section Redmond Salt, and 1 section Grazier's Choice.

The Hi Sulfur Mineral is suggested to be used for reducing fly pressure. It works well as a free-choice mineral. I would recommend offering the High Sulfur Mineral when flies are an issue in your area.

Any concerns with Hi Sulfur mineral in milk cows and having it affect the milk flavor?

No, we have not seen any off flavoring to milk. We've even checked with cow's force-fed the Hi Sulfur Mineral, and there was no change in milk flavor.

Featured Product

Fertrell Poultry Show and Breeder Supplement

Looking for health improvements or better quality birds for showing?

- **Protein from Fish meal provides better amino acids**
- **Increases fertility and egg quality for breeders**
- **Improves feather quality and shine for show birds**
- **Breeders need higher levels of vitamin A and E to increase fertility and hatchability**

Feeding rate:

1 teaspoon per adult breeding poultry per day

1/2 teaspoon per adult show poultry per day

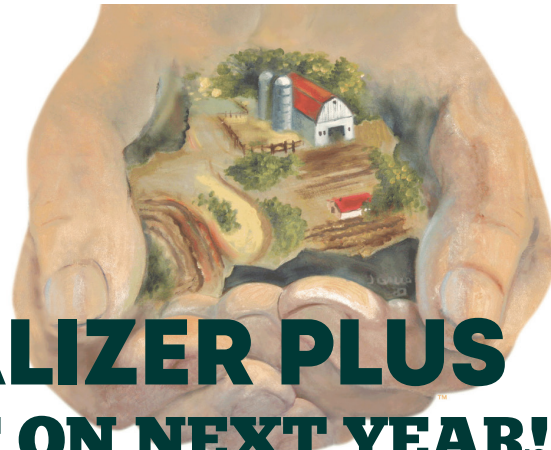
1 teaspoon per 25 chicks

Package sizes - 10 lb. & 25 lb.



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SOIL MINERALIZER PLUS

GET A JUMP START ON NEXT YEAR!

- **Aids in crop residue digestion**
- **Helps prolong duration of nutrient release**
- **Prepares perennial crops for dormant season**

10% off for orders placed during October 2020

Fertrell Soil Mineralizer Plus is a simple and effective blend that increases biological activity in the soil, winterizes perennial crops, and sets your table for success in the coming growing season.



***Available in 50 lb. paper bags, 1000 lb. and 2000 lb. totes, as well as loose bulk.**



Contact a local Fertrell Representative thorough our online locator at www.fertrell.com or Fertrell's main office at 800-347-1566

Soil Mineralizer Plus by Dean Painter

Fertrell's Soil Mineralizer Plus is a great soil application for late summer or fall. This product has an analysis of 0-4-4, along with 16% calcium, trace amounts of sulfur, and Fertrell Beneficial Biology. This combination of soil nutrients is perfect to apply now! Perennial plants will readily take up the phosphorus and potassium to prepare them for winter and build reserves for next season's growth. Fertrell's Soil Mineralizer Plus can also be applied to newly harvested fields to keep soil life active, build soil fertility and help break down crop residue in preparation for spring plantings.

Benefits of Applying Fertrell's Soil Mineralizer Plus Now

While it may seem counter intuitive to treat your soil now, there are definite benefits to applying Fertrell's Soil Mineralizer Plus after harvest.

- Aids in crop residue digestion, because it feeds soil life and keeps it active. This means that crop stubble will break down more efficiently and completely.

- Helps prolong the duration of nutrient release. This is made possible by the unique combination of minerals and Fertrell Beneficial Biology in Fertrell's Soil Mineralizer Plus, which keeps the soil life active to break down and make minerals and nutrients continuously available in the soil.

- Prepares perennial crops for the dormant season, with a boost of phosphorus and potassium along with calcium, sulfur and beneficial biology building the plants reserves in its root system increasing winter hardiness and boosting next years yields.

- Whatever your plants don't use this year will be there for next growing season as nutrients in Soil Mineralizer Plus are non-leeching.

- An effective alternative to late season manure applications (for farmers who cannot source manure this is a great way to add additional phosphorus and potassium to the soil profile).

This strategy of splitting your soil fertility ap-

plications between fall and spring allows you to maximize the benefits of active soil life while spreading your necessary spending on soil fertility more evenly across the growing season.

Fertrell's Soil Mineralizer Plus is available 50 lb. paper bags or 2000 lb. totes. Normal application rates would be 250-350 lb. per acre or 6-8 lbs. per 1000 sq ft. This product can be ordered through your Fertrell dealer or salesperson. Contact us by phone (717-367-1566) or email (info@fertrell.com) to get information about pricing and delivery on Fertrell's Soil Mineralizer Plus.



Hoof Boost

Hoof Support For All Hoofed Animals

10% off during September*
*Restrictions Apply

Features of Hoof Boost:

- **High levels of Zinc, Copper, Manganese and Cobalt**
- **Fortified with Biotin at over 300 mg per pound.**
- **Organic Kelp meal.**
- **No fillers or by products**
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Discounts apply during the month of September

Featured Products

Redmond 10 Fine with Garlic salt. Used for Beef, Dairy, Goats, Horses, Pigs, Poultry and Sheep.



It's Back In Stock! Bone Char 0-12-0



Bone Char is Bone Meal turned into an activated Charcoal for use in the food industry to purify sugar. Bone Char is a fine black material with readily available Phosphorous 12% and Calcium 25%. Available in 50 lb. bag or 2000 lb. tote



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New Dealers:

UPDATE: **Jolly Barnyard**, 3260 Green Ridge Spa Road, Lewisburg, KY 42256 has moved from Tennessee. Phone 615-509-5792 jollybarnyard@gmail.com

NEW: **Phoenix Feed & Nutrition**, 5482 Ethan Allen Hwy, New Haven, VT 05472 Phone 802-453-6684 Fax 802-453-7866 Annette@phoenixfeeds.net

News from the front

We want to thank every single one of our valued customers for the continued business during this challenging season. We hope you and your family are staying well.

We appreciate that you worked with us through minimal in-person contact and utilizing technology more than usual.

We are hoping you have had a successful growing

season. We would like to hear from you regarding your successes and challenges and would like (with permission) to share them with other growers in upcoming newsletters/social media postings.

Marketplace:

Certified Organic Soft Red Wheat seed; Triticale seed and Rye seed. Josiah Kauffman, 149 Dairy Lane, Ulster, PA 18850, Phone: 570-637-1297

Organically Grown Garlic - \$10.00 per pound plus shipping. We have a mixture of varieties, including Porcelain and Purple Stripe. For quantity discounts, placing orders and shipping details please contact: Erich 845-663-4465 or email gippertsfarm@gmail.com

Garlic and Garlic seed - For information call 315-796-4370 or visit <https://ak-acres-101837.square.site> Road, Leola, PA 17540 717-656-4628

Upcoming events:

Due to COVID 19, we currently do not have any events scheduled. While we are unable to attend shows and events, we are here for you and are continuing to answer your questions and educate on new products. Please reach out to us by phone at 800-347-1566 or email info@fertrell.com. Please follow us on Facebook, our Fertrell Blog, and now on YouTube!

**The Fertrell
office and plant
will be closed on
September 7th in
observance of
Labor Day**