

Visit us online at: WWW.FERTRELL.COM

Fertrell®

SINCE 1946

Better Naturally!

Notes & Quotes

INSIDE THIS ISSUE

July/August 2021

News from the Front	2
Summer Shipping	2
Alternatives to Soy	2
Why Side Dress	2-3
Blame the Breeder?	3
Product Specials	4
Turkey Differences	5
Product Specials	6
Turkey Time	7
Holiday Closure	8

Our Mission

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

Turkey Booster

***10% off during the month of July**

**Restrictions Apply*

75TH ANNIVERSARY

Fertrell®

SINCE 1946

Better Naturally!

Turkey Booster is meant to supplement Poultry Nutri-Balancer for a more personalized ration for your turkeys, having a higher vitamin and mineral content to meet the needs of your turkeys for optimum growth and development.

Call for a copy of our NEW catalog 800-347-1566,
email info@fertrell.com, or visit online at WWW.fertrell.com

News From The Front:

Upcoming Events

Due to the ongoing pandemic at the time of printing this newsletter, we are still limiting our participation at in-person events. Check out our social media for updates. Or you may call our office at 717-367-1566 or 800-347-1566.

September 16th - 17th 2021 The Stockman Grass Farmer Gathering at Polyface Farm, 43 Pure Meadows Ln, Swoope, VA 24479
Limited tickets available. Link for tickets and information: www.stockmangrassfarmer.com

Summer Shipping

Thank you, Fertrell customers, for your effort and help in making the busy spring shipping go smoothly. The spring has not been without its challenges to each of us.

We appreciate each of you and the trust you put into the Fertrell staff and Fertrell products!

Moving ahead to future orders and shipments... Please try and provide ALL necessary shipping information when placing your order or making your request. We will need the shipment destination town, state, zip, weight of possible order (please let us know if they will be 60 lb. bags on your order and how many), and any extra accessorials needed for the off-load (notify call, delivery appointment, pallet jack, lift gate, hazmat, short truck, etc.) This will continue to **help** with quote times and less issues on shipments. Also, any self-arranged truckload or multiple pallet pickups must be picked up on the date scheduled. THANK YOU in advance, your cooperation it is greatly appreciated!

Romans 12:12 "Rejoice in Hope, be patient in tribulation, be constant in prayer"

Alternatives to Soy By Alyssa Walsh

Fertrell has seen a growing interest in meat and eggs from livestock fed a soy free diet. Because of this, we get multiple requests a week for soy free rations for pigs and poultry. Soy free rations are a little trickier to formulate in comparison to the traditional soy-based rations. Soybeans are a good protein source because they have a good amino acid profile and can be fed at unlimited levels after being heat treated (for example, roasting). To make a good soy free poultry ration, we need 4-5 different protein sources to replace soy because each soy alternative has limits on how much we can add to a ration for different reasons. Some of the soy alternatives can cause an off-flavoring to meat and eggs. Other soy alternatives have anti-nutritional factors, which affect nutrient absorption. Below is a list of soy alternatives along with the reason they are limited in feeds.

- **Peas** have tannins and trypsin inhibitors, which reduce protein digestibility. Lighter pea varieties have a much lower tannin content than colored peas. Maximum inclusion rate is 30% for layers and 20-25% for chicks and younger birds.
- **Sunflower Meal** is highly oxidative meaning it can go rancid. Sunflower meal is also high in fiber, which limits the amount that can be included. We do not like to include more than 10-15% sunflower meal of a total feed ration. High fiber rations fed to monogastric will slow down digestion and will limit feed intake.
- **Linseed (flax) Meal** can cause an off flavor or a paint like smell to meat and eggs if fed at levels above 20%.
- **Fish Meal** can cause a fishy flavor to meat and eggs if fed above levels of 5-10%.
- **Crab Meal** is limited to about 7.5% of a feed ration because of the high levels of salt.
- **Sesame Meal** has phytic acid, which will affect calcium and phosphorus absorption if fed about 10-15% of the total feed ration.
- **Camelina Meal** is limited to 10% of a broiler and layer ration and 2% of hog rations by the FDA. Camelina meal also contains

glucosinolates, which affect the thyroid and cause metabolic disruptions.

Sourcing all these ingredients can be a headache! If you're planning to make your own feed, be sure that you have adequate storage for each protein sources. After you find all of your feed ingredients to meet your livestock's nutrient requirements, the nutrition team at Fertrell can help you formulate a ration based on production goals! You can call the office for a nutrition consultation at 800-347-1566 or e-mail livestock@fertrell.com.

Why Side Dress By Sage Dennis

Side-dressing refers to supplementing growing plants with an extra dose of nutrients. This is most popular in vegetables and corn to help push them a little bit more to help make your plants healthier, get an increase in yield, and to protect your crop from deficiencies. This is especially important if your soils are sandy or has low fertility.



Knowing when to side-dress is very important, because there are crucial growth stages that could have nutrient demand spikes or is the last

opportunity to get into your field to properly side dress unless you have specialized equipment. Here are a few examples. Corn should be side-dressed when plants are knee high and when silk begins to show. Onions when plants are 6 inches tall, continuing every few weeks until bulb begins to swell. Cabbage, broccoli, and cauliflower when the heads begin to form. Another time when you should consider side-dressing is when you have had plenty of rain. The rain will leech away important nutrients such as Nitrogen, Sulfur, and Boron. Side-dressing is an effective way of replacing what the rain may have washed away.



When side-dressing individual plants you should start by digging a shallow trench around each plant, about 6-8 inches from the stem, apply the fertilizer, and cover it. If you are working with a large plant or shrub, dig under the outermost leaves instead of around the base of the stem. To side-dress a row, dig a shallow trench 6-8 inches from the row and down the whole length of it. You can always use equipment such as spreader, it's better suited for larger operations.

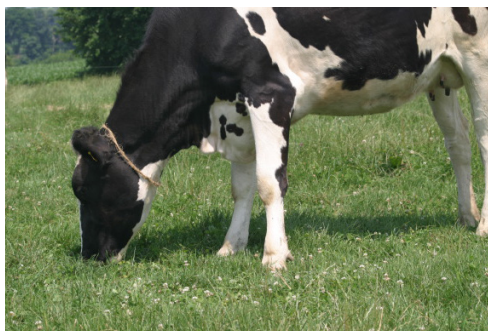
It is hard to go wrong when selecting what to use for side-dressing as long as it is safe for you and your plants. If you did want to fine tune what would be best to apply on your operation, then reach out to Fertrell! We can help you figure out what to use, when to use it, and even how much based on your spreading method. You can call the office for a soil consultation at 800-347-1566 or e-mail agronomy@fertrell.com.

Blame the Breeder?

By Jim Martens

Blame the breeder, blame the nutritionist, blame the farmer? I present this question from the perspective as all three of the mentioned roles: a former professional Artificial Insemination (AI) technician, dairy farmer, and Fertrell Representative. The first step to a successful breeding program is a well-balanced ration to meet the cows and farm management goals. The well-balanced ration starts from the ground up with healthy soil and diverse healthy ecosystem. The Fertrell program can help farmers reach their production and reproduction goals with its line of soil amendments and animal nutrition products; as well as the knowledgeable team!

Aside from keeping the herd healthy and meeting your farm goals, some other aspects of reproductive success include: heat detection, proper AI technique, herd bull health and management. Heat detection is one aspect of the dairy operation that may not always get the attention it requires. Watching cows for signs of estrus is crucial to AI and knowing when and who to breed, it is also important in natural breeding for record keeping. A keen dairyman may notice slight behavior changes in certain cows such as a "back glance" during milking. The most obvious sign of heat is a cow standing and getting jumped, other signs of heat in cows include: increased activity, clear discharge, and rub marks. Organic herds have the advantage of cows on pasture, increasing the likelihood of noticing heat activity.



Another aspect of reproductive success is proper AI technique. If a technician is called for AI service, they should be well trained for successful breeding service. For the farmer doing his own AI service some of the details can be overlooked from time to time. Keeping your breeding equipment clean helps ensure a successful service. Proper semen handling is important, reducing the time straws are exposed out of the liquid nitrogen. It is recommended a straw be administered within 15 minutes after thawing. Most semen is water thawed and should be done at the correct temperature range so as to reduce semen damage. The timing of breeding is also a factor with AI the typical rule is the AM/PM, to breed 12 hours after noticing standing heat. That may vary depending on the farm and management, some farms have more success breeding at the time of sending heat. These are just a few aspects of AI to keep in mind to ensure conception.

Growing up on a dairy, my family raised breeding bulls to sell to other local farmers. Having a herd bull can reduce and change the management aspects of the breeding program. Keep in mind the fertility traits associated with a fertile bull. Dr. Paul's book "Complete Guide to Raising Animals Organically" has a great section on what to look for when selecting a good herd bull to use for breeding. Just to name a few; good feet and legs, longevity and the ever popular, production. Don't forget, never trust a bull when using them for breeding, that goes double for the quiet ones.

In conclusion there is a lot that goes into any system, that is especially true for our farms. Don't overlook the little things and reach out if there are problems, a different set of eyes and ears may see things from another perspective. You can call the office for a nutrition consultation at 800-347-1566 or e-mail livestock@fertrell.com.

It's Time To Fertilize

***10% off 25 & 50 lb bags during the month of July**

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.

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.

PRODUCER OF NATURAL & ORGANIC FEED SUPPLEMENTS & FERTILIZERS

CALL FOR A COPY OF CATALOG: 800-347-1566 | WWW.FERTRELL.COM

**10 % discount for any orders placed by July 31st. Restrictions Apply.*

JUMP START NEXT SEASON!

Fertrell Early Order Fertilizer Discounts are coming in September. Watch for ads in our Newsletter and Social Media.

Request more information & our NEW catalog by calling 800-347-1566, emailing info@fertrell.com or writing to PO Box 265 Bainbridge, PA 17502

Turkey Differences

By Jeff Pennay

We're just getting into summer, but it's already time to think about Thanksgiving and Christmas. Everyone knows how Thanksgiving and turkeys go together. I don't know many people that don't have turkey for their Thanksgiving meal. Where do they all come from?

A lot of people believe that the best turkeys come from you! That is, the farmers who raise their turkeys on pasture, or at least on a smaller scale than the large commercial producers.

There are differing opinions as to what type of turkey to raise. Many of you raise the White Broad Breasted birds, and others raise Bronze/Brown. And then there are those of you that raise Heritage Breed turkeys. Which one should you raise? That's entirely up to you! Let's look at some of the pros and cons of the different breeds.

Let's start with Broad Breasted birds. These birds are very popular for several reasons.

1. Broad Breasted birds grow faster.
2. They also provide lots of breast meat.
3. People are used to eating these birds, because the large commercial growers raise them.
4. Feed conversion rates tend to be very favorable.
5. Many people think that they look like a better turkey because they produce a nice "Round" bird. How do you think that they came up with the name "Butter Ball"?



Broad breasted turkeys have some drawbacks also.

1. Because they grow faster, there are management concerns to pay attention to.
2. Attention must be paid to how fast the birds grow. If you are not careful, you can end up with birds that could feed a small army and a typical family may not want a bird that large.
3. Due to this fast growth, you may also run into some health issues like leg problems or even heart attacks.
4. You may have to process sooner than you planned because of the concerns listed previously.
5. Broad breasted birds cannot mate naturally. If you would want to hatch eggs for future flocks, you would need to use Artificial Insemination (AI) to produce viable eggs.
6. Bronze/Brown turkeys have a few of their own issues.
7. While the Bronze/Brown birds look very majestic out on the pasture, they can have darker appearing meat. Heritage birds have darker pin feathers that can be hard to remove. In addition, they often have a melanin rich pocket of fluid surrounding the feather shaft. This fluid can leak out when plucking the birds and thus, stain the skin and meat. Most people really like the bright white breast meat of a white turkey.

Now let's talk about Heritage birds.

1. Many people feel that Heritage birds taste better.
2. There are also those that want Heritage birds just because they are closer to what God created.
3. Heritage birds are smaller and can be preferred by smaller families.
4. You can keep birds for breeding and growing your own poults for future flocks.

What's the down side?

1. Heritage poults cost more than broad breasted.
2. Heritage breeds take longer to grow out.
3. Feed conversion is higher. They take more feed.

4. Heritage birds can fly. They can get out and go roost in the trees.



There are many things to consider when planning your operation. It is very important that you know what parameters that you need to meet to have a successful season. Raising turkeys can provide a lot of satisfaction. They are very friendly and enjoy human interaction. In fact, it is very important to work closely with them. New turkey poults need a parent figure. They need you to spend time with them. They will run to you when this has been done properly. A few years ago, Fertrell did a field trial with turkeys. Our turkeys were split into two groups. Group A received plenty of personal attention. Group B received no special attention. When the birds were processed, the group that received more personal attention showed considerable positive advantages.



We at Fertrell are here to assist you with your endeavor. We have much more information to help you with this. Please feel free to reach out to our Animal Nutrition Team by calling the office for a nutrition consultation at 800-347-1566 or e-mail livestock@fertrell.com.



NUTRI-SIL

Forage Inoculant - Making Forages Go Further

***10% off during August *Restrictions apply.**

With a custom blend of live beneficial bacteria Nutri-Sil will control and direct the fermentation of ensiled feeds. Proud to announce our blend now contains!

BUCHNERI BACTERIA!

Available in:
Water Soluble

Delivering not less than 20 billion colony forming units per gram total bacteria

Dry Blends

Delivering over 90 billion colony forming units per pound of total bacteria

Request more information & our NEW catalog by calling 800-347-1566, emailing info@fertrell.com or writing to PO Box 265 Bainbridge, PA 17502

Introducing Dr. Paul's Quarterly Specials



***10% Off July 1st - September 30th**

***Restrictions apply**



Super Wound Spray - Organic Grain Alcohol, Aloe Vera, Garlic, Comfrey, Calendula, Eyebright Available in 24 oz and 64 oz bottles.

S&G Pills - Neem Tree, Ginger Root, Garlic Bulb, Sodium Bicarbonate. Available in 20, 60, and 150 capsule packs.

Poke Oil - Olive Oil, Phyto Lacca and Camphor. Available in 8 oz and 32 oz bottles.

Turkey Time

By Jeff Mattocks

In the previous article Jeff Pennay discussed turkey breeds. Now its time to think about the time you spend with your turkeys. Literally speaking talking to your turkeys is very advantageous. We ran the field trial comparing turkeys that receive more human attention vs. turkeys that just got feed and water. Remarkable the turkeys that got talked to and played with were 1 pound heavier carcass weight average than the turkeys which were ignored. If that isn't enough incentive for you to spend time with your turkeys you can stop ready the rest of this article.

Statistically we know that turkey flocks that receive more attention in the first few days in the brooder have lower brooder mortality rates. We also know that spending an additional 10 - 15 minutes with the flock as they get older throughout the growing period will yield an additional 1 pound of saleable meat. Why do you think this is?

I know Turkeys are stupid! But are they really? Have you ever took time to observe what they are doing and WHY? What I have figured out is turkeys still need a parent figure to bond to. Someone to show them where the food and water are and to follow around and associate with. Every wonder why your turkeys follow you around when they can? If they don't then you have really screwed up. Turkeys are very sociable and like people. This is a good thing. Use this to your advantage when moving them. It is easier to lead turkeys than herd them. Also as they develop their human social skills it will be easier for you to detect irregularities or illnesses.

Turkeys are great, one of my favorite farm animals. They actually care if you are still alive. Pigs and Turkey are the best. The rest of your animals don't really care if you live or die as long as someone feeds them and carries their manure away.

Okay, on to the meat and taters! Look, every year we get the calls our turkeys are sick, our turkeys are dying, etc. etc. Let's get it right from the beginning.



Basic Requirements:

1. Fresh Air – there needs to be continual air exchange in the brooder, field pens, and range shelters or wherever you are keeping your turkeys.
2. Fresh Water – needs to be replaced on a daily basis. The water reservoir and trough should be cleaned at least 3 times per week or more. **If you won't drink, it don't serve it!!!**
3. Fresh Feed – do your best to offer feed that is not more than 14 days old from date of processing. Anyone like 2 week old bread? Not me! The starches and carbohydrates will start oxidizing soon after they are processed. They are perfectly stable in the whole grain state. But when the kernels are cracked the clock starts ticking.
4. Warm Brooder – Amazingly turkey poults and chicks like a warm place to sleep. But they don't like it too hot! CHECK THE TEMPERATURE!!!! 90 – 95 degrees. That doesn't mean 105 or 80. I don't know about you but my favorite range of temperature is from 65 - 70. I am more comfortable, more productive and healthier.
5. Where do you think your turkeys will perform the best?
6. Living Space – How much living space do you need? Turkeys are wanderers. They like wide open spaces. A simple rule of thumb I like to apply is, 2 square feet per 4 pounds of poultry. So the older they get the more space

they will require. At the end of the growing period as they weigh 20 plus pounds they will need at least 10 square feet per turkey, per day. By the same token, too much space will allow them to walk off a lot of the high quality Fertrell feed you are giving them. Too little is very bad, too much can be costly.

7. Talk to them! – take time to sit on a bucket, talk and interact with your turkeys. They WILL appreciate it. You will also have a little stress relief from the comedy that the turkeys provide. The added benefit is they will grow better and be healthier!



Okay, well I guess if you haven't gotten the message by now you're not going to get it. But if you are too busy to spend a little time with your turkeys maybe you should let someone else raise the turkeys. Or animals are not only for our profit. If they don't bring you some level of happiness or fulfillment you are missing the "Big Picture".





PRSRT STD
US POSTAGE PAID
LEBANON, PA
PERMIT NO. 146

75 YEARS!

Fertrell will be CLOSED

July 5th
in celebration of
Independence Day.

September 6th
in celebration of
Labor Day.

