



# Spring 2018 Fertrell Truckload Sale



**8% off all products shipped from Fertrell, except seeds.**

Order and pay\* by **Friday, April 20 2018**

Take delivery when it comes in.

Take an **Additional \$25/ton off** if picked up at Martin's Farm Supply.

\*Sometimes it's fine to pay when it's delivered.

**Super N 2,000# tote \$883.34 Sale Price,**

**Super N /Z&B 2,000# tote \$943.51 Sale Price**

**Fertilizer:** All Purpose 5-5-3, Berry Mix 4-2-4, Blue N 5-1-1, Gold SS (Special Starter) 2-4-2, Holly Care 4-6-4, Super K 3-4-7, Super N 4-2-4, Aragonite RAW, Green Potash 0-0-15, Liquid fish fertilizer blends.

**Blue River Organic Seeds:** Corn, Soybeans, Alfalfa, and more. Look for a sale on seeds come September.

**Animal Minerals, Feed Supplements, and Health Aids:** Cattle Choice 12-12, Fertrell Fishmeal, E-Selenium, Graziers Choice, Heifer Choice 2-1, Horse Power, NY Organic Base Mix, Poultry Nutri Bal, RC Gold 4X, Invigorate.

**Misc:** Nutrisil forage inoculant dry or water soluble, Mineral Feeder (Pride Tuff).

**Plus more...** Ask for a catalog or go to [www.fertrell.com](http://www.fertrell.com) or contact me for more info.

Look in the Fertrell Catalog for recipes for mixing your own feeds.

Orders placed after 4-20-18 risk missing the truck, but if they make it on the truck the special pricing will still apply. Expect truck to get here the first or second week of May. Your order may get here sooner depending on how many orders come in, especially if you need it sooner.

Price changes are out of my control. Therefore please ask me for an updated price list or confirm the price when you are placing an order.

**Contact us for pricing or more info:**

**Martin's Farm Supply  
860 CO RTE 47**

**Potsdam, NY 13676**

**Phone: 315-265-4180**

**Fax: 315-262-8066**

**[melvinmartin@slc.com](mailto:melvinmartin@slc.com)**

**[www.martins4u.com](http://www.martins4u.com)**

*Organic  
Square Hay  
Bales For Sale*

About 40#/bales  
Around 3,000 bales  
available.

\$2.50/bale

**Choiniere Farms**

Call 518-521-3496



# Spring 2018 Nolt's Spreading Truckload Sale

**8% off all products shipped from Nolt's Spreading.**

Order and pay\* by **Friday, April 20 2018**

Take delivery when it comes in.

Take an **Additional \$25/ton off** if picked up at Martin's Farm Supply.

\*Sometimes it's fine to pay when it's delivered.

**Nolt's Spreading** sells a line of individual fertilizers like Calphos, Gypsum, SOP, Chicken Manure, and more. You can get a custom blend of their ingredients for a reasonable price.

Orders placed after 4-20-18 risk missing the truck, but if they make it on the truck the special pricing will still apply. Expect truck to get here the first or second week of May. Your order may get here sooner depending on how many orders come in, especially if you need it sooner.

Price changes are out of my control. Therefore please ask me for an updated price list or confirm the price when you are placing an order.

**Contact us for pricing or more info:**

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## Dry, Screened, Raw Chicken Manure Sale

**From Nolt's Spreading**

Flows very nice for non-pelleted poultry manure.

This poultry manure should go through a corn planter fertilizer hopper without fuss. However, if you want optimal flowability, go with a pelleted poultry manure or a fertilizer blend. Ask if you are interested in a pelleted fertilizer. For some reason the mice really like this poultry manure. Expect some mice damage and small holes in the bags. Approximate analysis: 3-4-2 Ca 8%

### **8% off Sale Prices on Chicken Manure:**

\$225/ton full truckload (approx. 24 tons) in 40# bags, delivered to one place, paid in full at time of delivery or before.

\$295/ton in 40# bags sale price (full skid of 50 bags) delivered to your farm.

\$6.81/ 40# bag sale price for less than a full pallet.

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**Need some Calcium, Phosphorous, or Sulfur** to spread with your poultry manure? Calphos (\$491.60/ton in 50# bags) and Gypsum (from \$233.12 to \$337.02 per ton) are also on sale, while supplies last, until April 20th.

**Martin's Farm Supply**  
**860 CO RTE 47**  
**Potsdam, NY 13676**  
**Phone: 315-265-4180**  
**Fax: 315-262-8066**  
**www.martins4u.com**

### *Certified Organic Hay*

First and second cut small square bales of grass hay.

Uniform 50lb. bales

Available by the bale or ton

*Schiltz Farms*

Please call (315)-250-4353 or (315)-328-5573 for more information.

Thank you

## Seven Springs order

I am planning to be placing an order with 7Springs.

I have not yet determined an order date.

Higher shipping costs may apply to items ordered after this order.

Be sure to contact me for an up date on this order.

Here is a small list of the many products that 7Springs has: **Azomite, Feather Meal, Cotton Seed Meal, Insecticidal Soap, Milky Spore, Neem Oil, Serenade, Surround, Pyganic, Floating row cover, and much more.**

For pricing or more info on 7Springs products, see price list, go to [www.7springsfarm.com](http://www.7springsfarm.com) or contact me for more info.

In the old days, it's said that children ate 7# of dirt by age 7, and they were healthy enough to be talented farmers.

Now a days, some children get vaccinated through a shot in the arm. And some are hardly vibrant enough to maintain basic survival.

There is more to the story than this, but it's something to ponder.

**Have something organic you'd like to sell?**

**Perhaps I can include your ad in my next mailing.**

## Friendly Blends of Organic Fertilizer

**6% off until Thursday, April 5,  
2018**

Order and pay\* by 4-5-18,

Take delivery when it comes in.

Take an Additional \$25/ton off if picked up at Martin's Farm Supply.

\*Sometimes it's fine to pay when it's delivered

**\$641.55 / 2,000# tote Sale Price for Deluxe Blend +2**, with trace minerals for the average farmer or gardener. Or **Deluxe Blend +0**, without trace minerals for certified organic farmers without a soil test.

There are more blends available.

50 bags are \$25/ton more.

The Deluxe Blends are excellent as a **Corn Starter** at 300-400#/acre in the row at planting.

**Also available:** Pelleted Chicken Compost, Chilean Nitrate, Gypsum, Rock Phosphate, custom mixed fertilizer blends, and more.

Bulk, totes, or 50# bags.

Ask for prices or see price list.

**Martin's Farm Supply**  
860 CO RTE 47, Potsdam, NY 13676  
Phone: 315-265-4180,

## When I think of a Christian, I think of someone who is:

- An ambassador for Jesus, like Jesus' hands and feet.
- An example and pattern for others to follow.
- Who joyfully lives by faith and trust and love in Jesus rather than focusing on doing what is right.
- Because of that faith, hope, and love, they consistently and diligently live rightly 7 days a week, like a clock that's working properly, knowing that God won't give them a duty they can't perform.

How is your life? Are you like a trusty good truck that gets the load to the destination, or like a broken truck sitting along the road, or like a truck that wandered off on useless distractions?

Oh, the glory God gets when His equipment runs as intended.

# Free Delivery Schedule Chart

Month	Malone and Beyond	Canton and Beyond
March 2018	7	14
March 2018	21	28
April 2018	4	11
April 2018	18	25
May 2018	2	9
May 2018	16	23
May-June 2018	30	6
June 2018	13	20
June-July 2018	27	4
July 2018	11	18
July-August 2018	25	1
August 2018	8	15
August 2018	22	29
September 2018	5	12

Month	Malone and Beyond	Canton and Beyond
September 2018	19	26
October 2018	3	10
October 2018	17	24
Oct-Nov 2018	31	7
November 2018	14	21
Nov-Dec 2018	28	5
December 2018	12	19
Dec 2018-Jan 2019	26	2
January 2019	9	16
January 2019	23	30
February 2019	6	13
February 2019	20	27
March 2019	6	13
March 2019	20	27

## Free Delivery Schedule Changes

We have made a small change to the delivery schedule. We are delivering to your area every 2 weeks. However, for those of you who are farther out, we may skip a delivery if there isn't enough sales to justify the drive and if you aren't in a hurry for your product.

Also try to have your order placed by noon on the day before (Tuesday noon) so we have time to get your order ready and plan a delivery route. Orders placed after noon on Tuesday may miss the delivery for that week.

If you want to take advantage of the Free Delivery, let me know your name and what you want, and we'll see what we can do. If applicable, give me your phone #, address, and directions to your place. The longer ahead of time you can place your order, the better. If you want the same thing every month, let me know and I'll try to bring it unless you make changes.

We started to charge \$5/stop if the order is less than \$400, with exceptions.

Feel free to post this page somewhere so you can remember our delivery days.

**Hours at Martin's Farm Supply**  
**Monday—Friday 9-5**  
**Saturday 9-12**

**Martin's Farm Supply**  
**860 CO RTE 47**  
**Potsdam, NY 13676**  
**Phone: 315-265-4180**  
**Fax: 315-262-8066**  
**melvin@martins4u.com**

# News

We have made some changes here at Martin's Farm Supply.

Last year my brother Tim started to do deliveries. We were using a minivan and trailer. It was lacking in brakes on the trailer and overall ruggedness. The minivan was a good idea to start with, but I'm so glad that I was able to get a Ford Excursion with a diesel engine. We sacrificed very little, if any, in fuel economy, but gained a lot in safety, versatility, and ruggedness. Plus I have the option of setting it up to run on cooking oil like I have my big truck. So if you see a Dark Green Ford Excursion with a Cummins engine coming in your driveway, it's probably us.

The other major change we made is our computer system. My brother Luray spent lots of hours programming and I spent lots of time telling him all the features I'd like and all the bugs he needs to fix. I want to go over some of the features of the computer system so you can understand us and also so you can take advantage of it.

**Invoices, Sales Orders, and Quotes** — I can change a Quote to a Order to a Sales Order to a Invoice in whatever order I wish. So if you wish to order something that you previously got a quote on, the number on your quote is helpful and will be the number of your invoice. I can look up your info by your name too.

**Helpful Tips** — The Invoice print out that you get is pretty self-explanatory. One feature I want you to take note of is the 'Helpful Tips for your Items' section toward the bottom. It will automatically print out notes for the items you bought. If the items you bought don't have any notes attached, there will be nothing there. There still are a lot of items that I haven't finished attaching notes to yet.

**Delivery System** — There is a delivery system that helps me a lot in remembering and organizing and planning the free deliveries. I can also add your order to a 'Need by Date' list for orders that aren't on the free delivery schedule. Be sure to let us know if we accidentally add a delivery charge to your order that shouldn't be.

**Organic Certification paperwork** — I have paperwork attached to items. I can email the paperwork to you or your certifier with a few clicks of a button or print off paper copies for you at your request. I still haven't attached paperwork to all the items.

**Soil Tests** — I attach your soil test results and recs to your account. I can easily pull up your soil test history and print or email it for you. There is some soil test history that

isn't attached yet.

**Health Tips** — I'm making a section that we can look up different disease issues and see what the common cure is for that disease. And see what products are used for that situation.

**Year End Statement** — I can print or email a statement with all your sales, purchases, and payments for the year.

**Price List** — I'll be able to print or email an up-to-date price list for whatever category(s) you are interested in. I'm still working bugs out of this system.

**Ton Pricing** — Ton Pricing is what we call it in our system and most of the time that is exactly what it means — price for 2,000#. However, it's actually a setting in the computer that when you buy over a set quantity of an item, it automatically switches you to a different pricing structure that gives you a lower price. So for example, Gypsum comes in 50# bags with 40 bags per pallet. I have it set to switch to the lower price when you buy 40 bags, which equals 2,000#. But Fort-V potting soil switches at 16 pails, making it so you need to buy ½ a yd to get a better price. Bulk molasses in your container switches at 170#, making it so you need to buy almost 15 gallons for the better price. I think I have all the bugs out of this pricing system, but let me know if you see something that isn't right.

**Discount List** — We have a discount list with old feed or minerals, broken bags, or for whatever reason we decided to sell it cheap. Ask if you are interested in a deal.

It's easy for us to make mistakes. Our system is only as good as we are. If you see something in our transactions with you that isn't right, be sure to bring it to our attention.

These features have made my life a lot easier. We hope these features will benefit you too.

Thank you a lot for your support and business. I hope your farm is prosperous and happy as 2018 unfolds.

Melvin Martin

**I am ashamed of much that is  
called Christianity.  
But I glory in following Jesus.**

## Open House

We are planning to have a Open House this summer sometime. We still haven't set a date, but I'm thinking sometime around the beginning of August. I plan to have it much like the Open House we had 2 years ago, with booths, speakers, walks, demonstrations, activities, and free organic lunch. I don't plan to have the consignment auction.

So keep your eyes and ears open for more details as the time gets closer.

# Starting Seedlings

Growing your own seeds indoors is definitely a fun and rewarding project. However, it takes dedication, attention and time. Here are a few steps to get you started.

## Last frost day

Start by finding the average last frost date in your area. Knowing this date will help you to know when to start your transplants. Look at your seed packet, which will tell you when to start seeds inside.

## Location

Even though the basement is generally the location we choose first for seedlings, it might not be the wisest choice. You will find that if you set up your "green lab" in a place that you walk by several times every day, you will be more likely to take care of your baby plants.

## Light

Light is a must! If seedlings don't get enough light, they will be leggy and weak. The light through a sunny window might not be enough for baby plants. In this case, you will need artificial lights (grow lights). The most affordable option is to buy standard shop light fixtures available at hardware stores.

## Soil

Ask around for recommendation for a good quality potting mix and appropriate containers. Make sure to choose a soil that is made for growing seedlings and that is suitable for organic production. Start with a fresh, disease-free mix that will ensure healthy, disease-free seedlings.

Compliments of Homestead Organics

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**I want to see the day when quality, natural food is available to everyone in the whole world at prices that they can afford.**

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# New York Minimum Wage Act

In 2016, Governor Andrew Cuomo signed into law the New York Minimum Wage Act, which is a law that requires all employers to pay their employees a minimum set wage. The mandatory minimum wage began December 31, 2016 and is set to increase each year on December 31. Employees in rural areas are scheduled to be paid a minimum of \$12.50 per hour by the end of 2020. After 2020 the \$12.50 minimum wage has the potential to rise by an amount determined by the state labor commissioner and the director of the budget. Any increase would be indexed to inflation and wage growth.

Although well intentioned, the New York Minimum Wage Act appears to be especially burdensome on small businesses. I have read numerous stories of family businesses, many of which have been in operation for decades, having to close their doors for good due to not being able to absorb the additional payroll expense.

In an effort to remain profitable many small businesses that are fighting to weather the storm find themselves having to resort to drastic measures, including raising prices, reducing their employees hours and even eliminating certain positions.

Some say the simple way to manage the wage increase is to raise prices. Although this sounds reasonable in theory, pricing as a whole has a threshold. Although periodic price increases are necessary, people will only pay so much for your goods or services.

If you notice in 2018 that your money doesn't seem to go as far as it did in previous years, keep in mind The Minimum Wage Act affects us all either directly or indirectly.

- Allen Bradley

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## Diatomaceous Earth: Feed supplement & Parasiticide

Diatomaceous (DE) is a soft chalk-like rock made up of crushed fossilized marine invertebrates. The rock is easily crumbled into a fine powder. Under the microscope, the crushed shells look like slivers of glass, giving the powder its rough feel.

Benefits of Diatomaceous Earth:

- Improves feed conversion and milk production
- Absorbs methyl mercury, e.coli and endotoxins
- Helps the animal to resist the effects of parasitic worms
- Prevents scours
- Increases appetite

## New Calf Starter Feed From Homestead Organics

With expertise from Gowans Feed Consulting, Homestead Organics have improved their ruminant feeds. They now offer an organic starter feed for calves.

Calf feed is critical. The genetic potential of a cow to produce milk is achieved at a young age when she is feed properly to develop good body condition, bone structure, muscle tone, and digestive capacity. The calf's rumen is not fully developed until the age of three months. So the young calf cannot yet fully digest forages and she relies on an excellent nutrition of milk, grain, supplements, and water.

This new formula has many advantages. It is very appealing to a calf with good teeth for gnawing and grinding as it contains pellets and coarsely cracked grains. The mineral supplements and fine ingredients are pressed into the pellets to make them appealing and to prevent ingredient separation. The addition of molasses and high quality vitamins and supplements ensure great nutrition and future performance. The diverse protein sources include soybeans, canola, and flax.

The regular calf starter contains 18% protein. And the high protein calf starter contains 20% protein. Both are available in 55# bags. Please contact us about affordable bulk quantities.

In stock at Martin's Farm Supply.

## Everlast Roofing

- COLORBOND** - A superior paint system that protects against weather & UV penetration, providing long-lasting fade resistance.
- AZM with Activate Technology** - A new industry benchmark for corrosion control with added magnesium.
- ♦**CECI (Cut Edge-Corrosion Inhibitor)** - A clear corrosion inhibitor, which decreases the corrosion rate of the factory cut edge.
- Heavier Gauge Tempered Steel Panels** - Provide extra strength, prevents buckling and can handle greater snow & wind loads.
- Quality packaging** to get your product to your jobsite in good condition.

**For any metal roofing needs**, your friends at Martin's Farm Supply & Roofing will be happy to assist you by providing the best materials at competitive prices.

Orders placed by 5:00pm Wednesday usually arrive the following Tuesday.

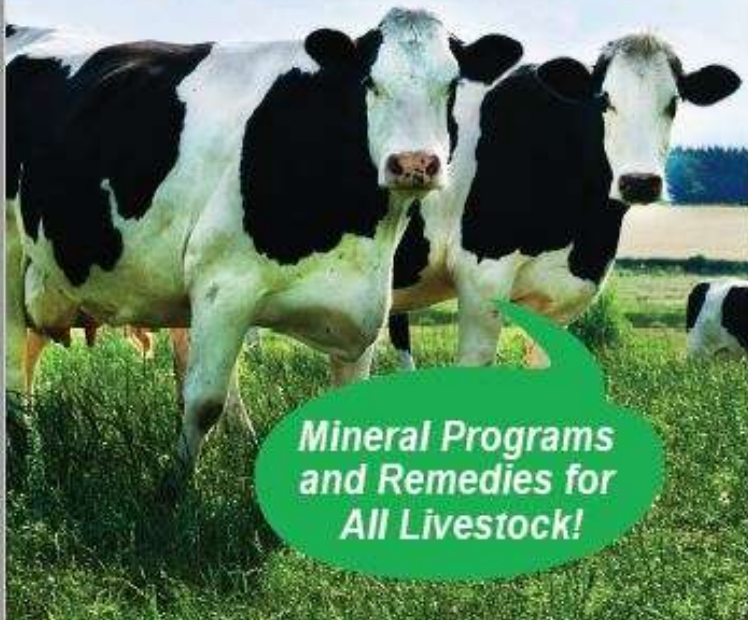
**Need lots of screws?** On occasion, we order in a pallet of quality screws. We get a greatly reduced price when we order in a full pallet. Ask us if you want to be notified when we are placing a large screw order.

We also have **Xcode** metal panels that are factory seconds at discounted prices. It's a super deal for sheds and barns.

**Martin's Farm Supply and Roofing**

Phone: 315-265-4180

**\* ATTENTION!!!  
GRASS ONLY DAIRY  
AND BEEF PRODUCERS!**



**\*For a limited time only, 2 Logan Labs soil tests and 2 Logan Labs tissue tests free with purchase of 55 gallons or more of Plant Sure™. Call for details. 877-393-4484**

## PLANT-SURE™

*All purpose and convenient for all crop producers, Plant-Sure™ combines a complex variety of benefits for growers who want to make "sure" their "bases" are covered. This product was designed to provide a simple, well rounded program that removes the guesswork for large producers as well as backyard gardeners. Take plant growth and production to the highest level with Plant-Sure™.*

**This Free Soil and Tissue Test with Plant Sure purchase promotional ends the end of April 2018.**

Martin's Farm Supply  
860 CO RTE 47  
Potsdam NY 13676  
P. (315) 265-4180  
F. (315) 262-8066  
melvinmartin@slic.com  
www.martins4u.com

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# Spring 2018 News

**Spring Sales**  
**Fertrell**  
**Friendly Blends**  
**Seven Springs**  
**Nolt's Spreading**

**And more...**

**See inside for more details...**

## Benefits of Oregano Oil

Oregano is an aromatic perennial herb that is native to the Mediterranean and parts of Asia. Its steam-distilled essential oil is highly regarded as one of the most powerful plant extracts available. Oregano contains a high level of carvacol, an active compound that has anti-microbial strength.

### **Oregano essential oil:**

- Fights bacterial & viral infections
- Boosts immunity
- Loosens congestion in the sinuses and lungs
- Promotes good digestion
- Used internally and externally