

Feed Mill News

Martins Farm Supply has started a certified organic feed mill!

I had been dreaming of a feed mill in this area for years already. Last summer we decided to actually start a certified organic feed mill. In December, we got our organic certificate.

We currently have certified organic corn, roasted soybeans, expeller soymeal, and oats in stock. Plus we have a list of minerals and supplements that are approved for our organic mixes. We have a grinder/mixer and can grind and/or mix feed to your specifications. Or we can sell individual products too.

Currently we are bagging the feed and are delivering it on our regular delivery schedule or you can pick it up at Martins Farm Supply. We are set up to fill totes too. Bulk feed may be an option if we can figure out a delivery plan.

Our goal is to buy as much of our grain from local farmers as possible. Then we'll buy in from out of the area to supply what is lacking.

If you want a custom feed, you or your nutritionist need to provide us with your ration. We can help you with your ration or point you to someone who can help you. Generally, nutrition/ration support is 'free' and is paid for by the minerals in the mix.

We also have a supply of corn, roasted soy, wheat, and buckwheat that either lost its organic status because of politics or the grower never did get organic certification for it. Either way, it was grown without pesticides or herbicides. Technically, it's classified as conventional, however it's not conventional. So I'm calling it Specialty Feeds. We are able to grind and mix the Specialty feeds too.

The Specialty Feed is geared for the homeowner. We grind the non-certified feed with a bur mill, so the feed tends to not be as dusty, which is better for poultry. The certified organic mill is a hammer mill, which tends to make dusty feed. The certified organic mill is more geared for the small dairy farm.

Our goal is to be able to provide you with a high quality product, for a good price, with good service. We are still working bugs out of our system. We hope we don't fall short of our goal.

Organic Grain Prices as of 3-6-20:

Corn \$0.27/#, \$540/ton;

Soymeal \$0.52/#, \$1040/ton;

Roasted Soy \$0.49/#, \$980/ton;

Oats \$0.265/#, \$530/ton.

Specialty feeds are around 5% less.

These prices **include** grinding, mixing, bagging, and delivery to the farm on our regular delivery schedule. We also have a long list of minerals and supplements for putting in your custom feed mix.

So for example, 2,000# of a Dairy Feed (approx 16%) is priced like this:

1104# Corn Meal,	\$0.27/#,	\$298.08
550# Roasted Soybeans,	\$0.49/#,	\$269.50
250# Oats,	\$0.265/#,	\$66.25
75# NY Dairy Base Mix,	\$0.9088/#,	\$68.16
15# Redmond Salt,	\$0.2839/#,	\$4.26
6# RC Gold,	\$3.5602/#,	\$21.36

For a total of \$727.61 for 2,000#

You don't need to order by the ton — you can order whatever you need (650# or more).

For the Certified Organic mill, there is a small batch fee of \$20 for feed orders between 650# (approx) and 999#. 1000# or more is no additional charge. Under 650# is not an option for mixing in the grinder mixer as the mixer needs enough volume or it won't mix properly. We can do any size order of individual ingredients.

Growers

I'm planning to buy as much local grain and forage for both mills as I can. I'm looking for people who want to grow corn, soy, oats, wheat, barley, alfalfa, clover hay, etc. There are quality standards that need to be met — ask for details. All growers must not use conventional herbicides, pesticides, GMO, etc. I also expect you to strive to produce a high quality crop.

Martins Farm Supply

860 CO RTE 47; Potsdam, NY 13676

Phone: 315-265-4180

farmsupply@martins4u.com www.martins4u.com



Spring 2020 Fertrell Truckload Sale



8% off most products shipped from Fertrell

Order and pay* by **Friday, April 17 2020**

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.

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, Green Potash 0-0-15, Liquid fish fertilizer blends.

Blue River Organic Seeds: Corn, Soybeans, Alfalfa, and more. Place your order by May 4th to get on the 2020 spring order. 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, Nutrisil forage inoculant dry or water soluble, Mineral Feeder (Pride Tuff).

Plus more... Contact us for more info or go to www.fertrell.com.

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

Orders placed after 4-17-20 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 our control. Therefore please ask us for an updated price list or confirm the price when you are placing an order.

Contact us for pricing or more info:

Blue River Seeds Ship Date May 4 2020

This year Fertrell and Blue River are doing something a bit differently for me. They want to ship my seeds directly from Blue River to me. Therefore I'm setting a date that they plan to ship my seed orders to me. We want to wait as long as we can to get as many orders on that shipment as we can. But we want it soon enough that no one is late getting their seeds. Therefore, you need to place your Blue River Seeds orders by May 4th. Orders placed and paid for after the deadline will likely have an additional shipping charge added to the price.

If the weather is bad and we are having a late spring, we may extend the ship date.

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Likely Opening this Spring!

5a Inspected Poultry Processing;

Stockholm, NY;

Dylan 315-705-5766

Spring 2020 Nolt's Spreading Truckload Sale

8% off most products shipped from Nolt's Spreading

Order and pay* by **Friday, April 17 2020**

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.

Contact us for pricing or more info:

Orders placed after 4-17-20 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.

"My grandfather drank raw milk, ate home-made cheese, and un-inspected beef and eggs.

Did yours?"

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

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.

Approximate analysis: 2-2-2 Ca 8%

10% off Sale Prices on Chicken Manure:

\$281.50/ton in 40# bags sale price (full skid of 50 bags) delivered to your farm, (\$313/ton regular price).

\$6.67/ 40# bag sale price for less than a full pallet, (\$7.41/40# bag regular price.)

Ask about special pricing if you are interested in a full truckload (approx. 24 tons).

**Rock Dust
Coal Screenings
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Simmental heifers,
One purebred, born 1/8/2019
\$3,000 OBO. Also one full-
blood, born 3/14/2019, \$4,000
OBO. Do well on grass. Good
for beef, dairy or draft.
Nathaniel Martin
156 Newton Rd. Potsdam, NY
13676 (315) 265-0026

Friendly Blends of Organic Fertilizer

6% off until Friday, April 3, 2020, with exceptions.

Order and pay* by 4-3-20, 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

\$673.20/ton in 50# bags Sale Price for Deluxe Blend +2, (\$716/ton regular price), 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. 2,000 lb totes available for \$646.96/ton tote sale price, (\$688.25/ton regular price).

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

The levels of trace minerals in the Deluxe Blend is right for in the row, however it's hardly maintenance levels for broadcast.

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

Martins Farm Supply and Roofing

860 CO RTE 47, Potsdam, NY 13676

Phone: 315-265-4180

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 Martins 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.

Martins Farm Supply and Roofing

Phone: 315-265-4180

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25 years Experience
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Cherie Whitten

1101 CR 49, Winthrop, NY 13697
315-328-5559, circle@slc.com

Free Delivery Schedule Chart

Month	Malone and Beyond	Canton and Beyond
February 2020	19	26
March 2020	4	11
March 2020	18	25
April 2020	1	8
April 2020	15	22
April-May 2020	29	6
May 2020	13	20
May-June 2020	27	3
June 2020	10	17
June-July 2020	24	1
July 2020	8	15
July 2020	22	29
August 2020	5	12
August 2020	19	26

Month	Malone and Beyond	Canton and Beyond
September 2020	2	9
September 2020	16	23
Sept-Oct 2020	30	7
October 2020	14	21
Oct-Nov 2020	28	4
November 2020	11	18
Nov-Dec 2020	25	2
December 2020	9	16
December 2020	23	30
January 2021	6	13
January 2021	20	27
February 2021	3	10
February 2021	17	24
March 2021	3	10

Free Delivery* Schedule Details

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 (especially custom feed mixes).

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 us know and we'll try to bring it unless you make changes.

*There is a \$5/stop charge if the order is less than \$400. The stop charge may be more if we have to drive too far from our route. We'd let you know if it is more.

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

Understanding the Price List

'Item Description' is a description of the product.

'Vendor' is who we buy it from.

'Regular Price' is regular full retail price.

'Sale Price' is the price when it's on sale. It's blank if there isn't a current sale for that product.

'Ton Trigger Qty' is how many you need to buy to get a price break. If it's blank, then I don't have a volume discount set up for that item. We use the word 'Ton', however it doesn't necessarily mean 2000#, but can be for any larger quantity.

'Ton Trigger Price' is the regular price for larger quantities.

'Ton Trigger Sale Price' is the sale price for larger quantities.

You can Mix or Match to get the ton quantity pricing.

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Monday—Friday 9-5

Saturday 9-12

Small Farm Profitability

Part 2 By John Schlabach.

(Last year I wrote an article on “Small Farm Profitability”, explaining that small farms don’t make as much money on the average as the larger farms do. However, small farms are a superior life to live, and it’s worth it even if it’s hard. This winter John Schlabach wrote this article on how to make your small farm more profitable. I posed a problem. John is giving the answer. –Melvin)

“Farming is just not as profitable now as it was for our grandparents.” We hear that statement all the time. And unfortunately it’s true. In 1969, about 28 cents of every food dollar went back to the farmer. Today it’s around 8 cents. Even back then, there were farmers who struggled to make a decent living farming.

With the ever-rising cost of inputs and the long slump in meat and milk prices, many farmers find themselves between a rock and a hard place! I will try to list a few pointers that I feel are important to keep in mind when making a decision.

However, I certainly don’t know it all and everything I know I learned from others.

Thinking

The most valuable time spent on any operation is time spent thinking. Our thoughts control our management. And our management controls our profitability. Most of us farmers know what hard work is, and we have a strong back to prove it. But our minds?? I’m not so sure.

Good management is half the work! I’m reminded of a story I heard of some missionaries who went to Africa to cut a road through the jungle. They worked hard and were making some progress. Then one day, one guy climbed up a tall tree. He looked around and said, “Hey, we’re in the wrong jungle.” The supervisor looked up and said, “Shut up. We’re making progress!” Thinking is free. But it can be hard work! Do you think the only way to make more profit is higher yields and more pounds? I don’t.

I think the easiest way to more profit is to lower the cost of production. Like someone said, “The easiest dollar of profit I ever made was the dollar I didn’t spend!”

Pasture

Pasture probably has the biggest potential to lower our cost of production. Folk’s, I’m here to tell you if you are not pushing for production on pasture, you’re missing out on a great opportunity.

Pasture has so many benefits; I hardly know where to start.

Pasture is our cheapest source of feed. Since it’s a perennial, we don’t need to plow and plant every year. In fact, it can get better the older it gets — with good management.

The animals harvest their own feed. No equipment to use and break. It doesn’t take much of our time. The animals spread some of the best fertilizer while they graze. Proper rotational grazing is the fastest known way to increase soil organic matter, (SOM). So what good is SOM, you ask?

For every 1% increase in SOM, the soil can hold an additional 20,000 gallons of water per acre. And your yield potential increases by 12%. The water holding capacity is a big deal in a drought. Frequently drought is the leading cause limiting pasture growth.

It is important to keep the pasture in a young vegetative stage, so it can collect the most energy from the sun. I like to think of each blade of grass as a solar panel, collecting and storing energy for our cows. See, farming is really about collecting, transforming, and selling energy. We have the pasture or other crops to collect the energy from the sun. “Because we can’t just pull out our hands and get energized by the sunshine.” So we let the animals eat the pasture. Then they transform the energy into meat and milk. Finally, we have a product we can eat and get energy from!

If we keep that in mind as we do our THINKING, we might be able to find some areas of our operation that could be improved upon. Or even some steps that could be eliminated entirely.

Calving Season

We ship our milk to Horizon Organic. They pay \$3 per hundred

more for 3 months during the winter as a winter premium. Many farmers fall into the trap of thinking their cows should be at their peak production during that time. However, with some pencil pushing and number crunching, you will soon see that \$3 per hundred does not compensate for the extra cost of production during the winter! I like our cows to be dry during the winter and at their peak when the pasture is at its peak. Allow me to explain! A dry cow will eat only half as much as a cow that’s milking 60 lbs per day. So if she’s dry during the winter, I can get away with less stored feed and a dry cow can get away with slightly lower quality feed. However, having said that, I’m quick to add that it’s important to make sure the dry cows receive adequate nutrients, especially if you raise your own replacement stock. Think prenatal care!

Next, by having the cows freshen towards spring, they will be at their peak production while the pasture is at its peak, which allows us to get the most amount of milk on the cheapest source of feed, pasture. And finally, I feel having the cows freshen in the spring, is more in sync with nature. How God intended it to be. We all like the idea of working more with nature, instead of fighting against her! Calving at the right time is one way of getting closer to that goal.

Crops

I feel one of the least profitable crops that is still widely grown is (hold your hat) corn! Corn is a very input intensive crop. According to an article in Graze magazine by Allen Williams, the average cost to produce an acre of corn in 2018 was \$682. While the average value of that acre was \$619. That is a real loss of \$63 an acre. I’m not saying corn can never be profitable! But there are some hidden costs in growing corn. And I have never heard of it improving the soil health. In fact, it’s quite the opposite. Most farmers think nothing of spending hundreds of dollars per acre on fertilizer for corn, but they didn’t spend anything to improve their pasture. Switch that around for a couple years, and see how you like it. Or keep track of all the expense, labor, and time you put in per acre of corn and do that for the pasture too. I think most farmers would be pleasantly surprised how profitable and enjoyable farming can be.

Manure

It never ceases to amaze me how willing some farmers are to spread out the manure on top of a foot of snow in the middle of the winter, only to turn around and buy expensive fertilizer so they can grow a good crop. Would you spread out expensive fertilizer like that?? I hope not! Bottom line, treat manure like it is high-value fertilizer and that is what you will have.

Conclusion

There are many other points that could be talked about. And I’d love to hear about your ideas. I’m convinced that pasture is where the profit is. Use it every day you possibly can. There are a lot of ways to extend the grazing season. With a few years of managing intensive grazing under my belt, I have seen first-hand impressive improvement of soil health and pasture quality. As part of our soil health monitoring, I like to count the earthworms in the old cow pies. The last one I counted, I found 175 earthworms in one average-sized cow pie. Stuff like that gets me going! Some people think driving a six horse hitch in some shiny new equipment is about the emotional height of farming. Not me! What gets me up in the morning and makes me want to do it all over again, is this peaceful, tranquil, scene of the cows entering a fresh paddock of good quality pasture and watching them hog it down. Now that, my friends, is something worth writing home about!

End!

New Pricing/Discount System

Effective March 23rd 2020

I've heard from multiple people with knowledge of feed mills that I need to be strict on payment. It's against my natural tendency to be strict. If the cows are hungry, we must feed them! Also I've been short on money already too, and I like when there is mercy.

With that being said, the bills need to be paid. If the money isn't there, the product can't be produced. If production ceases because of a lack of money, all the customers will suffer. So for the sake of everyone, I need to be strict.

Perhaps production won't cease completely because of a lack of money, but there will be heartache and extra cost. Which makes everyone suffer because of higher prices that have to be passed on to all the customers.

In the past, I didn't realize how much it costs if bills are paid late. I thought the standard interest rate of 1.5% per month was unreasonably high and I generally didn't charge people all the interest. But I pushed my pencil a bit and realized that 1.5% is actually unreasonably low! There are two ways I experienced the hard way that makes 1.5% unreasonably low:

The biggest loss I found is when we can't take advantage of a good deal or when we need to do things in an inefficient manner. So we can't buy when things are on sale or we can't buy enough to get good shipping, or we haul and move things around more than necessary. Or we can't afford the proper tools. This cost can very easily be way more than 5%.

The other loss is in missing credits or having to pay interest. Some of my vendors have quick pay incentive programs. They will give you a % off your bill if you pay within so many days. Or they charge interest after so many days. This cost can easily be up to 4%.

So with these thoughts in mind, a 1.5% interest rate on late bills is an unacceptable plan.

Martins Farm Supply has decided to adopt a new plan. We are putting our prices up a certain percentage, say 2.5%. (The percent will be different for different item categories). For those who pay with cash or check at the time of purchase get a discount equal to the percent it was marked up. Credit Card payments don't get the discount.

For customers pre-approved to pay after receipt of product, if you pay within a certain time frame, (10 days unless otherwise stated), then you get a discount equal to the percent it was marked up (2.5%). So the end result is you are paying very close to the same as you were before if you pay in time. If you are late, you don't get the discount. We will reserve the right to also charge the standard interest rate of 1.5% after 30 days like is normal. To receive the discount, your payment needs to be postmarked by the discount date. For customers approved to pay after delivery, credit card payment isn't an option.

If you want to be approved to pay after receipt of goods, you need to talk to me. My employees are not authorized to give credit if you are not pre-approved.

Also if orders are not picked up in a timely manner, the discount will not apply.

The other part of our new system is the credit limit. There is a limit on how high your bill can get until we require payment on delivery or before.

Hopefully with this new system, we'll be able to give you better service for a better price.

We plan to start using this new discount system on 3-23-2020.

Thanks for your business and support,
Melvin Martin

2020 Open House?

I'm thinking to have our bi-annual Open House this summer, but I'm not certain if or what we're doing yet.

In the past, we always had vendor based meetings; meaning that the vendors gave talks and such. This year I'm thinking to have it be a customer based event; meaning that successful farmers will be giving the talks. It is helpful to hear what the vendors have to say. They have a lot of experience with different farms and have access to lots of info and are set up to help you succeed. But they tend to be lacking in hands on experience. The successful farmers may not have as much info, however they have lots of common sense and practical advice. Both sides are essential.

I want to hear what the successful farmers have to say. Let me define 'successful' with my criteria – An organic farmer (not necessarily certified). Has been farming for at least a few years. Was productive enough to have paid his bills without his farm being supported by outside income (being a part-time farmer is fine). Soil fertility is as good or better after he farmed as it was before. His neighbors aren't upset with his farming practices. His product is of higher quality than the average conventional farmer.

If you succeed in these points or know of someone who does, I'd like you to consider speaking or giving a demonstration at our Open House. Your advice will help another be successful too. Please stand up, we need you.

I'd like to have various speakers who are focusing on different aspects and different types of farming and gardening. Some ideas are: Produce, grain, forage, grass-only dairy, grain and grass dairy, beef, sheep, goats, poultry, bees, maple, and herbs. We want to include big and little farmers and backyard gardeners.

The possible dates for the 2020 Open House are: July 25th, August 1st, 8th, or 15th. Which day is best for you?

Rest

We work all day, then we sleep all night.

We eat at meal time, and then don't eat until the next meal.

We work all week, then take a day off.

Crops grow all summer, then rest all winter.

We cut the hay, then let it re-grow for a month or two.

On and on. There are cycles in life. There are many different kinds of cycles, even in a narrow subject like soil. There's the carbon cycle, and the sugar cycle, and many more. It's so complex, it's beyond our comprehension.

We generally focus on the peak of the cycle. Time to work, time to eat, time for the sun to shine, time to plant, time to water, time to fertilize, time to harvest, ... But how often do we recognize the need for rest. Time to fast, time for darkness, time for cold, time for doing nothing, ...

Generally nothing happens by itself and we don't need to worry about it. However, there are times we need to make sure "nothing" happens.

"Let us labor therefore to enter into that rest, lest any man fall after the same example of unbelief." Hebrews 4:11 (Read Heb. 3:7-4:13.)

"Six years thou shalt sow thy field, and six years thou shalt prune thy vineyard, and gather in the fruit thereof; But in the seventh year shall be a sabbath of rest unto the land, a sabbath for the LORD: thou shalt neither sow thy field, nor prune thy vineyard." Leviticus 25:3-4

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Spring 2020 News

Organic Feed Mill Now Open!

Spring Sales

**Fertrell, Friendly Blends, Nolt's Spreading
And more...**

See inside for more details...