

# **Martins Farm Supply and Roofing**

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## **Spring 2024 News**

### **Organic Feed Mill**

#### **Spring Sales**

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

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

**Certified Organic Feed  
Local and Quality**

**We stock the standard feed mixes you are likely to need. Or we  
can make a custom mix to fit your specific needs.**

**Please stop in or  
ask for more details.**

# Spring 2024 Fertrell Sale

**4% off most products shipped from Fertrell**

**Order and pay\* by Friday, April 19, 2024**

Take delivery when it comes in.

Take an **Additional \$25/ton off**

if picked up at Martins Farm Supply and Roofing

\*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.

**Albert Lea/Blue River Organic Seeds:** Corn, Soybeans, and more. Place your order by May 1st to get on the 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, Dairy #1-3, Poultry Nutri Bal, RC Gold 4X, Nutrisil forage inoculant dry or water soluble, Mineral Feeder (Pride Tuff). **Plus more...**

Contact us for more info or go to [www.fertrell.com](http://www.fertrell.com).

Look in the Fertrell Catalog or website for recipes for mixing your own feeds or ask us at MFS.

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.

### **Surplus Seeds 10 % Off**

4 Dairy Pro Mix Albert Lee (Alfalfa, Orchard grass, Tall Fescue inoculated)  
50 LB good seed from this year, order got shipped double.

#### **Seeds below are from last year:**

3 Blackhawk 12 BMK 50 LB  
1 Hairy Vetch 50 LB  
3 BMR Sorghum Sudan 210 Viking 50 LB  
1 444LH Alfalfa Viking 50 LB  
1 2155N Albert Lee Soybeans 38.95 LB (part bag)

### **Albert Lea/Blue River Seeds Ship Date May 1 2024**

Albert Lea/Blue River free shipping order deadline is 5-1-24. Orders placed and/or 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.

# Spring 2024 Nolt Spreading Truckload Sale

## 6% off most products shipped from Nolt Spreading

Order and pay\* by **Friday, April 19, 2024**

Take delivery when it comes in.

Take an **Additional \$25/ton off**

if picked up at Martin Farm Supply and Roofing

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

**Nolt 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 4-19-24 risk missing the truck, but if they make it on the truck the special pricing may still apply. Expect truck to get here around the first 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.

## Need Potting Soil or Compost?

**We can help.**

**Start your plants right  
with Vermont Compost**



## Hemp Oil and Salve

**50% off while supply lasts.**

We stock local hemp products from Country Organics. The hemp we sell is produced with fertilizer that came from Martins Farm Supply. We have various concentrations and flavors in both oil and salves/muscle rubs.

Hemp is known for its health benefits.

**Martins Farm Supply  
and Roofing**  
**860 CO RTE 47**  
**Potsdam, NY 13676**  
**Phone: 315-265-4180**  
**Fax: 315-262-8066**  
**farmsupply@martins4u.com**  
**www.martins4u.com**  
**Mon - Fri 9-5 Sat 9-12**

# Friendly Blends

## of Organic Fertilizer

**3% off until Friday, April 19 2023,**

with exceptions.

Order and pay\* by 4-19-24,

Take delivery when it comes in.

Take an Additional \$25/ton off

if picked up at Martin's Farm Supply and Roofing.

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

**\$756.40/ton in 50# bags Sale Price for Deluxe Blend +2, (\$779.60/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.

The Deluxe Blends are excellent as a **Corn Starter** at 300-500#/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, Liquid fish, custom mixed fertilizer blends, and more.

Ask for a price list. These prices could change at any time.

## Organic First Cutting Grass Hay for Sale

About 1500 Small Square Bales

No rain. Cut on time.

Ask for prices and details.

**Mulch round hay bales for sale.**

## Wish for extra nice grain?

Ask about our double cleaned wheat, rye, buckwheat, and peas.

# Understanding the Price List

'Item Description' is a description of the product.

'Stock Qty' tells you if an item is a stock item or not.

'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.

'Bulk 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.

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

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

You can Mix or Match to get the bulk quantity pricing (with exceptions). However you need to mention it or we may forget.

There are two price lists: One intended for email and one intended for printing on paper. The paper version has only the most common items on it due to the cost of paper. If you wish for the more complete price list (email version) on paper, let us know and we can print one for you.

## New Products

- Simple 6 Hydration Energy Supplement
- SR Dairy Basics Low cost mineral
- Cedar Fence Posts Locally sourced
- Natural Wet Wetting Agent for soil or spray
- Eco Adaptive Potassium 0-0-10
- SPE-120 ES Soil Plant Enhancer
- Fertrell Huck Performance 5 Gal Bucket



**For Sale:**

**271 Detroit Generator**

**Engine \$1000 OBO**

**Contact Melvin for  
more info**

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# Organic Feed Mill

Certified Organic, Local, Quality

We are a small certified organic feed mill supplying feeds for homeowners and small farms. We source our grains locally whenever possible. When we can't source locally, then we buy from Lakeview Organic Grain in the Finger Lakes NY and other places as needed.

We stock standard feed mixes like Layer, Broiler, and Pig feed. We can custom make most any feed mix you wish for. All our feed is whole or mash. We don't make pellets. We mainly use Fertrell for our ration support, however you can provide us with your ration as you please.

Our goal is to be able to provide you with a high quality product, for a good price, with good service.

If you are needing more than about 2 tons of feed at a time, consider buying from a bulk truck delivery company like Keystone Mills. We put all our feed into bags and totes.

It is common that we will have some extra feed left over when we make a custom feed mix. We commonly give you the extra at the price of corn. Let us know if you don't want that extra.

It is common for a little bit of grain or feed to be in an auger, or for whatever reason, for some grain to get mixed in with another grain. For example, there may be a few kernels of corn in with the soy. Or it may be mixed right out of the field. For example, there may be some peas in with the oats. So don't expect 100% purity on feed grade grain.

We can refill your used bags. Please don't return torn bags or bags with dirt falling off of them. Be sure your name is on your bags so we know who they go to. We only reuse your bags for custom orders. If we use your bags, we strive to remember to also give you a bag credit discount.

Are you a certified organic grower with corn, soy, oats, wheat, alfalfa, clover hay, etc for sale? Let me know. I may be able to buy from you. There are quality standards that need to be met — ask for details.

## Returned bags:

Write your name on the open end of the bag so that we can see your name when it's up on the shelf.

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# Keystone Mills

Lakeview Organic Grain is planning to stop selling feed as they did in the past. Therefore we may be switching to Keystone Mills as our main supplier for the grains that we can't get locally. Keystone Mills has a slightly different set of products than what Lakeview has. One of those is pelleted layer feed. We are planning to start selling their pelleted layer in addition to the layer mash that we make here at Martins Farm Supply.

Keystone Mills has many other products too. Let us know if you are interested in any of those. Go to [www.keystonemills.com](http://www.keystonemills.com) or ask us for more info.

## New Custom feed pricing Structure

After reviewing our custom mix feed pricing structure, we decided to make a few changes. Instead of a mixing fee on small orders under the bulk trigger we had the cost of mixing figured in the price per LB. That meant that we were not getting enough for mixing for small orders in the 50 – 100 LB range and way more than we needed for mixing for orders in the 200 – 500 Lb range since the time it takes to mix a 50 LB batch is not much different than a 300 LB batch. So we decided to lower our per LB markups and add a small mixing fee to orders under the bulk trigger. We also found that the markups we had on different grain items were not uniform. Some were too high and some too low. So we changed them so they are consistent. We also changed the bulk trigger for custom feed orders from 499 LB back to 599 LB and for standard blends from 10 bags to 12 bags. There are a few mineral mixes that the bulk trigger is still set to 200 LB as it was before.

So with the new pricing structure custom feed mixes 0 – 599 LB get regular price per LB and a \$10 small mixing fee. From 600 to 999 LB get a lower bulk price per LB and a \$20 mixing fee. 1000 – 1999 LB get bulk price and no mixing fee. 2000 LB and more get bulk price and \$25 per ton large order discount (if large bags and random weight per bag). Sometimes when we can combine multiple orders of the same mix in one batch we split the mixing fee between them or remove it altogether. Please note that even though the mixing fee doubles at 600 LBs the total price is less because it also switches to bulk price.

Overall prices should not change much, however, depending on what mix you are getting and how much you are getting the price may be lower or higher than it was before. If you see any prices that you think are way off, let us know so we can check our computer system to make sure there is not a mistake. We think the new prices will be more fair to everyone and will better reflect our actual cost.

Let us know if you have any questions or comments. The new prices take effect immediately.

# My Corn Drying Story

By Melvin Martin

The standard way of drying corn is with propane. They blow the vapors/smoke from the propane combustion through the grain. I am amazed that it is allowed in organic production. I wished to use wood for the heat source in my set up; however, I didn't have a good plan and was planning to buy a propane fired grain dryer. Things didn't work out with the purchase of the propane dryer and we decided to hope the grain is dry enough coming off the field and hope for the best.

When we combined the corn, it was 24% coming off the field. This is way too high for drying in a bin without any heat. But I didn't have a plan.

I just built my grain bin. We got it finished enough to put corn in just before corn harvest. We looked at our fan and its shroud, and thought it looked like it will get smashed when the snow or ice comes off the bin roof. I had some old unused little sheds nearby, and the track hoe was there. So I hooked on to the one shed with the track hoe and put it over the fan to protect it from the snow and ice.

As we worked, I got an idea on how we can dry the corn. I have a very large wood stove that came from an old greenhouse that I thought I could set up like a giant rocket stove. We got the second old shed that was sitting nearby and put it in the row with the first shed that I put over the fan. I dug a U shaped trench inside the second shed and put a steel plate over the trenches to make more heat exchange than what the stove had by itself. Then I put the big stove by the





sheds so the heat would be pulled into the shed and into the bin blower fan. I set it up so the smoke had to go through the trench. The mud under this area was about the perfect mix of clay and sand for using in a rocket stove. The mud was well worked into a soft consistency after our running around there and perfect for sealing the trench, chimney, and connecting pipes. And so my 'rocket' stove was complete with very little outside inputs.

I got slab wood from my brother's sawmill to fuel the massive stove. It can burn a wagon load of slab wood in just 3 burns/ stove loads. My fuel is 100% natural. I am pleased.

To my disappointment, the stove smoked way too much and I couldn't run the fan until it was just coals in the stove. It was horribly inefficient. When I say smoke, I'm surprised the fire company didn't show up!

So I redesigned the setup to give the chimney a much better draft. The major change I made was to put the stove into a deep hole so the smoke came out the stove and into the trench and didn't have to go down out of the stove. My new set up worked great. I could heat the air going into the fan by as much as 40 degrees increase over the outside air temperature. It takes a lot of BTUs to heat that much with the air flow of that 7.5 HP fan! Once the stove gets hot, there is almost no smoke coming out the chimneys.

I am so pleased – I successfully dried the corn with wood fired heat! No propane smoke in my corn.

There is just a bit more to the story – I had prayed about this situation of drying the corn. I kind of knew it would be a blessing when it didn't work to buy the propane fired dryer, even though I didn't have a plan. I wasn't thinking of making heat when I first started to put the shed over the fan to protect it from snow and ice falling off the bin roof. But as I worked, the plan fell together. It wasn't my brilliancy that saved the day. I give God the glory.

**For Sale:**  
**22-L Van Norman**  
**Horizontal/Vertical**  
**Milling Machine**  
**\$700 OBO**

**Contact Melvin for more info**



# Friendly Blends Meeting Report

By Melvin Martin, with additions by Klaas Martens.

On February 21 2024, Friendly Blends had a winter appreciation meeting at Lawrence Horst's place. It was very encouraging and informational. For the sake of those who weren't able to come, I want to tell you a few things I remember being presented. I didn't take notes, so I'm writing this from memory, from papers passed out at the meeting, and some of my own two cents.

First Cleason Horst talked, then later Klaas Martens talked. The main topic was about soil health and good farming practices. And that from the view point that God is good and marvelous. The more we learn, the more we realize we don't know. The people that know the most say they hardly know anything because God's ways are so deep and amazing. The great men in the history of understanding soil were people who feared the Lord. People who approach understanding God's creation from a godless viewpoint never stay on track. Want to be a success? Get in tune with God. It's so simple, yet endlessly complex.

Soil is made up of 3 parts -- Chemical, Physical, and Biological. Physical gives the soil aeration, structure, and drainage. Chemical is the nutrients, PH, CEC, and Colloids. Biological is the living parts like soil animals, microbes, and plant roots. The relationships between these three factors is often drawn as a triangle with three equal length sides in which any change in one will affect the other two. This is actually misleading because these three factors are not equal. The importance of the biology is much greater than either the chemistry or the physical factors.

There are many beneficial relationships in the soil. Plants take sunlight and convert it into energy and give it to the soil life which in turn brings minerals and nutrients from the soil to the plant's roots. This also works to build soil texture and crumb structure. As much as half of the energy that a plant captures from the sun is given off from the roots in the form of exudates. These exudates feed microbes that perform many different services that benefit the plants. If there are no plants growing in the soil, then these soil organisms no longer have a source of food and they starve. When that happens, they don't perform the important services that the soil needs to be productive and the soil becomes poor.

Different plants relate differently in the soil. Some plants will increase a nutrient in the soil, like clover will increase nitrogen. Some plants need more of a nutrient than others, like corn takes nitrogen out of the soil. We can learn a lot by observing the soil and seeing which weeds come up and which plants grow the best. The soil can correct itself when there is something out of balance. There is nothing random about which weeds are there. If the soil is too tight on the surface and air can't go in

and out, foxtail will grow. If it is low in zinc, you will have milk-weeds. If you have Canadian thistles, the subsoil is compacted and is too low in oxygen. Each of these weeds will fix the conditions that made it come up and grow. We can learn a lot from paying attention to what grows. The soil can and does correct itself when it is unbalanced but if we keep on doing what caused it to become unbalanced, then the same weeds will just keep getting worse. Chemicals allow us to keep doing things that the soil is telling us not to do but only for a little while. Don't grow corn year after year on the same soil. And plant companion plants if you can, like peas and oats grow well together.

Cover crops do a lot for soil health in many ways. It helps balance the soil, gives protection to the soil during fallow times, increases soil life, and helps control weeds. The general rule with cover crops is to till or mow at the time its best for forage, that is, before the plant goes to seed. A plant will put its energy into the plant, then it will put the energy into the seed. You want to till or mow the covercrop before the energy gets locked into the seed. Don't forget covercrops when thinking about your fertilizer plan. If you plow down a heavy crop of red clover, it will have about 240 pounds of nitrogen, 70 pounds of phosphate, and 120 pounds of potassium per acre just in the part that is above the ground. Think about that when you take a heavy cutting of hay off the land. You can buy your neighbor's farm 'one bale at a time' if he sells all of his hay and straw to you every year.

When you plow the soil, don't plow any deeper than the crumb structure. Avoid turning the soil completely over and burying the crop residue too deep where there is no oxygen or soil life. Learning how to plow correctly is important. If you plow last year's corn stalks back up in the spring, it means that they didn't do you much good. That is often the result of plowing too deep and of the organic mater not having enough oxygen to become humus. If the plow flips the organic material completely upside down, it is probably burying it too deep. Think about where a fence post rots off. Farther down, the wood is well preserved. It rots just below the surface. The crop residues and cover crops do the most good when they are plowed in just deep enough so that they break down into humus. When you only plow as deep as the soil is well aggregated, then you are plowing the organic material into soil that has enough air to break it down into humus.

I could go on and on... but I need to stop for now. If you need to know more, ask someone who is a successful farmer, or an agronomist, or come to the next soil meeting. But most important of all, go in prayer, to the One who Created all this stuff and give Him the honor and glory that is due Him.

# Delivery Info.

Monday is for taking orders and paperwork.

Tuesday and on are for grinding and mixing feed.

Wednesday and on are for doing deliveries.

Try to have your order placed by Monday if possible. We will still try to fulfill your order even if you are late.

If you want the same thing repeatedly on a schedule, let us know and we'll try to bring it unless you make changes.

**Burke:** \$10 delivery fee if your order is under \$400. Free if over \$400.

Delivery every four weeks.

**Bombay/Bangor:** \$10 delivery fee if your order is under \$400. Free if over \$400. Delivery every two weeks.

**Russell/Canton:** \$10 delivery fee if your order is under \$400. Free if over \$400. Delivery every two weeks.

**Heuvelton/Canton:** \$10 delivery fee if your order is under \$400. Free if over \$400. Delivery every four weeks.

**Gouverneur/Canton:** \$10 delivery fee if your order is under \$400. Free if over \$400. Delivery every four weeks.

**South of St Lawrence Co, (Philadelphia, Lafargeville):** \$35 delivery fee if your order is under \$400. \$25 if over \$400. Delivery every four weeks.

Orders (south of St Law Co.) with the 'Bulk Trigger' discount applied need to have delivery calculated manually. Figure between \$25 and \$100 delivery fee. The factors to consider are what truck (and trailer) needs to haul it. How full is that truck (and trailer)?

Hi-Calcium

## Bagged Lime

From Spread-X

Bagged by Martins Farm  
Supply

- Dry
- Good Price.
- Random Sized bags
- By the bag or the pallet.

**Ask for a copy of  
our calendar  
with our delivery  
dates on it.**

**Martins Farm Supply  
and Roofing  
860 CO RTE 47  
Potsdam, NY 13676**

# Vermont Compost is here to answer your questions

The craft of organic farming is a high art, but, as you well know, it comes with a myriad of challenges. Vermont Compost Company has always proffered its services as a consultancy after the point of sale; they are there to help ensure the success of endeavors that begin in their growing media, and this means that they stand by their products with complementary technical support, should a need arise.

Because living media depend on microbes to mediate nutrient solubilization & availability, challenges can - if conditions become inopportune - extend all the way to germination and early seedling growth. With diverse backgrounds in vegetable production, agronomy, and soil microbiology, Vermont Compost is able to diagnose and remedy most problems that might arise.

Please do not hesitate to reach out to them should you encounter horticultural issues.

Vermont Compost  
1996 Main Street | Montpelier, VT 05602  
support@vermontcompost.com  
802-223-6049



*Sustainable And Effective Livestock Nutrition Programs For Today's Progressive Producer!*

**HEALTHY CALVES SAVE TIME AND MONEY**

## CRYSTAL CREEK® CALF PRODUCTS

- Calf Shield®
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  - Primary Care®
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  - Genesis Plus™
  - Calf Milk Mate™
  - Bright Start™
- Super Boost™  
- Calf Capsules and Bulk Powder
  - Check™  
- Calf Capsules and Bulk Powder
  - Power Powder™  
- Calf Capsules and Bulk Powder



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**MARTIN'S FARM SUPPLY  
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Organic Fertilizer and Feed Supplements  
[www.martins4u.com](http://www.martins4u.com)

*Striving to make life better for those after us.*

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