

Look What Lancaster Ag Has to Offer

Have you talked to Lancaster Ag lately? Since our move to our new location in January 2008, we have become a one-stop center for all of your sustainable agriculture needs. Starting in 1994 we have been providing quality organic farming products, service, and education in the mid-Atlantic region and extending up into New England. We have assembled an amazing wellspring of resources for sustainable farmers and gardeners under one roof.

The good news is that you and your families are not on your own. We are here to help you with all of your questions and are ready to recommend solutions for you to try on your farm. A passion of ours is to support the health and wellbeing of farm families and help them succeed with their crops and animals.

Our Products

- **Agricultural Seeds** - Our seeds are either certified organic in accordance with the national organic standards and/or untreated for sustainable farming use. We are committed to safeguarding health by providing the highest quality seeds for your organic farm.
- **Animal Health** - We maintain animal health by improving soil fertility, producing nutrient dense feed, using proper nutritional practices, and searching for remedies other than the quick fix. Our focus is on preventing and eliminating disease.
- **Animal Nutrition** - Soil health and balance is the basis for animal health. Our goal is to help farmers grow nutrient dense feed. Feeds rich in absorbable minerals and vitamins minimize health problems.
- **Corn Starter** - Our Corn Row Starter is formulated to provide a complete array of nutrients to feed the soil, so that this year's plants can make use of these nutrients.
- **Top Dress** - To improve the energy level of your soil, use our Top Dress. Applying Top Dress is a way to gradually add organic matter and build up the soil. It will increase nutrition uptake of the plants, balance moisture content of the soil, and enhance root development.
- **Lime** - Lime is a major source of calcium, an important plant nutrient. Calcium is referred to as the soul of both soil and plant health and when present, improves the soil. The calcium content of the lime, as well as other nutrients, needs to be considered when choosing sources of limestone. Call us for your limestone needs.
- **Customized Blends, Liquid & Dry** - The soil is a dynamic body, and a rapidly growing crop depletes soil of its nutrients. Improving the soil improves the quality of the crops. Our blends provide a foundation for balanced soil nutrition.

- **Garden / Human / Pets** - The linkage between human health and food has been known for a long time. The higher the nutrient value of our food, the better our health. Following our Garden Program guarantees sweet, full-flavored produce that results in good health.

Our Services

- **Spraying** - We provide liquid fertilizer application to our local customers. Farmers outside of our local area work together to group their acreage for us to spray efficiently. Our capacity per truck is 250 acres a day. We have three spray trucks and two semi-tankers ready to serve your needs.
- **Spreading** - We apply dry fertilizer blends to local soils with our spreader trucks. Farmers outside of our local area should call ahead so that we can efficiently schedule our spreading. We also have the capability to use our bulk trailers in combination with our trucks. Call us to schedule your spreading today.
- **Soil, Water, Forage & Plant Tissue Testing** - Our analysis service provides us with the data necessary to give you useful and accurate consultations about animal health and nutrition and crop fertility.
- **Educational Meetings** - One of our passions is to educate you about the basics of sustainable farming. We also make our customers aware of new trends and discoveries. Through workshops, seminars, field days, barn meetings, pasture walks, newsletters, and one-on-one consultations, we keep you informed.
- **Phone Support** - Trouble-shooting is one of our strengths and we are available to you by phone Monday - Friday from 7 am - 5 pm. Our knowledgeable and courteous staff will answer your questions ranging from animal health and nutrition to soil fertility, and can process your orders on the phone. Call us at 717-687-9222.
- **Animal Health Consultation** - We have a staff veterinarian available, as well as others, to help you with your animal health questions.
- **Pallet program** - For our customers who live out of our area, we ship up to 3,000 pounds on a pallet. For most areas, if the order is placed before noon one day, there will be next business day delivery. We encourage customers to group their orders to reduce shipping costs.
- **Deliveries** - Our trucks make weekly deliveries in our local and surrounding counties. We also make scheduled deliveries in other geographic areas and are open to new requests for this service.



FARMERS' NEWSLETTER

Naturally Interested
in Your Future



Agricultural Seeds
Animal Health
Garden / Human / Pet
Soil Nutrients
Animal Nutrition

SPRING 2009

Volume 1 Issue 1

717-687-9222

60 North Ronks Road
Ronks, PA 17572
www.lancasterag.com

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Dear Customers, Farmers, and Friends:

"I lift up my eyes to the hills - where does my help come from? My help comes from the Lord, the Maker of heaven and earth." - Psalm 121 : 1 & 2

In Romans 12:12 we, as godly men and women, are urged to be patient in trials and in Isaiah 40:31 we are assured that those of us who wait upon the Lord will renew our strength. Caring for our crop and animals requires patience too, as we need "the early and the latter rain." We must plan ahead for those things over which we have charge and be not so concerned about the things over which we have no control. Continually talking about others and their situations and talking about things we cannot change is a waste of time.

Last year was a blessed year for us with abundant crops, fair weather, health and strength. As we turn to the new year we need to ask ourselves the question, **"What can we do to make 2009 the best possible with the grace given to us?"**

Are you supplementing your cows' rations with high levels of grain? High quality forages can be fed at levels of 75% of total ration dry matter and still maintain good milk production and excellent herd health. You can reduce your purchases of grain and protein by taking these steps to produce higher quality forage and grow more energy with sugar.

1. Build up humus and balance mineral levels in your soils with your own livestock manure and cover crops, and then apply our trace mineral dry blends in the fall, such as calcium, gypsum, soft rock phosphate, 40 units sulfur and 2 units boron every year along with other traces as needed.
2. Plan to plant and grow more highly digestible grasses mixed with legumes as forages for your herd.

3. Spray Cal phos (if you are certified organic or in transition, use MPM) on your pasture and hay crops at green-up to boost early growth and improve plant health. The nutrients improved by the fish calcium, seaweed biologicals, boron sulfur, and other trace minerals at this early growth stage determine the size that your plants will grow to for the first harvest. Also the quality of the forage depends on adequate minerals in a healthy soil. Highly mineralized plants will not be attractive to insects, will resist diseases, and will enable your livestock to have better health. Place orders now for your spring liquids.
4. For the highest quality, plan to harvest your forage while grasses are still in the vegetative stage. Even if you get some rain on your grass hay, you will have better quality than if you wait too long.
5. Foliar spray your crop after each cutting or grazing, with Cal-Phos or MPM for more energies from the sugars and better quality grazing.
6. Arrange to have your forage tested and your rations balanced.

Now is the time to order your spring green-up spray to apply to pasture grasses and hay fields. When it is time to spray, we will be in contact with you and tell you when to expect our truck. We urge you to spray again after first and second cutting. These sprays will strengthen the plants, lessen insect damage, and resist disease throughout the season.

Row corn starter is ready to be delivered now, and our seeds are ready to be shipped out for spring seeding. We suggest you order promptly so that we can schedule your spraying and deliver products to you on time. We urge you to contact us before the rush. The sooner you order, the better we can serve you!

- Reuben C. Stoltzhus

**Be sure to
get your Corn
Row Starter
orders in
early to beat
any price
increases!**

Lancaster Agriculture Products' 2009 Winter & Spring Events

You are invited to join us for these educational events in Lancaster County or in your home area. Call us at (717) 687-9222 for more information about any of these meetings.

Spring & Summer Pasture Walks

In order to provide better customer service, our plan is to perform pasture walks in all the parts of the country where we had Barn Meetings this winter, starting in North Carolina in early May.

Please let us know if you would like to host any pasture walks in your area. Call us at 717-687-9222.

Annual Horse Nutritional Meeting

Sponsored by Jonas Riehl & LAP

Wednesday, February 11, 2009

6 – 9 pm

Lancaster Ag Products
60 N. Ronks Road, Ronks, PA

Featured speakers are James Helfter & Dr. Richard Holliday. An informational meeting on the vision and values of feeding free choice minerals.

Helfter Free Choice Mineral Education Mtg.

Two Dates & Locations

Wednesday, February 11, 2009

9:30 am – 2:30 pm

Lancaster Ag Products,
60 North Ronks Road, Ronks, PA

Thursday, February 12, 2009

9:30 am – 2:30 pm

The Lighthouse Restaurant
4301 Phila. Ave, Chambersburg, PA

Featured speakers are James Helfter and Dr. Richard Holliday. These small group discussions will center on how feeding free choice minerals allows animals to balance nutritional minerals and trace minerals, and how it allows them to balance the Cation/Anion charge in feed and water.

(717) 687-9222

1st Annual Advanced Growers' Winter Seminar

Sponsored by Northeast Organic Farming Association, Massachusetts Chapter & LAP

February 5 - 7, 2009

(Thursday 8:30 am – Saturday 5:30 pm)

Barre Congregational Church
30 Park Street, Barre, MA

Featured speaker is Dr. Arden Andersen. The seminar will concentrate on profitable soil, plant, and livestock management, plus formulas for fertilization and the implications of the nutritional quality of crops on human health.

Reuben Stoltzfus' Speaking Engagements

- Barn Meetings with Dr. Paul Dettloff, January 21 - April 1 (see page 3)
- Helfter Free Choice Mineral Education Meeting, February 11 at LAP
- Helfter Free Choice Mineral Education Meeting, February 13 at Shippensburg, PA
- Love Your Health Day, Health Awareness Seminar, February 14 at LAP
- Loveville Produce Auction Follow-up Meeting, February 23 in MD
- Midwest Organic and Sustainable Education Service (MOSES), February 26-28, at LaCrosse, WI
- D & S Farm and Garden Supply, March 4 at Middlefield, OH
- Keim Lumber Company, March 5 at Charm, OH
- Echo Valley Farm Supply, March 6 - 7 at Butler, OH

Love Your Health Day

2nd Annual Health Awareness Seminar

Saturday, February 14, 2009

8 am – 3 pm

Lancaster Ag Products
60 N. Ronks Road, Ronks, PA

An informative day full of workshops about garden soils, seeds, planting, harvesting, preserving foods, baking, and finding Real Food. Learn how our health depends on the nutrient value of our food.

TRADESHOWS

Pennsylvania Association for Sustainable Agriculture (PASA)

Exhibit, February 5-7 at State College, PA

Northeast Organic Farming Association (NOFA) -

Massachusetts Chapter Exhibit, February 5-7 at Barre, MA

Lancaster County Grazers Exhibit, February 9-10 at

Quarryville, PA

Dr. Paul Dettloff and Reuben Stoltzfus Lead Winter Educational Meetings

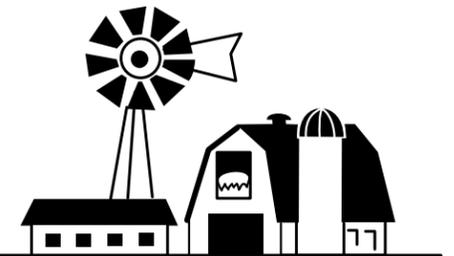
Coming to your area soon are the following barn meetings. These meetings are designed to be small group discussions around a kitchen table, so that you can receive one-on-one input about your sustainable farming operation.

The morning topics will focus on animal health: early diagnosis and treatment. In the afternoon the subjects are soil health, re-mineralization, and cover crop management. Included will be a question and answer time with individualized planning for pasture management and crop rotation.

Dr. Paul Dettloff was raised on a farm in Minnesota and graduated from the University of Minnesota. He has been practicing veterinary medicine since 1967 and working with organic dairy producers since 1988. He is an internationally recognized authority on organic livestock health, including dairy and beef cows, sheep, and goats.

Reuben Stoltzfus co-founded Lancaster Agriculture Products in 1994 with his father, the late Stephen E. Stoltzfus. Reuben was making composting machines and working with soils in his native Lancaster County. When demand for

Reuben's services increased, he and his father began mixing dry soil amendments with compost on their family farm in Bird-in-Hand. Today LAP provides hundreds of organic products to sustainable farmers from Maine to the Carolina's to the Midwest. Reuben's passions are education and service.



Itinerary for Dr. Paul Dettloff and Reuben Stoltzfus

- Wednesday, January 21 ... Our Saviour's Lutheran Church, 641 Critcher Drive, Welcome, NC
- Thursday, January 22 Noah Hertzler, 3700 Taro Road, Cullen, VA
- Friday, January 23 Allen Beery, 3969 Lumber Mill Road, Dayton, VA
- Monday, February 16 Bill Yoder, 3554 Rockdale Road, Meyersdale, PA
- Tuesday, February 17 The Lighthouse Restaurant, Chambersburg, PA
- Wednesday, February 18 .. Willis Horst, 505 S. Ramona Street, Myerstown, PA
- Thursday, February 19 Family Cupboard Restaurant, Bird-In-Hand, PA
- Friday, February 20 Jason Hoover, 249 Kohler Road, Kutztown, PA
- Monday, March 16 Loganton / Penns Valley / Brush Valley, PA area - location TBA
- Tuesday, March 17 Roy Fisher, 243 Wargo Lane, Mill Hall, PA
- Wednesday, March 18 Juniata, PA area - location TBA
- Thursday, March 19 Stephen F. Stoltzfus, 21129 Parson Road, Dry Run, PA
- Friday, March 20 Belleville, PA area - location TBA
- Thursday, March 26 Leroy Swarey, 6905 Yarness Road, Ovid, PA
- Friday, March 27 Harold Shirk, 5236 East Swamp Road, Stanley, NY
- Saturday, March 28 Dan J. Yoder, 1744 Church Hill, Wood Hull, NY
- Monday, March 30 Jerry Dell Farms, Vaughn Sherman, 2219 Gee Hill Road, Dryden, NY
- Tuesday, March 31 David Detweiler, 142 Guywills Road, Richfield Springs, NY
- Wednesday, April 1 Boucher Fertilizer, Inc., 2343 Gore Road, Highgate Center, VT

*** Light lunch is included with milk and cheese compliments of Organic Valley ***

