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Ronks, PA 17572

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717-687-9222

Naturally Interested in Your Future

SPRING AND SUMMER PRODUCE PROGRAM

A very basic ingredient in growing produce is water. It is the most important nutrient that you the grower can apply to your acres of produce. Water can play a key role in the success of your produce. Success or failure can depend on the lack or excess of water. If you miss with irrigation, it does not matter how many nutrients you have applied up front, your yield in the end will be affected.

Please review the following steps carefully. This is a handy guide to help you plan for a successful growing season in your produce fields.

Step 1 - Tilling

If you have followed the fall program, shallow till the soil of your field by your preferred method to prepare the soil for planting.

Step 2 - SeedGro

Before the last tillage pass, mix 30 gallons of Seed-Gro with 30 gallons of water and spray apply with the application method of your choice to each acre of soil surface. This will add some organic nitrogen to help your seeds germinate and give your plants a good start. Caution: Till only as much as is absolutely necessary.

Step 3 - Top Dress

Apply Top Dress in one of two ways: Apply 1000 pounds per acre to the soil surface with your preferred method or apply 5 pounds per 200-foot row (one foot wide) to the surface of the soil after the

seed is covered. Top Dress will add extra minerals, including trace minerals, to get your produce off to a good start. These rates can be increased to boost the energy levels in poor or wet soils.

Step 4 - Planting

When the soil is ready, plant your seeds. Apply Top Dress to the soil surface if it was not applied before planting. When it is time to plant your transplants, prepare a solution of SP-1 (soil drench) and water by mixing them in a 1:1 ratio. Place this solution in a small bucket and dip the entire root mass of transplants in this solution before placing them in the soil.



Step 5 - Tissue Sampling

The foliar feed and drip systems must be custom formulated according to the needs throughout the growing season via tissue samples taken every 2-3 weeks. Contact your Lancaster Ag Representative to have your leaf samples tested.

Step 6 - Observation

Thoroughly observe the plants in your produce acreage once a week. This will help you correct problems before they are out of control. Observe each type of plant for proper general appearance, structure, color, growth, and

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FARMER NEWSLETTER

*Naturally Interested
in Your Future*



SPRING 2011

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

Volume 11 Issue 1

717-687-9222

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

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**Order Early
for Discounts**

Down the Farm Lane

A Spring Conversation with Farmers and Growers

Greetings to everyone around the agriculture circle. I see quite a fountain of information flowing out of our midst and also from the people with whom we associate. I have just returned from the annual Acres U.S.A. Conference in Indianapolis, IN, and as you can well imagine, my head is full of new information that I have gathered there. At the moment I feel like I am drinking out of a fire hose instead of drinking at the fountain!

In 2010 I was able to connect many dots and find some answers to two questions that I had for a long time. Why does human health continue to fail? Why are our natural resources diminishing, such as the bees and their beehives? The herbicides and insecticides have been used in our environment for the past 40 years. Is that connected to the explosion of epidemics around us? There are deformities in newborn babies and deficiencies in the bee population, plus livestock nutrition is being taxed.



It is obvious that this epidemic is more than just toxins in the air. Researchers are discovering that the Bt (Bacillus thuringiensis) in the genetically modified corn, along with the chemicals we are exposed to and the mineral deficiencies that we already have, are breaking down our systems.

Researchers have already shown that glyphosate in Roundup is a chelator that chelates the minerals out of the soil so that the Bt bacteria can thrive. That is the reason some foods are diminishing in minerals so quickly. When our foods are deficient in minerals, we cannot overcome the toxic environment in which we live. We need to have minerals available to our systems to live well.

For instance, we need the minerals manganese, boron, selenium, and silica for our bodies to function properly

and those are the exact minerals that chemicals take out of the soil. Not only are soils affected by the chemicals sprayed on them directly, but they can also be affected by chemical drift. According to Dr. Don

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Lancaster Ag Winter Educational Meetings & Trade Shows

Date	Location
January 4	Eastern Shore, MD area
January 4, 5, and 6	Booth at the Keystone Farm Show in York, PA
January 14	Path Valley, PA area - Enos Z. Beiler, 17465 Path Valley Road, Spring Run, PA
January 14	Conway, MA area - David Fisher, 888 Shelburne Falls Road, Conway, MA
January 15	Booth at NOFA Mass. Meeting, Worcester, MA
January 19	Charlotte Hall, MD area - Israel Hertzler, 37009 Woodpecker Way, Charlotte Hall, MD
January 20	Booth at the Carolina Organic Commodities & Livestock Show in Oxford, NC
January 21	Reuben visiting customers in the NC Region
January 21	PM - Union Grove, NC area - Noah Hostetler, 494 Union Grove Road, Union Grove, NC
January 21 & 22	Booth at the CARE Meeting in Bird-In-Hand, PA
January 21 & 22	Booth at the NOFA NY Conference, Saratoga Springs, NY
January 29	Booth at NOFA NJ Meeting, Princeton, NJ
Late January	Reuben visiting customers in the Western PA Region
February 3	Attending PCO Meeting in State College, PA
February 4 & 5	Booth at PASA in State College, PA
February 7	Fleetwood, PA area - Paul Burkholder, 398 Topton Road, Kutztown, PA
February 9	Charlotte Court House, VA area - Dodd's Farm Supply, 1409 Vincent Store Road, Charlotte Court House, VA
February 10	Dayton, VA area - Allen Beery, 3969 Lumber Mill Road, Dayton, VA
February 10	Shippensburg, PA area - Family Traditions Lighthouse Restaurant, 4301 Phila. Ave., Route 11 N, Chambersburg, PA
February 11	Dealers' Day at Lancaster Ag Products
February 11	AM/Afternoon - Helfter Beef & Cattle Nutrition & Minerals Seminar at Lanc. Ag, Sponsored by: Helfter Feeds/Adv. Biological Concepts
February 11	PM - Helfter Horse Nutrition & Minerals Seminar at Lanc. Ag, Sponsored by: Helfter Feeds/Adv. Biological Concepts
February 12	Real Health Conference ... From the Ground Up! at Lancaster Ag Products
February 14 & 15	Booth at Lancaster Co. Grazers Conference
February 14, 15 & 16	NY areas - Georgetown, Fort Plain, and Bombay, NY
February 17	Reuben visiting customers in the Ohio Region
February 18	PM, Shipshewana, IN area - w/Freeman Fry at Northern Nutrition, 2180 North 700 West, Shipshewana, IN
February 19	AM, Shipshewana, IN area - w/Freeman Fry, at Northern Nutrition, 2180 North 700 West, Shipshewana, IN
February 23	Dover, DE area - John Miller, 2871 Yoder Road, Dover, DE
Early March	NY areas - Penn Yan, Ovid, and Richfield Springs, NY
March 11	PM - Belleville, PA area - Yoder's Rugs, 161 South Kish Street, Belleville, PA

If you are interested in attending one of these meetings, please call (717) 687-9222, for specific times and locations.

If your area is not mentioned and you would be interested in hosting a meeting in your area, please contact Deb at (717) 687-9222.

Spring & Summer Crop Programs

CORN

There are different stages that a corn plant goes through in which it needs support to grow upward. Lancaster Ag has both dry and liquid Corn Row Starter for you to use to influence your corn crop. Your choice depends on the equipment you have available.

Lancaster Ag's recommendations for applying **dry** fertilizer:

- Broadcast up front
- Alongside the row
- Broadcast after the corn is up

Lancaster Ag's recommendations for applying **liquid** fertilizer:

- Broadcast up front
- 2x2 alongside the row
- Side dress at cultivation time
- Foliar spray
- Drop nozzle at tasselling



A good question for a farmer to ask is: How do I determine how much Corn Starter my corn needs? The answers to the following questions will help Lancaster Ag make recommendations for your crop.

- What does your soil sample tell you?
- How did you manage last year's residue?
- How much manure did you put down?
- Did you have a cover crop?

There are various ways to approach fertilizing your soil. Here are examples of Lancaster Ag's recommendations:

- Manure and cover crop - 150 pounds of dry Corn Starter and one foliar application of Cal Phos mid-summer.

- Manure only - 200 pounds of Corn Starter and a basic foliar program.
- No manure and no cover crop - 250 pounds of Corn Starter and two applications of foliar spraying throughout the season.

Other options are using 200 pounds through broadcast and putting some through the planter. Or you can put 200 pounds up front, another 100 pounds through the planter and then also do a foliar application.

Remember, Lancaster Ag has both conventional and organic Corn Starter.

ALFALFA

Lancaster Ag's recommendations will help farmers establish a healthy, nutritious stand of alfalfa. In the fall, apply dry blends to your stand. If you want consistent early growth in the spring, we recommend applying MPM or Cal Phos with a liquid application at green up and approximately every 45 days thereafter. In summary, the following is the Lancaster Ag's Foliar Spray Schedule for optimum growth.

- At green up
- After first cutting
- After second cutting
- After third cutting



PASTURES / GRASSES

Lancaster Ag's ultimate program for pastures includes one dry application in the spring and three liquid applications thereafter.

- Dry blend in the fall
- 150 pounds Dry Top Dress in mid-February when the weather is still cold
- 10 gallons MPM or Cal Phos at green up, March 25-April 1
- 5 gallons, approximately May 15
- 5 gallons, approximately July 1

You can place your orders with our call center staff at **717-687-9222**. We are ready to serve you and answer any questions you have as you prepare for the spring season. ■



Friday, February 11, 2011 Helfter Beef, Cattle, and Horse Meetings

Located at our Lancaster Ag facility
60 North Ronks Road, Ronks, PA

Real Health Conference... From the Ground Up!

Saturday, February 12, 2011

All-day event for the whole family

Located at our Lancaster Ag facility
60 North Ronks Road, Ronks, PA

Five informative seminars will be offered throughout the day.

Look What We Have to Offer at Lancaster Ag!

Call us at 717-687-9222



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 agricultural 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 and down into the southern states. We have assembled an amazing wellspring of resources for sustainable farmers, growers, 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 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** - 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 produces 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 is 250 acres a day. We have three sprayer 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 today to schedule your spreading.
- **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, 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, 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. We will gladly 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 3000 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.

Lancaster Ag's Recommendations for Spring Seeds

Lancaster Ag's seed man, **Jake Stoltzfus**, has compiled the following recommendations for spring seeds. We hope this short listing of some of the best seeds available is helpful to you. Please call us at **717-687-9222** to order your spring seeds. Jake and the rest of our call center staff are available to help you with your questions and can give additional recommendations.

CLOVER: Spring is the time to frost seed clover in existing pastures where quality forage has been depleted. For most areas, late February through early March is the time when the soil is still freezing and thawing. That is the ideal time to frost seed. We recommend seeding 2-4 pounds per acre of red clover and 1-2 pounds per acre of white clover. If your pasture has large bare spots, it is advantageous to also seed a little ryegrass in addition to clover. If your stands are too thin, we suggest no-tilling Greenfast (a grazing mix) as soon as weather and soil permit. For best results when no-tilling into old stands, graze old grass as short as possible. This exposes the soil for good seed to soil contact.



Check with us at Lancaster Ag about the best mix to use. We have different mixes for different jobs.

SOYBEANS: Blue River Hybrids has a good lineup of organic beans. Blue River 34A7 Group 3.4 has done very well locally.



ALFALFA AND GRASSES: Grasses usually give more digestible fiber, which creates more energy. Generally speaking, alfalfa gives more protein and silage gives more energy. However, we have seen some very impressive forage analysis of grasses with high protein and energy. To achieve this, the grasses are usually cut young with good fertility. A general rule: cut young for quality and cut older for quantity. Our recommendation is to use good fertility and harvesting management for the best of both.

Ryegrasses are good in cooler moisture and fertile soils. Ryegrass goes dormant in warm dry spells. Orchardgrass still seems to be the number one choice for organic farmers. Meadow fescue is more palatable than tall fescue with less yields, but with very good grazing. Bromegrasses are more drought tolerant but weaker in persistence if cut too often and too short. Timothy is palatable with big yields in the spring and lesser yields later in the season.

We have Blue River organic alfalfas, plus untreated varieties. We had very good results with WL345. WL353LH is a new high-yielding, high-quality alfalfa that delivers some of the best levels of potato leafhopper resistance available today. We expect to have WL353LH leafhopper resistance in UT (untreated) seeds in stock by spring. It is a 7th generation potato leafhopper resistant alfalfa, which by using selection, has developed stalks that are not bothered by leafhoppers. It is improving through selecting and it is not GMO. Hopefully farmers will continue to stick together and avoid Roundup Ready alfalfa.

COVER CROPS: Here are three varieties of cover crops we recommend.

Cargo - 60% oats, 20% annual ryegrass, 20% Crimson Clover

The seeding rate is 60 pounds per acre. Seed 6 to 8 weeks before first killing frost. This grass legume mix makes a good cover crop or green manure. It prevents erosion and the Crimson Clover fixes nitrogen. Please note that in areas north of PA State Route 78 Crimson Clover does not consistently overwinter.

Broadcaster - annual ryegrass, Crimson Clover, Medium Red Clover, Yellow Blossom Sweet Clover, radishes.

Seeding rate is 18 pounds per acre. This mix was formulated for overseeding corn and beans at the time of last cultivation.

Tillage Radish - Plant late summer to take up nitrogen left behind by previous crops and also from manure spread in fall. Nitrogen will be released for next year's crop. Radishes can be grazed, but they are best combined with some other grass.

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The View

By Dr. Paul Dettloff

Dr. Paul from Arcadia, Wisconsin is on staff at Lancaster Ag as a consultant and veterinarian. He shares his wisdom gleaned from more than 40 years of working with farmers and their livestock.



Winter Thoughts by Dr. Paul

It has been proven that stored feed loses its value over time. This is especially true of vitamins. As the winter progresses and these values drop, you the farmer may want to adjust your feeding rations to cover these shortfalls. A few key items to consider:

1. Vitamins

Vitamins A, D, & E are critical for immune function, reproduction, and general health. Vitamins come as a trio called ADE. They also come in the ration or units as the cow needs them. If you add them according to the Vitamin A level, you will also be getting the proper levels of D & E. My suggested level is 200,000 IU's of Vitamin A per cow per day into her diet.

2. Kelp

Kelp should be fed all year round, but is especially needed in the winter. This is a highly absorbable trace element source that supports all the body's systems. Feed at 2 ounces per head per day or feed by free choice. Kelp is an ingredient in many of Lancaster Ag's products.

3. Minerals

The cow constantly needs a good supply of minerals. Using better feed grown in balanced soils as a result of a good soils program means that you may not need as much in the form of supplements. The cow puts minerals into the milk daily. Milk is rich in calcium and that drains some calcium out of her system daily.

The growing calf inside her uterus has a need for lots of minerals.

It is very important to balance your minerals according to your forage. If you slack on minerals, vitamins, kelp, and salt, you will pay dearly in added veterinary bills or treatments. You will have more breeding problems and lower production. We at Lancaster Ag have recently updated our minerals products and are pleased to offer you the best products possible.

VETERINARY TOOLS

Check your veterinary tools to be sure that you have a ready supply of the main items on hand, because in winter and spring you will have more health issues than when the cows are feeding on grass. Here is a short list of products you should have on hand:

- Aloe liquid and pellets for the immune system
- CEG tincture for infections
- OLS tincture for pneumonia
- Calf Start for scours prevention

DULL IT

This winter you may want to add Dull It tincture to your veterinary tools. The certifiers in the Midwest are asking what the farmers are doing for pain control when they dehorn their calves. The food buyers are also asking this question of their suppliers. Everyone wants the animals to be treated humanely. If you tell your certifiers that you use Dull It under the tongue two minutes before dehorning and another two cc's under the tongue immediately after the procedure, they will be overjoyed and will consider you a humane, caring farmer.



For example, the 1950's Minnesota method will not cut it anymore. Once a year my dad, brother, and I used our lariats, nose leads, and saws along with the Keystone Guillotine Dehorner. We had one bloody Saturday, but those cattle got

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The View By Dr. Paul Dettloff

Continued from page 4

dehorned! This method does not fly anymore. No one will want your milk or meat if you do not treat your animals humanely.

Folks, the world has changed and we need to change with it. Chico State University in California set up trials using Dull It and found the cortisol levels could be kept much lower when using Dull It before and after the procedure. The cattle fight less, bleed less, and come back on feed faster than any other common pain control. I recommend using Dull It for dehorning, castrating, teat opening, and for other situations when the animal will be experiencing pain. ■

God Will Do a New Thing in 2011

Contributed by a Staff Writer

The most popular New Year's resolution is to lose weight and get into better physical shape. Lancaster Ag can help you with that goal. At our **Real Health Conference** on **Saturday, February 12**, we will give you many reasons for eating wholesome foods and adopting a healthy lifestyle. Mark your calendars and plan to attend the seminars that will inspire you and give you tips for new vibrant health in 2011. Please see the enclosed brochure.

The number two resolution is to stick to a budget and number three is debt reduction. Lancaster Ag can help you with those goals too, especially as they relate to your farming operation. The financial focus article on page 6 addresses these issues by giving some general sound financial advice.

The words in Isaiah encourage us to put our mistakes and old habits from the past aside and look to a new year with hope. May this verse give you a bright outlook in 2011 as you allow the Lord to do a new thing in your life. **Forget the former things; do not dwell on the past. See, I am doing a new thing! Now it springs up; do you not perceive it? I am making a way in the desert and streams in the wasteland.** ■

- Isaiah 43:18 & 19

FALL PRODUCE PROGRAM

Step 1 – Soil Sample

Obtain a soil test kit from your Lancaster Ag Representative. Take a soil sample between July and September following the kit instructions. We recommend soil sampling your soil every two or three years and that each following sample is taken during the same month of the year. Send your soil sample to your Lancaster Ag Representative for testing and yearly product recommendations.



Step 2 – Plant Residue

Chop or shred the plants immediately after harvest is complete.

Step 3 – d-Compose Mix

Mix 4 gallons d-Compose Mix with 20 gallons of water and apply to one acre of soil. Or d-Compose Mix can be mixed with the quantity of water that is easiest for you to apply.

Step 4 - Tilling

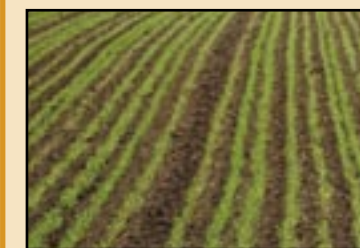
Shallow incorporate the plant residue and d-Compose Mix into the soil with your choice of tillage method. We recommend no more than 6-inch deep tillage.

Step 5 – Dry Blend

After tillage, broadcast apply the Dry Blend at the recommended rate per acre with your choice of spreading method. This application should be done between August and December or before the ground is frozen.

Step 6 – Cover Crop

Sow the cover crop seed using your choice of spreading method and incorporate into the soil approximately one inch deep. When the cover crop grows to 8 inches tall, mow off leaving a three-inch stubble. This will help the cover crop provide readily available nutrients when it goes into the soil. ■



A Spring Conversation with Farmers and Growers (Continued from page 1)

Huber, Professor Emeritus of Plant Pathology at Purdue University, four tons of conventional chicken layer manure can be equal to a full application of Roundup itself. Huber's research has shown how herbicides tie up micronutrients. Therefore it is very important for us to protect the livestock and humans around us and be aware of the type of operation we are running.

It is universally proven that GMO crops do not have higher yields. The only benefit that they bring to the farmer is that he can get by with sloppy management. Sloppy management means that the farmer does not have to think about weed control, crop rotation, or soil ecology.

Recently I had a concerned beekeeper stop by my office and talk to me about what is happening to the bee population in our world. You may think that bees are an insignificant part of agriculture, but I want to tell you friends, bees are major contributors to life in general. This beekeeper indicated that there are thousands of dollars being wasted in killing completed hives from poisons and bacteria getting into the hives and wiping out whole colonies of bees.

Theories about this dilemma include the opinion that the honey is gradually becoming weaker in minerals and no longer sustains the bees over winter. In other words, it takes more honey to feed the bees through the winter. What is left over is matter that is undetectable. Is it Bt pollen, toxins, or something that the bees are rejecting?

Our human health challenges, our herbicide and insecticide contamination, and our dying bee population may be painting a gloomy picture, but we cannot stop here. Actually we have been in these situations before where life has given us adverse circumstances to overcome. Our solutions need to include working on minerals, calcium soil biology, and crop rotation and STOP using "icides" to fix our modern day problems. At first this will not be a simple system to follow. But if we understand life and what it takes to sustain life, it becomes very simple.

We need calcium in our soils every year to neutralize all of the chemical fallout from the atmosphere. We need to add calcium beyond the measurement of pH or base saturation numbers. Also we need to add humates and other trace minerals to feed the biology in our soils. If we do not put these traces on our soils every year, we will see adverse effects in our crops.

They will be starving for these nutrients. Will we use more chemicals or will we deal with the problem?

This year at our Beechdale Farm test plots we experienced a fairly clean weed-free crop and we were able to avoid using either organic or conventional fungicides and insecticides to raise a great crop. Minerals are essential to soils and plants as air is to young infants as they begin to breathe. None of us would think of closing off an infant's airway, but that is in essence what we are doing by not applying minerals to our soils.

Minerals are important for beneficial bacteria to flourish in the soil, fungi to form, algae to develop, plant root exudates to grow, and roots to elongate. All of these are needed to combat diseases. It is similar to a human's immune system.

In closing I plead with you, if at all possible, try to avoid introducing harmful substances into our soils and environment. This is something we will surely regret later on. Instead, apply common sense in crop rotations and cover crops that feed our soil biology. Also apply some minerals along with your MPK fertilizers this spring. These minerals are very vital for animals and humans to survive and function. For example, manganese is important for reproduction and its absence will have devastating effects. Boron is needed for calcium uptake in the tissues. We need to address soil nutrient deficiencies and reverse this trend by feeding soil life. This issue is so important, that we will be continuing this conversation in future newsletters.

I want to personally invite you to our special REAL HEALTH CONFERENCE on SATURDAY, FEBRUARY 12, 2011 at our Lancaster Ag facility on Ronks Road. We will be offering seminars that will explain more of the human health challenges that we face today. There will be five classes from which to choose and family members, both young and old, can benefit from the instruction. This conference will replace our farmer-only winter meetings. February 12 is planned as a day for the whole family to enjoy. Please check the enclosed brochure for more details.

I hope to see you there! ■

- Reuben C. Stoltzfus

Dry and Liquid Blends Contain Needed Soil Nutrients

The start of a healthy plant is in the soil. Lancaster Ag has developed the highest quality dry and liquid blends that add an array of nutrients and trace minerals to the soil. Based on the results of soil samples, Lancaster Ag can recommend just the right blends for specific soil situations. The rate of application is determined by the balance and level of fertility in the soil. These blends work hard to properly align the calcium, magnesium, potassium, trace minerals, and pH in the soil. They stimulate the ability of the plants to take up more nutrients and supplement the needs of growing crops.



Lancaster Ag Rep Amos Martin explains the benefits of soil nutrients to farmer Charles Groff.

Fall Season

This season of the year is very important for soil. The months from August to December are the prime times to put nutrients back into the soil and prepare it for next year's crops before the ground freezes. Adding dry blends in the fall allows the soil to make improvements over the winter and begins the process of making the nutrients available for the following spring and summer.

Lancaster Ag's Liquid Blends are formulated with ingredients that are friendly to the microorganisms of the soil by aiding in the breakdown of plant debris. We use rock dusts that are available from rock formations in nature in our Dry Blends to improve the soil's nutrient content. These are used in the customized blends that Lancaster Ag can individually formulate for our customers to meet their specific needs. Our goal is to provide farmers and growers with products that will balance soil, make it biologically alive, and give it the ability to produce high nutrient-dense crops.

Spring Season

Lancaster Ag's Liquid Blends can boost early growth, and improve plant health in pastures and hay crops by spraying at green-up in the spring. The Dry Blends can prepare the soil and influence the growth of row crops. The nutrients of the plants, improved by the fish calcium, seaweed biologicals, boron sulfur, and other trace minerals at this early growth stage, determine the size that the 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 livestock to have better health.

It is important to foliar spray crops after each cutting or grazing. This provides for more energy from the sugars and better quality grazing. It also provides for consistent growth early in the spring and optimal growth throughout the growing season.

There are various ways to approach fertilizing the soil. We at Lancaster Ag can give our best recommendations if they are based on soil tests. Our representatives will design a complete soil nutrient program specifically for individual farmers and growers. ■

2011 Prepay Fertilizer Discounts

Payments received by	
January 31	3%
February 28	2%

Lancaster Ag's Recommendations for Spring Seeds Continued from page 3

CORN: We have both Masters Choice and Blue River organic and untreated corn. Masters Choice has some of the top genetics for corn, especially for silage and on-farm grinding. Blue River is dedicating time and effort toward finding and saving good genetics for the organic farmer. They have some very good organic seeds available for grain or silage.

2011 Prepay Seed Discounts

BLUE RIVER SEEDS	
Payment postmarked	
January 1 – January 31	4%
February 1 – February 28	3%
March 1 – March 31	2%
April 1 – May 31	1%
KING'S SEEDS	
Payment received by	
January 31	5%
February 28	4%

Remember to call your seed order in early for discounts and best availability. ■

Seven Rules for the Financial Game

Information provided by Larry Groff, Finance Manager, and the Christian Personal Finance Website

During the winter many families gather around their kitchen tables to eat popcorn and play board games. Depending on how competitive your family members are, these times can be both fun and stressful. Take for instance the game of *Monopoly*; the most played commercial board game in the world. If you have ever played this game of buying and selling and charging rent, then you know there are times when you cannot get a break. No matter how hard you try, the chances do not fall in your favor.

Financial pressure can make you feel the same way. No matter how hard you try or what strategy you use, you feel as though you cannot win. Life and board games have something in common – you have to move the number of spaces you rolled and deal with the consequences of where you landed. In games you can quit, but in life and in finances, quitting should not be an option.

Taking to heart the verse in Romans 8:31, *If God is for us, who can be against us*, we can be assured that with God on our side, we cannot lose. Before allowing financial circumstances to get the best of you, consider these seven game rules.

1. Read, Read, Read

You do not have to figure everything out on your own or develop your own solutions. Many books, magazines, and newspaper articles have been written by those who have experienced first-hand the financial difficulties you are facing today or might face in the future. Read how others in similar situations have turned their finances around and learn from them as you feel God leading in your life. Your trials are not greater than others ahead of you have experienced. God is big enough to lead you to financial freedom.

2. Set Goals

Writing down goals is important. Doing this for both short-term and long-term financial goals will help you develop a plan that is realistic. A practical first step is to have a written spending plan in which you determine how your money will be spent before

you actually receive it. With a spending plan in place, you will have a useful tool that will help you achieve your goals.

3. Celebrate Small Successes

Financial breakthroughs often come a little at a time. The big check that you wished for or dreamed about may not come in the mail, but you can celebrate the small checks that you receive. You might not be where you want to be, but you are closer to your goal and that counts for something. Allow small victories to motivate you to greater successes.

4. Minimize Setbacks

When you are struggling financially it is easy for your mind to think of the “what if’s.” What if the bank takes my house or land? What if I do not have money for seed or fertilizer or to make needed repairs? Do not allow bad scenarios, which have not actually happened, dominate your thinking. Excessive worry will bring you to a place where you are paralyzed with fear and incapable of thinking clearly.

Mentally minimize the setbacks, no matter how big they may appear. Proverbs 23:7 says, *As a man thinks in his heart, so is he*. In other words, what you think becomes reality. If you think there is no hope, then your situation is truly hopeless. But as Christians, we walk by faith and not by our circumstances. You have a choice. When things do not work out like you had hoped, you can get discouraged or you can choose to remain positive. In spite of the argument, “Faith and positive thinking will not pay the bills,” there is still an attitude choice you can make. Stand in faith or stand in fear. Place your trust in God.

5. Seek Advice

Find Christians who are wise, well respected, and knowledgeable about your area of financial need and ask them for counsel. For example, if you are starting a business, talk to a successful business owner. If you owe a lot of money, talk to someone who has been able to pay off a large debt. Overcome your pride and ask for help. Your Christian brothers and sisters are willing to offer sound financial advice. Consider the wisdom in Proverbs 15:22, *Plans fail for lack of counsel, but with many advisors they succeed*.

Another valuable source of support is your church leadership, such as a minister, pastor, or deacon. Seek

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Seven Rules for the Financial Game

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his advice because he has the ability to view your situation objectively. He is someone who is deeply concerned about you and will tell you the truth.

There will likely be a common theme in the advice you receive. You can expect to hear stories of hard work and sacrifice. Most importantly, you will be advised to overcome the fear of failure. All of these are necessary in order to accomplish your goals. We as humans have a natural tendency to look for an easy way out. We need mentors to keep us on the right path and to remind us that the easy solution is rarely the best or lasting one.

6. Obey God

Malachi 3:10 tells us, *Bring the whole tithe into the storehouse that there may be food in my house*. In other words, bring the first 10% of your income to your local church as a tithe. The primary motive for tithing is to worship God and to give back to Him what is rightfully his. If our funds are meager, we can expand our tithe by giving our time and skills. Giving to others will help us keep our situation in perspective. It will help us to be thankful and see God's hand working around us.

7. Take Initiative

Do the research required and then employ some strategies to improve your situation. Do not let old habits persist. Motivate yourself to learn and then take action. Proceed in faith knowing that God will certainly do His part and will walk with you on your financial journey. Remember that success is dynamic and found in the process. *“Success is the progressive realization of worthwhile goals.”*

We wish you a truly successful 2011. ■



Spring and Summer Produce Program

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reproduction. Also observe your plants for insect problems. Many insect problems begin on the underside of the leaf surface.

Step 7 – Foliar Feeding

Feed your plants by applying liquid fertilizer directly to their leaves to stimulate plant growth. Foliar feeding is especially useful for introducing trace elements or for emergency feeding when plants are found to have a specific shortage. These nutrients can be added directly through the leaves.

Step 8 - Weed Control

Control weeds throughout the growing season with plenty of perseverance by the method of your choice.

Step 9 – Water Irrigation

Regulating your water irrigation continually throughout the growing season is of utmost importance. If your plants are dry or excessively wet, the results can be disastrous. Water is the most important nutrient that you can apply to your produce.

Step 10 – Nutrient Dripping

Apply fertilizer and nutrients through your drip line.

After carefully following this program throughout the growing season, harvest the fruits of your labors with thanksgiving to the Sustainer of the universe. ■