

2012 NATURAL FARM RESOURCES



Naturally Interested in Your Future
717-687-9222 • www.lancasterag.com

*The blessings of life are God's gift to us.
What we do with those blessings is our gift to God.*

Lancaster Ag... Your One-stop Service Provider!



This 2012 edition of Lancaster Ag's catalogue has been revised to put our products, services, and their descriptions at your fingertips. It is designed to be a quick reference that aids you in your sustainable farming operation. Included are introductions to new products for 2012. We are pleased to be able to serve our many faithful customers and we give a special welcome to our new friends. Here are the services we offer.

Animal Health

Lancaster Ag staff can help you find answers to your animal health questions through the services of Dr. Paul Dettloff, an organic veterinarian with more than 40 years of experience. We also offer a complete line of animal health products, which include Lancaster Ag's own Nutri-Min Mineral Blends and Heritage Feeds. We also offer Dr. Paul's animal health products and tinctures as well as many others.

Deliveries

Lancaster Ag's trucks make weekly and monthly deliveries in our locality and in surrounding counties. We also make scheduled deliveries in other geographical areas and are open to new requests for this service.

Education

Our mission is to educate you about the basics of sustainable farming and keep you informed about new trends and discoveries in the industry. We provide workshops, seminars, field days, winter educational barn meetings, pasture walks, newsletters, brochures, a catalogue of our products and services, and one-on-one consultations.

Pallet Program

For our customers who live outside of our area, we ship up to 2,950 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 orders to reduce shipping costs. See page 77 for more details.



Phone Support

Monday - Friday from 7 am to 5 pm our knowledgeable and courteous staff members are available in the Call Center. They will answer your questions ranging from animal health to soil nutrition and explain how to use our products and programs. They are ready to process your orders in an efficient and friendly way. Call us at **717-687-9222**.

Spraying

We provide liquid fertilizer application to our local customers. Farmers outside of our local area should work together to group their acreage for us to spray efficiently. Our capacity per truck is 250 acres a day. We have three sprayer trucks and two semi-tankers ready to service your needs.

Spreading

We apply dry fertilizer blends to local soils with our spreader trucks. Customers outside our area should call ahead so that we can efficiently schedule our spreading. We also have the capacity to use our bulk trailers in combination with our trucks.

Testing

Lancaster Ag offers soil, water, tissue, forage, and plant testing. Our analysis service provides us with the data necessary to give you useful and accurate consultations about animal health and soil nutrition. We can develop custom programs to meet your individual needs based on test results.

We dedicated our new Lancaster Ag Fertilizer Building on September 27, 2011. It is a renovation and expansion project of the original site where we began our company 17 years ago on the Stoltzfus Family Farm, 3036 Old Philadelphia Pike, Bird-in-Hand. The new facility is efficient, provides a good work environment, and enables Lancaster Ag to offer a higher quality product.



Site of test plots for Lancaster Ag's sustainable agricultural research.

CATALOGUE KEY
 CFU = Considered for Organic Use
 Bulk gallons must be purchased in quantities of 100 gallons or more.

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Lancaster Ag's Service Staff

Lancaster Ag is a family-owned and family-run business. Reuben and Mary Stoltzfus enjoy having their four teenaged sons working beside them in the business. Daniel is the Dry Blend Manager and David manages the warehouse. Samuel and Reuben Jr. assist in the office, retail store, and with the shipment of small packages.

We invite you to meet other members of our Service Staff.

Larry Groff – Chief Financial Officer

With his background in farming, banking, and service abroad, Larry brings wide experience to his role at Lancaster Ag. His primary responsibilities are to manage the financing and pricing and give solid advice. He deals with the customer financial issues that are extensive.



Dr. Paul Dettloff – Staff Veterinarian

Relying on his 40 plus years of working with farmers and their livestock, Dr. Paul is Lancaster Ag's animal health consultant. He lives in Arcadia, Wisconsin, and travels to Lancaster County several times a year to work with the staff here.

Jake Stoltzfus – Sales Representative / Ag Seeds Coordinator

Jake oversees the sales and inventory of seeds. He works in the Call Center and is the Sales Rep for South Central PA and South Central New York.



Amos Martin – Sales Representative

Through his many years of working with the local farmers in Lancaster County, Amos is well acquainted with sustainable practices.



Lorene Brenneman – Office Manager

While overseeing the functions of the office, Lorene is also Reuben Stoltzfus' personal administrative assistant. She has many years of experience in working with sustainable farmers and growers and shares her knowledge in the Call Center.

Dr. Lloyd Balderston – Formulation and Laboratory Manager

Leading the research team in the Lancaster Ag laboratory is Dr. Lloyd. He is on the forefront in helping to develop new products and works with soil samples and overall quality control.



Nancy Stoltzfus – Retail Store Coordinator

Mother to Reuben and widow of founder Stephen Stoltzfus, Nancy manages the retail store and serves the customers who pick up products. She also is in charge of small package shipments.



Tina Horst – Accounting Administrator

Tina works with billing, accounts receivable, and accounts payable. She is the staff person who troubleshoots when customers encounter problems with invoices.



Bill Saadeh – Sales Representative

Bill is the Sales Rep for Fleetwood and Lebanon County in PA and Delaware, Maryland and Ohio. He is also involved in general office administration and the Call Center.

Deb High – Events Coordinator

Keeping track of the many calendar events at Lancaster Ag, Deb coordinates the educational offerings and organizes the details. She works in marketing and in the Call Center.



Steve Hartzler – Sales Representative / Produce Service Coordinator

Depending on his many years of hands-on produce growing, Steve speaks from personal experience as he advises growers in the Call Center. He works as a produce coordinator and is the Sales Rep for Connecticut.



Rodney Martin – Sales Representative

As a resident of Virginia, Rodney serves the farmers and growers there. He has an extensive background in farming, having operated a dairy farm for 18 years.



Steven (Howie) Combs – Nutritional and Poultry Manager

Howie's main responsibility is in the area of poultry nutrition. He advises farmers of current trends in the poultry industry, encourages good nutrition in their flocks, and troubleshoots when problems occur.



Peter Russell

– Sales Representative

Living in the small town of Contoocook, New Hampshire, Peter is a professional certified organic grower. He is the Sales Rep for Vermont, New Hampshire, Massachusetts, Rhode Island, and Connecticut.



Chris Wachter – Organic Certification and Registration Coordinator

Chris supports Lancaster Ag's management team in assuring organic compliance, which includes making sure the correct ingredients are on the labels of our products.

Mark Fulford – Sales Representative

From his Teltane Farm in Monroe, Maine, Mark works as the Sales Rep for the state of Maine. He not only grows a wide range of fruits and vegetables, but also is an educator and farm consultant.



David Smucker – Truck Driver

David is responsible for all bag deliveries that Lancaster Ag performs on a routine basis.



Allen Nolt – Spreading and Spraying Operator

Allen is well equipped to handle the busy months of spreading and spraying. He efficiently coordinates the dates, truck routes, and acres that are waiting for applications.



Wendell Garman – Equipment Operator

Wendell is part of the team of staff members who run the spreader and sprayer trucks to apply valuable minerals to crops.

Gary Beitzel – Equipment Operator

Gary is part of the team of staff members who run the spreader and sprayer trucks to apply valuable minerals to crops.



General Crops

- Soil testing
- Plant analysis
- Call for recommendations based on your samples
- Call for specific cropping programs
- Dry fall nutrient blends
- Custom blending available
- Liquid & dry fertilizers / programs
- Row support & top dresses
- Foliar / drip irrigation programs
- Tree fruit programs
- Manure & nutrient management systems
- Residue & tillage management practices

