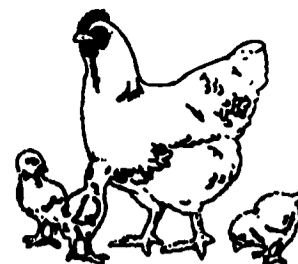


Supplement, Saturday, September 25, 1993

Lancaster Farming

# POULTRY NOTES



## Farm Calendar



Tuesday, September 28

Northeast Poultry Show, Lancaster Host Resort, thru Sept. 30.

Wednesday, September 29

Northeast Poultry Show, Lancaster Host Resort, thru Sept. 30.

Thursday, September 30

Northeast Poultry Show, Lancaster Host Resort.

Monday, October 11

Columbus Day

Poultry Management and Health Seminar, Improving Livestock Buildings and Equipment, Kreider's Restaurant, Manheim, noon.

Tuesday, October 12

Delmarva Poultry Industry annual meeting, Delmarva Convention Center, Delmar, Md.

Wednesday, October 13

Pa./Va. Turkey Day Conference, The Mechanicsburg Holiday Inn.

Thursday, October 21

National Meeting on Poultry

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Pennsylvania Poultry Queen Melissa Stauffer grew up on a poultry farm well-known for being on the cutting edge in conservation practices. From left, are Michele, 16; Melissa, 19; parents Clark and Lucy, and Janelle, 13.

## Poultry Queen Family Strives For Excellence In Farming

LOU ANN GOOD

Lancaster Farming Staff  
EPRATA (Lancaster Co.)

— The Clark Stauffer farm has often been featured in the news for its U.S. geological water quality studies and for its innovative composting system. Now, add another noteworthy accomplishment: It's home for the Pennsylvania Poultry

Queen Melissa Stauffer.

Melissa, 19, the oldest daughter of Clark and his wife Lucy, and her sisters, Michele, 16, and Janelle, 13, are involved in the day to day farm operation.

Because the Stauffer farm is highly diversified, it cannot be classified as only a poultry farm, although it certainly is a

successful one. In addition to raising 22,000 broilers, 235 sows, and a 500-head hog finishing business, more than 100 acres are farmed. The biggest scope of work is dedicated to 15 acres in produce and one in tobacco.

Stauffer said that his grandfather purchased the 67-acre Indian Run Farm during the Depression years. Since then a neighboring 16-acre farm has been added and the Stauffers rent additional acreage to make about 100 acres. The farm still has the original 1788 barn that

was redone in 1946.

Although Clark had studied landscaping and worked in that field until he purchased the farm, he never regretted his decision to change careers.

"But it's quite a challenge," Clark said.

He is an avid follower of keeping abreast of new and better methods in agriculture. For this reason, the Stauffer farm is often the site where agriculture leaders from other countries visit.

Clark's expertise is in conservation methods and in a

composting system he erected on the farm.

"A composting system is a great way to go. I think every poultry farmer should have one," he said.

Although skeptical before he installed the composter, Clark said that he had become interested in composting by necessity after contaminated ground water was tested on his farm.

He was also appalled when he dug footers for a building, and found that the chickens he was burying were not

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Jay Stauffer farms with his wife Trena and sons Jay Donald Stauffer, Jr. (J.D.), 7, front and Jefferson, 3.

## Poultry Producers Show How They Profit From Manure Marketing

ANDY ANDREWS

Lancaster Farming Staff

LANCASTER (Lancaster Co.) — There's a way to turn what some consider a liability — the tons of poultry manure generated on the farm — into an asset.

Several Lancaster County poultry producers have come up with solutions about manure disposal. Rather than leaving the disposal of it entirely to chance, to nutrient management plans and legislation, or the local township, they've taken matters into their own hands.

Fertility matters, that is.

The key is to take the raw product from layer or broiler houses and dry and/or refine it enough to suit the bill. That "bill" comes in the form of how producers choose to market the manure.

In the stories to follow about several poultry producers throughout Lancaster, all had one thing in common: a marketing plan. They selected the place they wanted the manure to go, decided on what price they were willing to accept for it, and worked closely and constantly with the buyer to ensure a product that benefits both the buyer and the end-market, the

consumer.

"The more you invest in making the better product, the more you have to get for the product, which changes where you market it," said Leon Ressler, nutrient specialist at the Lancaster extension office. "In other words, the cheaper the product, the more potential buyers you have out there."

Ressler recently compiled a manure marketing buy/sell list from a survey. When it was completed, the list totalled 296 receivers and 110 suppliers.

According to Ressler's annual report, a follow-up survey

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