

# Manure Marketing

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really watch what they're doing and why they do it that way.

"In order for me to do what I'm doing, I present these people with a service. If they want one load of chicken manure every week and they want it

that Tuesday, they want a load of chicken manure and they want it there on Tuesday — they don't care whether you're baling hay, they don't care whether you're cutting wheat, they don't care whether the egg collector doesn't work. It takes

a commitment on your part to do it."

Clugston said that, in the past, he custom-hauled the manure to be applied on farmers' fields. But the market was inconsistent, and hauling the manure to wet or unworkable areas didn't appeal to the

layer farmer.

"I like the idea of driving down there on macadam road and pulling off onto a concrete pad and dumping my manure," said Clugston. "I don't have to worry about getting stuck in some guy's field and there isn't anybody around to pull me out. It's just a whole lot nicer."

Clugston farms with his wife, Marti, and children Tiffanie, 14; Jennifer, 12; and Caleb, 8.

### File plan

Now that Pennsylvania has nutrient management legislation, according to Paul H. Patterson, professor of poultry science at Penn State, poultry producers will be required to file a nutrient management plan if they have more than 2,000 pounds of poultry liveweight per acre of land.

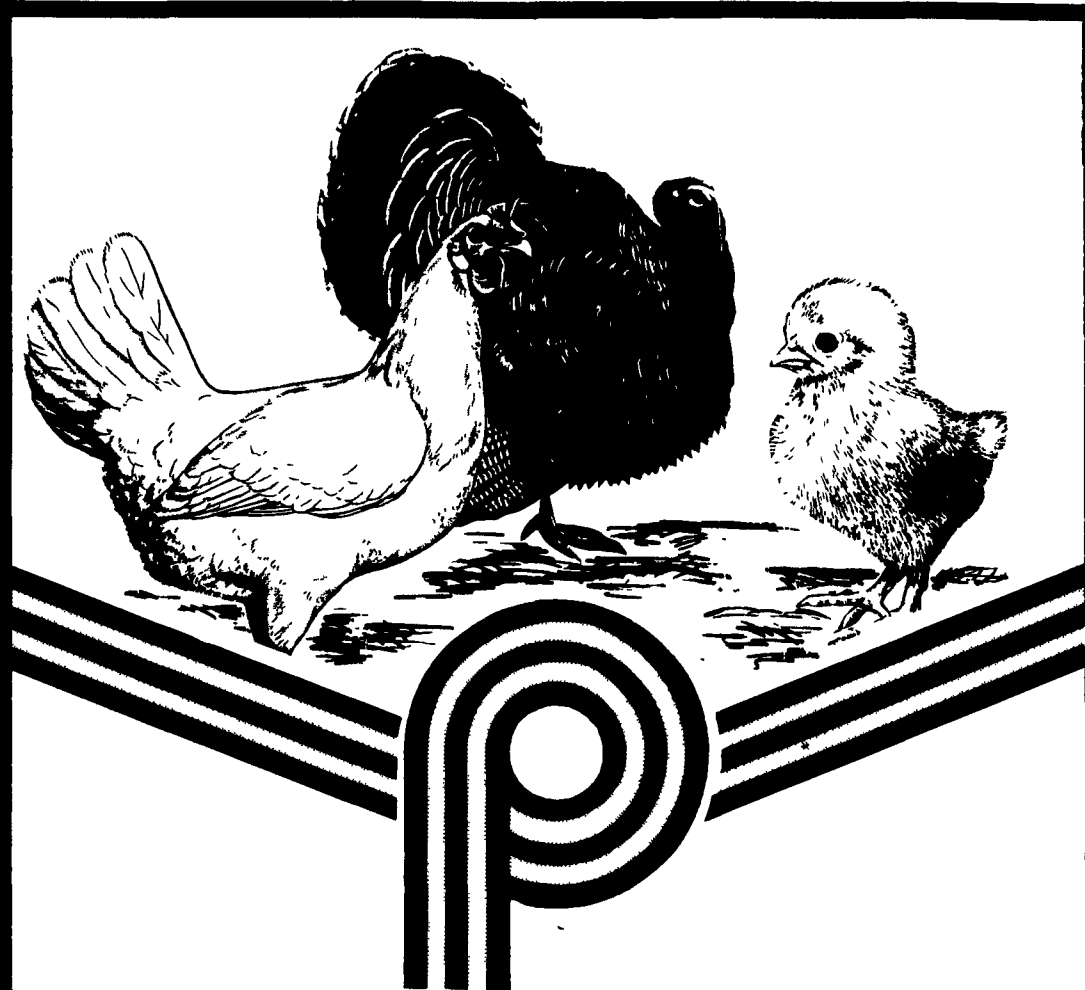
According to the poultry specialist, the options for manure utilization are many, but the more practical applications are either as a fertilizer, feed, or fuel.

First, however, producers must examine ways to effectively sell the manure they have. That's where the extension office comes in.

Leon Ressler, of the extension office in Lancaster, said that the marketing list will help farmers improve how they market their manure.

"We're continuing programs that have already been in place for a few years," said Ressler. "And we've been working on it several years already."

"There is no (quick-fix) solution," he said. "It's something we've been working at for years and we'll be continuing to work at."



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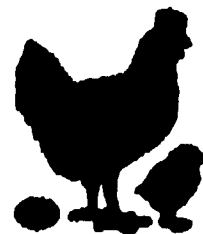
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