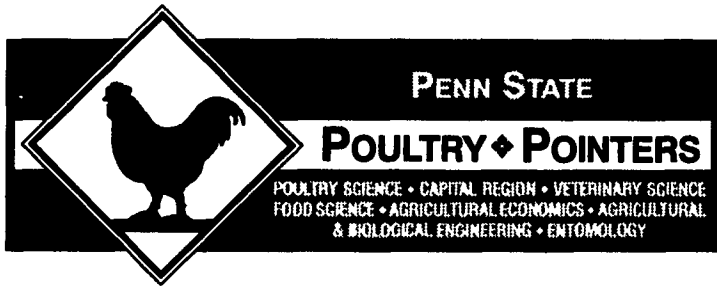


Ephrata Area Young Farmers Meet



TIGHT FERTILIZER SUPPLY CREATES MANURE MARKETING OPPORTUNITIES

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Extension Agent
Agriculture/Environment

Strong worldwide demand for fertilizer over the past two years has contributed to a substantial rise in fertilizer prices.

Nitrogen prices for the fall of 1994 were around 25 percent higher than the year before. Then an explosion at a nitrogen plant near Sioux City, Iowa in December added increased pressure on nitrogen prices. The plant produced about two percent of the U.S. nitrogen supplies.

In a good supply year, loss of that much production may have minimal impact, but in an already tight market the impact was significant. This has contributed to even higher prices for spring fertilizer. These high fertilizer prices combined with good weather are creating an excellent business opportunity for poultry farmers with manure to market.

Following several good marketing principles used in marketing

any product will help you successfully market your manure. First, promote your product. Advertise! It is also important to understand your competition and be honest about your product's advantages and disadvantages.

Manure's primary advantage is low cost relative to fertilizer as a source of crop nutrients. Another advantage is that some of the nitrogen in manure will be available slowly over time. Manure also supplies micronutrients to the crops and organic matter to the soil. Offering manure test information to potential buyers is very important.

See Table 1 for guidelines on developing pricing for manure. Offering custom application service will open new opportunities and give you equal footing in an area which was in the past a main advantage of your competition.

You need to honestly face your disadvantages as well. These include hauling cost, inability to custom-match a particular nutrient ratio required by a field, and compaction from heavy application equipment.

In order to assist suppliers and receivers to redistribute manure in southeastern Pennsylvania, I have

EPHRATA (Lancaster Co.)—Duane Hobbs from Dupont and Tara Soper from Ciba hosted a dinner meeting at Family Time Restaurant for members of the Ephrata Area Young Farmers and other interested farmers.

Luke Burkhart, from Pennsylvania Dept of Agriculture, stated the successful completion of disposal of any chemicals that were no longer useful. The proper disposal of containers was explained. Some 50 individuals participated

in the program, and questions were answered relating to the most effective use of crop aids to environmental and economical situations.

Ephrata Area Young Farmers recently hosted a meeting at Durlach/Mt Airy Fire Hall where some 125 persons were informed by John Schwartz, Lancaster Extension director, on the importance of the Clean and Green Act and the economic impact it has on assessment and the requirements

needed for participation.

After a lively question and answer period, everyone was more knowledgeable of the impact of Act 319.

The next monthly meeting will be April 11 at 7:30 p.m. at Earl G. Martin Farm, 250 Royer Road, Ephrata. Rob Kauffman, research manager for Brubaker Consulting, will provide the training in a Pesticide Sprayer and Corn Planter Calibration Seminar. This is open to the public.

been putting together lists of each group. Each year I update the list and send a list of suppliers to the potential receivers and vice versa. The lists are organized by county and township to enable you to find those on the matching list nearest to you.

If you are interested in participating, contact me at Penn State Cooperative Extension, 1383 Arcadia Road, Room 1, Lancaster PA 17601-3184, (717) 394-6851.

Note: This calculation assumes that the crop requires

all the nutrients in the manure. However, your soil test may show, for instance, that your corn field requires only nitrogen. In that case, you could only justify paying for the nitrogen in the manure if you were buying it.

Table 1
How Much Is Manure Worth?

1. Determine the current market price for N, P₂O₅, and K₂O for your area and use those prices in the following example formulas.
2. Use a manure test to determine the N-P₂O₅-K₂O content of your manure. If no manure test is available, use book values in the agronomy guide.
3. Use Table 2-14 in the 95-96 Agronomy Guide (available from your Penn State Cooperative Extension Office) to determine the N availability factor for the manure nitrogen under your management system.

For Example: A poultry layer manure sample has a nutrient content of 38 pounds of N, 48 pounds of P₂O₅, and 25 pounds of K₂O per ton. The manure will be spring-applied and incorporated within one day. The value per ton would be:

38 lbs. N X .50 (Availability Factor) X \$0.25 per lb	= \$ 4.75
48 lbs. P ₂ O ₅ X \$0.22 per lb.	= \$10.56
25 lbs. K ₂ O X \$0.18	= \$ 4.50
	\$19.81

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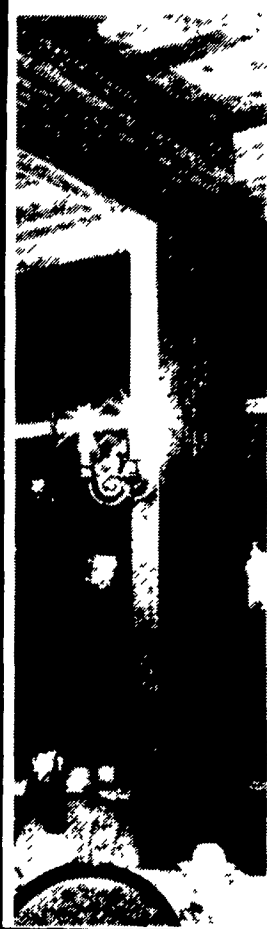
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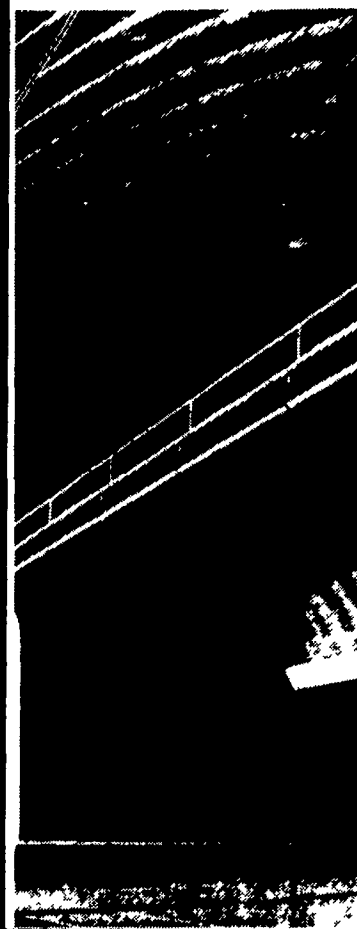
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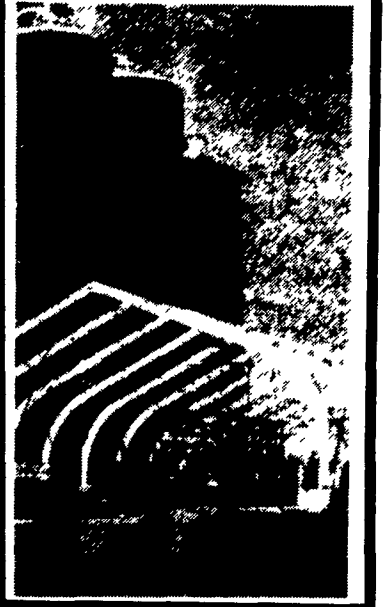
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