

# Marketing Surplus Manure

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A key part of the nutrient management plan for operations with surplus manure nutrients is determining how to utilize the excess manure. Marketing surplus manure to other agricultural operations that need crop nutrients is one way farmers can solve their surplus manure situation.

In order to promote redistribution of surplus manure nutrients Penn State Cooperative Extension has developed a manure marketing program. This effort is focused in southeastern Pennsylvania which is noted for intense poultry and livestock operations on small farms.

To participate in the extension manure marketing program, farmers complete a survey form indicating whether they were potential suppliers or potential receivers. Over the years that the program has been in place almost three times as many farmers have signed up to receive manure as to supply it. This indicates that a marketing opportunity exists for those with excess manure nutrients.

In a 1993 survey farmers on the lists reported supplying or receiving 19,040 tons of manure annually. Three Lancaster County firms are currently marketing around 55,000

tons of poultry manure per year, most of it out of the county.

Numerous other livestock producers are marketing their manure surplus directly without the assistance of outside commercial firms. Some is trucked as far as 350 miles and still sold at a profit. Custom application of layer manure to buyers' fields is a growing service that is increasing market opportunities.

In 1998 the participants on the list were surveyed as well. 70 percent of the suppliers who returned the survey cards reported using the list to make a contact or they were contacted by others on the list. 60 percent reported using the list for multiple contacts. 60 percent reported the contacts lead to making a deal.

The suppliers reported marketing 22,885 tons of manure per year. Among the receivers who returned the survey cards, 85 percent reported two or more contacts using the list. 57 percent reported the contacts led to making a deal.

If you would like to participate in the manure marketing program either as a supplier or receiver, contact Leon Russler, Penn State Cooperative Extension, 1383 Arcadia Road, Room 1, Lancaster PA 17601-3184, Phone (717)-394-6851.

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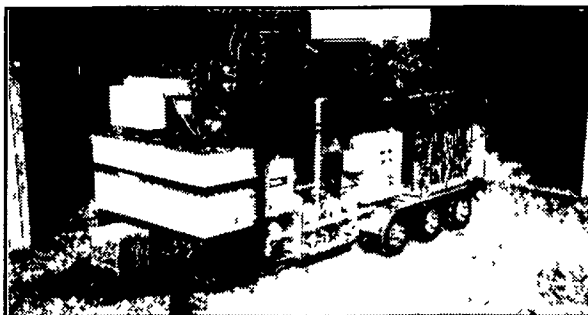


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