



Management Solutions

Agronomic Solutions, LLC

Fall 2008 Issue



Your Advantage is in the Barn

In the current agricultural market with tremendous fertilizer price increases, *you the confined feeder operation farmer have the competitive advantage.*

Because you have had a lot of nutrient levels from manure in the past, your overall fertility levels (especially near your barn) are higher than most. And you have manure in your barns that you can use as fertilizer which will decrease your fertilizer expenses.

Your counterparts, the grain only farmers, do not have this option. They must rely 100% on fertilizers to meet the nutrient needs of their crops.

In this issue I have tried to give you some practical advise on how to make the most out of what you already have. Manure holds free nutrients except for the cost of spreading. You, the CFO operator need to take advantage of this advantage you have over the competition.

1. Use all management tools available to you.
2. Have soil tests to find out what nutrients you already have in your soil. Then take the nutrients available to you and apply them where most needed. You may need to drive 5—10 miles to a field where you don't normally spread manure. It will pay! It will save!
3. Do PSNT sampling to best track nitrogen.
4. Plant cover crops to best utilize the nutrients in the manure that is spread.

Contact me if I can be of help as you plan for the future.



Don't lose out on your chance to make \$\$

This is a new seasonal publication produced by Agronomic Solutions, LLC for the confined feeding operators. Issues and information addressed in the newsletter will be geared towards animal feeding operation owners and managers. Hopefully you will find its contents useful in your operations. (574) 202-2608

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Fall To Do Checklist

Fall is a busy time of year with a lot of work to get done. Here is a quick reminder checklist to make sure everything gets done.

- | | |
|---|---|
| <input checked="" type="checkbox"/> Safely harvest crops | <input checked="" type="checkbox"/> Calibrate manure spreaders |
| <input checked="" type="checkbox"/> Clean out and inspect manure storages | <input checked="" type="checkbox"/> Soil sample land application fields |
| <input checked="" type="checkbox"/> Collect manure samples for analysis | <input checked="" type="checkbox"/> Spread cover crops on liquid surface applied fields |
| <input checked="" type="checkbox"/> Spread manure at agronomic rates | <input checked="" type="checkbox"/> Update manure spreading & operating records |
| | <input checked="" type="checkbox"/> Sign up for NRCS EQIP contracts |

The Updated Value of Manure 2009

The recent rocketing fertilizer prices have created an increased value and demand for manure. The charts below show the average manure values per acre.

Current Fertilizer Prices

0-0-60 Semi	1200# K ₂ O/ton	\$900.00 / ton	\$0.75 / # K ₂ O
28% Semi- prepay	560# N/ton	\$450.00 / ton	\$0.80 / # N
11-52-0	1040# P ₂ O ₅ / ton	\$1300.00 / ton	\$ 1.25 / # P ₂ O ₅

Swine Grower Pit			Dairy Lagoon		
N	33	\$26.40	N	2.1	\$1.68
P	33	\$41.25	P	9	\$11.25
K	27	\$20.25	K	9.3	\$6.98
	Per 1000 gal	\$87.90		Per 1000 gal	\$19.91

4000 gal/A = \$351.60 / acre

15,000 gal/ A = \$298.65 acre

Beef – Manure Pack			Litter - Broilers		
N	5.3	\$4.24	N	23.4	\$18.72
P	5.0	\$6.25	P	30.9	\$38.63
K	7.6	\$5.70	K	24.3	\$18.23
	Per ton	\$16.19		Per ton	\$75.58

25 ton/ A = \$404.75 / acre

5.0 ton/ A = \$377.90 / acre



In the 2007 fall issue of this newsletter it was stated that manure was worth \$150 per acre. It is now worth an average of \$358/ acre. This is strictly the nutrient value, not the extra biological and organic benefits.

One factor behind the increase in fertilizer prices is increased demand, due partly to the growth in corn acreage for ethanol. This should change the way we manage our manure and handle it in our operations. You should want to spread this manure on as many of your row cropping acres as possible.

Soil sample and manure testing is increasingly important to use what manure you have in the best and most economical way. Not all manure is equal. You need to know the levels of nutrients in the manure. You also need to know the amount of nutrients needed for profitable crop production.

Take the time to become pro-active in finding the best ways to use these nutrients. This is one way to fight back against the current economic crisis.

Marketing Manure

Do you need to increase your manure storage? Is it in your best interest to market manure? Those are questions you need to answer for yourself. I am here to help you find the answers.

Due to the tremendous increase in fertilizer prices and the over all farming community noticing the value in manure it is now possible to *sell* your manure. This might be in your best interest if your fertility levels in your soils are very high and you can use off those for a year. This may then be an option for you to create some extra income for your farm.

Poultry litter has been sold for a few years in the past and I am aware that there is bidding on hog barn manure which has tremendous value. The market for dairy lagoons is tougher because of the higher cost of transportation. The cost of transportation increases as the nutrient load per unit is low-



Could you use more storage?

ered. Dairy farmers may be able to find someone local who would be willing to take it and just pay the spreading costs. Hog and Poultry manure are definitely marketable.

For some of you, it could benefit you to put up dry stack manure storage. This is especially a consideration if you have poultry, beef cattle, or veal calf barns. People will pay you and haul it away by the semi load. The storage will need to keep the rain water out and keep the nutrient value high. It really could pay you to increase your storage if you have limited amounts.

If you decide to put up a storage facility, you should check and see if we could get an EQIP contract or get NRCS to help with the funding of your project. Putting up additional manure storage will help your farm environmentally and possibly financially if you can get the manure marketed and sold.

Put it to work for you!

2009 EQIP Update

This year is the opposite of last year. Last year NRCS wanted to have all the money distributed by the end of the year to get it under the old farm bill. Now we have the new farm bill in effect and because of that, details of the 2009 information and how EQIP will be distributed are very slow in coming. We will not know the program until the end of 2008 or beginning of 2009. However, I have been informed that most of the practices should stay the same and they are expecting a very quick turn around of awarding contracts and awarding the 2009 funds.

SO...GET STARTED PLANNING NOW!

If you are thinking of having a CNMP written for your farm, looking into having increased manure storage built, having nutrient management, waste utilization, cover crops...wanting to use any of those new practices...then I would suggest make an appointment with your local District Conservationist and get the process started. There is lots of paper work for the DC so if you get started now you will be positioned in January as soon as the money is made available. I have a list of DCs. Call me for help.

REMINDER: NRCS is funding all CNMP's. If you are a CFO (Confined Feeding Operation), especially if you are regulated by IDEM, sometime you will be required to have a CNMP done on your farm. Why not sign up now while the government is paying for it? I can guarantee that once IDEM requires the CNMP, NRCS will no longer be able to fund them. Then the cost of that document will come out of your pocket. Get in on the funding while it is still available.

Nature's Deoderant

In 2000, many farms in Delaware, Virginia and Maryland switched to new ventilation systems, causing much more dust and odors to waft out to the surrounding communities.

In an effort to cut the nuisance emissions of dust, ammonia, and odors and to reduce neighbor complaints, scientists embarked on a 6-year project to examine the ability of various tree species to filter the smells and particulates. They found that planting just three rows of trees reduced emissions of dust 53%, ammonia by 56% and helped kill 18% of the odors.

You already know them as nature's lungs... but it's deodorant, too???

In addition to blocking out odors and emissions, the trees helped reduce noise and, more importantly, improved the area's water quality by filtering pollutants from soil and groundwater. *Sounds like a win-win-win strategy!*

One concern was that it takes years for trees to grow to become effective in filtering. However, some species of trees can grow as much as 8—10 feet in one year. Planting trees demonstrates that the animal

grower is being proactive to address potential concerns of neighbors. He is giving the farm a landscaped appearance and increasing property values. The living filter system has other benefits. It conserves energy by increasing shade and cooling in the summer and acts as a buffer to reduce heating costs in the winter. Trees remove from view the cause of the odor. Often times, what people cannot see they cannot smell. Consider this when planning the placement of a new barn. Also keep in mind that in our area odors usually travel north to northeast. Trees need to be planted accordingly.

For more odor control strategies, contact me. I have a computer program for Odor Control. I would be glad to help you find some sort of solution to this problem that annoys so many people around you. NRCS provides cost share for establishing wind breaks, so contact your local NRCS DC today.



Cover Crops—Manure's Best Friend

Get rid of the idea of cover crops as old fashioned. In this day of constantly rising costs, cover crops have never had so much to offer.

After the fall harvest there is little crop residue and, regardless of soil type, machinery and rain pack the soil making the surface hard and impermeable. Much of the surface applied manure will be carried away by the next rain.

Consider the Cover Crop. The roots of the cover crop make the soil surface

more permeable so water and manure pollutants are less likely to move over the surface. The top growth reduces runoff. Manure nutrients are literally held hostage over the winter. The nitrogen is harnessed in the roots and green tissue ready to be released in the spring when the cover crop is killed off. Even if only 40 pounds per acre of nitrogen are retained, spring fertilizer costs can be reduced by \$30 per acre. The savings increase when phosphorus and potassium values are included.

Cover crops not only improve soil quality, add organic matter and reduce compaction, but a green cover crop in late winter and early spring makes a good impression on your neighbors.

Remember, the cover crop must be killed in the spring, not harvested, for the nutrients to be saved for the new crops. Cover crop seedings do not have to be perfect. The goal is not yield per acre but nutrient recovery and environmental protection per acre.

Place
Stamp
Here

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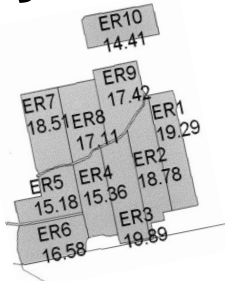
«Company»
«First» «Last»
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«City», «State» «Zip/Postal»

Newsletter

Soil Sampling Reminder

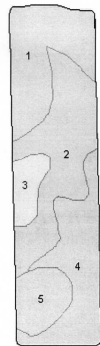
Combat high fertilizer prices with a good soil sampling program. Only use what you need. The samples can be pulled one of three different ways.

By Field



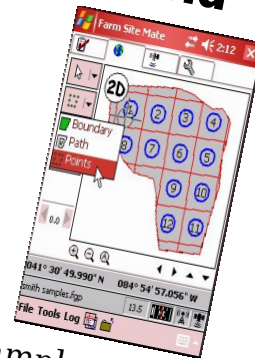
Sample areas <20A

Management Zone



Create zones in your field based on yield data or soil type

Grid



Sample every 2.5A, 3.3 or 5 acres as a grid on the field

Please contact us as soon as your harvest is complete so that we can get started.