

MAXIMIZING RESOURCES: GETTING THE MOST FROM YOUR MANURE



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NUTRIENT ADVISORS

- A service based company that is focused on assisting livestock producers in reducing risk by incorporating knowledge of regulations and agronomics in order to facilitate environmental compliance of the operation and maximize the utilization of their manure resources.



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MAXIMIZING RESOURCES

- Bringing Value back to the operation and it's customers by efficiently utilizing Manure and Wastewater resources whether on their own farm or their customer's farms. This is the one place in compliance that can create revenue on an operation





OUR ROLE(S)...

- ⦿ Determine what their product(s) are
- ⦿ Determine Net Value
- ⦿ Strategize/recommend each products best use
- ⦿ Facilitate best economic return from each product
- ⦿ Develop marketing programs if it is the best fit.
- ⦿ Third party information for product applications



OPEN DISCUSSION

- Manure Value
- Cost components
- Product determination
- Best Use....
- Marketing programs
- Logistics



2 (OR 3)

ULTIMATE ENDS FOR MANURE

- Fertilizer
- Pollutants
- Storage



WE ALL WANT THE SAME THING

- Agronomics
- Economics
- Environmental



- Right Product
- Right Place
- Right Rate
- Right Time

= Clean Water, Highest Yields and Most Profit



NET MANURE VALUE



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PRODUCT DETERMINATION

- Lots of samples
- Evaluate variability
- Product Education and Separation



WHAT DETERMINES NET VALUE?



VALUE COMPONENTS

- Commercial Fertilizer Value
- Productivity & Profitability
- Premiums
- Discounts
- What is the need?



COST COMPONENTS

- Distance
- Cost of Transport and Application
- Logistics
- Application Rates
- Processing





STRATEGIZE/RECOMMEND

- ◎ Now we know products- what do we do with them?
- ◎ What is the best economic return from each product?
 - Can producer use them on their own farm?
 - Where, when, how?
 - Do we need to export nutrients?
 - Can products be used for strategic trades?
 - Does producer want to market products
 - Does it makes sense to modify the product?
 - Is there a need for an outside broker?

NUTRIENT VALUE OF MANURE APPLICATION FOR: FEEDLOT

# Nutrients / Ton Product	Ammonia N		Organic N		P	K	Sulfur	Zinc	Moisture	Value per ton	
	Total	Available 1st yr.	Total	Available 1st yr.							
FIELD STOCKPILE	0.8		10.5	2.6	19.9	18.9	5.4	0.20	26.52	%	\$18.11

Ammonia N Utilization factor 0%

Organic N Utilization factor- year 1 25%

Commercial fertilizer prices/lb. of nutrient used in calculations.



Nitrogen
Nitrogen- 2nd Year
Phosphorus
Potassium
Sulfur
Zinc

Preferred nutrients

\$0.39
\$0.39
\$0.37
\$0.33
\$0.39
\$3.13

Constant prices

\$0.39
\$0.39
\$0.37
\$0.33
\$0.39
\$3.13

Source prices

UAN \$250.00 per ton
UAN \$250.00 per ton
MAP \$475.00 per ton
0-0-60 dry \$400.00 per ton
90% Sulfur \$700.00 per ton
32% Zinc \$2,000.00 per ton

Crop Producer: **Crop Producer**

Field: **Home 1/4**

Acres: **155.20**

Pounds of nutrients available per acre at various application rates

PRODUCT	POUNDS OF NUTRIENTS IN						
	N	N - 2ND YR.	P	K	S	Zn	
FIELD STOCKPILE	39.4	24.00	298.5	283.5	81.0	3.0	
Total Value Per Acre	\$271.80	\$15.38	\$9.38	\$111.67	\$94.50	\$31.50	\$9.38



\$42,183.25 : Gross Value of this Application

NUTRIENT VALUE OF LIQUID APPLICATION FOR:

DAIRY SLURRY AVERAGE

Product	Ammonia N		Organic N		P	K	Sulfur	Zinc	Moisture		Value per 1000 gallons
	Total	Available 1st yr.	Total	Available 1st yr.							
Slurry Average	8.7	8.5	4.0	1.4	7.2	17.6	2.2	0.13	96.45	%	\$12.36

Ammonia N Utilization factor 98%

Organic N Utilization factor- year 1 35%

Commercial fertilizer prices/lb. of nutrient used in calculations.



	<u>Preferred nutrients</u>	<u>Constant prices</u>	<u>Source prices</u>	
Nitrogen	\$0.35	\$0.35	32% liquid	\$223.00 per ton
Nitrogen- 2nd Year	\$0.35	\$0.35	32% liquid	\$223.00 per ton
Phosphorus	\$0.36	\$0.36	11-52-0 dry	\$446.00 per ton
Potassium	\$0.29	\$0.29	0-0-60 dry	\$350.00 per ton
Sulfur	\$0.39	\$0.39	90% Sulfur	\$700.00 per ton
Zinc	\$3.13	\$3.13	32% Zinc	\$2,000.00 per ton

Crop Producer:

Field:

Acres:

Pounds of nutrients available per acre at various application rates

PRODUCT	# OF NUTRIENTS/ACRE IN	14,000 GALLONS PER ACRE				
		N	P	K	S	Zn
Slurry Average		139.0	100.1	245.8	30.1	1.8
Total Value Per Acre	\$173.08	\$48.44	\$35.55	\$71.70	\$11.71	5.7



\$51,924.92 : Gross Value of this Application



THIRD PARTY INFORMATION

- ◎ Provide Quality 3rd party application information to both sides of transaction
 - Regardless of end use or user
 - Presentations and Meetings
 - Trusted Advisors
 - Nutrient Budgeting
 - Nutrient Analysis and Value
 - Confidence in quantity





StrongField
RESOURCES

- Marketing
- Advertising
- Meeting with customers
- Traditional Agronomy Sales

QUESTIONS/DISCUSSION

