

730 Warren Road, Ithaca, New York 14850  
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1. Please provide the following information. See reverse side for instructions and details.

Please bill account:  Farm  Agribusiness 1  Agribusiness 2

Account #: _____	Account #: _____	Account #: _____
_____	_____	_____
Name _____	Name _____	Name _____
Street _____	Street _____	Street _____
City _____	City _____	City _____
State _____ Zip _____	State _____ Zip _____	State _____ Zip _____
County _____	County _____	County _____
Fax / e-mail _____	Fax / e-mail _____	Fax / e-mail _____

2. Date Sampled: \_\_\_\_\_ 3. Description: \_\_\_\_\_

Check boxes below to specify type of manure, bedding and services required.

4. Type:

CATTLE		POULTRY	HORSE	SWINE	Other: _____
<b>Liquid Storage</b>	<b>Solid</b>				
<input type="checkbox"/> (080) < 3 mo.	<input type="checkbox"/> (083) Daily spread	<input type="checkbox"/> (070) Daily spread	<input type="checkbox"/> (072) Spread 1-3x/wk	<input type="checkbox"/> (074) Liquid	<input type="checkbox"/> (076) Liquid
<input type="checkbox"/> (081) 3 – 6 mo.	<input type="checkbox"/> (084) Stored* < 6 mo.	<input type="checkbox"/> (071) Stored	<input type="checkbox"/> (073) Stored	<input type="checkbox"/> (075) Solid	<input type="checkbox"/> (077) Solid
<input type="checkbox"/> (082) > 6 mo.	<input type="checkbox"/> (085) Stored* > 6 mo.				
	* includes bedded pack				

Type of bedding:  Straw  Sawdust/shavings  Sand  Other: \_\_\_\_\_

5. Services:

- (308) Standard Manure Analysis** – Total Nitrogen, Ammonium Nitrogen, Organic Nitrogen, Phosphorus, Phosphate equivalent, Potassium, Potash equivalent, Total Solids, Density ..... \$35.00
- Additional or Individual Services** – prices reflect the cost of adding any of the services listed below to the (308) Standard Analysis package. Selecting only individual or combinations of the services listed below, requires the \$8.00 Custom Service charge in addition to the cost of the individual services. For example, if you select total nitrogen (\$6) plus magnesium (\$7), your total cost is \$21.

	Minerals	
<input type="checkbox"/> (287) Custom Service (see above) ... \$8.00	<input type="checkbox"/> (274) Calcium (Ca)	<input type="checkbox"/> One mineral ..... \$7.00
<input type="checkbox"/> (264) Total Nitrogen ..... \$6.00	<input type="checkbox"/> (267) Phosphorus (P)	<input type="checkbox"/> Two minerals ..... \$10.00
<input type="checkbox"/> (265) Ammonium Nitrogen ..... \$8.00	<input type="checkbox"/> (275) Magnesium (Mg)	<input type="checkbox"/> Three minerals ..... \$15.00
<input type="checkbox"/> (266) Organic Nitrogen*	<input type="checkbox"/> (269) Potassium (K)	
<input type="checkbox"/> (271) Total Solids ..... \$8.00	<input type="checkbox"/> (276) Sodium (Na)	<input type="checkbox"/> First fax free. Faxes to additional numbers are \$1.00/fax.
<input type="checkbox"/> (284) Density ..... \$5.00	<input type="checkbox"/> (277) Iron (Fe)	
<input type="checkbox"/> (272) Ash ..... \$5.00	<input type="checkbox"/> (278) Zinc (Zn)	
<input type="checkbox"/> (283) pH ..... \$5.00	<input type="checkbox"/> (279) Copper (Cu)	
<input type="checkbox"/> (298) Nitrate Nitrogen ..... \$9.00	<input type="checkbox"/> (280) Manganese (Mn)	
<input type="checkbox"/> (285) Sulfur ..... \$5.00	<input type="checkbox"/> (281) Molybdenum (Mo)	
<input type="checkbox"/> (286) Chloride ..... \$8.00	<input type="checkbox"/> (282) Cobalt (Co)	
*determined from Total and Ammonium Nitrogen		

Total cost: \_\_\_\_\_

Check No. \_\_\_\_\_

If paying by credit card, please complete the following:

Check one:  VISA  MasterCard  American Express

Card No. \_\_\_\_\_ Expiration date: \_\_\_\_\_

Signature: \_\_\_\_\_

Please send me: \_\_\_\_\_ Forage Mailers \_\_\_\_\_ Manure kits \_\_\_\_\_ Water kits

# Manure Sampling

The proper management of manure can greatly offset your commercial fertilizer costs. Four important steps are required to use manure effectively in a soil fertility program:

1. A complete soil analysis to determine nutrient needs.
2. A manure analysis to determine nutrient content.
3. An estimate of nutrient availability in manure.
4. Estimation of an application rate to supply a prescribed amount of available nutrients. Two fact sheets available from Cornell Cooperative Extension to assist in achieving these goals are "Managing Animal Manure as a Resource, Part 1: Basic Principles, and Part 2: Field Management."

## Instructions

Sample Collection - the sample should be representative of the entire material being sampled. Storage areas should be sampled each time they are emptied. Daily spread operations should be sampled four or more times per year throughout the year to obtain a good average nutrient value. Where bedding is used, samples should include both bedding and manure. Sampling is best done from the spreader when manure is being loaded from the barn or storage. This will provide the most representative sample of the nutrient content at time of spreading.

1. **Liquid storage** - agitate and thoroughly mix before sampling. Make a dipper by fastening a plastic cup to a broomstick and take a sample or two from the tank spreader and place in a pail. Do this for multiple loads as the storage is being emptied.
2. **Non-liquid storage** - use a garden trowel and pail to collect a sample of manure from various spots on a load. Do this for representative loads as the storage is emptied.
3. **Daily spreading** - use a garden trowel and pail to collect a sample of manure from various spots of the spreader. Sample the load(s) for 2 to 3 consecutive days.
4. Immediately after sampling the load, thoroughly mix contents of the sampling pail, remove a small amount with a spoon and place in the plastic jar provided, then cap tightly and freeze immediately. Collect several subsamples from different loads on different days and add each new subsample to the jar of frozen material and refreeze immediately. Do this until you feel that you have a representative bulk sample. Be sure that the bottle is at least  $\frac{3}{4}$  full, but no more, to allow room for expansion. Properly preparing the sample is very important to prevent ammonia loss.
5. Wipe container to remove any manure that may have spilled down the sides. Outside of container should be clean prior to shipping. Secure lid firmly. Tape if necessary to prevent spillage.

## Handling and Shipping

1. Fill out the information sheet completely and accurately.
2. Payment options.
  - a. Include a check for \$35.
  - b. Bill to herd code or agriservice account number.
  - c. Bill to VISA or MasterCard. Include card number, expiration date, name as it appears on the card and signature.
3. Send by express service (FedEx, UPS, etc.) or drop off at your nearest Dairy One pick-up point. Contact your Dairy One Region Manager for details regarding pick-ups. All fields should be regularly soil tested. Testing is essential to meet plant nutrient requirements for maximizing economic yields. Use the information from the soil and manure analyses to develop your nutrient management plan. For additional information, contact your local Cooperative Extension Agent.