



Agro-One

Agronomy Services

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www.agro-one.com

Manure Sample Submittal Form

An analysis is only as good as the sample submitted. For sampling instructions, policies and more information, visit our web site at www.dairyone.com

All prices (USD) are per sample. Prices and services are subject to change without notice. See reverse for complete sampling instructions.

For International samples, contact forage@dairyone.com for USDA permit.

Name/Company: _____ Account No.: _____

Street: _____ County: (NY Only) _____

City: _____ State: _____ Zip: _____ Country: _____

Fax No. (area code): _____ email: _____

2nd email: _____ 3rd email: _____

Results sent by email. Check to receive mailed or faxed copies: Mail Fax

| | | |
|-------------------------------|----------------|-----|
| Sample Type: | LAB USE ONLY | |
| Description and Date sampled: | | |
| | Date received: | KC: |

| CATTLE | | POULTRY | HORSE | SWINE | OTHER: _____ |
|--|---|---|---|---------------------------------------|---------------------------------------|
| Liquid Storage | Solid | | | | |
| <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: _____

Services

(308) Standard Manure Analysis \$38: total nitrogen, ammonium nitrogen, organic nitrogen, phosphorus, phosphate equivalent, potassium, potash equivalent, total solids, density.

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 serves listed below, requires the \$9.00 Custom Base Fee charge in addition to the cost of the individual services. For example, if you select total nitrogen (\$7) plus magnesium (\$8), your total cost is \$23.

| | | | |
|--|--|---|---|
| <input type="checkbox"/> (287) Custom Base Fee \$9.00 (Includes total solids) | <input type="checkbox"/> (285) Sulfur \$6.00 | Minerals Analysis | |
| <input type="checkbox"/> (264) Total Nitrogen \$6.00 | <input type="checkbox"/> (286) Chloride \$9.00 | <input type="checkbox"/> (274) Calcium (Ca) | <input type="checkbox"/> (279) Copper (Cu) |
| <input type="checkbox"/> (265) Ammonium Nitrogen \$9.00 | <input type="checkbox"/> (239) Carbon \$11.00 | <input type="checkbox"/> (267) Phosphorus (P) | <input type="checkbox"/> (280) Manganese (Mn) |
| <input type="checkbox"/> (266) Organic Nitrogen* | *determined from Total and Ammonium Nitrogen | <input type="checkbox"/> (275) Magnesium (Mg) | <input type="checkbox"/> (281) Molybdenum (Mo) |
| <input type="checkbox"/> (284) Density \$6.00 | | <input type="checkbox"/> (269) Potassium (K) | <input type="checkbox"/> (282) Cobalt (Co) |
| <input type="checkbox"/> (272) Ash \$6.00 | | <input type="checkbox"/> (276) Sodium (Na) | <input type="checkbox"/> \$8.00 for 1 mineral |
| <input type="checkbox"/> (283) pH \$6.00 | | <input type="checkbox"/> (277) Iron (Fe) | <input type="checkbox"/> \$11.00 for 2 minerals |
| <input type="checkbox"/> (298) Nitrate Nitrogen \$11.00 | | <input type="checkbox"/> (278) Zinc (Zn) | <input type="checkbox"/> \$16.00 for 3 or more minerals |

Shipping and Labels (Domestic Only)

- I use my own carrier
 Dairy One Single Sample Mailer \$5.00
 UPS Label - Ground \$6.50
 UPS Label - Next Day (Air) \$25.50
 Dairy One Multiple Sample Mailer \$12.00
 UPS Label - 2-Day (Air) \$18.50

Send me labels by: Mail or email UPS Ground UPS 2-Day (Air) UPS Next Day (Air)

Send me: Single Sample Mailer Multiple Sample Mailer Water Kits Manure Kits

Payment

Please bill my account

I have enclosed full payment by check: Check No.: _____

Please bill my credit card: Visa Mastercard American Express

Name on credit card: _____ Card No.: _____

Signature: _____ Exp. Date: _____

Each International sample is charged a \$7.00 International handling fee.

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 loss of ammonium nitrogen.
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 made out to Dairy One for the total.
 - 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.