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SARE Project AS92-1

## **POULTRY LITTER MARKETING HOTLINE:**

**Use in Arkansas, 1993**

**By**

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**SP 0294**

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**POULTRY LITTER MARKETING HOTLINE:  
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This report summarizes the use and effectiveness of a toll free Poultry Litter Marketing Hotline established in January, 1993 to bring buyers and sellers of poultry litter together to facilitate the movement of litter to its highest value end use. There is an increasing demand in eastern Arkansas for poultry litter which farmers apply on newly leveled soils. Poultry litter is a soil amendment which greatly increases the yields of some crops. Most of the poultry litter in Arkansas is produced in the western part of the state where poultry production is concentrated.

It was thought that a toll free hotline could facilitate information flow between buyers and sellers of poultry litter and help promote the efficient use of poultry litter according to its highest value end use.

Thone Brothers Trucking was given the contract to operate the hotline and distribute the information collected from buyers and sellers to the poultry litter industry. Thone Brothers hotline operators asked the following questions of buyers and sellers who called the hotline:

Questions asked of buyers:

1. Name, address, telephone?
2. Amount of litter needed?
3. How many acres to receive litter?
4. Date needed?
5. Will you haul or do you prefer the seller deliver?
6. Will you or seller apply litter?
7. Is storage available on your farm?

Questions asked of sellers:

1. Name, address, telephone?
2. Amount of litter available?
3. Tons of litter available?
4. Number of houses?
5. Date of availability?
6. Will you deliver?
7. How far?
8. Will litter be stored before delivery?
9. Will you spread the litter?

The information collected from new buyers and sellers was loaded weekly onto the Cooperative Extension Service University of Arkansas electronic bulletin board and provided to the Arkansas Farm Bureau, to brokers and others requesting this information. Individuals could obtain information from

the hotline from Cooperative Extension Service county agents, from Farm Bureau or by calling Winrock International.

All Cooperative Extension offices in the 75 counties have access to the Hotline information on the electronic bulletin board which can be downloaded quickly and easily by county extension agents. Four lists are made available to agents on the Cooperative Extension Service bulletin board - buyers, new buyers, sellers and new sellers. County agents could choose to retrieve a complete list of buyers/sellers or only those who had called the hotline since the last update. The "buyers" list is a complete listing of names, addresses and buyer information of all buyers who have called the Hotline. The "new buyers" is an update of the most recent calls from buyers since the last update. Similarly, many poultry growers or middlemen who have litter to sell are also listed on the hotline and available from the bulletin board. Many agents provided lists of buyers and sellers to those interested.

## **METHOD OF EVALUATING HOTLINE**

To evaluate the effectiveness of the Poultry Litter Marketing Hotline in facilitating the flow of information among buyers and sellers of poultry litter, two methods were used. First, the use of the hotline is summarized and second, the dissemination of hotline information by county Extension agents is analyzed. The information is summarized for the state of Arkansas and by region where differences exist. The four regions used in this report are shown in Figure 1 and include the Northwest, River Valley, Southwest, and Eastern.

The poultry litter marketing activity was summarized as of December 29, 1993, when the poultry litter files were downloaded from the bulletin board. To evaluate the dissemination of information from the poultry litter hotline by county agents, a questionnaire consisting of ten questions was sent to all 75 county Extension staff chairmen. The questionnaire (Appendix A) was mailed in November, to be returned by November 30. After making follow up calls to those not responding by the deadline, we received 67 completed questionnaires for an 89 percent response. All county staff chairmen in counties where poultry is produced responded to the questionnaire.

## **HOTLINE USE**

The poultry litter buyers and sellers files were evaluated using the most recent update at this time, which was December 23. On December 29, there was a total of 80 listings on the bulletin board. Of these, 42 were buyers and 38 sellers.

### **Buyers**

Of the 42 hotline users wanting to purchase poultry litter, nearly half were from the eastern region, and only two buyers calling the hotline were from the northwest region (figure 2). Three of the listings on the buyers list are known brokers of poultry litter. The remaining 93 percent of buyers were individuals who are not known to be poultry litter brokers.

Figure 1:

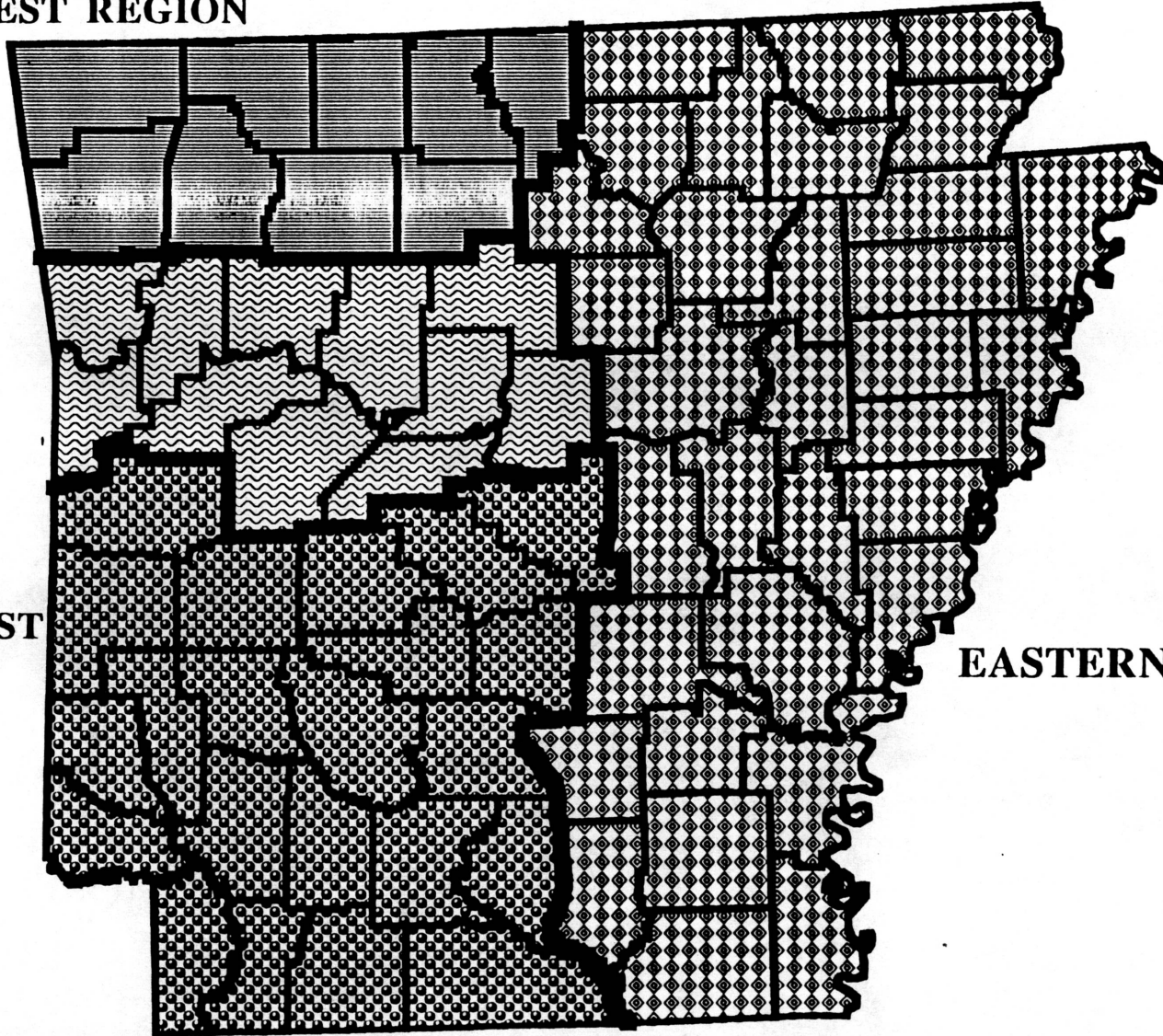
# POULTRY REGIONS IN ARKANSAS

**NORTHWEST REGION**

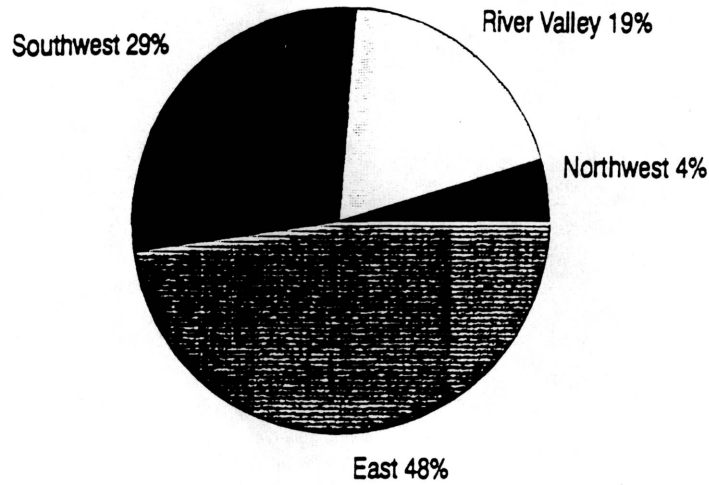
**RIVER  
VALLEY  
REGION**

**SOUTHWEST  
REGION**

**EASTERN REGION**

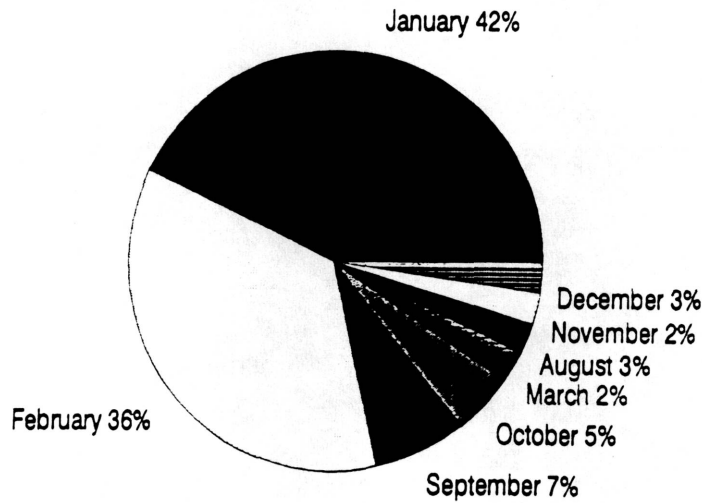


**Figure 2: Poultry Litter Buyer Listings on Hotline By Region**



Most buyers called the hotline in January and February, soon after it was established. Seventy-nine percent of all buyers called the hotline in January and February, following hotline promotional activities. There were also calls in March, August, September, November and December. The six buyers who called in the fall accounted for 14 percent of all buyers (figure 3).

**Figure 3: Poultry Litter Buyer Listings on Hotline By Month**



Most callers who wanted to buy litter did not indicate the amount of litter they needed. Only 11 of the 42 (about one quarter) reported the tons of litter needed. The amount needed ranged from 5 tons to 7,750 tons, with a median of 100 tons. Most buyers (91 %) wanted to purchase small quantities of litter, between 5 and 200 tons. Only one buyer, who needed litter for a brick company, wanted to purchase more than 200 tons. This buyer wanted to purchase 7,750 tons.

Many callers did not say when they needed the litter. Those who responded said they needed the litter "ASAP", "Spring", or "Now". The date needed by each caller was compared to the date of the listing on the hotline, then their responses were categorized by season. Table 1 shows the seasons that hotline users wanted to purchase litter.

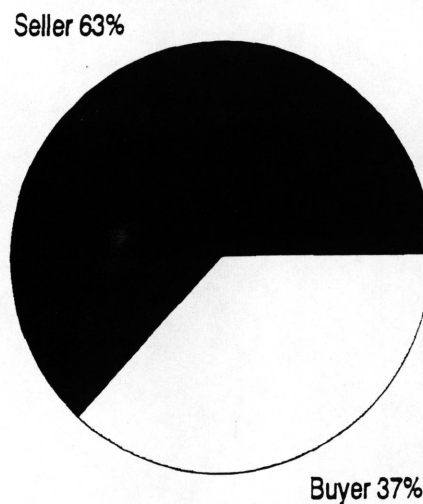
**Table 1: Season Litter Needed by Buyers**

<b>Season Litter Needed</b>	<b>Number of Buyers</b>	<b>Percent of Buyers</b>
Spring	18	43%
Summer	6	14%
Fall	7	17%
Winter	11	26%

Fifty-seven percent of buyers gave the acres to which litter would be applied. The 24 buyers who answered the question reported needing litter for between 2 and 500 acres with an average of 118 acres.

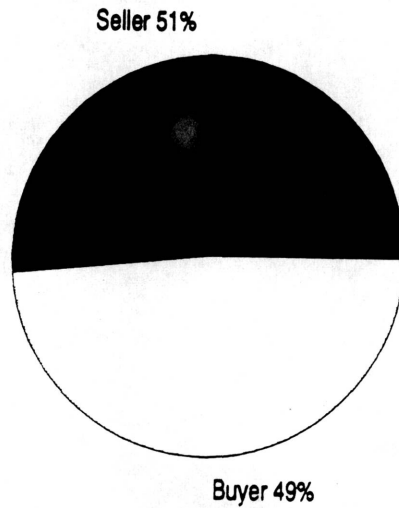
Only one-third of those responding said they could transport the poultry litter (figure 4). This suggests a need for someone, either the seller or a middleman, to transport the litter from the supplier to the location needed for nearly two-thirds of the buyers.

**Figure 4: Poultry Litter Buyers' Response - To Who Will Transport Litter**



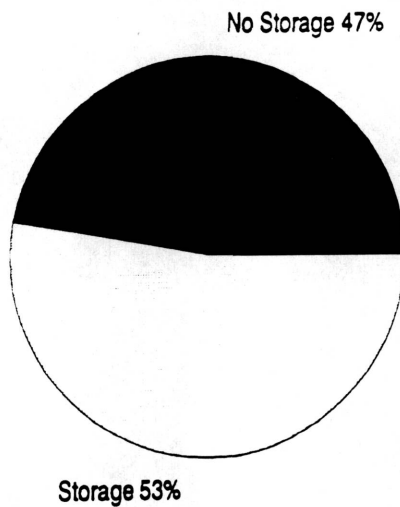
About half of the buyers who responded said they would apply the poultry litter to their land themselves (figure 5). Eighteen of 35 respondents said they would need the seller or someone else to apply the litter to their land.

**Figure 5: Poultry Litter Buyers' Response - To Who Will Apply Litter**



Surprisingly, over half of the buyers responding said they could store litter (figure 6). The question raised is what kind of storage facilities are available.

**Figure 6: Poultry Litter Storage Capabilites of Buyers**

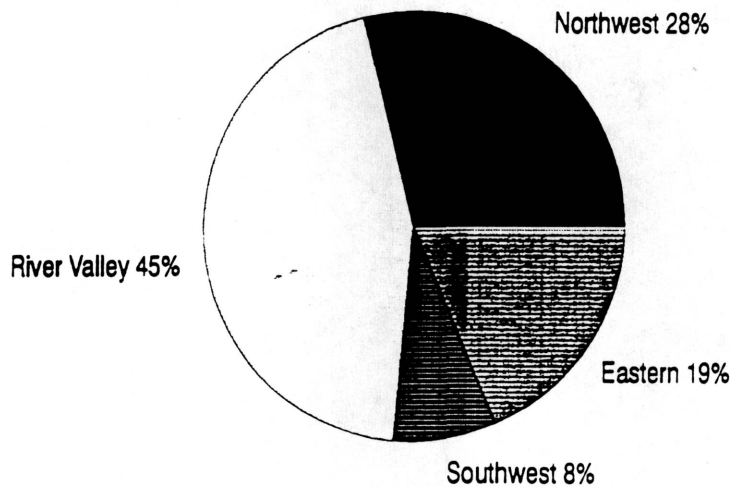


A few of the buyers provided additional comments about the way they intended to use the litter. Nine buyers indicated that they intend to apply the litter to rice fields, tomato fields, hay fields, pasture or gardens.

### Sellers

There were thirty-eight listings on the hotline sellers list as of 12-29-93. Most of the sellers who called the hotline are from the River Valley (17) and Northwest (11) regions (figure 7). Nine of the 38 entries on the seller list are known poultry litter brokers. The remaining 76 percent of the listings were made by individuals not known to be brokers.

**Figure 7: Poultry Litter Seller Listings on Hotline By Region**



Poultry litter sellers called the hotline 11 months of the year. Although the calls were distributed throughout the year, there were slightly more calls in February, August and September. The seasons that sellers most often called the hotline are similar to when the buyers wanted to purchase litter, which is spring and fall.

Eleven sellers reported the tons of litter available. The average amount of litter available was 430 tons with a range of between 100 and 1,000. The total amount of litter reported for sale was 4,730 tons. In addition, 18 sellers indicated the number of houses of litter available. Only one seller reported both tons of litter and houses of litter available. Of the 17 sellers who reported only houses of litter available, there were 67 houses of litter available. The average number of poultry houses was four, ranging from 1 to 25 houses. Together, 74 percent of seller listings indicated the amount of litter available in either tons or houses with a total amount of 4,730 tons plus 67 houses of litter available.



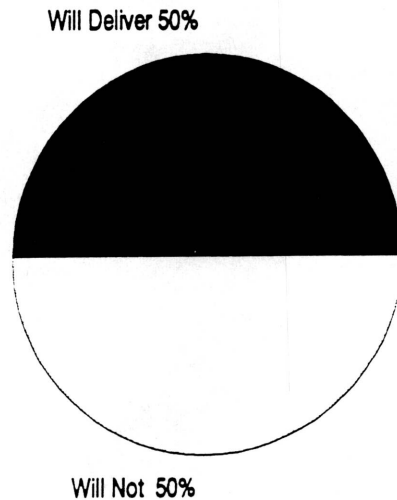
Almost all sellers provided a time when the litter was available. Almost one-quarter of dates given were very short notice. For instance, one caller called the hotline and listed his name as a seller on October 21, with the date available October 28. Some callers answered "year-round" or "anytime" while others answered "now" or specific dates. Twenty of the 32 dates given were not specific. The dates that were given were compared to the date of listing and then categorized by season. Table 2 shows that litter is available for purchase year-round, particularly in the spring, winter, and fall months. Six of the 32 entries had litter available in all seasons.

**Table 2: Poultry Litter Availability By Season**

Season	Number of Sellers	Sellers (%)
Spring	14	28
Summer	9	18
Fall	13	26
Winter	14	28

Of the 36 sellers responding, half said they will deliver to the buyer (figure 8).

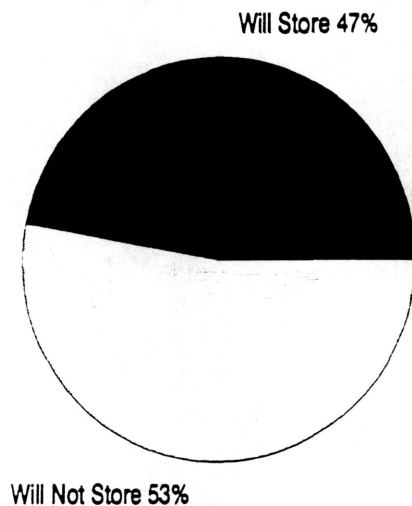
**Figure 8: Poultry Litter Sellers' Ability To Deliver Litter**



One-third of those who will transport, also indicated the number of miles they would transport litter. The average distance of these was 67 miles. However, half of these are local deliveries not over 10 miles. The others are over 50 miles. Sellers in Woodruff and Lawrence counties in the eastern region had the longest delivery distances.

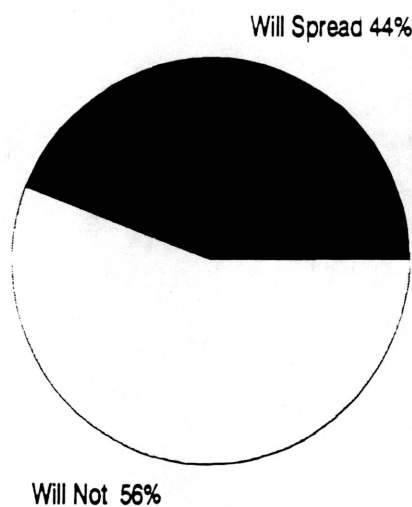
Of the 34 sellers responding, over half said they do not have the capability to store poultry litter on their farm (figure 9).

**Figure 9: Poultry Litter Sellers' Ability To Store Litter**



Only 15 of 34 sellers responding say they could apply the litter that they sell (figure 10).

**Figure 10: Poultry Litter Sellers' Ability To Spread Litter**



## **Regional Differences**

Buyers and sellers of litter who used the hotline are concentrated in different regions of the state. Almost half of sellers who called the hotline are from counties in the River Valley region. Nearly half of buyers who called the hotline are from counties in the Eastern region. There were many more buyers than sellers in the Southwest Region with 12 buyers and only 3 sellers. There was very little use of the hotline by buyers and sellers in the Northwest region.

## **Buyer and Seller Similarities and Differences**

There were approximately the same number of buyers and sellers in each season wanting to purchase and sell litter, except for the fall season. In the fall there were more sellers with litter available than buyers that indicated a need for litter. Previous research has suggested that litter is needed particularly in the spring and fall seasons. The use of the hotline suggests that most buyers need litter in the spring and winter months, and most sellers have litter available year-round, particularly in the spring, fall and winter.

The quantity of litter needed by buyers was compared with amount of litter available from sellers. Although only a few responded to these questions, the average amounts of each were compared. On the buyers list the unusually large amount needed by one caller was treated separately, since the individual was wanting litter for his brick operation, not to apply to farm land. The large quantity requested would require several suppliers or one middleman to supply his needs. The average amount needed of the remaining buyers was 88 tons. This compares with an average of 430 tons available from poultry litter sellers. The difference between the amount of litter available from sellers and the quantity of litter wanted by buyers suggests that there is a role for middlemen/brokers to help match the quantity demand with supply.

Poultry litter buyers want the sellers to deliver the litter about two-thirds of the time while sellers will only deliver half of the time and the other half want buyers to transport the litter. This suggests that there is a need for middlemen/brokers to be involved in the transportation of poultry litter.

About one-half of the litter buyers and sellers indicated that they could apply the litter to land. Fifty percent of the buyers indicated that they could apply the litter themselves. Forty-four percent of the sellers indicated that they could spread the litter they sell which is to be applied to farmland. Since it was not asked how far they will travel to spread litter, it is not known if these sellers would travel long distances to apply the litter. If many of them would not, this would suggest a further need for middlemen/brokers of litter with equipment to accommodate delta farmers.

## **Recommendations**

The information collected from poultry litter buyers and sellers and recorded on the hotline databases was often incomplete. Obtaining information from all buyers and sellers about the quantity of litter available and needed would increase the usefulness of the hotline. It would be useful to know if sellers have litter available every batch, once a year, all the time, etc. It would also be useful for operators to ask the buyer callers what the litter will be used for. If callers were asked more in-depth information,

readers of the buyers and sellers list would have more specific information available to them. For example, if users of the sellers list knew that a person with poultry litter for sale was a poultry grower with 2 houses of litter for sale after every 3 grow-outs but could not deliver the litter, the buyer would know more about the seller than if he only knew that the seller had 2 houses available on March 28 and did not deliver. Some buyers of litter may wish to purchase litter for a particular purpose more than once. A rice farmer, for example, may want to apply litter to cut soils every spring or a poultry litter broker may want to purchase litter whenever it is available, year round. More information from callers would make this more clear to those reading the listing of buyers and sellers.

## **PROMOTION and DISSEMINATION OF HOTLINE INFORMATION**

In addition to evaluating the use of the hotline, another way to evaluate the effectiveness of the hotline is to evaluate the dissemination of information obtained by the hotline and the impact of the promotional and educational programs implemented as a result of the hotline. Two agencies in particular were involved in promoting the hotline and providing information about how to access the hotline as well as providing buyers and sellers with information obtained from the hotline. In this section we will summarize the activity of the Cooperative Extension Service in promoting and providing information from the hotline to interested individuals.

Many county Extension agents used the information provided by the hotline to distribute lists of poultry litter buyers and sellers and to conduct programs to make more people aware of the market in poultry litter. This outreach effort greatly increased the effectiveness of the hotline by permitting buyers and sellers to use the information on the hotline without calling the hotline.

### **Poultry Litter Marketing Activity**

We evaluate the role of the Cooperative Extension Service in making the hotline more effective by summarizing the responses of 67 county Extension agents to a questionnaire about their activities associated with the poultry litter marketing hotline. We divide the responses from county Extension agents into two categories: those counties in which there was some poultry litter marketing activity and those counties in which there was no activity. Poultry litter marketing activity refers to where there were requests for lists of buyers and sellers of poultry litter, or where the county Extension agent retrieved the list of poultry litter buyers and sellers from the electronic bulletin board and made this information available to the people in the county. The other category includes counties where there was no poultry litter marketing activity, i.e. there were no requests for lists of poultry litter buyers and sellers and no lists were retrieved by the county Extension agent.

Thirty-five counties had some poultry litter marketing activity while 32 had no activity. Of the 35 counties in which there was some poultry litter marketing activity, 24 agents had requests for lists of poultry litter buyers or sellers. Twenty-eight agents retrieved the list of poultry litter buyers and sellers from the Cooperative Extension Service electronic bulletin board. Seven agents received requests for lists of buyers and sellers but did not retrieve them from the bulletin board. In the 24 counties in which agents reported receiving requests for lists of poultry litter buyers or sellers, 64 lists were requested. Figure 11 shows the counties in which requests for lists were made and the counties that retrieved the lists from the bulletin board.

Figure 11:

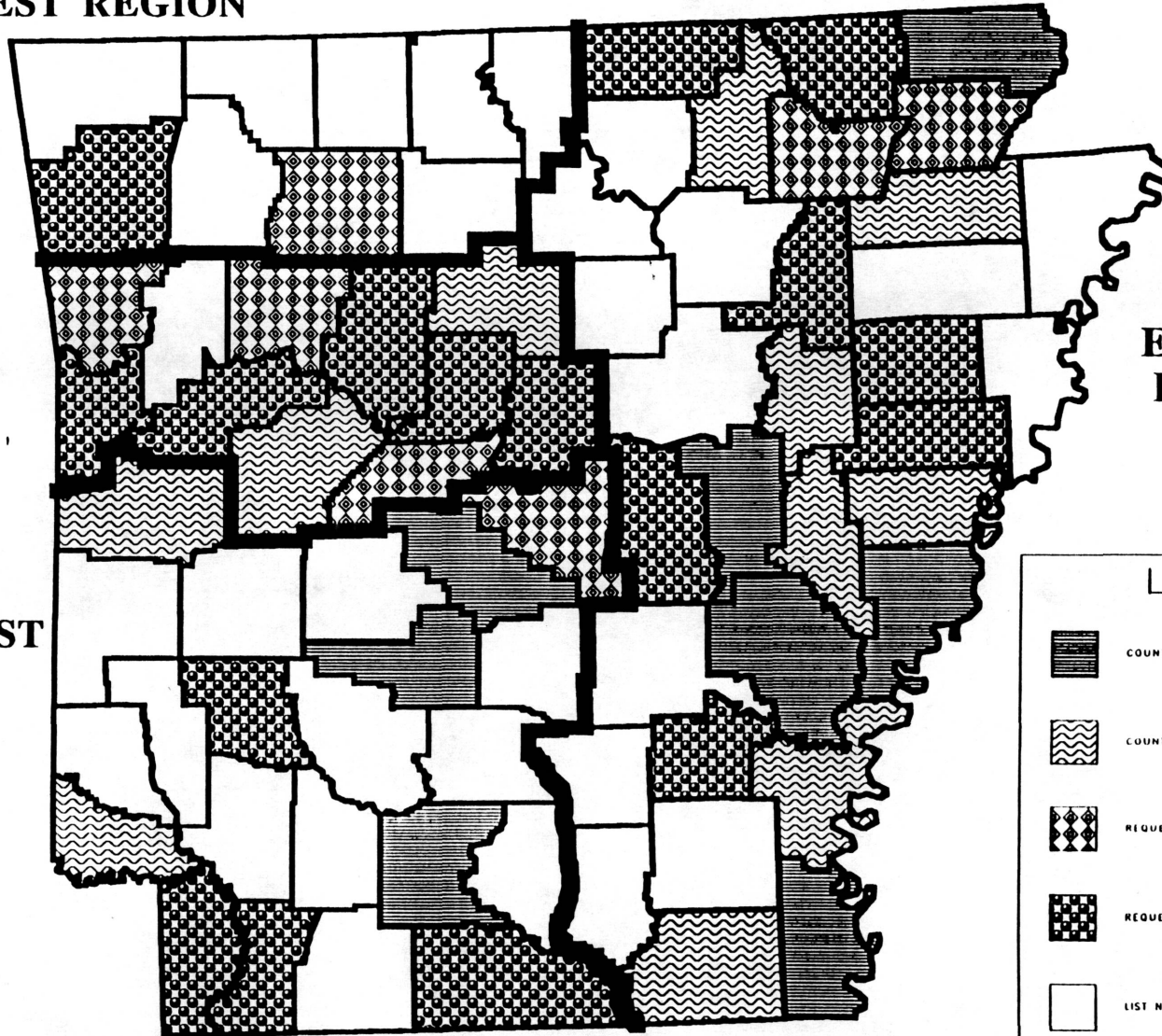
# POULTRY LITTER MARKETING HOTLINE ACTIVITY

NORTHWEST REGION

RIVER  
VALLEY  
REGION

EASTERN  
REGION

SOUTHWEST  
REGION



## LEGEND



COUNTIES NOT RESPONDING



COUNTY AGENT RETRIEVED LIST



REQUESTS FOR LISTS WERE MADE



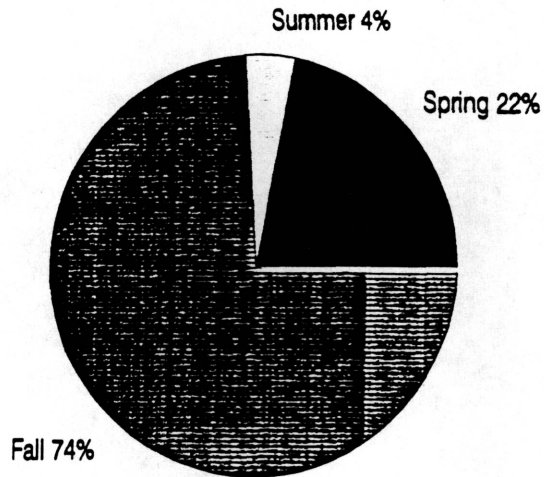
REQUESTED LIST & COUNTY AGENT RETR



LIST NOT REQUESTED, NOR RETRIEVED

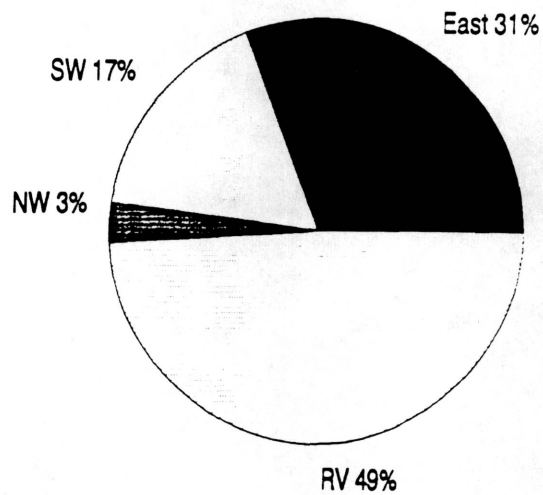
County agents reported that most of the requests for lists of buyers and sellers were received in the fall (74%), with some in the spring (22%) (figure 12). Very few requests were received during the summer months.

**Figure 12: Poultry Litter Buyer and Seller List Requests By Season**



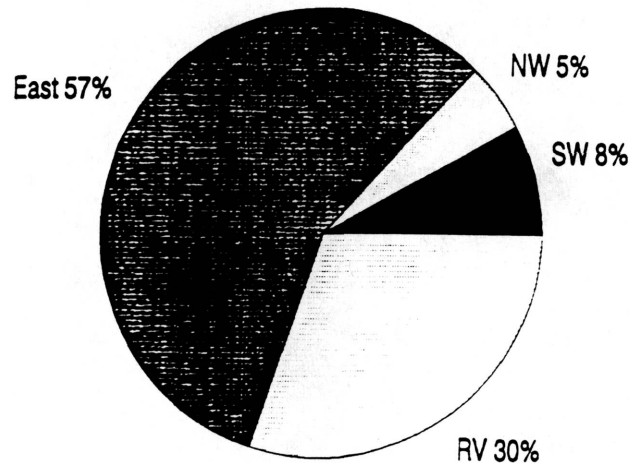
About half of the 64 requests for lists were made in counties in the River Valley region and another one-third of the requests were made in counties in the eastern region (figure 13).

**Figure 13: Poultry Litter Buyer and Seller List Requests By Region**



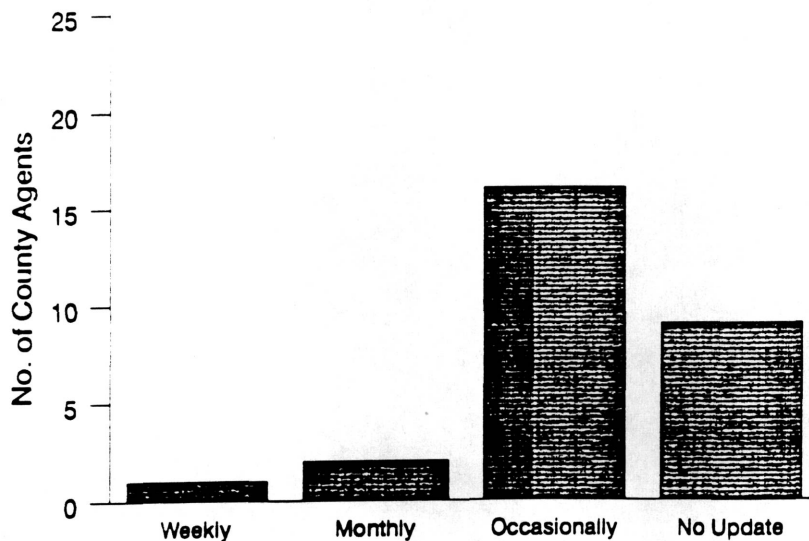
Nineteen counties reported a total of 37 requests for information about the poultry litter marketing hotline.

**Figure 14: Hotline Information Requests By Region**



Of the 28 counties that retrieved the poultry litter buyers and sellers lists from the electronic bulletin board, 68 percent retrieved more recent versions of the list and 32 percent did not update their list. Most of those who updated their list did so only occasionally or as needed. Very few updated their list weekly or monthly.

**Figure 15: County Agents Updating Buyer and Seller Lists**



## Public Awareness

County agents were asked if more people in their county had become aware of the potential of buying and selling poultry litter as a result of the programs, news articles and publicity related to the 1-800 poultry litter marketing hotline and information retrieved from the Cooperative Extension Service electronic bulletin board. Nineteen counties reported that a total of 1,302 more people were known to become aware of the potential for buying and selling litter as a result of their activity.

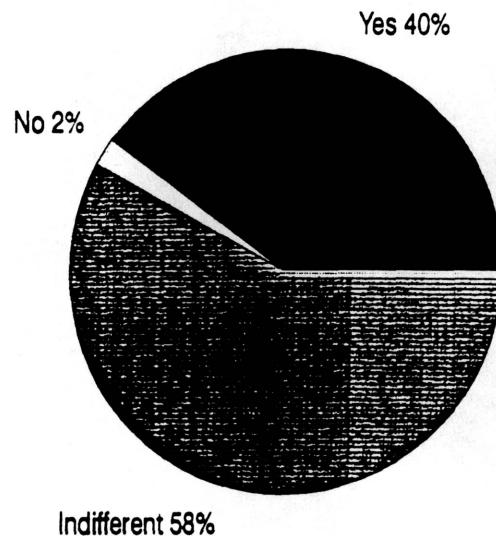
Eighteen county Extension agents in the state reported using the 1-800 poultry litter marketing hotline or information from the hotline as an educational tool to increase the awareness of farmers about the potential for buying and selling poultry litter. Agents used the information on radio shows, in newspapers and newsletters, in meetings and over the telephone. They provided copies of the buyers and sellers lists and they discussed the information with local dealers and others with interest in either buying or selling poultry litter.

County agents were asked if they are aware of anyone in their county purchasing or selling poultry litter as a result of using the 1-800 poultry litter marketing hotline or information from the bulletin board. Eight counties reported knowing of sales as a result. Fourteen people are known by county agents to have purchased or sold litter as a result of the poultry litter marketing hotline in the following Arkansas counties: Union, Conway, Greene, Cross, Lonoke, Faulkner, Logan and Lawrence.

## Future Use of Hotline

Many county agents would like to see the poultry litter marketing hotline continue. The majority of agents, however, are indifferent to the future of the hotline. Figure 16 shows the responses to this question of whether the hotline should continue.

Figure 16: Should Hotline Continue?



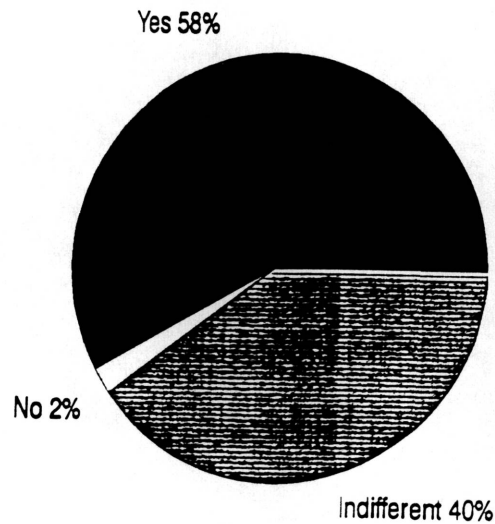


Of the 35 counties with some poultry litter marketing activity (either a list was requested or a list was retrieved), over half (54%) of agents would like the hotline to continue. As might be expected those that reported activity are those that would like to see the hotline continued.

Of the 32 counties that did not report poultry litter marketing activity, one-fourth of the county agents who responded to the questionnaire would like the hotline to be continued. Three-fourths were indifferent about the future of the hotline. In counties where the hotline is used, many agents would like to continue the hotline. Where the hotline has not been used, most agents are indifferent about the future of the hotline.

Most county agents would like the Cooperative Extension Service to continue providing lists of poultry litter buyers and sellers on the electronic bulletin board. Figure 17 presents the responses of agents to this question.

**Figure 17: Should Hotline Information Be Available on Bulletin Board?**



In the 35 counties which reported some poultry litter marketing activity, about three-quarters of agents would like the Cooperative Extension Service to continue providing lists of buyers and sellers on the electronic bulletin board. About one-quarter are indifferent.

Of the 32 counties in which there was no reported poultry litter marketing activity, 38 percent would like the hotline information to be made available on the electronic bulletin board, 3 percent see no need for this information, and 59 percent are indifferent.

## **SUMMARY**

Several markets for poultry litter are developing, and some middlemen are moving litter to the highest end use. However, market information is not readily available to buyers and sellers. Thus the poultry litter marketing hotline in conjunction with the Cooperative Extension Service electronic bulletin board provided buyers and sellers with information about the supply and demand for poultry litter that otherwise would not have been available. In addition to the service rendered by the hotline and the bulletin board, promotional and educational efforts increased the awareness of markets for poultry litter. The hotline served as a vehicle to provide buyers and sellers access to markets, which made the poultry litter educational and promotional programs more effective. The hotline has facilitated movement of litter from areas of high supply to areas with high demand and has increased the awareness of different uses for the litter.

APPENDIX A

**POULTRY LITTER MARKETING HOTLINE**

**Questionnaire for County Agents - Staff Chairmen**

1. Has anyone in your county requested a list of buyers or sellers of poultry litter?

\_\_\_\_\_ yes \_\_\_\_\_ no If yes, how many? \_\_\_\_\_

In which month(s) did you have most requests? \_\_\_\_\_

2. Have you retrieved the list of poultry litter buyers and sellers from the CES bulletin board?

\_\_\_\_\_ yes \_\_\_\_\_ no If yes, how often do you update the list?

\_\_\_\_\_ weekly \_\_\_\_\_ monthly

\_\_\_\_\_ occasionally \_\_\_\_\_ have not updated the list

3. Have others in your county accessed the bulletin board to acquire a list of poultry litter buyers and sellers?

\_\_\_\_\_ yes \_\_\_\_\_ don't know If yes, who? \_\_\_\_\_

4. Has anyone in your county requested information about the 1-800 Poultry Litter Marketing Hotline?

\_\_\_\_\_ yes \_\_\_\_\_ no If yes, how many? \_\_\_\_\_

5. Have more people in your county become aware of the potential of buying and selling poultry litter as a result of the programs, news articles, and publicity related to the 1-800 Poultry Litter Marketing Hotline and information from the CES bulletin board?

\_\_\_\_\_ yes \_\_\_\_\_ don't know If yes, how many? \_\_\_\_\_

6. Are you aware of anyone in your county purchasing or selling poultry litter as a result of using the 1-800 Poultry Litter Marketing Hotline or information from the CES bulletin board?

\_\_\_\_\_ yes \_\_\_\_\_ no If yes, how many? \_\_\_\_\_

7. Have you used the 1-800 Poultry Litter Marketing Hotline or information from the Hotline as an educational tool to increase the awareness of farmers about the potential for buying and selling poultry litter?

\_\_\_\_\_ yes \_\_\_\_\_ no If yes, how? \_\_\_\_\_

8. Should the 1-800 Poultry Litter Marketing Hotline, which provides poultry litter buyer and seller information, be continued?

\_\_\_\_\_ yes \_\_\_\_\_ no \_\_\_\_\_ indifferent

9. Would you like the Cooperative Extension Service to continue providing lists of poultry litter buyers and sellers on the CES bulletin board?

\_\_\_\_\_ yes \_\_\_\_\_ no \_\_\_\_\_ indifferent

10. Please provide any suggestions or comments concerning how the 1-800 Poultry Litter Marketing Hotline and information from the Hotline might be improved to better serve the people of your county.

Name: \_\_\_\_\_

County: \_\_\_\_\_

**Please return by November 30, 1993.**

Please return to: Wayne Miller  
Economic and Community Development Section

**APPENDIX B**

**HOTLINE AND BULLETIN BOARD USE**

**Table A1: HOTLINE ACTIVITY BY REGION**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR TOTAL</b>
<b>COUNTIES THAT HAD REQUESTS FOR LIST</b>	2	8	5	9	24
<b>COUNTIES THAT RETRIEVED LIST</b>	1	7	6	14	28

**Table A2: SEASONAL REQUESTS FOR BUYER/SELLER LISTS**

	<b>NUMBER OF REQUESTS FOR LISTS</b>
<b>SPRING</b>	12
<b>SUMMER</b>	2
<b>FALL</b>	41

**Table A3: REQUESTS FOR INFORMATION**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR TOTAL</b>
<b>NUMBER OF REQUESTS FOR LISTS</b>	2	31	11	20	64
<b>NUMBER OF REQUESTS FOR HOTLINE INFORMATION</b>	2	11	3	21	37

**Table A4: PEOPLE BECOMING AWARE OF POTENTIAL FOR BUYING AND SELLING LITTER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR TOTAL</b>
<b>NUMBER OF PEOPLE HAVE BECOME AWARE</b>	6	616	14	666	1302
<b>NUMBER OF COUNTIES</b>	2	4	3	10	19

**Table A5: KNOWN PURCHASES/SALES OF LITTER AS RESULT OF HOTLINE**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>NUMBER OF COUNTIES WITH KNOWN PURCHASES/SALES</b>	0	3	1	4	8
<b>NUMBER OF PEOPLE KNOWN TO HAVE PURCHASED/SOLD</b>	0	7	1	6	14

**Table A6: FUTURE USE OF HOTLINE BY COUNTY AGENTS**

	<b>NUMBER OF AGENTS</b>
<b>YES, WOULD LIKE HOTLINE CONTINUED</b>	27
<b>NO, WOULD NOT LIKE HOTLINE TO CONTINUE</b>	1
<b>INDIFFERENT</b>	39

**Table A7: FUTURE USE OF HOTLINE BY COUNTY AGENTS CURRENTLY USING HOTLINE**

	<b>NUMBER OF AGENTS IN HOTLINE ACTIVE COUNTIES</b>
<b>YES, WOULD LIKE HOTLINE TO CONTINUE</b>	19
<b>NO, WOULD NOT LIKE HOTLINE TO CONTINUE</b>	1
<b>INDIFFERENT</b>	15

**Table A8: HOTLINE INFORMATION ON BULLETIN BOARD**

	<b>NUMBER OF AGENTS</b>
<b>YES, WOULD LIKE INFORMATION TO CONTINUE ON BULLETIN BOARD</b>	39
<b>NO, WOULD NOT LIKE INFORMATION TO CONTINUE ON BULLETIN BOARD</b>	1
<b>INDIFFERENT</b>	27

**Table A9: HOTLINE INFORMATION ON BULLETIN BOARD: AGENTS USING BULLETIN BOARD**

	<b>NUMBER OF AGENTS IN COUNTIES WITH HOTLINE ACTIVITY</b>
<b>YES, WOULD LIKE INFORMATION TO CONTINUE ON BULLETIN BOARD</b>	27
<b>NO, WOULD NOT LIKE INFORMATION TO CONTINUE ON BULLETIN BOARD</b>	0
<b>INDIFFERENT</b>	8

**APPENDIX C**

**POULTRY LITTER BUYERS**

**Table A10: POTENTIAL BUYERS**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>POTENTIAL BUYERS</b>	2	8	12	20	42

**Table A11: AVERAGE TONS OF LITTER NEEDED BY POTENTIAL BUYERS**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>AVERAGE TONS NEEDED</b>	100	45	2595	131	785
<b>NUMBER OF RESPONDENTS</b>	1	2	3	5	11

**Table A12: AVERAGE NUMBER OF ACRES ON WHICH TO APPLY LITTER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>AVERAGE NUMBER OF ACRES</b>	20	99	100	138	118
<b>NUMBER OF RESPONDENTS</b>	1	5	4	14	24



**Table A13: TRANSPORTATION OF LITTER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>SELLER DELIVER</b>	2	4	8	10	24
<b>BUYER WILL HAUL</b>	0	3	2	9	14
<b>DID NOT ANSWER TRANSPORTATION</b>	0	1	2	1	4
<b>TOTAL NUMBER OF CALLERS</b>	2	8	12	20	42

**Table A14: LITTER APPLICATION**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>SELLER APPLY</b>	2	4	4	8	18
<b>BUYER APPLY</b>	0	3	6	8	17
<b>DID NOT ANSWER</b>	0	1	2	4	7
<b>TOTAL NUMBER OF CALLERS</b>	2	8	12	20	42

**Table A15: DATE LITTER NEEDED BY POTENTIAL BUYERS**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>SPRING</b>	1	4	5	8	18
<b>SUMMER</b>	0	1	3	2	6
<b>FALL</b>	0	3	2	2	7
<b>WINTER</b>	0	2	4	5	11

**Table A16: POULTRY LITTER STORAGE**

	NW REGION	RV REGION	SW REGION	EAST REGION	AR
<b>STORAGE AVAILABLE</b>	0	4	7	8	19
<b>STORAGE NOT AVAILABLE</b>	2	3	3	9	17
<b>DID NOT ANSWER</b>	0	1	2	3	6
<b>TOTAL NUMBER OF CALLERS</b>	2	8	12	20	42

**Table A17: MONTH OF LISTING ON POULTRY LITTER MARKETING HOTLINE**

	NW REGION	RV REGION	SW REGION	EAST REGION	AR
<b>JANUARY</b>	0	3	6	9	18
<b>FEBRUARY</b>	1	1	5	8	15
<b>MARCH</b>	0	0	0	1	1
<b>APRIL</b>	0	0	0	0	0
<b>MAY</b>	0	0	0	0	0
<b>JUNE</b>	0	0	0	0	0
<b>JULY</b>	0	0	0	0	0
<b>AUGUST</b>	0	0	0	1	1
<b>SEPTEMBER</b>	1	1	0	1	3
<b>OCTOBER</b>	0	2	0	0	2
<b>NOVEMBER</b>	0	1	0	0	1
<b>DECEMBER</b>	0	0	1	0	1

**APPENDIX D**  
**POULTRY LITTER SELLERS**

**Table A18: POTENTIAL SELLERS**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>NUMBER OF POTENTIAL SELLERS</b>	11	17	3	7	38

**Table A19: AVERAGE TONS AVAILABLE BY POTENTIAL SELLERS**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>AVERAGE TONS AVAILABLE</b>	143	557		400	430
<b>NUMBER OF RESPONSES</b>	3	7	0	1	11

**Table A20: AVERAGE NUMBER OF POULTRY HOUSES**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>AVERAGE NUMBER OF HOUSES</b>	3	3	2	14	4
<b>NUMBER OF RESPONSES</b>	7	7	2	2	18

**Table A21: SELLER DELIVERY**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>SELLER DELIVERS</b>	4	9	1	4	18
<b>DOES NOT DELIVER</b>	7	7	1	3	18
<b>DID NOT ANSWER</b>	0	1	1	0	2

**Table A22: AVERAGE NUMBER OF MILES SELLER WILL DELIVER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>AVERAGE MILES</b>	10	22		163	67
<b>NUMBER OF RESPONSES</b>	1	3	0	2	6

**Table A23: STORAGE OF LITTER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>STORAGE</b>	4	5	1	6	16
<b>NO STORAGE</b>	7	9	1	1	18
<b>NO ANSWER</b>	0	3	1	0	4

**Table A23: APPLICATION OF LITTER BY SELLER**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>WILL SPREAD</b>	3	7	1	4	15
<b>WILL NOT SPREAD</b>	8	8	1	2	19
<b>DID NOT ANSWER</b>	0	2	1	1	4

**Table A24: MONTH OF LISTING ON POULTRY LITTER MARKETING HOTLINE**

	<b>NW REGION</b>	<b>RV REGION</b>	<b>SW REGION</b>	<b>EAST REGION</b>	<b>AR</b>
<b>JANUARY</b>	0	2	0	0	2
<b>FEBRUARY</b>	1	3	1	1	6
<b>MARCH</b>	2	1	0	0	3
<b>APRIL</b>	0	0	0	0	0
<b>MAY</b>	0	1	1	0	2
<b>JUNE</b>	0	2	0	0	2
<b>JULY</b>	1	0	0	0	1
<b>AUGUST</b>	0	2	0	4	6
<b>SEPTEMBER</b>	3	4	1	0	8
<b>OCTOBER</b>	2	1	0	1	4
<b>NOVEMBER</b>	1	0	0	0	1
<b>DECEMBER</b>	1	1	0	1	3