

# Sellers and Service Providers

As of August 2015

[littermarket.okstate.edu](http://littermarket.okstate.edu)

The Oklahoma Litter Market website serves as a communication resource linking buyers and sellers of poultry litter. Marketing poultry litter to more distant nutrient-deficient areas or for further processing offers one solution to the litter surplus issue associated with high production areas. The Oklahoma Litter Market Buyer's Guide is updated each summer by our staff, but participant listings are added and maintained throughout the year on the website.

A litter fertilizer value calculator is also provided to help website users determine the suitability and value of the product.

The annual Buyer's Guide is published as a quick reference tool for your convenience when looking for litter or seeking litter-related services. Please visit [littermarket.okstate.edu](http://littermarket.okstate.edu) for the most complete and current information.

| Business Name / Contact Name                    | Contact Telephone | City/ State       | Services Offered |         |          |           |       |
|---|-------------------|-------------------|------------------|---------|----------|-----------|-------|
|   |                   |                   | Cleaning         | Loading | Trucking | Spreading | Other |
| Anderson, Rex & Deloris                         | (918) 640-4923    | Choteau, OK       |                  |         |          | X         |       |
| B & D Litter /Denny Brown                       | (479) 822-5551    | Gravette, AR      | X                | X       | X        |           | X     |
| BMPs, Inc. /Sheri Herron                        | (866) 304-2784    | Farmington, AR    | X                | X       | X        |           | X     |
| Brady, Mike                                     | (620) 515-1162    | Welch, OK         | X                | X       | X        | X         |       |
| Buffington, Jeff                                | (918) 962-3650    | Spiro, OK         | X                | X       | X        | X         | X     |
| Craig County Conservation District              | (918) 256-5647    | Vinita, OK        |                  |         |          |           | X     |
| Green Country Poultry Litter, LLC/Austin Butler | (479) 215-7846    | Westville, OK     | X                |         | X        | X         | X     |
| Mashburn Trucking LLC / Lavern Mashburn         | (417) 298-4440    | Bolivar, MO       | X                | X       | X        | X         | X     |
| Mayes County Cons. District                     | (918) 825-3673    | Pryor, OK         |                  |         |          |           | X     |
| Montgomery, Charles                             | (918) 527-5185    | Collinsville, OK  |                  | X       | X        | X         |       |
| Poor's Poultry Services / Shannon Poor          | (918) 649-3107    | Cameron, OK       | X                | X       | X        | X         | X     |
| Rees, Paul                                      | (918) 647-1519    | Bokoshe, OK       |                  |         |          |           | X     |
| Smith, Tracy & John Yates                       | (918) 485-3430    | Wagoner, OK       |                  |         | X        | X         |       |
| Tinney, Raymond                                 | (918) 473-6722    | Checotah, OK      |                  |         |          | X         | X     |
| Trammel, Joe                                    | (918) 456-4785    | Tahlequah, OK     |                  | X       |          | X         |       |
| Traylor, Mike                                   | (479) 846-3870    | Prairie Grove, AR | X                | X       | X        | X         | X     |
| Unique Farm Services, LLC /Mike Smith           | (417) 818-6189    | Rogersville, MO   |                  |         |          |           | X     |

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## What is litter worth?

The actual value to the end-buyer depends on the nutrient needs of the field. Additionally, the cost of loading, transportation and application will affect the end buyer's total cost and should be considered when comparing the cost and benefits of litter vs. commercial fertilizer.

While keeping those facts in mind, the **nutrient value** of litter is commonly estimated based on current commercial fertilizer prices (reported as price/lb nutrient) and the litter nutrient analysis (reported as lbs/ton). For example, if calculating the N, P and K value of litter, we know that on average broiler litter contains 63, 61 and 50 lbs/ton of N, P<sub>2</sub>O<sub>5</sub> and K<sub>2</sub>O, respectively.

Using June 2015 average prices for commercial N, P<sub>2</sub>O<sub>5</sub> and K<sub>2</sub>O and assuming long-term availability of 70% for N and 100% for P and K, we can calculate the potential major nutrient value of the litter.

|  |                 |
|--|-----------------|
| Litter N: \$0.25/lb x 63 lbs/ton       |                 |
| X 70% availability                     | = \$24/ton      |
| Litter P: \$0.27/lb x 61 lbs/ton       | = \$23/ton      |
| Litter K: \$0.23/lb x 50 lbs/ton       | = \$19/ton      |
| Liming Value                           | = \$ 2/ton      |
| <b>Total Potential Nutrient Value:</b> | <b>\$68/ton</b> |

Check out the [Poultry Litter Calculator](#) on-line at [littermarket@okstate.edu](mailto:littermarket@okstate.edu) or download the free [Fertilizer Decision-Support Computer Program](#) available from [soiltesting.okstate.edu](http://soiltesting.okstate.edu) for tools to assist in comparing the value of litter to commercial fertilizer.

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State Poultry Specialist

## For more information:

### [soiltesting.okstate.edu](http://soiltesting.okstate.edu)

Home of the OSU Soil, Water and Forage Analytical Laboratory, providing soil testing and analysis of animal waste and water samples. Site includes instructions for submitting samples, and the current price list.

### [poultrywaste.okstate.edu](http://poultrywaste.okstate.edu)

Great reference site for OSU publications, Oklahoma regulations and the education opportunities available for poultry producers and poultry waste applicators.

### [nrcs.usda.gov](http://nrcs.usda.gov)

Natural Resources Conservation Service site including listing of State Offices, resource guides and program details.

### [websoilsurvey.nrcs.usda.gov](http://websoilsurvey.nrcs.usda.gov)

On-line tool to view aerial photography of your specific location and access soil data, slope and acreage.

### [mesonet.org](http://mesonet.org)

Constantly updated weather information from 120 automated stations in Oklahoma. Data available includes rainfall amounts, wind speed and soil temperature.

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# Oklahoma Litter Market

*Buyer's Guide*

Promoting the movement and application of poultry litter in Oklahoma

[littermarket.okstate.edu](http://littermarket.okstate.edu)

**NEW WEBSITE!!**

Oklahoma  
Cooperative  
Extension Service

