

Marketing Manure

For some operations, more manure is produced annually than can be used. If you do not have the land base to maximize the benefits of the manure and stall waste your horses produce, make arrangements for the manure to be used off your property. Depending on the amount of manure produced, a number of options are available for alternative manure disposal.

Home Gardeners or Nurseries

Horse manure is a valuable fertilizer product for gardeners. Rose gardeners are particularly fond of the nutrient composition in horse manure. Marketing to rose gardeners and other backyard garden enthusiasts is a viable option for most horse owners.

Consider these factors when marketing manure to gardeners and nurseries:

- **Composted versus raw manure**
Most gardeners tend to prefer composted manure, because it contains little or no weeds.
- **Product packaging**
You may choose to package the product and sell it locally, or a less labor-intensive option is to have potential buyers shovel their own compost. If you choose the former, be sure to check with local garden centers to find out the price of packaged compost.



Donations welcome

If the idea of marketing your manure is a daunting one, relax, many crop farmers or home garden enthusiasts would be happy to take the manure pile. Having someone remove and dispose of the excess manure can be well worth the donation.

Thinking of burning?

Burning manure is not an appropriate management practice for the following reasons:

- potential fire hazard
- valuable nutrients are lost
- smoke production results in unnecessary air pollution

Mushroom Farms

Mushroom farms are another viable marketing option; however, these operations require large quantities and a dependable supply. If you are interested in this option, but do not have a large, dependable supply, consider forming agreements with neighbors to store their straw-bedded horse manure for a one-stop pick-up by the mushroom farm. This approach has the potential to be a workable and profitable community solution. It is important to note that mushroom growers are also quite particular about the quality of the product; they want manure mixed with straw bedding only and with no horsehair or garbage.

Commercial Users

Professional landscapers, organic farmers and land reclamation companies are also viable marketing options. In fact, many cattle feedlots have formed agreements with these types of companies to remove their composted manure. You may choose to enter into one of these agreements on your own or sell the manure to a feedlot that already has a contract. If you choose the former, remember that the compost is sold by the ton, and the company is responsible for loading and removing the compost.

Keep Accurate Records

Regardless of where the manure is marketed, it is important to keep accurate records. For instance, record the name and address of the person or company the manure is sold to, the date on which the manure was sold and the volume of manure sold. It is also important to know where the manure is going and what it is being used for.



The Bottom Line

- Manure is a marketable product.
- Keep accurate and up-to-date records of your sales.