



# **Dependable Supplies Encourage Agricultural Adoption of FGD-Gypsum**

## **ACAA - FGD Workshop**

**Cliff Ramsier, Ag Spectrum Co.**

**Atlanta, Ga.**

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# Requests from Growers



- 1. Material safety – crops, soils & environment**
- 2. Improve productivity – lower costs &/or increase yields**
- 3. Low cost – fits in a commodity budget**
- 4. Convenient (handling)**
- 5. Dependable timely supply**

# Farming in the 21<sup>st</sup> Century



- Producing commodities
- High yield and low margins
- Very Capital Intensive (2,500 acre)

– Gross revenue = \$1,100,000.00

– Equipment cost = \$950,000.00      **12.5% g**

– Operating cost = \$600,000.00 ex land & equip

– Net Income = +/- \$85,000.00 or **7.5% g**

Amortized  
over 7  
years

# Reasons for FGD-Gypsum



- Improve water management
- Replace tillage passes
- Reduce cost structure (Equipment)



**\$325,000.00**

# Equipment Considerations



- **Replace current equipment (\$650,000.00)**
- **With new equipment capable of taking advantage of FGD-Gypsum (\$325,000.00) (nearly 4 X annual income)**
- **The Grower's Decision?**
  - **Will it YIELD?**
  - **Can I get FGD-Gypsum dependably?**

# Answers?



- I can answer the first question!
  - Research and field demonstrations support the technology.
  - The benefits can be accrued.
- I can't answer the second!
  - Only you as generators can!



# Where Is the Industry?



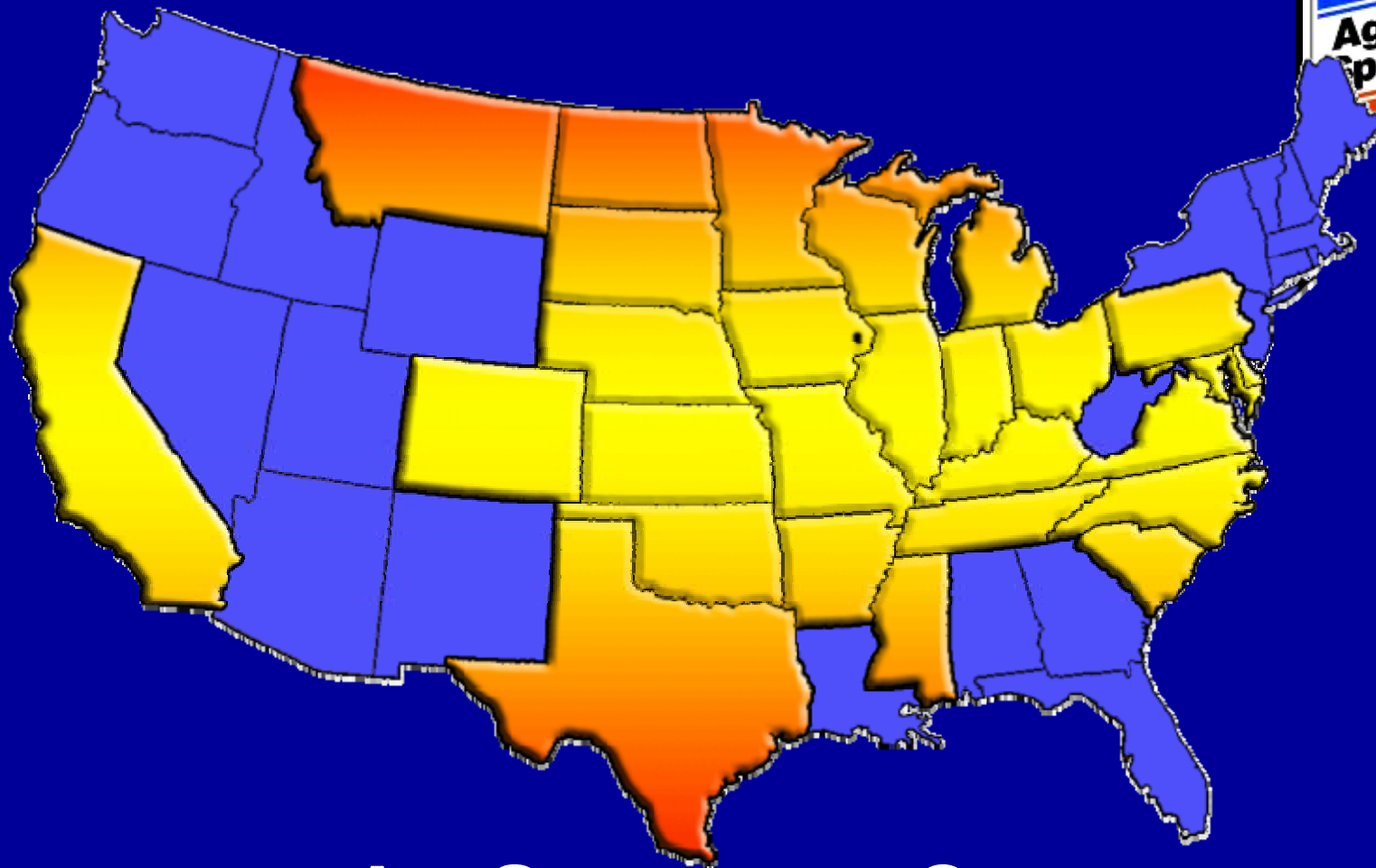
- Wallboard and other building uses require limited quantities
- Landfilling is not a 'GREEN' option
- FGD-Gypsum tonnage increases every year
- New solutions require new relationships - Are you ready?

# Our Partners



- **USDA-ARS**
- **Major Land Grant Universities**
- **FGD National Network**





Ag Spectrum Co.

Influence in Agricultural