Dependable Supplies
Encourage Agricultural
Adoption of FGD-Gypsum

ACAA - FGD Workshop
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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 21st 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