

Current AAPFCO Approach to Fertilizer Sales Data Collection

Presented To

Workshop

Understanding Fertilizer Sales and Reporting
Information

Sponsored By

US EPA Chesapeake Bay Program's STAC

And

The Agricultural Nutrient Reduction Workgroup



AAPFCO's UFTRS

The Association of American Plant Food Control Officials

Uniform Fertilizer Tonnage Reporting System

David L. Terry, Coordinator
Fertilizer Regulatory Program
University of Kentucky
Lexington, KY

Objectives of Presentation

- Brief History of UFTRS
- How the System Works
 - Data Fields
 - Demonstration
- Data Characteristics and Warnings
- Value of the Data

UFTRS History

- Early Tonnage Reporting
- Model Fertilizer Bill Requirements
- UFTRS Adopted in 1967
- Endorsed by:
 - USDA,
 - NPFI(TFI),
 - NASDA,
 - ASFFPCO

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AAPFCO's Model Fertilizer Bill

- Section 8 (a)
- “The person distributing or selling fertilizer to a non-registrant/non-licensee shall furnish the _____ a report showing the county of the consignee, the amounts (tons) of each grade of fertilizer, and the form in which the fertilizer was distributed (bags, bulk, liquid, etc.).”

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UFTRS-How the System Works

- Features

- Monthly-County-Invoice (Quarterly, etc.)
- Data Fields:
 - Period
 - County
 - Grade/Analysis
 - Amount (Tons)
 - Form (Bag, Bulk, Fluid)
 - Use (Farm, Non-Farm)
 - UFTRS Material Codes

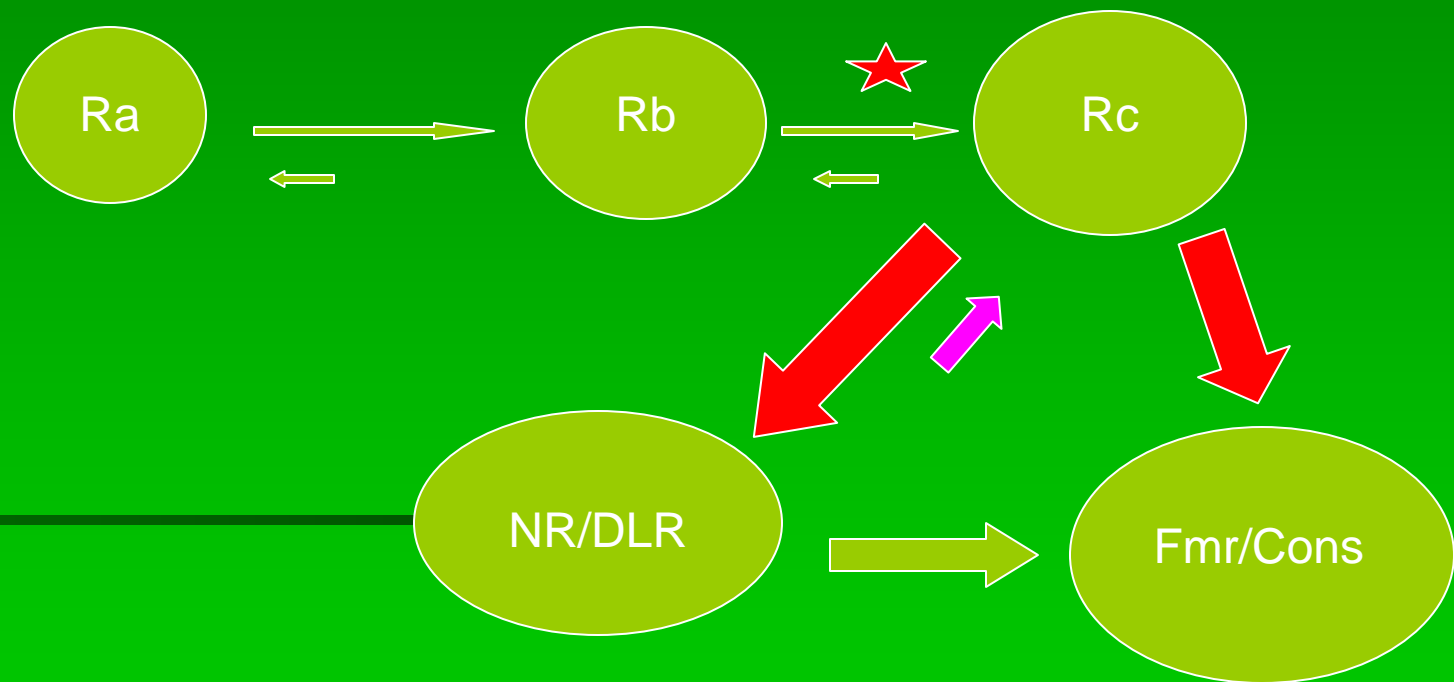
UFTRS Demonstration

- Opening Screen
 - Set-Up
 - Data Entry Screen
 - Electronic Entry
-

Data Characteristics

- Each Registrant/Licensee Files a Report
- Reports of Sales from Registrant to a Non-Registrant

Registrant Non-Registrant



Sales reported: Registrant(Rc) to NonRegistrant(NR/DLR) or to Farmer/Consumer(Fmr/Cons); or, Rb to Rc. No Duplicate Reporting.

Data Characteristics

- Fertilizer Use vs Sales
- Interpretation: If we **assume** that the “sale to a non-registrant” is to a farmer/consumer or to a “dealer” who sells to a farmer/consumer then the data may be considered as “Fertilizer Use Data”.

Data Characteristics

- Materials vs Mixtures
 - Materials reported upon receipt
 - Mixtures/materials reported when sold
- County Data
 - Location of Registrant?
 - Location of Purchaser?
 - ZIP use
- Secondary and Micro-Nutrients

National Fertilizer Database

- Prior to 1985-USDA
- 1985 to 1994-TVA
- 1995 to Date-AAPFCO
- Hard Copy
 - By State and Region
 - Major materials
 - NPK Nutrients
- Electronic Versions
 - ASCII Text or LOTUS
 - By County where available

Value of the Data

- Assists Industry Stability
- Improved Decision Making
- Continues National Database
- *Commercial Fertilizers* Publication
- Environmental Applications
 - Identify areas of concern
 - Contributes to Nutrient Management
- Track NPK Use
- Good Business

Summary

- Most Accurate Fertilizer Use Data Available
- Data Collection and Publication-Fragile
- Accuracy Related to Reporter and Collector