



**Al Larson Distributing**  
Established in 1998

# \* PitCharger Press

\*Revised on 5/1/09: References to "Pit Remedy" have been updated to "PitCharger" to be consistent with our current naming structure.

## ALD/PitCharger Newsletter– Odor & Manure Management Solutions

### About this Issue

After 6 years in business, we are still very pleased to hear from customers who call or write to share their *PitCharger* experiences with us. In fact, all of the articles in this issue of our newsletter are customer experiences that we feel are important to share with you:

- In North Carolina, the Department of Environmental Natural Resources (DENR) has given producers a timetable to reduce lagoon sludge that has built up over the years. Mike and Everett Johnson share their four years of experience in reducing sludge.
- Jerry Moss from Illinois shares why he has been using *PitCharger* for the past four and one-half years.
- Daniel Tauer, Morgan, MN, called this past December and told us about his first year results from using *PitCharger*.
- And finally, we share an impressive story from one of our largest customers/producers. By reducing the gases in their treated barns with *PitCharger*, they were able to substantially reduce their medication costs and death loss when compared to their non-

treated buildings. The fact that this data was collected from over 90,000 hogs only adds to its significance.

your dollars invested. And, as reflected in this newsletter, we appreciate hearing how things are going for you. Please give us a call with any questions, comments or concerns.

As always, we trust you feel you are receiving a good value for



**Al Larson - President**  
**Matt Heyne - Biological Systems**  
**Debby Larson - Office Systems**

### On the light side

#### Withholding?

A little boy wanted \$100 badly and prayed for two weeks but nothing happened. Then he decided to write God a letter requesting the \$100. When the postal authorities received the letter to GOD USA, they decided to send it to the President.

The President was so impressed, touched, and amused that he instructed his secretary to send the little boy a \$5 bill. He thought that this would appear to be a lot of money to a little boy.

The little boy, pleased with the \$5, sat down to write a thank-you note to GOD, which read:

*"Dear GOD, Thank you very much for sending me the money. However, I noticed that for some reason you had to send it through Washington and, as usual, they deducted \$95."*

### Featured Producer:

## Cundiff Creek Swine, Siloam, NC

Mike and Everett Johnson, owners of Cundiff Creek Swine, started using *PitCharger* in January, 2000. Their North Carolina facility is located northwest of Winston-Salem, near Pilot Mountain State Park.

They had become concerned with the accumulation of solids in their pull plug pits and wanted to be proactive in keeping the odor to a minimum.

Within the first 60 days after using *PitCharger*, manure had broken loose in the pits. Even more surprising, after just a few months, the lagoon flipped

over and the entire lagoon was capped. They were amazed that manure had accumulated that fast in the bottom of the lagoon, which was only four years old.

Over the course of the last four years their system has improved significantly:

- The pull plug pits, which had manure approaching slat level in some places, stay clean and flow easily.
- The lagoon no longer has an accumulation of solids on the bottom or a floating crust.
- The manure and sludge has gone through the di-

gestion phase of decomposition and is no longer an issue.

Most recently, the Johnson's went through North Carolina's mandatory sludge survey with flying colors: The average sludge depth in the lagoon was less than one foot. We have spoken with a number of producers in North Carolina with similar facilities and their lagoon testing has shown three to four feet of sludge.

*When you consider the cost of sludge removal, the Johnson's have avoided a major financial burden.*



## Healthy Pit Environment Provides Excellent ROI

One of our largest customers recently sent us data they had collected over a nine-month period. A total of twenty-two 2,100-head barns were tested. Nine of the barns were treated with *PitCharger* and thirteen barns were untreated. Two turns were recorded totaling 91,100 hogs.

### The results?

- The average medication cost in the non-treated buildings was \$2.53 compared to \$1.60 per hog in the *PitCharger* building - a \$.93 per hog savings.
- The mortality rate was 3.2% compared to less



than 2% - this 1.2% equates to an additional 1093 hogs.

**The investment of \$21,840 for *PitCharger* treatments provided a return of \$85,000 in medication savings and another \$100,000 in live hog revenue.**

We called Dr. Broderson, of the University of Nebraska — Lincoln Veterinary Diagnostic Center, as a result of this data. He related that pit gases cause stress on the

mucous membranes lining the respiratory tract, resulting in respiratory diseases. By reducing these gases, you improve the probability that your hogs will not develop these tears in their airways. Therefore, pathogens are not able to establish infections in the lungs of your hogs as easily.

Dr. Bundy's year long Iowa State/Farmland study documented that *PitCharger* reduced hydrogen sulfide and ammonia along with over all

odor by 50% compared with untreated buildings. This reduction is significant when you consider that the 50% reduction was measured at the source - inside the buildings - not a quarter-mile away. The same benefits that apply to the hogs also apply to humans working in these buildings or living nearby.

If you would like more information, just give us a call and we will send you a copy of the data.

## More PitCharger Customers—In Their Own Words

Producers from other parts of the country had this to say (We find it noteworthy that both of these satisfied *PitCharger* customers have experience using other pit additives):

### Daniel Tauer, Morgan, MN - *PitCharger* user for one year:

"We were very skeptical... You probably hear this all the time because we had tried or heard about all kinds of products that didn't work. But the results we got with *PitCharger* were impressive.

"We started using *PitCharger* in all but one of our buildings a year ago. This fall we could pump everything out of the treated units. Even the partial

pit, where I didn't feel we could agitate, pumped completely out.

"You can't say there was no odor, but my wife and I were really impressed with the difference between the treated and untreated buildings. In the untreated building, solids were a problem and we had to deal with a lot more odor. And the type of odor was much more unpleasant than the building treated with *PitCharger*.

"With the ups and downs in the hog business, you have to keep your eye on ways to cut costs, but the way *PitCharger* has worked for us, we feel it is worth the investment."

### Jerry Moss, Baylis, IL— customer for four & 1/2 years:

"We started using *PitCharger* because of the EPA fieldsman's warning about solids buildup in the middle of double-wide finishing barns. Then we had a terrible first and second pump out where 1-1/2 feet of solids would not mix back in with the liquid and could not be pumped out. The crust on the pit was 6-8 inches thick and we had a horrific fly problem.

"The first year after beginning treatment with *PitCharger*, we were able to pump the pits down to the normal 8-10 inches and the islands of solids and crust disappeared. Flies disappeared, as the

surface bubbles enough to prevent any significant crusting and, therefore, flies can't breed.

"We have tried other pit products without success. *PitCharger* is the best buy on the market. Flies and hog chores don't mix well - no other fly control sprays are needed. *PitCharger* is essential to obtain a consistent manure product to apply to the fields.

"Finally, *PitCharger* is essential to maintain pit volume."

We really do appreciate hearing from you— no matter the news: Give us a call @ 888-231-1002, or send us an email via the "Contact ALD" form @ [www.pitcharger.com](http://www.pitcharger.com).



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