



Al Larson Distributing
Established in 1998

PitCharger® Press

Featured Producer: **Dave & Mary Mentzer—Early, IA**

November 1st Al headed off to visit this month's featured producer and when he got there he got a big surprise: Dave Mentzer of Early, IA, invited him to ride along as he applied manure near Sac City, IA. When they arrived at the field, Dave's equipment took over, injecting manure in straight lines from one end of the field to the other. 9,200 gallons of liquid manure was applied in very short order.

Dave offered but, as much fun as Al was having, he passed on the opportunity to ride along with Dave for the rest of the night as he finished pumping two double-wide barns.

Now, just who is Dave Mentzer? He is Mary

Mentzer's husband and a proud father. In addition to the contract pumping business, Dave raises hogs, farms and he just completed his 10th year as one of our PitCharger customers. "I'm a true believer in the product.

I have recommended Pit-Charger to over 30 other producers and pumpers over the years—and all have been satisfied with the results."

Dave started using PitCharger a decade ago to reduce the odor from an outside basin for his 2,100-hd scrapper unit located next to a county black-top. Since then he has built a 1,200-hd deep pit unit where he uses PitCharger to liquefy solids. Dave related,



Dave Mentzer—Early, IA (Inset) Took Al for a ride in his impressive, high-tech manure-handling equipment pictured above. What a ride!

"The product is worth every penny, and I have recommended it often. Other pumpers have seen it work and also spread the word.

Every case I've heard of when there was a problem, Al has stood behind his product and fixed it to everyone's satisfaction."

About this Issue—

This holiday newsletter edition covers a variety of activities we have been involved in over the past year.

Dave Mentzer takes Al on a ride like none other; DDGS continue to be a pit management challenge; another IPPA Slave Day is in the books; and a couple of users share their thoughts on using PitCharger.

After working in an industry for a number of years, you're bound to form an opinion on factors and forces that influence it. Al expresses his on DDGS in this way. "DDGS are going to be with us for the long haul. We are faced with a

new world of pit/manure management issues and producers are going to have to be more proactive with what is happening in their pits. FOAM, OATMEAL and CRUSTING are now part of our vocabulary."

If you have concerns with these issues, give us a call and we can share what has been successful for other producers. It is very important to address problems before they get out of hand.

On the lighter side

FOUR WORMS IN CHURCH

(: An oldie but a goodie :)

A Minister decided that a visual demonstration would add emphasis to his Sunday sermon.

Four worms were put into containers. One container had alcohol; one contained cigarette smoke; one had chocolate syrup; and the fourth had good clean soil.

At the conclusion of the sermon, the Minister reported that the worm in the alcohol was dead. The worm in the smoke was dead. The worm in the chocolate syrup was dead and the fourth worm in the clean soil was alive.

So the Minister asked the congregation, "What did you learn from this demonstration?"

A woman sitting in the back quickly raised her hand and said, "As long as you drink, smoke and eat chocolate, you won't have worms."

LAUGHTER IS THE SOUL'S MEDICINE!!



Debby & Al Larson
Owners and Officers—ALD, Inc.

From our place to yours—
We wish you a
**Very Merry Christmas
& Happy New Year !**

What's the Story with DDGS?

Since September, 2008 we have been discussing pit problems caused by DDGS. In a University paper entitled, "The Impact of feeding DDGS..." it states, "Typical nutrient concentrations of DDGS are about 3 times greater in protein, fat, fiber and minerals when compared to corn." In 2008 most producers were feeding 10% to 15% DDGS. At that rate, 15% DDGS reflects 45% more fiber than normal corn.

Today most producers are feeding DDGS at a rate of 30% or more. That relates to 90% or more non digestible fiber in your pits.

This fiber accounts for two of the major problems we see in pits. Thick, heavy "oatmeal" manure in the bottom of the pit, after, pumping and/or the thick crusting and resulting flies that continue to get worse the higher the percentage of DDGS being fed.

What's the solution?

DDGS are not going away. We will have to learn to live with it. Bacteria, like Pit-Charger, does a good job of liquefying manure, but does not digest, non digestible fiber (hulls and pericarp). The problems with the "oatmeal" on the bottom of the pit can be handled by liquefying the manure, so the fiber has nothing to attach to.

The problem with the crusting is a little different. The challenge is to break through the layer of fiber and liquefy the manure before it gets to be 4-5' thick. Flies have a hard time breeding on wet crust. Larvae can't survive and will crawl off when the crust is wet. It's going to take more pit management than we have given to pits in the past.

We've have had a lot of success working with producers on these problems and the methane foaming

What Others are Saying—

From a recent conversation with a customer to include another barn on AutoShip:

"Air quality is much better in our treated building when compared to the non-treated. The manure was liquid in the treated barn and there were few flies. In the non-treated barn the flies could carry you away."

Justin Grove—ARJ Pork
Luana, IA

Quoting from a customer's email to AI this July:

"AI, Just was going to let you know that the additive that you and my brother put in is working. The other barn that did not get it put in now has more crust than the other. So the product is working. He says there are flies in the other barn and hardly any in the one that you put additive in."

Brock and Bryan Peris
Hector, MN

and would be happy to share our experiences. But success means being proactive and working on these problems before they get out of hand.



DDGS—This is what is causing the problems—NON-DIGESTIBLE hulls and pericarp that can bind with manure to create a thick, heavy oatmeal in the bottom of the pit or become a floating crust.

Iowa Pork Producers "Slave Day 2011"

Usually, if you raise your hand enough, you'll buy the prize. For the past 6 years, we have participated in a fund raising auction sponsored by the Iowa Pork Association.

The lucky bidder gets a "day of labor" from two of their Program Directors. This year we were fortunate to win the bidding (I believe we were bidding

against a Boar Stud, so I guess we weren't the only lucky ones). Tyler Bettin, Producer Education Director and Kelly Sheets, Producer Outreach Director, joined me as we treated barns owned by Summit Farms, near Alden, Iowa. Scott Jacobson, Environmental Operations Manager for Summit Farms also joined us to check out the conditions of the pits. Kelly and Scott had both graduated from Iowa State and knew each other.

Because Tyler had been involved with treating barns with us previously, I let him give Kelly the detailed directions as to how to fill and pour the buckets into the pits. I'm sure Kelly was wondering, "Did I really go to college to learn how to do this?"



Kelly Sheets, Tyler Bettin (with IPPA) and Scott Jacobson (Summit Farms) discussing what they would rather be doing on this Friday afternoon.



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