

## It's the Pits

## 2010: A Recap of a Great Year

2010 saw an explosion of interest and growth in the manure management sector. It was a successful year for our Manure Management Team, and we owe a great deal of thanks to all of our customers. When we added our “Manure Route” last July, which was based on the old time milk route service, we saw an even greater response. The Manure Route Service saves producers the time, effort and work of treating and monitoring their own pits. It provides the old fashioned, individual customer service that is missing in so many aspects of current business practices today. For many, it also brings “peace of mind,” knowing their pits and lagoons are taken care of by professionals.

The Manure Management Newsletter made its debut in July 2010. Here’s a recap of the highlights from the last 6 months.

**In July**, we showcased Doug Rohlik’s experience in utilizing bioaugmented manure. In comparing manure treatments, Doug said, “. . .night and day difference between the ProfitPro treated barns and the other three.” Doug affirmed that growers, who understand the value of bioaugmented manure, can reduce plant nutrient cost, improve soil and plant health, improve crop residue decomposition and detoxify the soil (reduced salts) as well as improve nitrogen and other plant nutrient efficiencies.

**In August**, we described how the live microbes in Microbe-Lift® eat the solids and change the raw undigested manure into a liquid solution. We also announced that the “Manure Route” (our yearly Manure Management Service to animal producers and custom applicators.) was available. “Polly the Pig” was also introduced to the world.

**In September**, Patrick Prychun, A Swine Nutritionist with Standard Nutrition, was our guest speaker for the teleconference call. The focus of the month was saving money by utilizing high performance probiotics for swine operations. We uncovered the benefits of how microbes become active in pigs’ digestive systems and how it improves feed conversion, allows fewer days to market, provides healthier pigs at birth, reduces wash out time and increases fertilizer value.

**In October**, the focus was on manure odors. We described how manure odors from pits, lagoons and field-applied manure are a concern for several reasons including the deterioration of neighbor relations, reduced animal performance and health risks, or even death in animals and humans from the result of uncontrolled odors.



*Producers saw their pits/lagoon go from crusting/solids to reduced crusting/solids after being on the Manure Management Service program.*

**In November**, we shared how to make pumping the pits and lagoons easier. By using ProfitPro’s Manure Management Service program, the producer can:

- Improve the ease of handling and liquid manure application.
- Reduce the cost of manure extraction from the pit and handling solids.
- Improve the safety issues regarding lethal gas during the pumping process.
- Reduce or eliminate odor complaints during transport and application.
- Reduce concern for surface and ground water contamination liability.

**In December**, we reminded livestock producers that right after the “pump out” was ideal time to treat their pits and lagoons. Adding Microbe-Lift® after pumping does the following:

- a. It increases pit capacity by digesting bottom solids and surface crust.
- b. It will greatly reduce odors.
- c. It will greatly reduce flies and rodent problems
- d. Offers a better chance to control foaming

**Dr. Jim Ladlie** will be one of the speakers on the on the **FREE Manure Management Teleconference** scheduled for **January 6, 2011** from 8 to 9 pm CST.

Dr. Ladlie and guest producers will review their experiences in managing manure issues and improving agronomic performance from bioaugmented manure.

*“Learn how to net over \$400/acre, corn-on-corn, with only 3,000 gallons/acre of bioaugmented swine manure.”*

For more information, go to [manure.profitproag.com](http://manure.profitproag.com). Dial the toll free number 1-866-225-3498 just before 8 p.m. (CST) and enter the security code 7159 # (pound key).

Polly the Pig said **“2010 was a great year for learning and sharing. 2011 promises to be even better!”**

Let our Manure Management Service help you with these manure issues:

- Odor/Flies
- Solids/Crusting
- Foaming
- Loss of Pit Capacity
- Lethal Gases
- Salt Levels

**THANK YOU FOR YOUR BUSINESS  
AND HAVE A GRAND 2011!**



Polly the Pig™, Photo by ProfitPro, LLC

## Up Coming Events

### **SD Pork Producers Council, Sioux Falls, SD**

January 6 & 7, 2011 . . . See us at Booth #607

### **MN Pork Congress, Minneapolis, MN**

January 19 - 20, 2011 . . . See us at Booth #324 & 326

### **IA Pork Congress, Des Moines, IA**

January 26 - 27, 2011 . . . See us at Booth #200

### **ProfitPro Winter Conference, Albert Lea, MN**

February 3 & 4, 2011 (more info at [www.profitproag.com](http://www.profitproag.com))

### **MO Pork Expo, Columbia, MO**

February 9, 2011 . . . See us at Booth #72

### **Central Plains Dairy Show, Sioux Falls, SD**

March 30 - 31, 2011 . . . See us at Booth #TBD

### **World Pork Expo, Des Moines, IA**

June 8 - 10, 2011 . . . See us at Booth #TBD

## Question & Answer

### ***What is ProfitPro's Manure Management Service?***

ProfitPro, LLC offers a Manure Management Service (MMS) as part of the Full-Circle Animal, Manure and Soil-Plant System™. The MMS is an annual contract to manage the manure. The service cost is based on the amount of manure generated in a containment unit or operation. The technology includes manure bioaugmentation additives with the option of adding probiotic feed additives.

MMS benefits are: Annual investment; Monthly teleconference call; Scheduled service; Educational meetings; Monthly newsletter; and Manure management hotline (1-888-875-2425).

Check-out **Manure Management Service**  
at [manure.profitproag.com](http://manure.profitproag.com)



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