

A Word about the Price of Lagoon Pumping



Pumping your lagoon can be a costly operation; this is because of the amount of equipment, employees, mobilization costs, fuel and insurance required to run a pumping operation. If you are not experienced with the costs involved you may be surprised when you first get your estimate.

All pumping is done by quotation and the factors that determine the final cost for pumping are:

- Mobilization of equipment to the site
- Ease of access to the lagoon
- Ease of access to culverts (*strategically placed culverts are key to savings*)
- Hose miles the fields are from the lagoon
- The type and amount of agitation required to suspend the solids
- Is there any significant elevation differences that require more pumps
- How thick or percentage of solids in the manure slurry
- Is producer bedding with sand; or is there significant sand in the lagoon
- Number of gallons per acre that are being applied
- Total number of gallons in the lagoon
- Time of year that pumping is done (*summer pumping discounts available*)
- Prevailing fuel prices at time of pumping
- Who is paying for the fuel (*producer or Lagoon Pumping*)

The process usually starts with a personal visit from our project coordinator. He will then discuss the variables of your lagoon, where the fields are located into which you want the effluent incorporated into, and what is an appropriate agronomic application rate.

If you have your field maps, Google Earth maps or ASCS maps this will help determine where you want the effluent to be applied. This will also help determine the hose distance required to get the effluent from the lagoon to the field.

To help us determine the agronomic application rates it would help if you have the following information:

- Current soil sample results for each field
- Type of crops grown on the land since last soil sample
- Amount and type of commercial fertilizer used on ground since last soil sample
- Type of crop you intend to plant next

After all the variables have been determined we can give you a quotation for our pumping services. Our pumping is done on a first come, first serve basis. The sooner we know your

pumping needs the sooner we can schedule your pumping. If you have a specific time window you want, the sooner you let us know the closer we can meet your time expectations.

Lagoon Pumping & Dredging has a philosophy of creating customers for life. This means pumping at fair prices and going the extra mile on every job. This allows LPD the privilege of high customer satisfaction and great customer referrals.

Lagoon Pumping & Dredging **DOES NOT** inflate pumping gallons, **DOES NOT** inflate solid levels, **DOES NOT** charge more than what they deliver, **DOES NOT** charge for field layouts, and **DOES NOT** pump over your budget.

The price LPD charges is a simple price per gallon. It is easy to understand and creates no surprises at the end. Pumping a traditional lagoon with two agitators, 5% solids, \$2.50 fuel and fields within one mile the price would start at 1.2¢ per gallon.

If the customer is asking for more services then Lagoon Pumping & Dredging will be up front with the cost and make sure the customer knows what and how much to expect. LPD does not believe in springing billing surprises on you. Extra costs would be for:

- A) long distance mobilization,
- B) high solid levels when no extra water is available,
- C) extra agitation above what is normal,
- D) water transfer from one lagoon to another,
- E) injecting in-line with the crop rows or harvesting swaths, and
- F) high levels of grass or excessive trash in lagoons.

While the costs may seem high, the business produces less than 10% profits for the company. The caveat is no profit is made until the break-even is achieved. Break-even for each of our crews is pumping over 150,000,000 gallons per year. This has to be achieved in less than 160 pumping days each year.

The value of the project is often compared to other capital projects of the producer. The cost does not seem so high when you look at the cost per cow per year to manage your manure. When compared to other manure management alternatives the prices is a very good value for what is being delivered.

Costs would be less if the producers is providing the off-road diesel fuel, pumping during the summer, exporting or selling the manure slurry to neighboring farmers, pumping to drying beds, or for other less than traditional projects. Contact Lagoon Pumping & Dredging for a free quote.

